

# The Michigan Tradesman.

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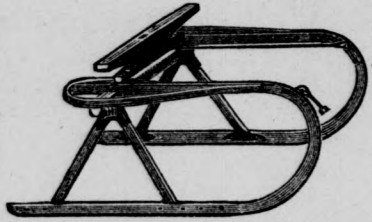
## EATON & LYON,

Importers,  
Jobbers and  
Retailers of

## BOOKS,

Stationery & Sundries,

20 and 22 Monroe St., Grand Rapids, Mich.



## Belknap Wagon & Sleigh Co.

MANUFACTURERS OF

## BELKNAP'S PATENT SLEIGHS,

Business and Pleasure Sleighs, Farm  
Sleighs, Logging Sleighs.  
Lumbermen's and River Tools.

We carry a large stock of material, and have every  
facility for making first-class sleighs of all kinds.  
Shop Cor. Front and First Sts., Grand Rapids.

We have just purchased a  
large invoice of

## "PLANK ROAD PLUG"

Send us a Trial Order.

Spring Chicken, Moxie and  
Eclipse always in stock.

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GRAND RAPIDS, MICH.

## STEAM LAUNDRY,

43 and 45 Kent Street.

STANLEY N. ALLEN, Proprietor.

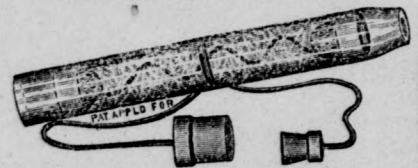
WE DO ONLY FIRST-CLASS WORK AND USE NO  
CHEMICALS.

Orders by Mail and Express Promptly At-  
tended to.

## JUDD & CO.,

JOBBERS OF SADDLERY HARDWARE  
And Full Line Winter Goods.  
102 CANAL STREET.

APPROVED BY PHYSICIANS.  
**Cushman's**



## MENTHOL INHALER

In the treatment of Catarrh, Headache,  
Neuralgia, Hay Fever, Asthma, Bron-  
chitis, Sore Throat and Severe  
Colds, stands without an equal.

Air Mentholized by passing through the Inhaler-  
tube, in which the Pure Crystals of Menthol  
are held thoroughly applies this valuable remedy in the  
most efficient way, to the parts affected. It sells  
readily. Always keep an open Inhaler in your store,  
and let your customers try it. A few inhalations will  
not hurt the Inhaler, and will do more to demonstrate  
its efficiency than a half hour's talk. Retail price  
50 cents. For CIRCULARS and TESTIMONIALS address  
H. D. Cushman, Three Rivers, Mich.  
Trade supplied by  
Hazeltine & Perkins Drug Co., G'd Rapids,  
And Wholesale Druggists of Detroit and Chicago.

## BEANS WANTED.

Highest Market Price Paid  
for Beans, Picked or Unpicked.

## W. T. LAMOREAUX, Agt.

71 Canal Street,

GRAND RAPIDS, - MICH.

## SEEDS

We carry a "line" of  
Seeds of every variety,  
both for field and garden.  
Parties in want should  
write to or see the  
GRAND RAPIDS GRAIN AND SEED CO.  
71 CANAL STREET.

## DIARIES AND OFFICE TICKLERS. MEMORANDUM CALENDARS FOR 1887.

Now is the time to make your  
selections to get what you want  
before the stock is broken.

## Geo. A. Hall & Co.

29 Monroe St.

## CLOVER SEED WANTED

AT  
Grand Rapids Seed Store,  
71 Canal St., Grand Rapids.

## CHANGE OF FIRM.

The copartnership heretofore existing be-  
tween D. Cunningham and Geo. Sinclair, at  
Hudsonville, has been dissolved by mutual  
consent. The business will be continued at  
the old place by Geo. Sinclair.

## CINSENC ROOT.

We pay the highest price for it. Address  
Peck Bros., Druggists, Grand Rapids, Mich.

## WHIPS

For Prices and terms, address  
GRAHAM ROYS,  
Grand Rapids, Mich.

## EDMUND B. DIKEMAN,

## GREAT WATCH MAKER,

## JEWELER.

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GRAND RAPIDS, MICH.

## GUSTAVE A. WOLF, Attorney.

Over Fourth National Bank. Telephone 407.  
COMMERCIAL LAW & COLLECTIONS.

## LUDWIG WINTERNITZ,

STATE AGENT FOR

## Fermentum!

The Only Reliable Compressed Yeast.  
Manufactured by Riverdale Dist. Co.

106 Kent Street, Grand Rapids, Mich.  
TELEPHONE 566.

Grocers, bakers and others can secure the agency for  
their town on this Yeast by applying to above address.  
None genuine unless it bears above label.

## MOSELEY BROS.

—WHOLESALE—

## SEEDS, FRUITS, OYSTERS,

## And Produce.

26, 28, 30 and 32 OTTAWA ST., G'D RAPIDS.

The CELEBRATED EMERY \$3 SHOE

MANUFACTURED BY

HATCH & EMERY, Chicago and Boston.

D. G. KENYON, Traveling Salesman,  
227 Jefferson Street, Grand Rapids, Mich.

ALBERT COYE & SON,

DEALERS IN

## AWNINGS & TENTS

Horse and Wagon Covers,

Oiled Clothing,

Feed Bags,

Wide Ducks, etc.

Flags & Banners made to order.

73 CANAL ST., - GRAND RAPIDS.

### "THE NEW SOUTH."

Its Status Defined in Glowing Terms by  
an Atlanta Editor.

[THE TRADESMAN does not often devote  
so much of its space as is covered in this ar-  
ticle to the discussion of a single subject,  
but the importance of the subject and the  
eloquent manner in which it is treated have  
lead to a deviation from the usual rule. The  
speech was delivered by Editor Grady, of  
the Atlanta Constitution, at the annual  
banquet of the New England Society of  
York, and is pronounced by two of the New  
York journals to be the finest effort heard  
in that city for twenty years.]

"There was a South of secession and  
slavery—that South is dead. There is a  
South of union and freedom—that South is  
living, breathing, growing every hour." These  
words delivered from the lips of Ben-  
jamin H. Hill, in Tammany Hall in 1866,  
make my text for to-night.

Mr. President and Gentlemen:

Let me express to you my appreciation of  
the kindness by which I am permitted to  
address you. I make this abrupt acknowl-  
edgment advisedly, for I felt that if, when  
I raised my provincial voice in this ancient  
and august presence, I could find courage for  
no more than the opening sentence, it would  
be well if, in that sentence, I had met, in a  
rough sense my obligation as a guest and  
had perished, so to speak, with courtesy on  
my lips and grace in my heart. Permitted,  
through your kindness, to catch my second  
wind, let me say that I appreciate the sig-  
nificance of being the first Southerner to  
speak at this board, which bears the sub-  
stance, if it supasses the semblance of origi-  
nal New England hospitality and honors a  
sentiment that in turn honors you, but in  
which my personality is lost, and the com-  
pliment to my people made plain.

I bespeak the utmost stretch of your  
courtesy to-night. I am somewhat indiffer-  
ent to those from whom I come. You re-  
member the man whose wife sent him to a  
neighbor with a pitcher of milk and who,  
tripping on the top step, fell with such  
casual interruption as the landings afforded  
into the basement, and while picking him-  
self up had the pleasure of hearing his wife  
call out:

"John, did you break the pitcher?"

"No, I didn't," said John, "but I'll be  
dinged if I don't."

So, while those who call to me from be-  
hind may inspire me with energy, if not  
with courage, I ask an indulgent hearing  
from you. I beg that you will bring your  
full faith in American fairness and frank-  
ness to a judgment upon what I shall say.  
There was an old preacher once who told  
some boys of the bible lesson he was to read  
in the morning. The boys, finding the place,  
glued together the connecting pages. The  
next morning he read on the bottom of one  
page: "When Noah was one hundred and  
twenty years old he took unto himself a  
wife, who was"—then turning the page—  
"140 cubits long, 40 cubits wide, built of  
goopher wood and covered with pitch inside  
and out." [Loud and continued laughter.]  
He was naturally puzzled at this. He read  
it again, verified it, and then said: "My  
friends, this is the first time I ever met this  
in the bible, but I accept it as evidence of  
the assertion that we are fearfully and won-  
derfully made." [Immense laughter.] If  
I could get you to hold such faith to-night  
I could proceed cheerfully to the task I  
otherwise approach with a sense of conse-  
cration.

Pardon me one word, Mr. President,  
spoken for the purpose of getting into the  
volumens that go out annually freighted with  
the rich eloquence of your speakers—the  
fact that the Cavalier as well as the Puritan  
was in this continent in its early days, and  
that he was "up and able to be about." I  
have read your books carefully and I find no  
mention of that fact, which seems to me im-  
portant for preserving a sort of historical  
equilibrium.

With the Cavalier once established as a  
fact in your charming little books, I shall  
let him work out his own salvation, as he  
has always done with engaging gallantry,  
and we will hold no controversy as to his  
merits. Why should we? Neither Puritan  
nor Cavalier long survived as such. The vir-  
tues and traditions of both happily still live  
for the inspiration of their sons and the sav-  
ing of the old fashion. But both Puritan and  
Cavalier were lost in the storm of their first  
revolution, and the American citizen, sup-  
planting both and stronger than either, took  
possession of the Republic bought by their  
common blood and fashioned in wisdom and  
charged himself with teaching men free  
government and establishing the voice of  
the people as the voice of God. Great types  
like valuable plants are slow to flower and  
fruit. But from the union of these colonists  
from the straightening of their purposes and  
the crossing of their blood, slow perfecting  
through a century, came he who stands as  
the first typical American, the first who  
comprehended within himself all the  
strength and gentleness, all the majesty  
and grace of this Republic—Abraham Lin-  
coln. He was the sum of Puritan and Cav-  
alier, for in his ardent nature were fused  
the virtues of both, and in the depths of his  
great soul the faults of both were lost. He  
was greater than Puritan, greater than Cav-

alier, in that he was American and that in  
his homely form were first gathered the vast  
and thrilling forces of this ideal govern-  
ment—charging it with such tremendous  
meaning and so elevating it above human  
suffering that martyrdom, though infamously  
aimed, came as a fitting crown to a life  
consecrated from its cradle to human  
liberty. Let us each, cherishing his tradi-  
tions and honoring his fathers, build with  
reverent hands to the type of this simple  
but sublime life, in which all types are hon-  
ored, and in the common glory we shall win  
as Americans there will be plenty and to  
spare for your forefathers and for mine.

In speaking to the toast with which you  
have honored me, I accept the term, "The  
New South," as in no sense disparaging to  
the Old. Dear to me, sir, is the home of  
my childhood and the traditions of my peo-  
ple. There is a New South, not through  
protest against the Old, but because of new  
conditions, new adjustments, and, if you  
please, new ideas and aspirations. It is to  
this that I address myself. I ask you, gen-  
tlemen, to picture if you can, the footsore  
soldier, who buttoning up in his faded gray  
jacket the parole which was taken, testi-  
mony to his children of his fidelity and  
faith, turned his face southward from Ap-  
pomattox in April, 1865. Think of him as  
ragged, half-starved, heavy-hearted, enfeebled  
by want and wounds, having fought to  
exhaustion, he surrenders his gun, wrings  
the hands of his comrades, lifting his tear-  
stained and pallid face for the last time to the  
graves that dot the old Virginia hills, pulls  
his gray cap over his brow and begins the  
slow and painful journey. What does he  
find—let me ask you, who went to your homes  
eager to find all the welcome you had justly  
earned, full payment for your four years'  
sacrifice—what does he find, when he  
reaches the home he left four years before?  
He finds his house in ruins, his farm de-  
vasted, his slaves freed, his stock killed, his  
barns empty, his trade destroyed, his money  
worthless, his social system, feudal in its  
magnificence, swept away, his people with-  
out law or legal status, his comrades slain,  
the burdens of others heavy on his shoulders.  
Crushed by defeat, his very traditions  
gone, without money, credit, employment,  
material or training—and, beside all this,  
confronted with the greatest problem that  
every met human intelligence—the estab-  
lishing of a status for the vast body of his  
liberated slaves.

What does he do—this hero in gray with  
a heart of gold—does he sit down in sullen-  
ness and despair? Not for a day. Surely  
God, who had scourged him in his prosper-  
ity, inspired him in his adversity! As ruin  
was never before so overwhelming, never  
was restoration swifter. The soldier step-  
ped from the trenches into the furrow;  
horses that had charged Federal guns  
marched before the plough, and fields that  
ran red with human blood in April were  
green with the harvest in June; women  
reared in luxury cut up their dresses and  
made breeches for their husbands, and with  
a patience and heroism that fits woman al-  
ways as a garment, gave their hands to  
work. There was little bitterness in all  
this. Cheerfulness and frankness prevailed.  
"Bill Arp" struck the keynote when he  
said: "Well, I killed as many of them as  
they did of me and now I'm going to work,"  
or the soldier, returning home after defeat  
and roasting some corn on the roadside,  
who made the remark to his comrades:  
"You may leave the South if you want to,  
but I am going to Sanderville, kiss my wife  
and raise a crop, and if the Yankees fool  
with me any more I will whip 'em again." I  
want to say to General Sherman—who is  
considered an able man in our parts, though  
some people think he is a kind of careless  
man about fire—that from the ashes left us  
in 1864 we have raised a brave and beautiful  
city; that somehow or other we have caught  
the sunshine in the bricks and mortar of  
our homes and have builded thereon not one  
single ignoble prejudice or memory.

But what is the sum of our work? We  
have found out that in the general summing  
up the free negro counts more than he did  
as a slave. We have planted the school-  
house on the hill top and made it free to  
white and black. We have sowed towns  
and cities in the place of theories, and put  
business above politics. [Applause.] We  
have challenged your spinners in Massachu-  
setts and your iron makers in Pennsylvania.  
We have learned that the \$400,000,000 an-  
nually received from our cotton crop will  
make us rich, when the supplies that make  
it are home-raised. We have reduced the  
commercial rate of interest from 24 to 6 per  
cent. and are floating a percent. bonds. We  
have learned that one Northern immigrant  
is worth fifty foreigners and have smoothed  
the path to the southward, wiped out the  
place where Mason and Dixon's line used  
to be, and hung our lath string out to you  
and yours. We have reached the point that  
marks perfect harmony in every household,  
when the husband confesses that the pies  
which his own wife cooks are as good as  
those his mother used to bake, and we ad-  
mit that the sun shines as brightly, and the  
moon as softly as it did "before the war." We  
have established thrift in city and coun-  
try. We have fallen in love with work.

We have restored comfort to homes from  
which culture and elegance never departed.  
We have let economy take root and spread  
among us as rank as the crab-grass which  
sprung from Sherman's cavalry camps, un-  
til we are ready to lay odds on the Georgia  
Yankee as he squeezes pure olive oil out of  
his cotton seed, against any down-easter  
that ever swapped wooden nutmegs for  
flannel sausages in the valleys of Vermont.  
Above all, we know that we have achieved  
in these "piping times of peace," a fuller  
independence for the South than that which  
our fathers sought to win in the forum by  
their eloquence or compel on the field by  
their swords. [Loud applause.]

It is a rare privilege, sir, to have had  
part, however humble, in this work. Never  
was nobler duty confided to human  
hands than the up-lifting and up-building  
of the prostrate and bleeding South, mis-  
guided, perhaps, but beautiful in her suffer-  
ing and honest, brave and generous always.  
In the record of her social, industrial and  
political restoration, we await with confi-  
dence the verdict of the world.

But what of the negro? Have we solved  
the problem he presents or progressed in  
honor and equity towards its solution? Let  
the record speak to this point. No section  
shows a more prosperous laboring popula-  
tion than the negroes of the South, none in  
fuller sympathy with the employing and  
land owning class. He shares our school  
fund, has the fullest protection of our laws  
and the friendship of our people. Self-in-  
terest as well as honor demand that he  
should have this. Our future, our very ex-  
istence depend upon our working out this  
problem in full and exact justice. We un-  
derstand that when Lincoln signed the  
emancipation proclamation, your victory was  
assured, for he then committed you to the  
cause of human liberty, against which  
the arms of man cannot prevail, while those  
of our statesmen who made slavery the cor-  
ner stone of the Confederacy doomed us to  
defeat, committing us to a cause that reason  
could not defend or the sword maintain in  
the light of advancing civilization. Had  
Mr. Toombs said, which he did not say,  
that he would call the roll of his slaves at  
the foot of Bunker Hill, he would have been  
foolish, for he might have known that  
whenever slavery became entangled in war  
it must perish and that the chattel in human  
flesh ended forever in New England when  
your fathers—not to be blamed for parting  
with what didn't pay—sold their slaves to  
our fathers—not to be praised for knowing  
a paying thing when they saw it. The re-  
lations of the Southern people with the  
negro are close and cordial. We remember  
with what fidelity for four years he guarded  
our defenseless women and children, whose  
husbands and fathers were fighting against  
his freedom. To his eternal credit be it  
said that whenever he struck a blow for his  
own liberty he fought in open battle, and  
when at last he raised his black and humble  
hands that the shackles might be struck off,  
those hands were innocent of wrong against  
his helpless charges and worthy to be taken  
in loving grasp by every man who honors  
loyalty and devotion. Ruffians have mal-  
treated him, rascals misled him, philan-  
thropists established a bank for him, but the  
South with the North protests against in-  
justice to this simple and sincere people.  
To liberty and enfranchisement is as far as  
the law can carry the negro. The rest must  
be left to conscience and common sense. It  
should be left to those among whom his lot  
is cast, with whom he is indissolubly con-  
nected and whose prosperity depends upon  
their possessing his intelligent sympathy  
and confidence. Faith has been kept with  
him in spite of columnous assertions to the  
contrary, by those who assume to speak for  
us or by frank opponents. Faith will be  
kept with him in the future, if the South  
holds her reason and integrity.

But have we kept faith with you? In the  
fullest sense, yes. When Lee surrendered  
—I don't say when Johnston surrendered,  
because I understand he still alludes to the  
time when he met General Sherman last as  
the time when he "determined to abandon  
any further prosecution of the struggle"—  
when Lee surrendered, and Johnston quit,  
the South became, and has been since, loyal  
to this Union. We fought hard enough to  
know that we were whipped and in perfect  
frankness accepted as final the arbitrate-  
ment of the sword to which we had appeal-  
ed. The South found her jewel in a toad's  
head. The shackles that had held her in  
narrow limitations fell forever when the  
shackles of the negro slave were broken.  
Under the old regime the negroes were  
slaves to the South, the South was a slave  
to the system. Thus we gathered in the  
hands of a splendid and chivalric oligarchy  
the substance that should have been diffused  
among the people, as the rich blood is gath-  
ered at the heart, filling that with affluent  
rapture but leaving the body chill and color-  
less.

The old South rested everything on slav-  
ery and agriculture, unconscious that these  
could neither give nor maintain healthy  
growth. The new South presents a perfect  
democracy, the oligarchs leading into the  
popular movement—a social system com-  
pact and closely knitted, less splendid on the

surface, but stronger at the core—a hundred  
farms for every plantation, fifty homes for  
every palace—and a diversified industry  
that meets the complex needs of this com-  
plex age.

The New South is enamored of her new  
work. Her soul is stirred with the breath  
of a new life. The light of a grander day is  
falling fair on her face. She is thrilling,  
sir, with the consciousness of growing power  
and prosperity. As she stands full-stat-  
ured and equal among the people of the  
earth, breathing the keen air and looking  
out upon an expanding horizon, she under-  
stands that her emancipation came because,  
in the inscrutable wisdom of God, her honest  
purpose was crossed and her brave  
armies were beaten. This is said in no spirit  
of time serving and apology. I should be un-  
just to the South if I did not make this  
plain in this presence. The South has noth-  
ing to take back; nothing for which she has  
excuses to make. In my native town of  
Athens is a monument that crowns its cen-  
tral hills—a plain white shaft. Deep cut  
into its shining sides is a name dear to me  
above the names of men, that of a brave and  
simple man who died in brave and simple  
faith. Not for all the glories of New England  
from Plymouth Rock all the way would I  
exchange the heritage he left me in his patri-  
ot's death. To the foot of that shaft I  
shall send my children's children to rever-  
ence him who ennobled their name with his  
heroic blood. But, sir, speaking from the  
shadow of that memory, which I honor as I  
do nothing else on earth, I say that the  
cause in which he suffered and for which he  
gave his life was adjudged by higher and  
fuller wisdom than his or mine, and I am  
glad that the omniscient God held the bal-  
ance of battle in His Almighty hand and  
that the American Union was saved from the  
wreck of war.

This message, Mr. President, comes to  
you from consecrated ground. Every foot  
of the soil about the city in which I live is  
sacred as a battleground of the Republic.  
Every hill that invests it is hallowed to you  
by the blood of your brothers who died for  
your victory and doubly hallowed to us by  
the blow of those who died hopeless, but undaun-  
ted in defeat—sacred soil to all of us—rich in  
memories that make us purer and stronger  
and better—silent but staunch witness in its  
rich desolation of the matchless valor of  
American hearts and the deathless glory of  
American arms—speaking and eloquent  
witness in its white peace and prosperity to  
the indissoluble Union of American States  
and the imperishable brotherhood of the  
American people.

What answer has New England to this  
message? Will she permit the prejudice of  
war to remain in the hearts of the con-  
querors, when it has died in the hearts of the  
conquered? Will she transmit this prej-  
udice to the next generation, that in hearts  
which never felt the generous ardor of conflict  
it may perpetuate itself? Will she with-  
hold, save in strained courtesy, the hand  
which, straight from his soldier's heart,  
Grant offered to Lee at Appomattox? Will  
she make the vision of a restored and happy  
people, which gathered above the couch of  
your dying captain, filling his heart with  
peace, touching his lips with praise and  
glorifying his path to the grave—will she  
make this vision on, which the last sigh of  
his expiring soul breathed a benediction, a  
cheat or delusion? If she does, the South,  
never abject in asking for comradeship,  
must accept with dignity its refusal. But  
if she does not refuse to accept in frankness  
and sincerity this message of good will and  
friendship, then will the prophecy of Web-  
ster, delivered to this very society forty  
years ago, amid tremendous applause, be  
verified in its fullest and final sense, when  
he said: "Standing hand to hand and  
clasping hands, we should remain united  
as we have been for sixty years, citizens of  
the same country, members of the same  
Government, united, all united now and united  
forever. There have been difficulties, con-  
tentions and controversies, but I tell you  
that in my judgment"

Those opposed eyes,  
Which, like the meteors of a troubled heaven,  
All of one nature, of one substance bred,  
Did lately meet in 'th' intestine shock,  
Shall now, in mutual well-becoming ranks,  
March all one way.

The Future of the Peanut.

The announcement is made that the hum-  
ble, but not always unobtrusive, peanut is  
to be a more important article in the future  
than it ever has been in the past. Its in-  
fluence on civilization has long been ac-  
knowledgeed, and its effect on the law  
makers of the country has been most bene-  
ficial, but not until recently has it been  
made known that it possesses valuable  
medicinal qualities. Its medicinal qualities  
are not of the cure-all kind, it seems, being  
similar to those possessed by the castor  
bean, but they are not the less useful on  
that account. One beauty about the matter  
is that the medicinal effects of the nut are  
best exerted when it is taken in its virgin  
purity, and hence it is not likely that it will  
be put up in seductive packages at high  
prices and covered by patents and trade  
marks.

Bad Axe is to have a creamery to fill a  
long-felt want.

# The Michigan Tradesman.

A JOURNAL DEVOTED TO THE  
Merchandise and Manufacturing Interests of the State.

E. A. STOWE, Editor.

Terms \$1 a year in advance, postage paid.  
Advertising rates made known on application.

WEDNESDAY, JANUARY 5, 1887.

Grand Rapids Traveling Men's Association.  
President, L. M. Mills; Vice-President, R. A. Sears; Sec-  
retary and Treasurer, Geo. H. Seymour; Board of Di-  
rectors, H. S. Robertson, Geo. F. Owen, J. N. Brad-  
ford, A. B. Cole and Wm. Logie.

Subscribers and others, when writing  
to advertisers, will confer a favor on the pub-  
lishers by mentioning that they saw the adver-  
tisement in the columns of this paper.

The widely-advertised "Royal Salt" turns  
out to be an arrant fraud, the preservative  
effects attributed to it being secured by the  
addition of salicylic acid and gypsum to  
common salt. Speaking of the objection to  
using such adulterations in butter, Prof.  
Arnold recently wrote as follows:

It is not advisable to use boracic or sal-  
icylic acid at all in butter. They both make  
the flavor of butter unfavorable, the latter  
more than the former, and are objectionable  
as being foreign substances. They are of  
no use in the human economy. They  
neither produce warmth nor make fat, flesh  
or bones. They are medicinal and turn na-  
ture out of her regular course and it  
causes a needless expenditure of vital  
force to absorb, circulate and cast them  
out of the system. They are anti-  
septic, and by their influence in resisting  
change they retard change in butter as they  
do in all matter, but unfortunately they re-  
sist change when in the stomach the same  
as they do when out of it, and retard the  
change in digestion as they do in the butter  
or in any other food. It is much better to eat  
the butter while fresh, and keep the medi-  
cinal antiseptics out of it.

The suit brought by Frank E. Pickett,  
proprietor of the Coldspring cheese factory,  
against a Poland who was suspected of  
watering the milk he furnished the factory,  
resulted in a verdict of "no cause of ac-  
tion." The case occupied the attention of  
the Allegan Circuit Court for about a week,  
and was stubbornly contested on both sides.  
The jury stood five for conviction when  
they first went out, but the remaining seven  
subsequently wheedled them into rendering  
a verdict of acquittal. THE TRADESMAN re-  
grets the outcome of the prosecution, as it  
fears that the adverse verdict will have an  
untoward influence on those given to water-  
ing their milk. Mr. Pickett's suggestion,  
in another column, that the lactometer  
ought to be made a legal test is entitled to  
the consideration of friends of pure goods  
everywhere.

The organization of the Michigan Busi-  
ness Men's Association undoubtedly hastened  
the formation of a State Association in  
New York and the same spirit of generous  
rivalry has made itself manifest in Penn-  
sylvania, Colorado and Minnesota. As will be  
seen by a letter in another column, the Illi-  
nois associations—stimulated to action by the  
results secured here in Michigan—are mov-  
ing in the matter of forming a State Asso-  
ciation. The time is evidently not far dis-  
tant when every state in the Union will  
have its own association. And when that  
time comes a National organization will be  
in order.

A few years ago, Dr. N. J. Alkin failed  
for \$19,000, with \$1,200 assets. Then  
"Paisa" Newman failed for \$30,709, with  
\$2,300 assets. Then the immaculate Mess-  
more failed for \$20,000, and no assets (ex-  
cept such as were gobbled by his wife).  
Now comes Ira O. Green, who sells about  
\$19,000 worth of goods at slaughter sale  
and pockets the proceeds, leaving but \$3,000  
worth of goods unsold. Surely laws which  
enable rascals to perpetrate such frauds on  
their creditors are wrong either in intent  
or application.

The man who puts a pistol to your head  
on the street and demands your money and  
valuables is a highway robber. The man who  
gets your goods in his store, sells them at  
slaughter sale and pockets the proceeds, is  
a shrewd business man and thereafter  
figures as the prince of barroom loafers and  
political orators.

Ira O. Green claimed that he lost \$3,000  
in his apple dicker a year ago last fall. As  
near as THE TRADESMAN can ascertain,  
Mr. Green is now "even" on the apple loss  
and about \$13,000 ahead besides. Great is  
the law which enables the man to realize  
such handsome profits!

Two of a kind—Isaac E. Messmore and  
Ira O. Green.

## AMONG THE TRADE.

GRAND RAPIDS GOSSIP.  
C. D. Hodges succeeds Hodges & Morse  
in the livery business.

The Grand Rapids School Furniture Co.  
is building an addition to its office on Pres-  
cott street.

T. B. Snyder has engaged in the grocery  
business at Brutus. Clark, Jewell & Co.  
furnished the stock.

The Belknap Wagon & Sleigh Co. has  
purchased the bar iron and wagon supply  
stock of Wm. P. Kutsch.

Nicholas Botma, the Fisher grocer, has  
just moved into his new store and cele-  
brated the event by adding a line of dry  
goods, furnished by P. Steketee & Sons.

Jacob VanderZee has engaged in the gro-  
cery business at St. Ignace. Clark, Jewell  
& Co. furnished the stock.

John Gezon has engaged in the grocery  
business at 38 Maple street, Bulkley,  
Lemon & Hoops furnished the stock.

G. M. Huntley, late of Berlin, has engaged  
in the grocery business at Wright Center,  
a new station on the line of the M., G. R.  
& I. Railway. Olney, Shields & Co. fur-  
nished the stock.

It is no longer a trade secret that Eli F.  
Harrington's quarter interest in the firm of  
Curtiss, Dutton & Co. is for sale. Whether  
the interest will pass to a stranger or be ac-  
quired by the other members of the firm is  
as yet undecided.

The failure of Wm. Eichelsdorfer, the  
Canal street boot and shoe dealer, is assum-  
ing interesting proportions. The merchan-  
dise indebtedness aggregates about \$22,000  
and the chattel mortgages given banks,  
friends and landlord amount to \$11,000  
more, swelling the liabilities to \$33,000.  
The stock is worth in the neighborhood of  
\$17,000, but the way in which creditors are  
replevining the goods as THE TRADESMAN  
goes to press, gives rise to the opinion that  
these figures will need a general overhaul-  
ing.

Up to about two months ago, Ira O. Green  
was content to carry on a small business in  
the line of fruits and grocers' specialties.  
He then embarked in the wholesale grocery  
business, putting in a stock variously esti-  
mated at from \$20,000 to \$30,000. A pecu-  
liar feature of the matter was the apparent-  
ly reckless manner in which the buying was  
done. For instance, an order was placed  
for ten bales of grenoble walnuts, which is  
more than a house with Mr. Green's trade  
could ordinarily dispose of in the course of  
a year. So, too, an order was placed for a  
carload of peanuts, which was larger than  
prudence would dictate. As John Caul-  
field was going home one evening last week,  
Mr. Green accosted him in a familiar man-  
ner, telling him he had several large bills to  
pay the next day, and that if he had any-  
thing in his stock which Mr. Caulfield could  
use, he should be pleased to sell it to him—  
for cash—at less than cost. Mr. Caulfield  
can probably smell a bargain as far as any  
man in the business, and the result was a  
line of purchases aggregating about \$2,000.  
The next day Arthur Meigs & Co. were ap-  
proached in the same manner and the result  
was the purchase and removal of about \$5,-  
000 worth of goods for \$4,000. Then Ira  
Hatch was given an opportunity to select  
about \$3,500 worth of goods, on which he  
claims to have netted \$700—that is, bought  
the goods for \$700 below the present mar-  
ket value. In the meantime, many smaller  
sales were made and retail purchasers were  
sold goods at cost and given 20 per cent.  
discount for cash. In this way \$19,000  
worth of goods were closed out at a net  
amount which THE TRADESMAN estimates  
at about \$15,000. The mercantile agency  
notified the principal markets by telegraph  
and on Thursday three attachments aggre-  
gating \$2,800 were placed on the remainder  
of the stock. It was inventoried Saturday  
by F. J. Lamb and C. C. Bunting, who  
estimated its value at \$3,300. On Monday,  
Mr. Green claimed his exemption of \$250  
and took stock to that amount at inventory  
value. During the progress of the sale,  
Mr. Green was free to assert that every  
creditor would get 100 cents on the dollar,  
but on Monday he concluded that he would  
not pay more than 25 per cent. As THE  
TRADESMAN goes to press, it expects to  
hear that he has come to the same conclu-  
sion as his creditors—that is, that he will  
pay nothing.

## AROUND THE STATE.

A. F. Eike, grocer at Detroit, has assign-  
ed.  
Ollie Evans has opened a grocery store at  
Shelbyville.

J. H. Byers, dealer in kid gloves, at De-  
troit, has sold out.

Wm. Rose, dealer in notions at East Sag-  
inaw, has been attached.

J. O. Goodrich, grocer at Greenville, is suc-  
ceeded by Moon & Goodrich.

T. Hunter & Son, general dealers at Mio,  
have assigned to R. S. Moore.

Geo. W. Brooks succeeds Walsh Bros. in  
the grocery business at Howell.

Lowe & Evelett succeed D. E. Lowe &  
Co. in general trade at Cornum.

R. W. Culver, druggist at South Haven,  
is succeeded by Culver & Butler.

Scott & Brownfield, boot and shoe deal-  
ers, at Buchanan, have assigned.

L. M. Handy has bought out M. Layman,  
dealer in boots and shoes at Mancelona.

Thos. McKone, general dealer at Chelsea,  
has been closed under chattel mortgage.

Kohler & Payne, meat dealers at Shelby,  
have dissolved, Kohler & Getty succeeding.

Wm. Rose & Co., general dealers at East  
Saginaw, have been closed on attachment.

Jas. Maguire succeeds Eckenfels & Ma-  
guire in the grocery business at Manistee.

George Truesdell, notion dealer at Green-  
ville, has been closed on a chattel mortgage  
of \$1,500.

L. M. Sutton & Co. succeed Sutton, Fair-  
field & Co. in the dry goods business at  
Tecumseh.

F. Poquegnat, of St. Louis, has opened a  
branch store at Alma, for the sale of jew-  
elry, with his son, A. W., as manager.

A. Tullgren, druggist at Iron Mountain,  
has been burned out, also C. Grossbusch,  
shoemaker and dealer in notions, at same  
place.

S. E. Young, formerly engaged in the  
drug business at Edmore, has purchased the

drug stock of L. Perrigo & Co., at Burnip's  
Corners.

Merritt Graves is erecting a building at  
West Chelser for general store purposes  
and Henry Miller, late of Coopersville, is  
building an agricultural warehouse at the  
same place.

E. D. Kitchen, a North Lansing dry goods  
merchant, has assigned to Frank Chaffee.  
His assets amount to \$7,000 and will cover  
his liabilities. A year ago he came from  
Webberville.

## MANUFACTURING MATTERS.

Ernst & Follett have put in a circular  
sawmill at Williamsburg.  
J. C. Mummert succeeds Mummert &  
Lightningstar in saw mill business at Ayr.  
R. N. Goodwin, handle manufacturer and  
general dealer at Union Pier, has sold out  
to A. Willett.

W. B. Church & Co., manufacturers of  
road carts at Allegan, are succeeded by the  
Allegan Spiral Spring Buggy Co.

T. H. Stevens, of Tuscola, will remove  
his shingle mill to Vassar and add sash,  
door and blind making machinery, etc.,  
giving employment to ten or twelve men the  
year round.

## STRAY FACTS.

M. W. Sweet, dealer in agricultural im-  
plements, at Adrian, is dead.

Geo. Barton succeeds Chas. Bennett in  
the hotel business at Memphis.

D. M. Day succeeds H. N. McIntyre in  
the printing business at Lakeview.

M. S. Cooley, proprietor of a ninety-nine  
cent store, at Richmond, has assigned.

Wm. Forbes has purchased the Union  
meat market of T. E. Sharpe, at Whitehall.

W. B. Reid & Sons, dealers in agricul-  
tural implements at Jackson, have dissolv-  
ed, Reid Bros. succeeding.

J. T. Bell & Co., the East Saginaw fruit  
and produce house, favor their patrons with  
an elegant holiday souvenir.

Tobias Bergy, the Caledonia button manu-  
facturer, has gotten out a line of 400 differ-  
ent styles for the coming season.

Lafayette Moon has retired from the com-  
mission firm of Clark & Moon, at Big Rapids.  
The business will be continued by E. P.  
Clark.

The First National Bank at Milford has  
surrendered its government charter, and has  
been re-organized under the State law, the  
new name being the Milford State Bank.

I. W. Zimmerman has purchased an in-  
terest in the firm of Douglass & Buell, agri-  
cultural implement dealers at Traverse City.  
The new firm will be known as Douglass,  
Zimmerman & Co.

A Baldwin patron of THE TRADESMAN  
writes as follows: "Times here are very  
good and the outlook for the future is en-  
couraging. The building here goes on in  
spite of cold weather."

Battle Creek Call: Charles H. White, of  
Marshall, has bought the interest of Henry  
Rupert in the firm of Rupert & Estell, dealers  
in flour, feed, grain, wood, lime, etc. The  
new firm will be known as Estell & White.

Hitchcock, Esselstyn & Co., jobbers of  
woolens and tailors' trimmings, at Detroit,  
are succeeded by H. Hitchcock, Son & Co.  
The new firm is composed of Horace Hitch-  
cock, Jas. H. Hitchcock, Erastus R. Has-  
call and Wm. E. Kelsey.

THE TRADESMAN has it on good author-  
ity that E. W. Pickett's reason for dis-  
posing of his general stock, at Wayland, was  
to enable him to establish a bank at that  
place. If this is his intention, and he car-  
ries out the project, he will do Wayland a  
good turn as well as put money in his own  
pocket.

The statement recently made to the effect  
that the Sands & Maxwell Lumber Co. had  
purchased the plant and business of the  
Pentwater Furniture Co., at Pentwater, is  
only partially true. The latter corporation  
has sold its plant, as stated, but retains its  
business and will construct another factory  
in the spring in which to continue the busi-  
ness without interruption.

## Purely Personal.

John H. Passage, the Greenville druggist,  
spent the holidays with friends at Danville,  
N. Y.

Fred E. Hall, shipping clerk for Putnam  
& Brooks, spent last week with his wife at  
Marion, Ohio.

R. Wolcott, the Freeport stock shipper  
and butcher, was in town Monday and Tues-  
day on business.

Miss Mary Harold, billing clerk for Put-  
nam & Brooks, is spending a week with her  
parents at Holland.

Percy H. Clark, superintendent for J. G.  
McElwee & Co., at Big Rapids, was pre-  
sented with a daughter on Dec. 27.

Fred. Blount, formerly of this city, is now  
engaged in the manufacture of salt at Colo-  
rado City, Texas. His wells have a daily  
capacity of ten tons.

Mr. Wheaton, of Girard, Pa., agent for  
the Grand Rapids School Furniture Co.,  
was in town over New Years, the guest of  
the company.

W. Carson, late of Galesburg, has taken  
the position of book-keeper for Ed. Telfer.  
This arrangement will enable the genial Ed-  
ward to give the city trade an occasional  
whirl.

THE TRADESMAN has it on the best of  
authority that Sam. B. Sinclair, for sev-  
eral years past junior partner in the firm of  
Phelps, Brace & Co., at Detroit, has sever-  
ed his connection with that house and will  
participate in the re-organization of the old  
firm of B. F. Farrington & Co. The capital  
of the new firm will be \$50,000, of which  
Mrs. F. B. Farrington furnishes \$10,000, Mr.  
Sinclair, \$30,000 and Cliff. Elliott, \$10,000.

## VISITING BUYERS.

The following retail dealers have visited  
the market during the past week and placed  
orders with the various houses:

B. A. Jones, Leeterville.  
C. DeJongh, VanderLinde & DeJonge, Mus-  
kegon.

Wm. Peer, Muskegon.  
Henry Baar, Grand Haven.  
M. V. Wilson, Sand Lake.

Frederic H. Hutton, of Hutton & Dickenson, Grand  
Haven.

A. W. Fenton & Co., Bailey.  
Conrad Bros., Otsego.

Neal Hastings, Reed City.  
C. F. Williams, Caledonia.

Dr. Henry Lever, Newaygo.  
Aaron Rogers, Ravenna.

A. W. Westgate, Cheshogan.  
H. C. Stoddard, Stoddard Bros., Reed City.  
T. C. Prout, Howard City.

C. B. Henika, Petoskey.  
Wm. Hugh Morley.  
A. Norris, A. Norris & Son, Casnovia.

J. B. King, Howard City.  
Henry Cliff, Spring Lake.  
L. C. Osterander, Carson City.

B. Campbell, Baldwin.  
S. D. Thompson, Newaygo.  
Samuel Wisler, Mancelona.

John Crispe, Plainwell.  
T. H. Peacock, Reed City.  
H. Brusse, Zeeland.

J. P. Visner, Allegan.  
Byron McNeal, Byron Center.  
J. C. Benbow, Cunningsburg.

Geo. A. Roof, Big Rapids.  
J. McIntyre, Fremont.  
A. L. Power, Kent City.

R. A. Hastings, Sparta.  
S. E. Young, Edmore.  
Frank Hibbard, Evart.

W. H. Beach, Holland.  
H. H. Freedman, Reed City.  
Chas. Wiseman, Big Rapids.

Jas. McCormick, Fennville.  
E. N. Bates, Moline.  
J. W. Yetter, Yetter & Look, Lowell.

Emmet Hagadorn, Fife Lake.  
S. DeLong, Bangor.  
A. Woodward, Mantion.

R. E. Workman, Holland.  
Chas. McCarty, Lowell.  
R. Granger, O. B. Granger & Co., Plainwell.

Richard Reiners, Reed City.  
Mr. Hayward, Champion & Hayward, White  
Cloud.

J. C. Drew, Rockford.  
S. M. Huntley, Wright Center.  
James Richardson, St. Johns.

E. Wright, Woodville.  
H. W. Morford, Brutus.  
R. E. Peters, Bangor.

E. M. Reed, Coopersville.  
Henry Dekline, Jamestown.  
Hoag & Judson, Cunningsburg.

Leavett & Telfer, Rockford.  
Geo. A. Sage, Rockford.  
L. N. Fisher, Dor.

E. E. Rice, Croton.  
G. C. Baker, LeBarre.  
E. F. Taylor, Wood Lake.

E. W. Pickett, Wayland.  
A. E. Bergy, Caledonia.  
C. H. Loomis, Sparta.

E. H. Foster, Fife Lake.  
C. W. Skilling, Rockford.  
O. F. & W. P. Conklin, Ravenna.

L. Mauer, Fisher.  
G. P. Stark, Cassade.  
G. Begman, Bauer.

S. T. McLellan, Denison.  
Rutgers & Tien, Graafschap.  
G. M. Huntley, Wright Center.

John Gunstra, Lamont.  
Wm. Vermeulen, Beaver Dam.  
Smith & Bristol, Ada.

M. Minderhout, Hanley.  
Geo. Armstrong, Montague.  
Cornell & Griswold, Griswold.

John Houden, Reed City.  
R. Wolcott, Freeport.  
Geo. Tomsett, Edgerton.

D. E. Lozier, Dibble & Lozier, Alba.  
Jas. Campbell, Westwood.  
A. Gariets, Lima, Ind.

J. G. Bain, Petoskey.  
Geo. Ketchum, Howard City.  
W. W. Forrester, Pierson.

Hanson Bros., Morley.  
J. E. Thurkow, Morley.  
C. K. Hoyt, Hudsonville.

C. Keller, Logan.  
J. C. Drew, Rockford.  
E. M. Stickney, Paris.

B. Burlington, Bradley.  
L. F. Davall, Boyne Falls.  
C. E. Coburn, Pierson.

Huizenga & Son, Eastmanville.  
J. Raymond, Berlin.  
John Smith, Ada.

C. H. Deming, Dutton.  
Vesley Bros., Lamont.  
O. F. & W. P. Conklin, Ravenna.

Mr. Lillie, Rice & Lillie, Coopersville.  
John Howell, Philadelphia & Howell, Muske-  
gon.

Chas. A. Brott, Canada Corners.  
Herman Thompson, Canada Corners.  
Frank B. Watkins, Rockford.

John Kramer, Boft & Kramer, Holland.  
Bostwick & Son, Cunningsburg.  
C. Drury, Sampson & Drury, Cadillac.

W. H. Pipp, Pipp Bros., Kalkaska.  
W. N. Hutchinson, Grant.  
A. R. McKinnon, Shelby.

Nineheus Bros., New Holland.  
Heyboer & Bro., Drenthe.  
M. Burbank, Spring Lake.

Farowe & Bro., Allendale.  
C. F. Sears, Rockford.  
Wm. Karsten, Beaver Dam.

R. G. Smith, Wayland.  
G. TenHoor, Forest Grove.  
A. C. Adams, Ashton.

John Kamps, Zutphen.  
Nelson F. Miller, Lisbon.  
P. Kinney, Morley.

Hugh Johnson, Shelby.  
S. Sheldon, Pierson.  
H. Geerds, Fremont.

Wm. Barker, Sand Lake.  
Parkhurst Bros., Nunica.  
H. Hitchcock, Reed City.

H. Clark, Vernon.  
I. J. Quick, Allendale.  
Rose Bros., Allendale.

M. P. Shields, Hiliards.  
J. W. Davis & Son, general dealers, Mack-  
inac: "It is too good to drop."

## MISCELLANEOUS.

Advertisements of 25 words or less inserted  
in this column at the rate of 25 cents per week,  
or 50 cents for three weeks. Advance pay-  
ment.

Advertisements directing that answers be  
sent in care of this office must be accompanied  
by 25 cents extra, to cover expense of postage,  
etc.

FOR SALE—Small stock of groceries, with a  
good paying patronage. Living rooms in  
connection with store. Rent reasonable. For  
terms, address Box 465, Big Rapids, Mich. 174

FOR SALE—A two-story store, 22x58, almost  
new, second floor done off and tenanted.  
Selling goods in store if desired. Good place for  
dry goods and groceries. In a good farm-  
ing country. For particulars, address C. E.  
Clapp, Martin, Allegan Co., Mich., where store  
is located. 173

WANTED—A graduate in pharmacy, who can  
speak German, at a leading West Side  
drug store. Apply at "The Tradesman" office.  
171-31

WANTED—Energetic young man who is fa-  
miliar with the coffee and spice busi-  
ness, who can make bills and sell goods to city  
trade. Address No. 10, care "The Tradesman"  
office. 171

FOR SALE—First-class hand laundry at a  
bargain. This is a rare chance. Address  
Box 33, Big Rapids, Mich. 178

FOR SALE—A first-class water power at Lee  
Station on C. & W. M. R. R., or would take  
in a partner to build a grist mill on same pow-  
er. Address D. J. Dokey, Lee, Mich. 173

FOR SALE—The best and most complete  
drug store in the thriving city of Muske-  
gon. Terms easy. Address C. L. Brundage, 79  
W. ave., Muskegon, Mich. 173

FOR RENT—Desirable corner store, in good  
residence locality, suitable for grocery or  
general trade. Good living rooms over store.  
Rent reasonable. Enquire at 83 South Division  
street, Grand Rapids. 1681

IF YOU WANT—To get into business, to sell  
your business, to secure additional capital,  
to get a situation, if you have anything for  
sale or want to buy anything, advertise in the  
Miscellaneous Column of THE TRADESMAN.  
A twenty-five word advertisement costs but 25  
cents a week or 50 cents for three weeks.

## STOCKHOLDERS' MEETING.

The annual meeting of the stockholders of  
the Hazeltine & Perkins Drug Co. will be held  
at the office of the company, corner Ottawa  
and Louis streets, on Monday, January 10, at  
7:30 p. m., for the purpose of electing a board  
of directors for the ensuing year, and for the  
transaction of any other business which may  
come before the meeting.  
H. B. FAIRCHILD, Sec'y.

## STOCKHOLDERS' MEETING.

The annual meeting of the stockholders of  
the Fuller & Stowe Company will be held at  
the office of the company, 49 Lyon street, Wed-  
nesday, January 19, at 7:30 p. m., for the pur-  
pose of electing a board of directors for the  
ensuing year, and for the transaction of any  
other business that may come before the meet-  
ing.  
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Annual Social Party of the Grand Rapids Traveling Men.

The third annual social party of the Grand Rapids traveling fraternity, which was given at Armory Hall last Thursday evening, was in no way less enjoyable than the two preceding affairs of a similar nature. Everything conspired to make the occasion a delightful one, and long to be remembered. It was observable that fewer of "the boys" were present than usual, but in point of tickets sold the managers are certainly to be congratulated. There were about 200 persons in attendance. Every one appeared to have "a good time," a spirit of fraternal good-fellowship prevailing the hall, making everyone at ease. Strangers were heartily welcomed and made to feel like "one of them." Too much praise cannot be accorded the reception committee for the able manner in which they performed their duties, nor the floor managers, who also came in for their share of credit. In contrast with the first and second balls, the walls were bare of decoration, with the exception of the large programme of dances which adorned the north wall.

At about half past eleven, the call for supper was made, when those present formed into line, marched around the hall and to the Morton, where a dainty repast was served in Boyd's usual elegant style. After doing it ample justice, the boys and their ladies filed back to the hall, where vocal music was indulged in, Miss McGurran and Mr. Hurd contributing their share to the pleasure of the occasion. The light fantastic was then tipped until a late hour, when everyone left, feeling tired but happy.

Permanent Treasurer Seymour furnishes THE TRADESMAN with the following financial report of the entertainment:

RECEIPTS.	
Ball tickets sold.....	\$171.00
Supper tickets sold.....	59.25
Total.....	\$230.25
DISBURSEMENTS.	
Rent of armory.....	\$25.00
Squiers' orchestra.....	24.00
Ribbon for badges.....	17.28
Printing invitations, badges, etc.....	7.40
Pouring gripsacks.....	13.70
Painting programme.....	1.50
Postage on invitations.....	5.50
Safety pins.....	.56
Ladies' servant.....	2.00
Paid Morton House for supper.....	56.25
Total.....	\$168.44
Bal. on hand.....	\$61.81
Bal. from previous entertainments.....	22.00
Total fund on hand.....	\$85.81

#### The Gripsack Brigade.

A. B. Cole sold seventy-eight tickets for the ball, beating the record.

E. P. Dana has severed his connection with the Michigan Confectionery Co., of Detroit.

Ex-invalid Crookston started out to-day for a visit to his trade along the line of the Greenville branch.

E. K. Emerson, late of Chicago, succeeds Gideon Kellogg as traveling representative for Rainville & Lyon.

Thos. Ferguson went to Detroit last week and engaged to represent J. H. Thompson & Co. for a fifth year.

Albert C. Antrim is home from a trip to the Golden Gate. He starts out about the 10th for a tour of Texas.

D. G. Kenyon, traveling salesman for Hatch & Emery, of Chicago, left Monday for a two months' trip through Iowa.

A. B. Cole, general traveling representative for Bickford & Frances, of Buffalo, has gone to St. Louis, Mo., for a week.

Leo A. Caro started out Monday for Putnam & Brooks, taking a portion of the territory formerly covered by Wm. B. Edmunds.

E. Duffy has engaged with Perkins & Hess for another year, taking in most of the towns in the immediate vicinity of this market.

Hon. A. W. Westgate, President of the Cheboygan Business Men's Association, was in town last Thursday to attend the dedication of the Soldiers' Home.

Jas. B. McInnes, traveling representative for Lautz Bros. & Co., of Buffalo, spent the holidays with friends here. He makes St. Louis his headquarters.

H. A. Hudson, formerly with Clark, Jewell & Co., but for the past year with J. Lorrillard & Co., has gone back to the old love, starting out on his initial trip Monday.

Frank R. Miles made himself a present of a fine gold chronometer on New Year's day. If he had waited a day longer he would have worn one with the compliments of his employers.

Valda A. Johnston has dissolved partnership with the Grand Rapids Packing and Provision Co., and has under advisement a couple of advantageous offers from Chicago houses.

John C. Utman, traveling representative for Amos S. Musselman & Co., has moved his family from Coopersville to this city. They have taken up their residence at the corner of Jefferson avenue and Powell street.

John H. Eicher, for the past four years with S. A. Wellings, has engaged to travel for Root, Strong & Co., of Detroit, taking the entire State as his territory. He will handle the manufactured goods of the house only.

Will J. Worden, late with the Powers & Walker Casket Co., has engaged to travel for F. H. Hill & Co., of Chicago. His territory lies in Wisconsin and Minnesota, but he will continue to see a few of the lake shore towns.

D. E. McVean, with Arthur Meigs & Co.,

who spent New Years with old friends at Kalkaska, was the recipient of a handsome gold-headed cane, the gift of his admiring comrades of the G. A. R. Post, of which he was commander for several successive terms.

Jas. McSkimin, late with Clark, Jewell & Co., has engaged to travel for Phelps, Brace & Co., taking a portion of the territory formerly covered by Sam. B. Sinclair. He will make Flint his headquarters and remove his family to that place from Peoria, Ills.

THE TRADESMAN will shortly present its annual list of the traveling men who live here or represent houses at this market. Those who have made changes with the new year should notify THE TRADESMAN without delay and men new to the town are requested to send in their names and connections on a postal card.

At the annual meeting of the Michigan Commercial Travelers' Association, held at Detroit last Friday, the following officers were elected for the ensuing year: President, John H. Swan; First Vice-President, F. H. Carver; Second Vice-President, W. G. Hawkins; Third Vice-President, J. N. Alexander; Fourth Vice-President, Frank Gates; Fifth Vice-President, C. W. Horton; Secretary and Treasurer, J. S. Pierce; Board of Trustees, Geo. L. Sampson, J. T. Lowry, J. E. Langley; Trustees of Reserve Fund, John H. Murray, R. W. Hawley.

Detroit News: "J. H. Swan, the new president of the Michigan Commercial Travelers' Association, is considered a hustler. He has been 'on the road' for fifteen years, and has been with Julius Robinson for nine years. He is a charter member of the association, has twice been a member of the Board of Directors and was once defeated for president by Samuel Tickner. He is Scotch, a blonde, a widower with two children, is five feet eight inches in height, lives on Second avenue and has a fresh story to tell every time you meet him."

#### How to Treat Outlawed Accounts.

MUR, Dec. 31, 1886.

DEAR SIR—Your question in a recent issue on the subject of an account outlawing so that the collection department of the Business Men's Association should not be brought to bear on it, calls out the following thoughts:

Does a debt ever outlaw in honor? Will not a man who seeks shelter behind the "outlaw" statute, try it again? Should not any such person be considered a dead-beat?

I respectfully submit the following: A man who will allow an account to outlaw by limitation, does not intend to pay his honest debts, and ought to be published as a dead-beat.

The time ought never to arrive when any man is free from debt and if there is any virtue to force the collection of an outlawed claim by the use of the Business Men's Association blanks, they ought to be used at any time.

A man who is in arrears to one person longer than six years, is so of his own free will and is unworthy of credit.

A debt never outlaws in honor and a man is just as responsible for a debt twenty years old as when but one year old.

Very truly yours in the work of Eradicating Dead Beats.

L. A. ELY, Sec'y pro tem. B. M. A.

The position of THE TRADESMAN on the subject of outlawed accounts is too well known to its readers to require extended mention at this time. It has always held that an outlawed account is a debt of honor and a proper matter for action on the part of a Business Men's Association. If a man is collectable, there is little use in bringing pressure to bear on him through the Association, as a judgment and attachment will secure the payment of an account. Inasmuch as the Association is intended to step in where the law affords no relief, THE TRADESMAN sees no good and valid reason why outlawed accounts should not be considered in the same light as those of more recent origin. The whole subject will probably be thoroughly reviewed at the March meeting of the State Association and those who can contribute any suggestions pertinent to the subject would do well to be present on that occasion. In the mean time, communications relative to the matter are solicited for publication in THE TRADESMAN.

#### Manistique Moving in the Matter of Organization.

MANISTIQUE, Dec. 29, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR—Enclosed find one dollar for my subscription to THE TRADESMAN, which was due some time ago and would have been sent some time ago had you stopped the paper, for I could not very well do without it. I have read THE TRADESMAN with much profit the last year and have read with growing interest your reports of the organization of the business men throughout the State. It is a move in the right direction and may it soon result in the abolition of the credit system and the elevation of the honorable body of workers in merchandise.

The business men of this town, I find, are willing and anxious to do something for mutual benefit and protection, but none of us have had any experience in such organizations. Therefore, will you kindly send us such help and instructions as you think we may need in starting. I see by the report of other organizations that the Tustin constitution is generally adopted. I have lost THE TRADESMAN which had it in. Please send it, and whatever you say will gladly pay you. Please forward as soon as possible, as we have a call out for a meeting to consider the matter.

Yours truly,

GEO. CHANTLER.

#### South Boardman on the Anxious Seat.

SOUTH BOARDMAN, Dec. 30, 1886.

DEAR SIR—The business men of this place have concluded to organize a Business Men's Association. What do you want to do, and when are you coming up this way? Respectfully,

W. W. PECK.

# G. R. MAYHEW, JOBBER OF RUBBERS In Wales Goodyears & Woonsockets.

I offer the following goods at net prices:

Lumbermen's No Heel Overs, Meyers F, List \$1.25	63c
" " " " " " " "	1.40
" " " " " " " "	70c
" " " " " " " "	1.25
" " " " " " " "	63c
" " " " " " " "	83c
" " " " " " " "	83c
" " " " " " " "	1.65
" " " " " " " "	86c
" " " " " " " "	66c

## G. R. Mayhew, Grand Rapids.

#### Association Notes.

The Petoskey Business Men's Association now numbers forty members.

The Freeport Business Men's Association, ten members, has affiliated with the State Association, which gives the latter body a total auxiliary membership of 815.

Wm. Peer, Secretary of the Muskegon Retail Grocers' Association was in town last Thursday to attend the dedication of the Soldiers' Home and the traveling men's party.

Plainwell Independent: "The grocers especially, and all the other business men who choose to go in, will organize themselves next week into a mutual benefit company, for the better and more satisfactory conduct of business. One of the first objects of the association is to stop the losses through poor credits, and to secure the payment of old accounts; to lessen the cutting of prices, and to establish more cordial relations among dealers. E. A. Stowe, of THE MICHIGAN TRADESMAN, will be present and assist in the organization, which will probably be accomplished on Friday night, January 7."

#### Odor of Greenbacks.

From the Albany Journal.  
In speaking of a recent defalcation at the Troy post-office, a gentleman said: "It is never safe to enclose an old bill in an envelope to be sent by mail." "Why," said he, "men who are experts can tell whether a letter contains money or not simply by the sense of smell. If you will notice an old greenback it has a peculiar smell about it that can readily be perceived even if enclosed within a letter. It is better to send a registered letter or a postal note, or if you inclose a bill be sure that it is a new one. That will not smell."

#### Social Meeting of the Kalamazoo Retail Grocers' Association.

KALAMAZOO, Dec. 30, 1886.

DEAR SIR—Our last meeting was fairly attended and as there was no important business, we made it a social meeting, and had a good time. Nathanson & Bernann have sold out their business to F. S. Stone & Son. Our President and First Vice-President called upon them and secured their names as members of the Association. Also H. Shear, who proceeds Friend & Stimson at the west end.

Yours truly,

M. S. SCOVILLE, Secretary.

#### A Rare Chance.

The stock of Bazaar Goods, including the only complete assortment of crockery and glassware in the town of Greenville, Mich., and formerly owned by Geo. C. Truesdell, is now offered at a Bankrupt Sale and at a special low figure if purchased promptly. Enquire of H. Leonard & Sons, Grand Rapids, Mich.

#### LUMBER, LATH AND SHINGLES.

Uppers, 1 1/2 inch.....	per M \$44 00
Uppers, 1 1/4 inch.....	48 00
Uppers, 1 1/2 inch.....	35 00
Uppers, 1 1/4 inch.....	38 00
Uppers, 1 1/2 inch.....	30 00
Uppers, 1 1/4 inch.....	25 00
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# The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

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WEDNESDAY, JANUARY 5, 1887.

## THE TREASURY SURPLUS.

That the national government cannot afford to accumulate surplus revenue in its treasury and sub-treasuries, is a self-evident fact; and whatever is to be done or left undone in the case of the Tariff, this is a problem which must be met and solved. The only solution of it which can effect an absolute adjustment of revenue to expenses, and at the same time guard against a possibility of a deficit in revenue through the sudden decline in the receipts from some form of taxation, is that which the Democratic party adopted in 1836, when the financial situation was very like the present. It is by distributing to the States, according to population, the surplus of revenue the nation does not need. But as Congress shows much timidity in re-enacting this plan, and as it certainly would not obtain the majority needed to carry it over the President's veto, it is necessary to look at the makeshifts which have been suggested. Mr. Cox revives Mr. Tilden's proposal to spend the surplus in fortifying our seacoast and the principal cities of the Great Lakes. As we have billions of dollars of property lying in our seaports, within from two to four days' sail of great naval depots owned by powers which possess an effective fleet, and enormous amounts of property equally unprotected on the line of our Northern Lakes, we are certainly taking great risks and tempting the cupidity of other nationalities in a way which is not consistent with our duty to either them or ourselves. Mr. Tilden, as a great owner of property thus exposed, realized the danger as the average citizen does not; and the day may come when New York will regret that she did not second his proposal more heartily.

Mr. Hewitt makes a very attractive suggestion that we spend our surplus in converting our four and four-and-a-half per cent. bonds into three per cents. He would pay in a lump sum to the owners of the bonds the difference between the higher and the lower interest, without altering the date of redemption. And he would offer—as in the case of the Windom bonds—to those who accepted this arrangement, the pledge that their bonds would be the last called in when the date for redemption arrived. This is a device for the reduction of the interest on a debt which is used at times in the commercial world, by mutual consent of creditor and debtor. In this case it would have the advantage of reducing the price of the bonds to par, or something like it, and thus making them more available for use as security for our national bank circulation; it would also release from investment a considerable amount of capital that would naturally seek new uses in railroad construction, etc. The uncertain elements in the proposal are the proper rate of interest, and the extent to which the present owners of the bonds would avail themselves of the offer. Mr. Hewitt suggests three per cent., but Senator Aldrich, who had introduced a bill to much the same effect, proposes to pay only two and a half. It is true that the coupon four per cents now pay only about two and a half per cent. on their market prices, when allowance is made for the sinking of the premium.

After all, THE TRADESMAN is of the opinion that propositions for the reduction rather than the employment of the revenue are likely to have the public ear. A rather strong combination is forming in the House for the repeal of the internal revenue duties; and to this Mr. Randall probably will lend his support. But the proposal to reduce the import duties on raw sugar and molasses is attracting more attention and support; and it is understood that Mr. McKinley's bill will propose at least a reduction of these duties along with a reduction of the tax on native tobacco, and a repeal of that on native alcohol used in the mechanic arts. THE TRADESMAN is pleased to observe that Senators Aldrich and Frye and Mr. Millard in the House express a preference for making the reduction or repeal of these duties conditional upon the extension of our commercial facilities southward. No doubt their opinion is shared by many members of both bodies, who have not spoken as yet. It is a matter on which the Congressmen from the South-Atlantic and Gulf states should be active in the interests of their own constituents.

## OUR NATIVE SUGAR PRODUCT.

The possibility that we may produce our own sugar is an argument against the proposal to repeal or diminish the duty on foreign sugar, in the interest of our interior trade. Let us consider this possibility for a moment. It relates to four kinds of sugar-bearing plants—the tropical cane, the sorghum, the beet, and the stalk of Indian corn. Practically and justly considering these, what prospect do they offer us of affording the whole or any large part of our supply?

As to the tropical cane, the facts have already been repeatedly stated in these columns. The product of Louisiana is not only relatively but actually less than thirty years ago. It holds out no promise of

growth. As to the sugar beet, whatever may be possible in the future, numerous experiments, some of them very costly, have so far failed to make it a commercial success, in any locality, with the possible exception of California, where a single factory is still struggling to achieve success. It has been tried in ten or a dozen different states, within the last fifteen years, by men anxious not merely for a pecuniary return to themselves, but also for the great national economic results which would follow the creation of an abundant native supply. In California, Prof. E. W. Hilyard believed the climatic and soil conditions so favorable as to make it feasible to produce profitably a very large amount of sugar—the whole supply of the country, indeed—but at this time, after years of trial, the product is comparatively but a drop in the bucket. As to sorghum and the stalks of Indian corn, nothing is yet determined. The latter is in the experimental stage altogether, while the attempts to develop the former have been depressed by continual obstacles and the low price of sugar, until one of the most promising and persistent—that in New Jersey—has given up the fight. Experiments under the patronage of the Agricultural Bureau of the national government, especially relating to improved processes of securing the saccharine matter, have been lately conducted in Kansas, but with what precise result is not yet announced. Practically, however, the sorghum does not offer the country any definite and dependable part of its sugar supply.

The fact is, therefore, that for a considerable time to come, a period of years not less than ten, and probably extending to twenty, the sugar outlook of the country is determined. We shall need to buy from other countries the bulk of our supply. Even hoping for the best progress in the success of the California beets and the development of Western sorghum or corn stalks, it can hardly be presumed that their product would more than meet the annual increase in our consumption, and if this be true, we should need at the end of the century to import, as we do now, sugar and molasses valued at over seventy-five millions of dollars.

THE TRADESMAN does not depreciate the object of developing our native sugar product. On the contrary, it desires to be understood as explicitly urging its encouragement by adequate measures of protection. This is a case where the import duty method is not suitable, but where the plan of a bounty is in every way better. We are in a situation, now, to offer our sugar market—such a prize as probably never before was available in the history of international commerce—to the nations that will give us concessions in return, and to retain, at the same time, enough duty to pay all the bounties our native sugar calls for. We can maintain the tropical cane of Louisiana, and we can bring out whatever there is in the sorghum, corn, and beet experiments, without impairing the efficiency of the plan to build up our exterior trade, and secure markets for our manufactured goods.

The Massachusetts towns voted as usual last week on the question of license or no license. As usual both the friends and opponents of license made gains. The gains for no license policy were the more numerous, but some of the losses were significant. In Worcester, for instance, license was defeated last year, and this year every lawful resource was employed to maintain the ground thus won. The women lined the approach to every poll; some of the clergy peddled tickets; and an all-day prayer-meeting kept the excitement at fever heat. Yet license won by 500 majority. This vacillation is most significant as indicating just the attitude of the most intelligent classes and communities in this country. License and no license are like the Irishman's two roads; whichever you may take, you will wish you had taken the other. A year's experience of the evils of the liquor traffic frequently disposes the community to close the saloons; a year's experience of the inadequacy of Prohibition, and the social revolt it engenders, disposes the majority to vote to re-open them. This but shows that the liquor traffic presents a social problem to which we have not found the right key.

Few towns have fallen heir to as many obstacles to progress in the shape of fires and other discouraging circumstances as Allegan, and fewer still have surmounted all obstacles with as good grace and emerged from the ordeal with colors flying. A veritable Phoenix, Allegan presents a remarkable example of the progress which is the invariable accompaniment of persistent effort and undaunted energy.

Now that the grocer is brought under the espionage of the Revenue Department on bogus butter as well as tobacco and cigars, some of the trade find secret satisfaction in referring to the matter as "Infernal Revenue."

The Centerville knitting mill has been closed until an electric light plant is put in.

## Stop That Book-Keeping.

The successful merchant of to-day is always on the alert for the latest designs to please his patrons. So we say to Merchants, stop that Book-Keeping, and use the TALLIAFERRO Coupon Credit Book.

You have no idea how it will revolutionize your business; customers are delighted with them, and when once used by the merchant, they never return to the old thread-worn pass book to prove to their patrons that they are dishonest. Invest a few dollars in Coupon Credit Books, give them a fair trial, you can easily refer to the old method; faithful of errors, discount and expense. Sample copy 10 cts. in postage stamps.

J. TALLIAFERRO, 2933 McGee Street, KANSAS CITY, MO.

L. M. CARY. L. L. LOVERIDGE.  
**CARY & LOVERIDGE,**  
GENERAL DEALERS IN  
**Fire and Burglar Proof SAFES**  
Combination and Time Locks,  
11 Ionia Street, Grand Rapids, Mich.

See Our Wholesale Quotations elsewhere in this issue and write for

**Special Prices in Car Lots.**

We are prepared to make Bottom Prices on anything we handle.

**A. B. KNOWLSON,**  
3 Canal Street, Basement, Grand Rapids, Mich.

**WM. SEARS & CO.**  
**Cracker Manufacturers,**  
Agents for  
**AMBOY CHEESE.**

37, 39 & 41 Kent Street, Grand Rapids, Michigan.

**HARRIS & MARVIN,**  
Wholesale Dealers in  
**PAPER**  
33 NORTH IONIA STREET,  
**GRAND RAPIDS, MICH.**

**RINDGE, BERTSCH & CO.,**  
MANUFACTURERS AND WHOLESALE DEALERS IN  
**BOOTS AND SHOES.**  
AGENTS FOR THE  
**BOSTON RUBBER SHOE CO.**  
14 and 16 Pearl Street, Grand Rapids, Mich.

**SNOW-SHOVELS,**  
**SLEDS,**  
**FIRE-KINDLERS,**  
FOR SALE BY  
**Curtiss, Dunton and Co.**

**ORDER**  
**Our Leader Smoking** 15c per pound. **Our Leader Fine Cut** 33c per pound.  
**Our Leader Shorts,** 16c per pound. **Our Leader Cigars,** \$30 per M.  
**The Best in the World.**  
**Clark, Jewell & Co.,**  
SOLE AGENTS FOR  
Dwinell, Hayward & Co.'s Royal Java Coffee; and  
O'Brien & Murray's "Hand Made Cigar."

**HESTER & FOX,**  
MANUFACTURERS' AGENTS FOR  
**SAW AND CRIST MILL MACHINERY,**  
Send for Catalogue and Prices.  
**ATLAS ENGINE WORKS**  
INDIANAPOLIS, IND., U. S. A.  
MANUFACTURERS OF  
**STEAM ENGINES & BOILERS.**  
Carry Engines and Boilers in Stock for immediate delivery.  
Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.  
And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for sample Pulley and become convinced of their superiority.  
Write for Prices. 130 OAKES ST., GRAND RAPIDS, MICH.

**BULKLEY, LEMON & HOOPS,**  
Importers and  
**Wholesale Grocers.**  
Sole Agents for

Lautz Bros. & Co.'s Celebrated Soaps.  
Niagara Starch Co.'s Celebrated Starch.  
"Jolly Tar" Celebrated Plug Tobacco, dark and light.  
Jolly Time" Celebrated Fine Cut Tobacco.  
Dwinell, Hayward & Co.'s Roasted Coffees.  
Thomson & Taylor's Magnolia Coffee.  
Warsaw Salt Co.'s Warsaw Salt.  
"Benton" Tomatoes, Benton Harbor.  
"Van Camp" Tomatoes, Indianapolis.  
"Acme" Sugar Corn, Best in the World.

In addition to a full line of staple groceries, we are the only house in Michigan which carries a complete assortment of fancy groceries and table delicacies.

Mail orders are especially solicited, which invariably secure the lowest prices and prompt shipment. Satisfaction guaranteed.

25, 27 and 29 Ionia St. and 51, 53, 55, 57 and 59 Island Sts.,  
**Grand Rapids, Mich.**

## Novelties in Perfumery.

Small Slippers, "Hob Nail," Assorted Colors,	\$1.35
Large " " " " "	2.00
Small Hats, " " " " "	.85
Medium " " " " "	2.00
Large " " " " "	3.00
Tooth Pick Holder, "Polka Dot," " " "	2.00

A Bottle of Perfume with each piece.

ALTO A COMPLETE LINE OF  
**Handkerchief Perfumes!**  
In Large Variety.  
**Jennings & Smith,**  
**PERFUMERS.**  
**GRAND RAPIDS, MICH.**

**G. R. MAYHEW,**  
JOBBER OF  
**RUBBERS**



**Woonsockets & Wales Goodyears.**  
**GRAND RAPIDS.**

**FULLER & STOWE COMPANY,**  
Designers  
**Engravers and Printers**  
Engravings and Electrotypes of Buildings, Machinery, Patented Articles, Portraits, Autographs, Etc., on Short Notice.  
Cards, Letter, Note and Bill Heads and other Office Stationery a Leading Feature.  
Address as above  
49 Lyon Street, Up-Stairs, Grand Rapids, Mich.

# The Michigan Tradesman.

## Michigan Business Men's Association.

President—Frank Hamilton, Traverse City.  
First Vice-President—Paul E. Morgan, Monroe.  
Second Vice-President—E. J. Herrick, Grand Rapids.  
Secretary—E. A. Stowe, Grand Rapids.  
Treasurer—Julius Schuster, Kalamazoo.  
Executive Committee—President, First Vice-President, Secretary, N. B. Blain and W. E. Kelsey.  
Committee on Trade Interests—Smith Barnes, Traverse City; P. Hanney, Kalamazoo; A. W. Westgate, Cheboygan.  
Committee on Legislation—W. E. Kelsey, Ionia; J. V. Crandall, Sand Lake; J. F. Clark, Big Rapids.  
Committee on Membership—H. S. Church, Sturgis; B. F. Emery, Grand Rapids; the Secretary.

## Ada Business Men's Association.

President, D. F. Watson; Secretary, Elmer Chapel.

## Allegan Business Men's Association.

President, Irving F. Clapp; Secretary, E. T. VanOstrand.

## Bellaire Business Men's Association.

President, John Rodgers; Secretary, G. J. Noteware.

## Merchant's Protective Ass'n of Big Rapids.

President, N. H. Beebe; Secretary, A. S. Hobart.

## Burr Oak Business Men's Association.

President, C. B. Galloway; Secretary, H. M. Lee.

## Cadillac Business Men's Ass'n.

President, A. W. Newark; Secretary, J. C. McAdam.

## Cedar Springs Business Men's Association.

President, T. W. Provin; Secretary, L. H. Chapman.

## Charlevoix Business Men's Association.

President, John Nichols; Secretary, R. W. Kane.

## Business Men's Protective Union of Cheboygan.

President, A. W. Westgate; Secretary, H. G. Dozer.

## Coopersville Business Men's Association.

President, E. N. Parker; Secretary, R. D. McNaughton.

## Retail Grocers' Trade Union Ass'n of Detroit.

President, John Blessed; Secretary, H. Kundinger.

## Dorr Business Men's Association.

President, L. N. Fisher; Secretary, E. S. Botsford.

## Eastport Business Men's Association.

President, F. H. Thurston, Central Lake; Secretary, Geo. L. Thurston, Central Lake.

## Elk Rapids Business Men's Protective Ass'n.

President, J. J. McLaughlin; Secretary, C. L. Martin.

## Freeport Business Men's Association.

President, Foster Sisson; Sec'y, Arthur Chesebrough.

## Grand Haven Business Men's Association.

President, Fred. D. Voss; Secretary, Fred A. Hutter.

## Retail Grocers' Ass'n of Grand Rapids.

President, Jas. A. Coye; Secretary, E. A. Stowe.

## Greenville Business Men's Association.

President, L. W. Sprague; Secretary, E. J. Clark.

## Hastings Business Men's Association.

President, L. E. Stauffer; Secretary, J. A. VanArman.

## Holland Business Men's Association.

President, Jacob Van Patten; Secretary, A. Van Duren.

## Ionia Business Men's Protective Ass'n.

President, Wm. E. Kelsey; Secretary, Fred. Outler, Jr.

## Kalamazoo Retail Grocers' Association.

President, P. Ranney; Secretary, M. S. Scoville.

## Kalkaska Business Men's Association.

President, A. E. Palmer; Secretary, C. E. Ramsey.

## Business Men's Protective Ass'n of Kingsley.

President, Jas. Broderick; Secretary, Geo. W. Chaufy.

## Leslie Business Men's Association.

President, Wm. Hutchings; Secretary, M. L. Campbell.

## Lowell Business Men's Protective Ass'n.

President, N. B. Blain; Secretary, Frank T. King.

## Luther Protective Ass'n.

President, W. B. Foot; Secretary, Jas. M. Verity.

## Lyons Business Men's Ass'n.

President, A. K. Roof; Secretary, D. A. Reynolds.

## Mancelona Business Men's Association.

President, W. E. Watson; Secretary, C. L. Bailey.

## Manton's Business Men's Association.

President, F. A. Jensen; Secretary, R. Fuller.

## Muir Business Men's Association.

President, L. Town; Secretary, Elmer Ely.

## Grocers' Ass'n of the City of Muskegon.

President, H. B. Fargo; Secretary, Wm. Peer.

## Merchant's Union of Nashville.

President, Herbert M. Lee; Secretary, Walter Webster.

## Ocean Business Men's Ass'n.

President, W. E. Thorp; Secretary, E. S. Houghtaling.

## Ovid Business Men's Ass'n.

President, C. H. Hunter; Secretary, Lester Cooley.

## Petoskey Business Men's Association.

President, Jas. Buckley; Secretary, A. C. Bowman.

## Reed City Business Men's Association.

President, C. J. Fleischauer; Secretary, H. W. Hawkins.

## Rockford Business Men's Association.

President, Geo. A. Sage; Secretary, J. M. Spore.

## St. Johns Merchants' Protective Association.

President, H. L. Kendrick; Secretary, C. M. Merrill.

## Business Men's Protective Ass'n of Saranac.

President, Geo. A. Potts; Secretary, P. T. Williams.

## Sparta Business Men's Association.

President, J. R. Harrison; Secretary, M. B. Nash.

## So. Arm and E. Jordan Business Men's Ass'n.

President, A. E. Pickard; Secretary, John Leng.

## Sturgis Business Men's Association.

President, Henry S. Church; Secretary, Wm. Jern.

## Traverse City Business Men's Association.

President, Frank Hamilton; Secretary, C. T. Lockwood.

## Tustin Business Men's Association.

President, G. A. Estes; Secretary, Geo. W. Bevins.

## Wayland Business Men's Association.

President, E. W. Pickett; Secretary, H. J. Turner.

## White Lake Business Men's Ass'n.

President, A. T. Linderman, Whitehall; Secretary, W. B. Nicholson, Whitehall.

## Woodland Business Men's Association.

President, John Vette; Secretary, L. N. Harter.

## Retail Dealers' Commercial Agency.

W. E. Cooper, Actuary, Grand Rapids.

## Grand Rapids Butchers' Union.

President, John Katz; Secretary, Chas. Vette.

### It was Meat to Him.

Drug Clerk (to customer)—Twenty grains of quinine? Yes sir. Shall I give you something to take away the taste of it?

Customer (eyes bulging with astonishment)—Take away what?

Drug Clerk—The taste of the quinine, sir.

Customer (solemnly)—Young man, quinine is bread, butter an' pie to me. It's parients, relatives, fren's; it's my washin', ironin', clothin', and a place to sleep in. Take—away—the taste—of it! I'm a Wabash valley man, and I'm a good mind ter comb ye down.

The Pittsburg Grocer and Price Current is a comparatively new trade journal published in the interest of the mercantile associations in and around Pittsburg. It presents a healthy appearance and is evidently in the field to stay.

### A Mistaken Conclusion.

SHERMAN, Dec. 27, 1886.

E. A. Stowe, Grand Rapids:  
DEAR SIR—Yours in regard to the formation of a Business Men's Association here at Sherman, at hand. We do not think it would be of much use to us, as there are only four or five merchants here, outside of our concern, and that would only be enough to hold the office.

Yours truly,  
GILBERT, HOPKINS & CO.

With due deference to the opinion of Messrs. Gilbert, Hopkins & Co., THE TRADESMAN feels called upon to raise an objection. In no instance has the work of organization been carried on more effectually than in the small towns. The Ada Association, for instance, has but six members, but the amount of good the members have accomplished through the medium of their organization is little less than wonderful. Any town with a half dozen business men is large enough for a full-fledged association—especially a town which has as promising a prospect in view as Sherman.

### Didn't Know His Own Father.

A middle-aged traveling man, who was seldom at home except on Sunday, had occasion to chastise his eldest boy one Sabbath about three weeks ago. As soon as the shingle seance was over the child ran crying into the house.

"Why, Johnny, what is the matter?" asked the mother in alarm.

"That big fellow's been licking me," whimpered the boy.

"What fellow do you mean, Johnny?"

"Why, that fellow what stays here every Sunday," replied the urchin, with a gulp.

### Plainwell to Fall into Line Shortly.

PLAINWELL, Dec. 29, 1886.

E. A. Stowe, Grand Rapids:  
DEAR SIR—Too much to do until after the holidays. Believe all are satisfied and will be ready to move then. Will let you know. Yours, etc.,  
CHAMBERLIN BROS.

## ORGANIZATION OUTFITS.

Full outfits for the Collection Department of a Business Men's Association, containing all the late improvements, supplied to order for \$15. The outfit comprises: 1,000 "Blue Letter" Notification Sheets, for member's use.  
500 Copyrighted Record Blanks,  
500 Association Notification Sheets, and  
500 Envelopes.  
Money can be sent by draft, post-office or express order.

### Fuller & Stowe Company,

49 Lyon Street, - Grand Rapids, Mich.

### TIME TABLES.

#### Chicago & West Michigan.

Leaves.	Arrives.
Mail Express..... 9:10 a.m.	3:35 p.m.
Day Express..... 12:30 p.m.	9:45 p.m.
Night Express..... 11:30 p.m.	5:45 a.m.
Muskegon Express..... 5:00 p.m.	11:00 a.m.

\*Mail Express, daily except Sunday.  
Pullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 12:30 p.m. and through coach on 9 a.m. and 11 p.m. trains.

#### Newaygo Division.

Leaves.	Arrives.
Express..... 3:45 p.m.	4:50 p.m.
Express..... 8:00 a.m.	10:30 a.m.

All trains arrive and depart from Union Depot. The Northern terminus of this division is at Baldwin, where close connection is made with F. & P. M. trains to and from Ludington and Manistee.  
W. A. GAYETT, Gen'l Pass. Agent.  
J. B. MULLIKEN, General Manager.

#### Grand Rapids & Indiana.

##### GOING NORTH.

Leaves.	Arrives.
Traverse City Express..... 7:40 a.m.	7:40 a.m.
Traverse City and Mackinaw Ex..... 9:20 a.m.	11:30 a.m.
Petoskey and Mackinaw Express..... 3:40 p.m.	5:35 p.m.
Saginaw Express..... 11:35 a.m.	7:30 a.m.
Saginaw express runs through solid.	10:30 a.m.
7 a.m. train has chair car for Traverse City. 11:30 a.m. train has chair car for Petoskey and Mackinaw City. 5:35 p.m. train has sleeping and chair cars for Petoskey and Mackinaw.	4:10 p.m.

##### GOING SOUTH.

Leaves.	Arrives.
Cincinnati Express..... 7:15 a.m.	7:15 a.m.
Fort Wayne Express..... 10:30 a.m.	11:45 a.m.
Cincinnati Express..... 4:40 p.m.	5:00 p.m.
Traverse City and Mackinaw Ex..... 11:40 p.m.	11:40 p.m.

7:15 a.m. train has parlor chair car for Cincinnati. 5:00 p.m. train has Woodruff sleeper for Cincinnati.  
Muskegon, Grand Rapids & Indiana.  
Leave..... 9:15 a.m.  
1:00 p.m.  
5:30 p.m.  
Leaving time at Bridge street depot 7 minutes later.  
C. L. LOCKWOOD, Gen'l Pass. Agent.

#### Lake Shore & Michigan Southern.

##### Kalamazoo Division.

Leave.	Arrive.
Ex. Mail, N. Y. Mail..... 4:30 p.m.	7:45 a.m.
Grand Rapids..... 9:45 a.m.	6:10 p.m.
5:55 p.m. Allegan..... 8:28 a.m.	5:00 a.m.
8:20 p.m. Allegan..... 7:50 a.m.	4:00 p.m.
8:30 p.m. 11:35 a.m. White Pigeon..... 5:55 a.m.	2:30 p.m.
2:30 a.m. 5:05 p.m. Toledo..... 11:00 p.m.	9:45 a.m.
8:30 a.m. 9:40 p.m. Cleveland..... 6:40 a.m.	3:35 a.m.
2:50 p.m. 3:30 a.m. Buffalo..... 11:55 a.m.	11:10 p.m.
5:40 a.m. 6:30 p.m. Chicago..... 11:30 p.m.	6:50 a.m.

A local freight leaves Grand Rapids at 1 p.m., carrying passengers as far as Allegan. All trains daily except Sunday.  
J. W. MCKENNEY, General Agent.

#### Detroit, Grand Haven & Milwaukee.

##### GOING EAST.

Leaves.	Arrives.
Steamboat Express..... 6:25 a.m.	6:25 a.m.
Through Mail..... 10:40 a.m.	10:50 a.m.
Evening Express..... 3:15 p.m.	3:50 p.m.
Limited Express..... 9:20 p.m.	10:35 p.m.
Mixed, with coach..... 11:30 a.m.	11:30 a.m.

GOING WEST.  
Morning Express..... 1:05 p.m.  
Through Mail..... 5:00 p.m.  
Steamboat Express..... 10:40 p.m.  
Mixed..... 7:45 a.m.  
Night Express..... 5:10 a.m.  
5:35 a.m.

\*Daily, Sundays excepted. \*Daily.  
Passengers taking the 6:25 a.m. Express make close connection at Owosso for Lansing, and at Detroit for New York, arriving there at 10:30 a.m. the following morning. The Night Express has a through Wagner car and local sleeping car from Detroit to Grand Rapids.  
D. F. FETTER, City Passenger Agent.  
Geo. B. REEVE, Traffic Manager Chicago.

#### Michigan Central.

Leaves.	Arrives.
Detroit Express..... 6:15 a.m.	6:15 a.m.
Express..... 1:10 p.m.	1:10 p.m.
Night Express..... 10:10 p.m.	10:10 p.m.
Mixed..... 6:50 a.m.	6:50 a.m.

##### ARRIVE.

Leaves.	Arrives.
Pacific Express..... 6:00 a.m.	6:00 a.m.
Mail..... 3:30 p.m.	3:30 p.m.
Grand Rapids Express..... 10:15 p.m.	10:15 p.m.
Mixed..... 9:15 p.m.	9:15 p.m.

\*Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Grand Express and Grand Rapids Express to and from Detroit. Direct connections made at Detroit with all through trains East over W. C. R. R. (Canada Southern Div.).  
D. W. JOHNSON, Mich. Pass. Agt. Grand Rapids.  
O. W. ROGERS, Gen'l Pass. and Ticket Agt., Chicago.

#### Detroit, Mackinaw & Marquette.

Leaves.	Arrives.
Going West.	
7:00 a.m. 6:30 a.m. St. Ignace..... 8:30 p.m.	6:55 p.m.
12:30 p.m. 9:40 a.m. Seney..... 5:15 p.m.	12:35 p.m.
5:30 p.m. 12:40 p.m. Marquette..... 7:00 a.m.	7:00 a.m.
12:50 p.m. 1:40 p.m. Marquette..... 1:25 p.m.	1:25 p.m.
1:50 p.m. 1:40 p.m. Marquette..... 1:25 p.m.	1:25 p.m.
5:30 p.m. Hancock..... 9:01 a.m.	9:01 a.m.
6:25 p.m. Calumet..... 4:15 a.m.	4:15 a.m.

Mixed train leaves St. Ignace at 7 a.m., arrives Marquette 9:30 p.m.  
Gen. Pass. and Ticket Agent, Marquette.  
E. W. ALLEN.

## HONEY BEE COFFEE.

## PRINCESS BAKING POWDER.

Equal to the Best in the market.

## J. H. Thompson & Co., Wholesale Grocers,

59 Jefferson ave., Detroit, Mich.

## HIRTH & KRAUSE,

DEALERS IN

## Hides, Furs and Tallow,

Prompt returns made on Consignments.

118 Canal St., Grand Rapids.

HOGLE & CO., Jobbers Michigan Water White and Legal Test Oils. Manistee and Saginaw Salt. Agricultural Salt. Warsaw Salt; pockets, all sizes, and barrels. West Michigan Agents for Prussing's Celebrated Vinegar works. Write for quotations.  
Warehouse: Lee's Ferry Dock, MUSKEGON, MICH.

## E. FALLAS,

Makes a Specialty of

## Butter and Eggs, Fruits and Oysters.

Cold Storage in Connection. All Orders receive Prompt and Careful Attention.  
We Handle the Celebrated "ROCK BRAND" Oysters.  
No. 1 Egg Crates for Sale. Stevens' No. 1 patent fillers used. 50 cents each.  
97 and 99 Canal Street. Grand Rapids, Michigan

## O. W. BLAIN & CO., Produce Commission Merchants,

DEALERS IN

## Foreign and Domestic Fruits, Southern Vegetables, Etc.

We handle on Commission BERRIES, Etc. All orders filled at lowest market price. Correspondence solicited. APPLES AND POTATOES in car lots Specialties. NO. 9 IONIA ST.

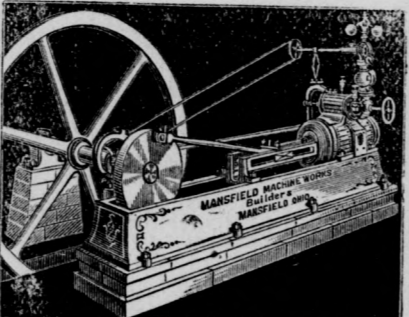
## Potatoes, Onions, Apples, Ruta Bagas In Car Lots.

Shippers looking for a better market than near-by markets afford will do well to write or wire us for prices before consigning elsewhere. All goods sold on arrival and remitted for. Commissions, 5 per cent.

## C. J. BECKER & CO., 1002 N. Third St., ST. LOUIS, MO.

## PORTABLE AND STATIONARY ENGINES

From 2 to 150 Horse-Power. Boilers, Saw Mills Grist Mills, Wood Working Machinery, Shafting, Pulleys and Boxes. Contracts made for Complete Outfits.



## W. O. Denison,

88, 90 and 92 South Division Street, GRAND RAPIDS, MICH.

## Smoke the "L.C.B." & "Fox" Cigar.



## FOX & BRADFORD,

EXCLUSIVELY

A Delinquent Who Wants "Damages to Reputation."

MUR, Dec. 31, 1886.  
E. A. Stowe, Grand Rapids:  
DEAR SIR—Oliver Ely, Sr., a member of the Michigan Business Men's Association, sent to a number of the post-paying customers on his books the regular notices for collection of accounts. One of them has sworn out summons for damages, on account of the notices. He is a chronic. What can he do, or what steps are necessary for us to take? He has a warrant out for both members of the firm to whom the debt was first due, and the account was the private property of only one member, he having bought all the accounts of the firm. What legal standing has the Association, anyway? Your reply will oblige.  
Yours truly,  
L. A. ELY,  
Sec'y pro tem. B. M. A.

Replying to the above, THE TRADESMAN would state that the Business Men's Association so far organized in this State possess no legal status, as they are not incorporated. At the present time the advantages of being incorporated bodies are not sufficient to compensate for the expense involved, but definite action in the premises will probably be taken by the State Association at the next meeting in March.

The issuance of legal summons at the instance of a delinquent need give Mr. Ely no uneasiness, if the account against the "chronic" is an honest one, as the validity of the system of notification sheets has been sustained by courts of last resort in several different states. Probably the most recent decision of the kind was by Judge Peckham, of North Carolina, in the case of Green vs. U. S. Dealers' Protective Association. The plaintiff made a motion for an injunction to restrain the threatened publication of his name in a delinquent list. Judge Peckham refused to grant the injunction, holding that "An association of dealers to protect themselves from giving credit to delinquent debtors cannot be restrained by injunction from publishing to its members the plaintiff's name as such delinquent, if he be in fact so indebted and such publication will be the truth." The plaintiff appealed from this decision and carried it to the highest tribunal in the State, which affirmed the decision.

Another authority, in quoting the decision, said: "It follows that if the ultimate publication of the debtor's name would be a legal and justifiable act, the sending of letters threatening to do that legal act would not render the association or the sender liable." What further proof does Mr. Ely or any other friend of organization want of the strict legality of the blank system in use by the local associations of Michigan? If any delinquent takes it into his head that it is damaging to his reputation to be compelled to pay his debts or to be put on the delinquent list, it is the plain duty of the person taking the initiative to defend his action to the uttermost and make it so uncomfortable for the dead-beat that he would wish he had never been born.

Illinois Moving in the Matter of State Organization.  
BLOOMINGTON, Ills., Dec. 31, 1886.  
E. A. Stowe, Grand Rapids:  
DEAR SIR—Thanks for courtesies shown. Blanks, etc., regarding your Michigan Business Men's Association received. Since further investigating the system adopted by you and examining your blanks and methods of keeping track of delinquent debtors, I am convinced that while we have a good, live, active, effective Association with 124 of the best business men of this city of 20,000 and a roll of bad-pay customers of upwards of 900, kept fresh and written up to date, new names being added and names erased of those who pay up monthly, while our Association is locally doing about all that could be desired of it, yet I am led to believe its usefulness can be extended and the extension made reciprocal by urging our local associations into a State organization and eventually into an Inter-State organization. With this in view, at our monthly meeting of the Board of Directors, held on December 28, I laid before them the outlines in brief of the workings of your Michigan Business Men's Association, pointing out as best I could the probable benefits to be derived from organizing a State association similar to yours. The Board thought very favorable of the proposition and passed a resolution, requesting the Secretary to correspond with other local associations known to exist in this State, having the same or similar objects in view to ours, with a view to organize a State organization, to afford each local association information regarding delinquents who have removed from the towns where their names are on the list of bad pay customers; giving, if possible, the place they move to and notifying all local associations working under the auspices of the State organization of their removal and that they had been reported as bad-pay customers in the town from which they had moved; to publish a monthly list of all removals or lost delinquents, thus warning merchants of the arrival in their city of persons unworthy of credit. We hope to see from this State association spring up in Illinois, which shall be effective in guarding merchants in the State against bad-pay customers, as has our Bloomington association warned its members against those residing here for the past three years.

Wishing Michigan, with her fifty or more local associations, equal prosperity and usefulness in the future which have crowned her efforts in her short career in the past, I remain  
Respectfully,  
A. MANSFIELD.

Echoes from Indiana.  
F. E. Fulton succeeds Geo. F. Mann in general trade at Middlebury, Ind.  
So far as THE TRADESMAN'S knowledge goes, there is not a single Business Men's Association in the Hoosier State. What town will be the first to act in the matter?

N. B. Killam, who recently sold his interest in the general stock at South Milford, to his brother, W. B. Killam, has engaged in the grocery business at Wolcottville. Arthur Meigs & Co. furnished the stock, D. E. McVean placing the order.

Accittal of the Allegan County Milk Adulterator.

HILLIARDS, Dec. 31, 1886.

DEAR SIR—I have been away and on my return to-day find your card awaiting me. In our case, I think the failure to convict was largely owing to the jury not understanding the use of the lactometer, and the difficulty experienced in presenting evidence to prove the reliability of the instrument. We took milk that we could prove to be pure and offered to make experiments with the lactometer before the jury to prove its reliability, but such evidence was ruled out. I have made a great many experiments and tested at various times the milk furnished by nearly fifty different patrons, having used a variety of food, pasturing on high dry land and low swampy land, and the greatest variations from an average quantity of milk that I have found by lactometers is five per cent. My patrons have also put water in their milk at various times and in quantities known only to themselves and asked me to test that particular mess of milk and I have always been able to tell very nearly the amount of water that has been added, sometimes exactly, and never varied more than three pounds in a hundred pounds of milk, which variations were accounted for by the slight difference in the quality of the milk, and also in the water that was used. These variations prove all the stronger the reliability of the lactometer, when rightly used. In our case, the instrument showed for three weeks almost daily experiments the presence of from twenty to twenty-five per cent. of water, and at last when I went and saw the milking done and watched the milk to the factory, so I knew it was all right, it showed by the lactometer as good as any we had. Our trouble, I think, was the difficulty we experienced in not being able to present our experiments to the jury in such manner that they could understand them, and in my opinion, we should have a law making the lactometer, when carefully used, a legal test of milk, and if it shows very much more than five per cent. of water when compared with a fair average of milk (cows on ordinary feed), it is positive evidence of adulteration with water.

Yours truly,  
F. E. PICKETT.

Miscellaneous Dairy Notes.  
H. M. Fuller & Co., proprietors of the Greenville creamery, netted about \$1,600 on the year's business.  
Edmore is talking creamery pretty strong and the indications are considered excellent for the accomplishment of the project.  
The Otsego Creamery Co. has netted about eight per cent. on the year's business. This is a good showing, considering that it was the first season.  
W. F. Smith, cheese maker at Rufus Baker's "Home" factory, at Fairfield, for several years, has purchased the "Raisin" factory and will run it next season.

The Flint Cabinet Creamery Co. manufactured and sold 1,200 of the Wilson patent barrel churn last year, and the company expects to turn out 4,000 churns during 1887.  
During 1885 the Lowell Creamery Co. run behind about \$1,000. The present season the company has been able to make up the loss of the previous year and has \$470 in the treasury besides.  
The Cloverdale creamery, at Nashville, will close for the season the first week in January and open again the second week in April. The new cold storage warehouse in connection with the creamery is now completed and will shortly be filled with 200 tons of ice.

Much in a Little.  
From the Big Rapids Current.  
One James W. Brown, about forty-five years old, came to Big Rapids from the east a few weeks since, opened a stationery and fancy stock on the corner of Michigan avenue and Pine street; soon after moved to the little frame store north of Overton's; three weeks since married a young girl who came from Pennsylvania last summer; last Thursday brought to the Herald for publication a notice of his wife's desertion; on Monday and Tuesday of this week "sold" his stock (it has disappeared entirely); and on Wednesday morning, left town, forgetting to liquidate his account at this office.

Lenawee County Dairy Notes.  
David Baker, who handled curd at the Sand Creek factory, first for B. E. Peebles and subsequently for G. B. Horton, will make for Rufus Baker at his "Home" factory next season.  
B. E. Peebles will move his factory about twelve rods for better convenience.  
Owing to the sickness of B. E. Peebles' cheese maker, his factory closed Dec. 10, while Baker's and Horton's have been running up to the present writing, but will now shut down, although the supply of milk almost warrants another month's run.

New York Dairy Market.  
The finest qualities of butter have further hardened in price, as wanted chiefly for local jobbing purposes. Elgin creameries are quoted up to 32¢@33¢, and prime to very choice western 28¢@30¢. Lower grades are without much change, and moving rather slowly.  
Local dealings in cheese are on a moderate scale and at very firm prices for the best goods. Shippers are doing little since providing holiday stock.

Trouble at the Corners.  
THE TRADESMAN is in receipt of a letter from Solomon Snooks, announcing the advent at Cant Hook Corners of a man advocating the new mind cure and a woman who recommends the faith cure as a panacea for all the ills to which flesh is heir. Mr. Snooks views the innovation with disfavor, as it tends to hurt the sale of drugs. He will embody his observations in the premises in a letter for next week's paper.

Annual Meetings.  
Hazelton & Perkins Drug Co.—January 10.  
Peninsular Novelty Co.—January 17.  
Fuller & Stowe Company—January 19.

The Grocery Market.

Sugars have not moved a notch during the past week, the market having been stationary. The same may be said of nearly every other article in the grocery line.

On account of a freeze-up at Baltimore, it is next to impossible for dealers to get goods fast enough to fill orders, and the indications point toward an oyster famine of some duration.  
The market is well supplied with Florida oranges and prices are lower. The shippers in Florida claim that the larger half of the crop has already been marketed and that shipment will be light from this time on.

COUNTRY PRODUCE.  
Apples—The best winter varieties are scarce at 22¢@23¢ bbl.  
Beans—Country hand-picked command \$1.15 per bu., and city picked \$1.40.  
Beets—40¢ per bu.  
Butter—Michigan creamery is in good demand at 22¢@23¢. Dairy is in fair demand at 19¢@21¢.  
Cabbages—\$4@5 per 100, according to size.  
Carrots—30¢ per bu.  
Celery—Grand Haven or Kalamazoo, 20¢@25¢ per doz.  
Cheese—Fall stock of Michigan full cream is firm at 12¢@14¢.  
Cider—12¢@15¢ gal.  
Cranberries—Choice Bell and Bugle and Cape Cod command 30¢@35¢ bbl. Jerseys, 33¢ per bu.  
Dried Apples—Evaporated, 12¢@14¢ per bu.; quartered and sliced, 6¢@8¢ per bu.  
Dried Peaches—Pared, 15¢.  
Eggs—Scarce and high. Strictly fresh are hard to get, readily commanding 22¢@23¢ and pickled and cold storage stock are in good demand at 18¢@19¢.  
Grapes—Malagas, \$5 per keg.  
Honey—Firm at 12¢@13¢.  
Hay—Baled is moderately active at \$15 per ton in two and five ton lots and \$14 in car lots.  
Onions—Scarce and high, good stock readily commanding 22¢@23¢ bbl.  
Potatoes—Buyers are paying 35¢ at this market and towns within convenient shipping distance of this market.  
Pop Corn—24¢ per bu.  
Sweet Potatoes—Kila dried Jerseys, 34¢ per bu. Squash—Hubbard, 2¢ per bu.

GRAINS AND MILLING PRODUCTS.  
Wheat—2¢ higher. City millers pay 77 cents for Lancaster and 74 for Fulse and Clawson. Corn—Jobbing generally at 46¢@47¢ in 100 bu. lots and 42¢@43¢ in car lots.  
Oats—White, 38¢ in small lots and 32¢@33¢ in car lots.  
Rye—42¢@50¢ per bu.  
Barley—Brewers pay \$1.25 per cwt.  
Flour—Lower. Patent, 85¢ per bbl. in sacks and \$5.20 in wood. Straight, 84¢ per bbl. in sacks and \$4.20 in wood.  
Meal—Bolted, 22¢ per bbl.  
Mill Feed—Screenings, \$13 per ton. Bran, \$13 per ton. Ship's, \$14 per ton. Middlings, \$15 per ton. Corn and Oats, \$18 per ton.

HIDES, FELTS AND FURS.  
Perkins & Hess pay as follows:  
HIDES.  
Green, 10¢ @ 12¢ Calf skins, green  
Part cured, 7¢ @ 7 1/2¢ or cured, 7¢ @ 9  
Full cured, 7 1/2¢ @ 8¢ Deacon skins,  
Dry hides and, 10¢ per piece, 20¢ @ 50¢  
Kips, 8¢ @ 12¢  
SHEEP FELTS.  
Old wool, estimated washed 25¢ @ 28¢  
Tallow, 3¢ @ 3 1/2¢  
FURS.  
Bear, 10¢ @ 15¢  
Beaver, 4¢ @ 5¢  
Badger, 1¢ @ 1 1/2¢  
Wild Cat, 5¢ @ 7¢  
House Cat, 10¢ @ 20¢  
Fox, red, 10¢ @ 1 1/2¢  
" cross, 5¢ @ 10¢  
" gray, 10¢ @ 1 1/2¢  
Fisher, 4¢ @ 5¢  
Linx, 3¢ @ 4¢  
Mink, 10¢ @ 1 1/2¢  
Martin, 5¢ @ 8¢  
Otter, 5¢ @ 8¢  
Coon, 4¢ @ 6¢  
Skunk, 1¢ @ 2¢  
Wolf, 2¢ @ 3¢  
Muskrat, winter, 12¢ @ 14¢  
" fall, 10¢ @ 12¢  
Deer, 10¢ @ 12¢  
These prices are for prime skins only.

HARDWOOD LUMBER.  
The furniture factories here pay as follows for dry stock:  
Basswood, log-run, 15¢ @ 18¢  
Birch, log-run, 15¢ @ 18¢  
Birch, cut, 15¢ @ 18¢  
Black Ash, log-run, 15¢ @ 18¢  
Cherry, log-run, 25¢ @ 30¢  
Cherry, Nos. 1 and 2, 45¢ @ 50¢  
Cherry, cut, 10¢ @ 12¢  
Maple, log-run, 15¢ @ 18¢  
Maple, soft, log-run, 12¢ @ 14¢  
Maple, Nos. 1 and 2, 20¢ @ 22¢  
Maple, clear, 20¢ @ 22¢  
Maple, white, selected, 25¢ @ 30¢  
Red Oak, log-run, 18¢ @ 20¢  
Red Oak, Nos. 1 and 2, 22¢ @ 24¢  
Red Oak, quarter sawed, 25¢ @ 30¢  
Red Oak, No. 1, 2nd plank, 25¢ @ 30¢  
Walnut, log-run, 25¢ @ 30¢  
Walnut, Nos. 1 and 2, 30¢ @ 35¢  
Walnut, clear, 35¢ @ 40¢  
Grey Elm, log-run, 15¢ @ 18¢  
White Ash, log-run, 14¢ @ 16¢  
Whitewood, log-run, 23¢ @ 25¢

OILS.  
ILLUMINATING.  
Water White, 11¢  
Michigan Test, 10¢  
LUBRICATING.  
Gasoline, 11¢  
Capitol Cylinder, 30¢  
Model Cylinder, 25¢  
Eldorado Engine, 23¢  
Peerless Machinery, 20¢  
Challenge Machinery, 19¢  
Paraffine, 20¢  
Black Summer, West Virginia, 9¢  
Black, 2¢ to 3¢  
Black, 15¢ C. T.  
Zero, 12¢  
FRESH MEATS.  
John Mohrhard quotes the trade selling prices as follows:  
Fresh Beef, sides, 5¢ @ 6¢  
Fresh Beef, hind quarters, 5¢ @ 6¢  
Dressed Hogs, 5¢ @ 6¢  
Mutton, carcasses, 5¢ @ 6¢  
Spring Lamb, 7¢ @ 8¢  
Veal, 7¢ @ 8¢  
Pork Sausage, 7¢ @ 8¢  
Bologna, 6¢ @ 7¢  
Poultry, 9¢ @ 10¢  
Ducks, 10¢ @ 12¢  
Turkeys, 10¢ @ 12¢  
MISCELLANEOUS.  
Hemlock Bark—Tanners all have large supplies. Dealers are paying \$5 for good bark.  
Ginseng—Local dealers pay \$1.50 per lb. for clean washed roots.  
Rubber Boots and Shoes—Local jobbers are authorized to offer standard goods at 35 and 5 per cent. off, and second quality at 35, 5 and 10 per cent. off.

FIELD SEEDS.  
Clover, mammoth, 4.50  
" medium, 4.50  
Timothy, prime, 2.00

Groceries.

WHOLESALE PRICE CURRENT.

These prices are for cash buyers, who pay promptly and buy in full packages.

AXLE GREASE.  
Crown, 80 Paragon, 2.10  
Frazier's, 80 Paragon 25 bbls. 90  
Diamond, 80 Paragon, 25 bbls. 1.25  
Modoc, 4 doz, 2.50  
BAKING POWDER.  
Acme, 1/2 lb cans, 3 doz. case, 85  
" 1/2 lb " " " " " " 1.60  
" 2 lb " " " " " " 3.00  
Princess, 1/2 lb cans, 3 doz. case, 1.25  
" 1 lb " " " " " " 2.25  
" 1 lb " " " " " " 4.25  
Arctic, 1/2 lb cans, 4 doz. case, 45  
" 1/2 lb " " " " " " 25  
" 1 lb " " " " " " 1.40  
" 5 " " " " " " 12.00  
Victorian, 1 lb cans, (tall), 2 doz., 2.00  
Diamond, "bulks", 1.50

BLUING.  
Dry, No. 2, doz., 25  
Dry, No. 3, doz., 45  
Liquid, 4 oz., doz., 35  
Liquid, 8 oz., doz., 65  
Arctic 1 oz., doz., 1.20  
Arctic 2 oz., doz., 2.20  
Arctic No. 1 pepper box, 2.00  
Arctic No. 2, 3.00  
Arctic No. 3, 4.00  
BROOMS.  
No. 2 Hurl, 1 1/2 Common Whisk, 40  
No. 1 Hurl, 2 00/25 Fancy Whisk, 1.00  
No. 2 Carpet, 2 25 Mill, 3.75  
No. 1 Carpet, 2 50 Warehouse, 2.75  
Parlor Groom, 3.00  
CANNED FISH.  
Clams, 1 lb, Little Neck, 1.10  
Clam Chowder, 3 lb, 2.15  
Cove Oysters, 1 lb standards, 90¢@1.00  
Cove Oysters, 2 lb standards, 1.75  
Lobsters, 1 lb picnic, 1.75  
Lobsters, 2 lb picnic, 2.65  
Lobsters, 1 lb star, 2.00  
Lobsters, 2 lb star, 3.00  
Mackerel, 1 lb fresh standards, 1.50  
Mackerel, 5 lb fresh standards, 7.25  
Mackerel in Tomato Sauce, 3 lb, 7.00  
Mackerel, 3 lb in Mustard, 7.00  
Mackerel, 3 lb soured, 7.00  
Mackerel, 5 lb soured, 14.00  
Salmon, 2 lb Columbia river, 2.80  
Sardines, domestic 1/2 lb, 7.00  
Sardines, domestic 1/4 lb, 10.00  
Sardines, imported 1/2 lb, 12.00  
Trout, 3 lb brook, 4.00

CANNED FRUITS.  
Apples, gallons, standards, 2.25  
Blackberries, standards, .90  
Cherries, red standard, .10  
Damson, .10  
Egg Plums, standards, 1.25  
Gooseberries, 95¢@1.00  
Green Gages, standards 2 lb, 1.25  
Peaches, Extra Yellow, 1.00  
Peaches, standards, 1.60  
Peaches, seconds, 1.45  
Pineapples, standards, 1.40  
Pineapples, Johnson's sliced, 2.00  
Pineapples, Johnson's, grated, 2.75  
Pineapples, 1.15  
Raspberries, extra, 1.20  
Strawberries, 1.25  
Whortleberries, 90  
CANNED VEGETABLES.  
Asparagus, Oyster Bay, 2.50  
Beans, Lima, standard, 75  
Beans, Stringless, Erie, 90  
New Process, 3 lb packages, 4.75  
Corn, Archer's Trophy, 1.00  
" Morning Glory, 1.00  
" Acme, 1.10  
" Maple Leaf, 1.00  
" Excelsior, 1.00  
Peas, French, 1.50  
Peas, extra marrowfat, 1.20¢@1.40  
Peas, soaked, 75  
Pumpkin, 1 lb, 1.00  
Succotash, standard, 85¢@1.10  
Squash, 1.00  
Tomatoes, standard brands, 1.05  
CHEESE.  
Michigan full cream, 13¢ @ 13 1/2¢  
York State, Acme, 13 1/2¢ @ 13 3/4¢  
CHOCOLATE.  
Baker's, 37 German Sweet, 23  
Bunkles, 35 Vienna Sweet, 22  
COCAONUT.  
Schepps, 1 lb, 25¢  
" 1/2 lb and 1/4 lb, 25¢  
" 1 lb in tin pails, 27 1/2¢  
Maltby's, 1 lb and 1/2 lb, 25¢  
" 1/2 lb, 25¢  
Manhattan, pails, 20¢  
Peelless, 18¢

COFFEES.  
Green. Roasted.  
Rio, 15¢ @ 17¢ Rio, 16¢ @ 18¢  
Golden Rio, 17¢ @ 19¢ Santos, 18¢ @ 20¢  
Santos, 15¢ @ 17¢ Santos, 20¢  
Maricao, 16¢ Maricao, 18¢@20¢  
Java, 20¢@22¢ Java, 25¢@26¢  
O. G. Java, 20¢ @ 22¢ O. G. Java, 25¢ @ 26¢  
Mocha, 23¢ Mocha, 27¢ @ 28¢  
CRACKERS AND SWEET GOODS.  
Kenosha Butter, 5¢ @ 6¢  
Butter, 5¢  
Fancy Butter, 4 1/2¢  
S. Oyster, 5¢  
Picnic, 5¢  
Fancy Oyster, 4 1/2¢  
Fancy Soda, 5¢  
City Soda, 5¢ @ 7 1/2¢  
Milk, 5 1/2¢  
Boston, 7¢  
Graham, 8¢  
Out Meal, 11¢  
Pretzels, 19¢  
Cracknels, 15¢  
Lemon Cream, 7¢ @ 8¢  
Sugar Cream, 7¢ @ 8¢  
Frosted Cream, 7¢ @ 8¢  
Ginger Snaps, 7¢ @ 8¢  
No. 1 Ginger Snaps, 7¢ @ 8¢  
Lemon Snaps, 12 1/2¢  
Coffee Cakes, 12 1/2¢  
Lemon Wafers, 13 1/2¢  
Jumbles, 11 1/2¢  
Extra Honey Cakes, 12 1/2¢  
Frosted Honey Cakes, 13 1/2¢  
Cream Gems, 13 1/2¢  
Bageys Gems, 13 1/2¢  
Seed Cakes, 12 1/2¢  
S. & M. Cakes, 12 1/2¢

COFFEES—PACKAGE.  
XXX, 60 lbs 100 lbs 300 lbs  
19¢ 19¢ 19¢  
19¢ 19¢ 19¢  
Dilworth, 18¢  
Standard, 18¢  
German, 18¢  
Lion, 19¢  
Magnolia, 17¢ 17 1/2¢  
Eagle, 18 1/2¢ 18 1/2¢  
Silver King, 24¢ 24¢  
Mexican, 18¢  
DRIED FRUITS—FOREIGN.  
Citron, 22¢ @ 25¢  
Currants, 6 1/2¢ @ 6 3/4¢  
Lemon Peel, 6¢ @ 12¢  
8¢ @ 12¢  
No. 2 Taper, 1.25 1.50  
No. 4, 1.75 2.75  
1/2 pint, round, 4.50 5.00  
No. 3 panel, 1.10 1.65  
No. 8, 2.75 4.25  
No. 10, 4.25 6.00

FLAVORING EXTRACTS.  
Lemon, Vanilla.  
Black Bird, 1.00 1.40  
Live and Let Live, 1.50 2.50  
Quaker, 2.50 4.00  
Hiawatha, 2.50 5.00  
Big Nig, 3.75 6.00  
Spear Head, 3.00 4.00  
White Earth, 3.00 4.00  
Bacon, 3.00 4.00  
P. V., 3.00 4.00  
Spring Chicken, 3.00 4.00  
2c. less in three butt lots.

TOBACCO—FINE CUT—IN PAILS.  
Cherry, 35¢  
Five and Seven, 45¢  
Magnet, 25¢  
Seal of Detroit, 60¢  
Jim Dandy, 38¢  
Our Bird, 38¢  
Brother Jonathan, 28¢  
Our Block, 60¢  
Jolly Time, 40¢  
Our Leader, 40¢  
Sweet Rose, 32¢  
May Queen, 65¢  
Dark American Eagle, 50¢  
The Star, 60¢  
Red Bird, 60¢  
State Seal, 60¢  
Prairie Flower, 65¢  
Indian Queen, 60¢  
May Flower, 70¢  
Sweet Pippin, 45¢  
Delivered.

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Indian Queen, 60¢  
May Flower, 70¢  
Sweet Pippin, 45¢  
Delivered.

WINE.

Cod, whole, 4¢ @ 4 1/4¢  
Cod, boneless, 5¢ @ 5 1/4¢  
Haddock, 10¢ @ 11¢  
Herring, round, 1/4 bbl, 1 50¢ @ 1 75¢  
Herring, Holland, bbls., 1.10  
Herring, Holland, kegs., 2.75  
Herring, Scotch, 1/4 bbl, 1.00  
Mackerel, short, No. 1, 1/4 bbls., 1.00  
" 12 lb kits, 1.00  
" No. 3, 1/4 bbls., 1.00  
Shad, 1/4 bbl, 3.50  
Trout, 1/4 bbl, 75¢  
White, No. 1, 1/4 bbl, 6.50  
White, No. 1, 12 lb kits, 1.00  
White, No. 1, 10 lb kits, 90¢  
White, Family, 1/4 bbls., 2.15  
" kits, 45¢

MATCHES.  
Grand Haven, No. 8, square, 1.00  
Grand Haven, No. 9, square, 3 gro., 1.20  
Grand Haven, No. 200, parlor, 1.75  
Grand Haven, No. 300, parlor, 2.25  
Grand Haven, No. 7, round, 1.50  
Oskosh, No. 2, 1.00  
Oskosh, No. 8, 1.00  
Swedish, 75¢  
Richardson's No. 8 square, 1.00  
Richardson's No. 9, 1.00  
Richardson's No. 7 1/4, round, 1.50  
Richardson's No. 7, do, 1.50  
MOLASSES.  
Black Strap, 15¢ @ 17¢  
Cuba Baking, 25¢ @ 28¢  
Porto Rico, 24¢ @ 26¢  
New Orleans, good, 24¢ @ 26¢  
New Orleans, fancy, 24¢ @ 26¢  
New Orleans, choice, 24¢ @ 26¢  
1/4 bbls. 2c extra

ROLLED OATS, bbl., 5.50  
Steel cut, bbl., 5.50  
" cases 3 25¢ 1/4 bbl., 3.00  
PICKLES.  
Medium, 26¢ @ 28¢  
Small, bbl., 67¢ @ 69¢  
PIPES.  
Imported Clay 3 gross, 2 25¢ @ 2.00  
Imported Clay, No. 216, 3 gross, 2 25¢ @ 2.00  
Imported Clay, No. 216, 3 gross, 2 25¢ @ 2.00  
American T. D., 15¢ @ 16¢  
RICE.  
Choice Carolina, 6 1/2¢ Java, 6 1/2¢  
Prime Carolina, 6 1/2¢ Patna, 6 1/2¢  
Good Carolina, 4¢ Rangoon, 6 1/2¢  
Good Louisiana, 5¢ Broken, 3 1/2¢ @ 3 3/4¢  
Table, 6¢ Japan, 7 1/2¢  
DeLand's pure, 5 1/2¢ Dwight's, 5¢  
Church's, 5¢ Sea Foam, 5 1/2¢  
Taylor's G. M., 5¢ Cap Sheaf, 5¢  
1/2c less in 5 box lots.

SALT.  
60 Pocket, F F Dairy, 2.25  
22 Pocket, 2.15  
100 3 lb pockets, 2.35  
Saginaw or Manistowish, 85¢  
Diamond C., 1.45  
Standard Coarse, 1.25  
Ashton, English, dairy, 4 bu. bags, 2 1/2¢  
Ashton, English, dairy, 4 bu. bags, 2 1/2¢  
Higgins' English dairy bu. bags, 70¢  
American, dairy, 4 bu. bags, 25¢  
Circles, 30 U. G. G., 34¢  
Warsaw, Dairy, bu. bags, 40¢  
" 1/2, 20¢  
SAUCES.  
Parisian, 4 pints, 62¢ @ 60¢  
Pepper Sauce, red small, 70¢  
Pepper Sauce, green, 80¢  
Pepper Sauce, red large ring, 62¢ @ 60¢  
Pepper Sauce, green, large ring, 62¢ @ 60¢  
Catsup, Tomato, pints, 62¢ @ 60¢  
Catsup, Tomato, quarts, 62¢ @ 60¢  
Halford Sauce, pints, 62¢ @ 60¢  
Halford Sauce, 1/2 pints, 62¢ @ 60¢

ACORN.  
3 1/2 Extra Chicago Fam., 2.94  
Master, 4.00 ily, 2.94  
New Process, 1 lb, 3 1/2¢ Napkin, 4.75  
New Process, 1 lb, 3 1/2¢ Napkin, 4.75  
Acme, bars, 3 1/2¢ White Marseilles, 5.00  
Acme, blocks, 3 1/2¢ White Cotton Oil, 5.00  
Best American, 2 1/2¢ Railroad, 3.50  
Circles, 30 U. G. G., 34¢  
Big Five Center, 3 1/2¢ Mystic White, 3.45  
Nickel, 3 1/2¢ Saxon Blue, 2.60  
Shamrock, 3 1/2¢ Palmer's, 100 bars, 5.50  
Blue Danubius, 2 1/2¢ 75¢, 4.25  
London Family, 3 1/2¢ Star, 3.75  
SPICES.  
Pepper, Ground, 16¢ @ 25¢ Whole, 80¢  
Allspice, 12¢ @ 15¢ Allspice, 80¢  
Cinnamon, 18¢ @ 20¢ Cassia, 10¢ @ 11¢  
Cloves, 15¢ @ 25¢ Nutmegs, No. 1, 60¢  
Cloves, 15¢ @ 25¢ Nutmegs, No. 2, 60¢  
Mustard, 15¢ @ 20¢ Cloves, 62¢ @ 60¢  
Cayenne, 25¢ @ 35¢  
STARCH.  
Kingsford's Silver Gloss, 1 lb pks., 7¢  
" 6 lb boxes, 6 1/2¢  
" Pure, 1 lb pks., 6 1/2¢  
" Corn, 1 lb pks., 6 1/2¢  
Royal Gloss, 1 lb packages, 6 1/2¢  
" bulk, 6 1/2¢  
Muzzy, Gloss, 1 lb packages, 6 1/2¢  
" Corn, 1 lb packages, 6 1/2¢  
Firmenich, new process, gloss, 1 lb, 6 1/2¢  
" 6 lb boxes, 6 1/2¢  
" bulk, boxes or bbls, 6 1/2¢  
" corn, 1 lb, 6 1/2¢  
" bulk, 6 1/2¢  
Cut Leaf, 6 1/2¢  
Cubes, 6 1/2¢  
Powdered, 6 1/2¢  
Granulated, 6 1/2¢  
Confectionery A., 6 1/2¢  
Standard A., 6 1/2¢  
No. 1, White Extra C., 6 1/2¢  
No. 2, Extra C., 5 1/2¢  
No. 3 C., 5 1/2¢  
No. 4 C., 4 1



