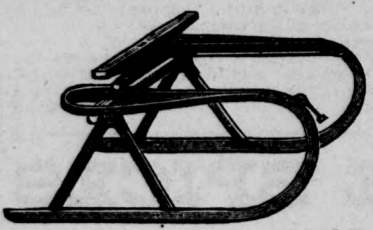


The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, JANUARY 12, 1887.

NO. 173.



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.

OLNEY, SHIELDS & Co.
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 Attended to.

JUDD & CO.,
JOBBER 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, Bronchitis, Sore Throat and Severe Colds, stands without an equal.

Air Mentholized by passing through the Inhaler, 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.



EATON & LYON,

Importers,
Jobbers and
Retailers of

BOOKS,
Stationery & Sundries,

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

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

The CELEBRATED EMERY \$3 SHOE MANUFACTURED BY HATCH & EMERY, Chicago and Boston. D. G. KENYON, Traveling Salesman, 227 Jefferson Street, Grand Rapids, Mich.

GUSTAVE A. WOLF, Attorney.
Over Fourth National Bank. Telephone 407.
COMMERCIAL LAW & COLLECTIONS.

SEEDS We carry a full 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.

ORGANIZATION OUTFITS.

Full outfits for the Collection Department of a Business Men's Association, containing all the late improvements, supplied to order for \$13. 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.

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.

EDMUND B. DIKEMAN,

THE
GREAT WATCH MAKER,

—AND—
JEWELER.

44 CANAL STREET,
GRAND RAPIDS, MICH.

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.

ALBERT COYE & SON,
DEALERS IN

AWNINGS AND TENTS

Horse and Wagon Covers,
Oiled Clothing,
Feed Bags,
Wide Ducks, etc.

Flags & Banners made to order.

73 CANAL ST., - GRAND RAPIDS.

THE THIRD ANNIVERSARY.

Annual Meeting of the Traverse City Business Men's Association.

The third annual meeting of the Traverse City Business Men's Association, which occurred last Tuesday evening, was attended by over fifty of the ninety members and a great deal of enthusiasm prevailed. Frank Hamilton, who had served the Association faithfully as president for two years, refused to accept a re-election, when a spirited contest took place, resulting in the selection of Geo. E. Steele. The full complement of officers, as elected, is as follows:

President—Geo. E. Steele.
First Vice-President—D. E. Carter.
Second Vice-President—J. G. Johnson.
Secretary—C. E. Lockwood.
Treasurer—J. T. Beadle.

After the transaction of the usual routine business incident to the annual meeting, the meeting adjourned to the Park Place, where an elaborate banquet was served. Prayer was offered by Rev. J. S. Large, when the viands were discussed for about half an hour with a vigor characteristic of a Grand Traverse appetite. At the conclusion of the repast, Toastmaster Milliken rapped the gathering to order and called upon E. A. Stowe to respond to the toast, "The State Association." Mr. Stowe stated that he realized the fitness of the toastmaster's calling on him first, as it was invariably customary to serve the common things first and reserve the pastry, fruits and other delicacies until the last. He then spoke as follows:

As a humble officer of the Michigan Business Men's Association, I am here to-night to tender you the cordial greetings of that body. We hail you as pioneers in the work of organization in the West; we recognize your Association as the first organization of the kind in the State; we welcome you as one of the first to affiliate with the parent body; and we honored you by making your President our President. You, in turn, have honored the State Association, by furnishing it with a presiding officer who has guided its course with singular wisdom and given the work of organization an impetus which will be felt until every city and town in the State is enlisted on the side of progress and principle.

The idea of a State Association was no suddenly conceived idea, carelessly and hastily put into execution. As you already know, the idea originated with your President about eighteen months ago. We began talking about the subject in our local Association fully a year ago, at which time we registered a determination that the "Convention City" should have the honor of entertaining the first convention of the State organization. Correspondence with the associations then in existence satisfied us that all of them favored the project, and we decided to issue a general call as soon as the number of associations reached twenty-five. The requisite number was reached August 20th, on September 1 a call was issued in the name of the Retail Grocers' Association of Grand Rapids and on the 21st of September representatives of twenty-three associations convened at Grand Rapids. Of the proceedings of that convention and the results which have followed in its wake, you are all more or less familiar.

If I may be allowed to speak of tangible advantages, I will say that we have issued three notification sheets, containing a total of 147 names, and that we have written proof that such publications prevented the making of many bad accounts. We have ascertained the whereabouts of thirty-seven fleeing debtors, eighteen of whom have paid accounts to debtors whom they intended to leave in the lurch. The other nineteen have been placed on the delinquent list, and the merchants in the towns in which they live properly notified of their true character. While the results accomplished in this direction are not great, we consider them encouraging and an earnest of what can be done in the future under more approved methods and more favorable circumstances. The influence the organization has exerted in the way of prompter payments, closer credits and more thorough business methods is seen in every town whose association has affiliated with the State body and whose members have endeavored to live up to the declaration of principles enunciated at the September meeting. As an instance of the impetus the Association has given local organization, I have only to state that whereas it took nearly two years to form the first twenty-five associations, we have in three months since the State meeting organized twenty-five associations. The State body now comprises 815 auxiliary members and I think I am safe in saying that this number will be increased to 1,500 by the March meeting.

The creation of a State Association indicates the necessity of attaining objects too complex and widespread to be dealt with by the local bodies. While the State Association has neither the power nor inclination to suppress individual agency or independent action on the part of any local body, yet it affords a glorious opportunity to breathe new life into the business men of Michigan. By it and through it the impulses, thoughts, experiences and qualities of the best men engaged in the work will be communicated to and permeate, as leaven, the whole mass. By and through this exchange will come the interchange of views, liberalizing our transactions, enlarging and dignifying our operations, elevating the morals and stimulating a spirit of generous rivalry among the whole membership. By and through it the edge of inquiry and investigation will be sharpened. By it, also, public confidence—inspired by a faith in the conservatism which restrains, while it sustains, organized talent and industry—will bear golden fruit in relieving the business men of Michigan of the incubus of the dead-beat and dissipate that disparagement which, at times, comes upon them from the invasions of rapacious cultures which devour their prey and fly away to other and newer fields.

Retiring-President Hamilton was then called upon to speak for "Our Local Association," which subject he handled in the following able manner:

Mr. Chairman and Gentlemen:

We are assembled this evening, representing a large majority of the business men of our village, with here and there one from our neighboring towns, members of the Business Men's Association of Traverse City.

It may be of interest and worthy as a matter of record, that a few details connected with its inauguration, its aims and objects be outlined and a resume of its work in the two years of its existence be briefly told.

To the movers in the work, it was apparent that many classes of men, much smaller in numbers than in the mercantile line, had banded together for protection and reform, resulting in many cases in the general advancement of knowledge among its members, cultivating a broader charity, and creating deeper confidence in mankind, in and out of the rank and file. Had we no grievances, had we no need for reform, no aims higher than existed years ago, no systems for correction, no standard to maintain as a body? This one fact was clear to all, viz: That all along the line to a greater or less degree we were falling victims to an indiscriminate credit system, creating and fostering a class of stationary and itinerant delinquents, to the detriment of the trader and of necessity an injustice to the honest and good-paying consumer. *Better pay, curtailing of credit, proper classification of delinquents, these for the merchant, called for other reasons for organization, aiming for a broader platform and larger membership, to include the business men of our city.* The social contact had already eliminated prejudice, therefore followed the social plank, which object alone has proven worthy of such a step, dispelling many unhappy features in the business man's life toward his neighbors in trade, uniting them from time to time; and who can say but an occasion like this is indicative of a higher and nobler sentiment in trade circles? Matters of business and industrial ventures were suggested of interest to the public, hence the membership clause was made open in the following words:

"Sec. 1 Any merchant, manufacturer, dealer, or proprietor of an established honorable business who has resided in Traverse City for the space of six months and is a taxpayer shall be eligible to membership."

With the objects named in a few words as follows:

"The objects of this association shall be to cultivate better social relations, for mutual protection, and to promote the general interests of its members and of the Grand Traverse region."

It was not clear respecting the line of objects worthy to be sought, until formally declared in those words at our first State convention last September. (And here let me remind you that our organization was the first Business Men's Association in the State, and the first to advocate a State Association, which now numbers an even fifty local organizations.)

The objects of this association shall be to unite merchants and other classes of business men for reform, development of industries and work for the general good, and to promote by all legitimate means the social, moral and business interests of its members. Among the special objects sought to be obtained are the following:

1. Inspiring confidence between buyer and seller by doing business on legitimate principles.

2. Shorter hours for doing business in, and an honest endeavor to educate the buyer to make his purchases between 7 a. m. and 6 p. m. six days a week.

3. The proper observance of all national holidays and more frequent intervals for rest and recreation.

4. Abolishing the tendency to indiscriminate credit and stimulating the selling of merchandise for ready pay.

5. Protection against inferior and adulterated goods, short weights, counts and measures, fictitious brands and labels and misrepresentation in public and private.

6. Maintaining a delinquent department, for receiving from and imparting to local associations prompt information of delinquents changing locations.

7. Protection against unjust laws affecting business men and a careful scrutiny of all legislation relating to the same.

8. To stimulate a determination to render the title "Business Man" a synonym for honor, firmness, probity, justice and high morals.

TO THE MICHIGAN TRADESMAN, an organ of business men most heartily endorsed, and to its editor, Mr. E. A. Stowe, both local and State bodies are indebted for organization, for the vitality and zeal that are everywhere apparent and for the best record made in any State in the Union, in rapid and effective work in the interests of business men.

From a local membership of thirty, we have grown to a body of ninety. We have indulged in no schemes, no secrecy; we have no boasts to make; we cannot always measure strength by numbers, nor measure the good accomplished in mere words. However, the work of our Rating Committee of seven members, appointed at our first meeting, proved a source of congratulation. It placed the intentional, malicious delinquent before all business men in the rank to which he properly belonged; it stimulated a more wholesome line of credits, regulated the abuse, encouraged the ready-pay system and ranked the honest, prompt, well-meaning man above the professional delinquent. This system has recently been superseded by another, clearer and keener, yet possessed with all fairness and a just consideration for all. Rules for collecting are mailed to delinquent with bill of purchase, requesting a settlement or a proper recognition of same within thirty days. Upon failure to comply with this, the account is placed before the Secretary and Rating Committee, who, in turn, again demand such recognition as is due, otherwise, his name will be published among the delinquent class as one unworthy of credit. Should this system be abused, proper channels are open for arbitration.

Our Insurance Committee have acted in conjunction with others in stimulating care on the part of tenants in guarding against fire, and have recommended better and more insurance whenever and wherever practicable. This matter should not be lost sight

of in the future. It needs still further agitation. A constant watchfulness on the part of all to guard against fire cannot be too often suggested.

Our Freight Committee secured under an annual contract with the G. R. & I. Railway from Chicago, a reduction of from 20 to 25 per cent. from former rates, shorter time in transit, laying goods down in Traverse City in four days, when formerly six days was the rule. With another road into Traverse City we may reasonably look for closer rates and better time.

Our Lecture Committee have drawn on home talent so far as they were able, giving to the public without cost four addresses ranking in merit with talent we pay large sums for. This feature will no doubt be carried to a still greater success in the future.

Our Manufacturing Committee have investigated our resources to a large extent, encouraging by letters, printed matter and personal interview, when possible, the establishment of new industries, however small. As a partial result of their efforts we have one thriving enterprise a credit to our town. The Committee also secured a car load of whitefish and deposited the same in our bay last season. They feel, in common with all, the worth and need of manufacturing enterprises, necessitating moderate and large investments, to be attracted here largely through a well-organized and well-directed system of advertising. This is a question of moment to every business man in Traverse City.

Our Finance Committee have to congratulate themselves upon a liberal balance in the treasury.

Our day of recreation, July 20th, will long be remembered as one of social enjoyment, uniting with our neighboring villages in closer bonds, bringing three thousand people together upon common grounds, one day, for out-of-door pleasure, any occasion before unknown in the history of our region. A limited observance of special holidays and a proper observance of national days are right, and should be commended.

Our day for shorter hours in business is coming close at hand. Some have adopted this method already, and many are looking forward to it. When the few who are now opposed shall have conceded the seasonableness of the demand: it will require independence of action on the one side and a yielding of individual choice on the other. A member of the British Parliament is now agitating early closing by act of Parliament, with good prospects of success. We trust to the good sense of the mercantile profession rather than to agitate legislative enactment.

As an Association of business men, we meet here to-night on tried grounds, no longer groping in the dark. We are now committed to the best interests of our village and its inhabitants thereof. We are committed to the work of elevating trade from the smallest dealer on the corner to the largest dealer living. We stand pledged for shorter hours in business, giving the merchant and his employee time for broader development in and out of business. We stand pledged for protection against adulterations, short weights, counts and measures, misrepresentation in public and private, unjust laws affecting the business man; we stand pledged to each other as honorable business men, and to the consumer as men worthy of confidence.

Is it not, I repeat, a good omen when nine-tenths of the business men in our entire village can meet around these tables for social enjoyment? Is it not a strong statement of a doctrine that offers a solution of difficulties before us? Is it not true that the work to be done in our midst largely depends upon the intelligent sympathy and co-operation of business men?

We gather together from time to time on political grounds, with antagonistic measures, divergencies of opinion, running our lines of action contrary to good fellowship, and sometimes moral trusteeship, we meet as a body at the polls and at the grave, frequently meet at our secret orders, our churches and our social gatherings; but here only do we meet as business men to move along the lines of *pay, progress and principle*.

Let us seek to inspire trade with an aim above mere barter, free it from its bondage through greater powers, "give all classes of business a royal sanction," that they shall take rank and dignity with all the work done by humanity in its best estate.

Attorney L. Roberts was called upon to speak for "Our City" and prefaced his speech with felicitous remarks:

Mr. Toastmaster and Gentlemen:

To those who lived here in an early day, when it took a week to get to Grand Rapids, Traverse City was "inside" and all the rest of the world was "outside." And we who came later have the same feeling, not that we are now separated from the rest of the State and country, as we were then, but because she has advantages over other places, both present and prospective, which distinguishes it from all of them and which, to our minds, gives us the inside track in the race.

Our healthful and salubrious climate—who has not felt its effects, both upon his system and his pocketbook? Our water facilities, both for pleasure and profit! Boardman Lake, with her two square miles of placid surface, will ever furnish amusement for sail or oar, while the bending river, as it flows through the town, separating it into three natural divisions, provides ample drainage for all. The broad and beautiful bay! the navies of the whole world might ride upon her heaving bosom. Her waters, bright, clear, pure and sparkling, furnish to Traverse City an inexhaustible supply of that priceless though much slandered article; our bay, "a thing of beauty and a joy forever," an ever changing panorama upon which above whose gorgeous surface may sometimes be seen upon Sahary's burning sands; the mirror for the fleecy cloud, the bright sunshine and the blue arch of heaven; the huge cauldron from whose surface waves thunder against the rocky shore like the roar of the mighty sea; and when the storm is past they kiss the pebbly beach like the ripple of the laughing rill. We love our bay as we love our home.

The growth of Traverse City has been slow but sure. "Where can I find a house?" has been heard much oftener than "to whom can I rent one?" Again, Traverse City has more territory

that must be tributary to her, than any town in the older portions of the State of twice her size. The whole of Leelanaw county, the northern and eastern part of Benzie, all of Grand Traverse, the southern and eastern portions of Antrim, and their people must always find an outlet for their products and a depot for their supplies here. Her \$30,000 school house and \$20,000 jail, and her numerous churches show her to be well toward the head of the column in religious and educational interests. For manufacturing purposes, her immense forests are at her very threshold. To secure these manufacturing facilities it is only necessary that such a low rate of freights be secured as will allow our manufacturers to compete with those of other places. Already the competition between our bay and present railway facilities is such in summer that our merchants can compete with any north of Big Rapids; and the bright prospects of at least one more railway in the near future render it certain that all kinds of hardwood manufactures can be successfully carried on here.

This, with the rapidly developing farming interests, with the homes springing rapidly into existence on every hill and in every valley; with our lake, river and bay, and the inhabitants thereof for pleasure and recreation, with the salubrious and healthful climate, with the splendid manufacturing facilities now opening before us, and above all, with the thorough-going, honest, industrious business men, we can well say that ours is a city, beautiful for situation, rich in the broad expanse of her primeval forest, and whose growth and prosperity need only be measured by the energy, shrewdness, perseverance and faithfulness of her citizens.

Hon. Perry Hannah then spoke for "Our Business Men," as follows:

Mr. Chairman and Gentlemen: It is with great pleasure that I respond for the business men of Traverse City. There is no class of men that I have watched with greater interest than the tradesmen of our town. They are nearly all young with more than common energy and business ability. It is their first venture, and with the school of experience that must act as guide and teacher, I predict for them all great success.

Traverse City has to-day a population of some 4,000 inhabitants, with a country surrounding it of full seven-eighths of its native forests still standing on the soil. Yet I make bold to assert that more goods are sold here by our merchants than in any other town of its size in the State of Michigan.

Hannah, Lay & Co. may be called the pioneer business men in the Grand Traverse region. It is nearly thirty-six years since they opened up trade in a small cabin, far less in size than the smallest shop now in our village, their sales not exceeding \$2,000 the first year.

Since that time more than 500 young men have grown up and received their business education with this company and gone forth to engage in business on their own account. It is one of the proudest thoughts of my life, when I go back and review their history, that I am unable to recall a single instance of failure.

From the earliest dawn of trade in Traverse City the cash system was adopted and strictly adhered to for many years. Other settlements grew up and readily fell into this line of practice until Grand Traverse became a wonder and shining light to the balance of our great State on account of its cash system.

To this "pay as you go" practice, I attribute the great safety value that has carried the young business men past the credit rocks that wreck the merchant.

If we are to-day straying away from this cash principle I would warn my young friends to go back and review their early lessons. No other plan will keep a mortgage from the customer's farm and bankruptcy from your own doors.

I am drawing near the afternoon of my active business life and as I sit in the retirement of age I shall watch with deep interest the business men of Traverse City as they push on in life's cares to make their honest dollar.

I know from a long business experience that there is but one honorable road to a successful result—make your word with your customers equal to your bond.

Judge J. G. Ramsdell then responded to the toast "Our Agricultural Resources," as follows:

Mr. Chairman and Gentlemen:

Your President has requested me to respond to this toast, and at the same time showed his wisdom, prudence and correct appreciation of time in all business transactions, by limiting my remarks to five minutes. I thank you, Mr. President, for the honor you confer in selecting me to represent the farming interests of this country at this banquet, but I thank you most for the restrictions you impose.

Soil, climate and topography—the three conditions which determine the success of general agriculture—are most favorably combined in what is now known as the Grand Traverse region.

The soil is rich in every element of vegetable growth, so porous that underdrainage is unnecessary and the roots of trees and plants have easy access in times of drought to the moist depths below. It is so covered during winter with a protecting mantle of snow that frost seldom penetrates the ground. The unheaval and winter-killing of wheat and grass by frost is unknown. That long and disagreeable period, known as "frost coming out of the ground," we wholly escape. As soon as the snow is gone, vegetation readily and rapidly responds to the warming rays of the sun. The sudden transition from winter white to summer green is surprising to those not familiar with our seasons and it gives us a season for culture as early and as long as in latitudes many degrees further south. Our climate is tempered by the open water surrounding us in the direction of prevailing winds, so that we are exempt from those extremes of heat and cold which make general farming in all its branches hazardous in the grain growing states.

The storms which sweep over the plains of the West with such freezing fury are so tempered by the waters of Lake Michigan that they reach us comparatively mild and absolutely harmless. Storms which this season have raged through Dakota, Minnesota, Wisconsin, Iowa and Illinois, reduced

[Continued on page 4.]

Grand Rapids Traveling Men's Association.
President, L. M. Mills; Vice-President, S. A. Sears; Secretary and Treasurer, Geo. H. Seymour; Board of Directors, H. S. Robertson, Geo. F. Owen, J. N. Bradford, A. B. Cole and Wm. Logie.

Subscribers and others, when writing to advertisers, will confer a favor on the publishers by mentioning that they saw the advertisement in the columns of this paper.

A correspondent asks THE TRADESMAN what it has to say of the numerous scheme collecting agencies now doing business in this State, especially the "National Retail Commercial Agency," of Bay City, and the "Merchant's Protective Association," of Marshall. THE TRADESMAN is not inclined to express an opinion on the subject at this time, but will say this much, that no private scheme possesses a title of the advantages to be derived from a well-conducted local organization; that none of the local Associations are costing the members as much as memberships in the private schemes; and that the results secured through concerted action—aside from the collections made—are frequently of more value than the collection feature.

Switzerland is alarmed by the prevalence of drunkenness, and is going to make an experiment in the control of the liquor traffic. The entire retail trade in intoxicants is to become a government monopoly. The distillers are to be allowed to sell to no one else, and the retail business is to be managed with a view to diminishing drunkenness. This plan is not altogether new. Formerly in Russia the government managed both the manufacture and the sale of liquor, and the imperial eagle was the sign over the door of the vodka shop. THE TRADESMAN does not know how the plan worked in Russia, but it seems to be admitted very generally that the country is more drunken now, when the business is in private hands, than it ever was before.

THE TRADESMAN cordially commends to the other local associations of the State the action of the Traverse City Business Men's Association in celebrating its anniversary with a banquet and speeches. Such an event has a two-fold significance—it affords the best possible opportunity for cultivating the social side of life and bringing men together and it also affords business men an exceptionally good opportunity to boom their town. THE TRADESMAN shall hope to see more of such gatherings in the future.

In responding to the toast, "Our City," at the anniversary banquet at Traverse City last week, Lawyer Roberts remarked: "Her \$30,000 school house and \$20,000 jail, and her numerous churches, show her to be well towards the head of the column in religious and educational interests." THE TRADESMAN is in doubt as to in which category Mr. Roberts places the "\$20,000 jail"—religious or educational.

THE TRADESMAN has already exposed the crookedness of one Grand Rapids commission merchant and has two others "on the list" for similar treatment. Affidavits are being secured which will substantiate the charges which will be made against the persons as soon as sufficient evidence is secured to warrant the exposures.

The man who stands aloof from an organization which includes every other reputable business man in his town may be "wise in his own conceit," but the chances are ten to one that in the struggle for supremacy he will find himself the last man in the race.

Manistique, South Boardman, Boyne City and Plainwell each organized strong association's last week. This week Owosso, Chesaning and St. Charles are expected to fall into line.

Monthly Report of the Michigan Division, T. P. A.

Report of the Secretary-Treasurer for the month ending Dec. 31, 1886:

GRAND RAPIDS, JAN. 10, 1887.

MEMBERSHIP REPORT.

The following names were added to our State membership during the month:

13,194. Geo. W. Dennis, Corunna.
13,213. W. R. Woodruff, Detroit.
13,214. Geo. W. Rowe, Bangor.
13,216. W. H. A. Godfrey, Colon.
13,244. W. F. Gibson, Three Rivers.
13,245. H. P. Kane, Battle Creek.
13,249. Wm. Sessions, Farwell.
13,300. F. H. Macomber, Jackson.
13,327. C. C. Kritzer, Newaygo.
13,328. A. T. Hines, Jackson.
13,397. John A. Severens, Detroit.
13,441. F. C. Hall, Allegan.
13,454. W. W. Tuttle, Ann Arbor.
and six members arrears for dues have paid and been re-instated.

FINANCE REPORT.

Dec. 1. Cash on hand..... 3 50
20. Check from Nat'l Sec'y-Treas. 67 00

70 50

CONTRA.

Dec. 24. By Cash to C. S. Kelsey..... 15 00
24. " Post A. Jackson..... 25 00
24. " L. J. Koster..... 18 00
24. " Postage..... 50

Total..... 58 50

Jan. 1, 1887. Balance on hand..... 12 00

Respectfully submitted,
L. M. MILLS,
Sec'y-Treas. Mich. Div., T. P. A.

Get your business in such form that you can handle it with ease.

There must be mutual confidence in trade, and in order to do this, mutual candor.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Friedrich Bros., dealers in musical instruments, are succeeded by Julius A. J. Friedrich.

Jacob Reelman succeeds Reelman & Hamming in the manufacture of hames at 135 Grandville avenue.

Cody, Ball, Barnhart & Co. have taken possession of the Cornelius J. Van Halteren grocery stock, on South Division street, on a bill of sale.

John L. Curtiss and Geo. B. Dunton have purchased Eli F. Harrington's quarter interest in the firm of Curtiss, Dunton & Co., and will continue the business under the former style of Curtiss & Dunton.

AROUND THE STATE.

E. G. Hunt, grocer at Holt, has sold out.

E. W. Swain, grocer at Ashley, has sold out.

C. E. Hight has bought out J. S. Cowgill, grocer at Lawton.

F. Levi & Co., clothing dealers at Manistee, have sold out.

Wm. Rowe will move his drug stock from Manistee to Muskegon.

H. Barry succeeds Barry & Lewis in the drug business at Ravenna.

Van Duzer & Potts have bought out J. P. Warner, grocer at Decatur.

J. A. & R. D. Dyer, boot and shoe dealers at Manton, have dissolved.

Smiley & Millspaugh, druggists at Albion, are succeeded by J. F. Smiley.

M. Singerman, dealer in dry goods and notions at Ludington, has assigned.

L. D. Buck has purchased the grocery business of A. Parkhurst, at Vassar.

Wise & Co., hardware dealers at Mancelona, have sold out to White & Kiles.

Nathan Platt & Co. succeed Nathan Platt, dry goods dealer at Muskegon.

H. A. Phinney, general dealer at Ironwood, has assigned to John Berranges.

Goodenow & Beman, dry goods dealers at Albion, have dissolved, each continuing.

A. Parkhurst & Son, general dealers at Vassar, have sold out to Alonzo G. Buck.

Michael H. Cahalan succeeds Cahalan & Cowman, general dealers at Hubbardston.

Carson & Kelly, millers at Galesburg, have dissolved, Samuel Carson succeeding.

Peter Hornum succeeds Hornum & Co., at Cadillac, Robert Schubert having retired.

Thos. Hunter & Son, general dealers at Mio, are said to have made an assignment.

G. J. Hill succeeds H. C. & G. J. Hill, dealers in agricultural implements at Unionville.

H. A. Phinney, dealer in clothing and gents' furnishing goods at Ironwood, has assigned.

Geo. Wahr succeeds Geo. Osius & Co. in the book and stationery business at Ann Arbor.

John E. Parcel will move his general stock from Saranac to Casnovia about February 1.

It is reported that Miss M. A. Mahaney, fancy goods dealer at Midland, is going out of business.

Frank Smith, general dealer at LeRoy, was presented on New Year's morning with a nine-pound boy.

J. A. Clark & Co., general dealers at Scottville, have dissolved. The style remains unchanged.

Sewel D. Walker has engaged in the grocery business at Soper's Corners, eight miles west of Manton.

R. P. Gustin & Co., wholesale grocers at Bay City, have dissolved, R. P. Gustin continuing under same style.

Fred. M. Warner has bought out the boot and shoe department of P. Dean Warner's general stock at Farmington.

The firm of Druckhamer & Rhode, grocers at East Saginaw, have dissolved, Joseph Druckhamer succeeding.

Ionia Standard: Ionia merchants report the finest holiday trade they have had for many years and also a remarkably large increase in cash customers.

L. Jacoby succeeds C. B. Hirschfield as manager of the Mammoth Clothing House—owned by Houseman, Donnelly & Jones, Grand Rapids—at Allegan.

An Atlanta, Montmorency county, grocer named Hawk has the honor of being the first person in Michigan prosecuted under the new oleomargarine law.

Phelps, Brace & Co., wholesale grocers at Detroit, have dissolved, Samuel B. Sinclair retiring. The business will be continued under the same firm name.

G. W. Toms has retired from the grocery firm of Lovejoy & Toms, at Big Rapids. The business will be continued by C. B. Lovejoy, as agent for his wife.

S. J. Martin will shortly remove his grocery and boot and shoe stock from Boyne Falls to Sullivan, a new station on the line of the M., G. R. & I. Railway.

H. A. Pinney, clothing merchant at Ironwood, has made an assignment for the benefit of Milwaukee, Chicago and Buffalo creditors. Liabilities, \$7,500; assets, \$15,000.

Saranac Local: The Hunter & Sargent hardware stock has been sold by the assignee to Herbert L. Bailey, of Ionia. Mr. Bailey will continue the business here for a time.

Big Rapids Herald: Currie & Clark, who have been doing a grocery business on the North side for some time, have assigned to Ed. Keeler for the benefit of creditors. Liabilities about \$1,200; assets about one-half.

Manistee Times: Moses Simon has closed his dry goods store and sold the remainder of the stock to his brother, who is in the same business in Wisconsin. Mr. Simon will re-

turn to Chicago, whence he came four years ago.

MANUFACTURING MATTERS.

G. T. Warren succeeds G. T. Warren & Co. in the manufacture of cigars at Flint.

Geo. E. Hubbard succeeds Jas. C. Avery & Co. in the manufacture of cigars at Grand Haven.

C. E. Brewster, formerly manager for Gibbs Bros., at Mayfield, has left their employ and will devote his entire time to the management of his handle factory at Kingsley.

The Oval Wood Dish Co., at Mancelona, has acquired a patent in the shape of an oyster pail or candy box, made from one piece of paper, and will engage in their manufacture on an extensive scale.

The Hartzig, Reaume & Scripps Co., at Detroit, organized for the manufacture of fruit preserves and jellies, with a capital stock of \$25,000, has been incorporated by Emery A. Hartzig, E. O. Scripps, Geo. H. Scripps and Dennis J. Reaume.

C. N. Leach, formerly engaged in the manufacture of shingles near Pierson and more recently engaged in the grocery business at Howard City, has purchased a shingle mill near Hersey and will operate the same.

STRAY FACTS.

Thos. Merrill, liveryman at Muskegon, is dead.

Henry C. Seath has engaged in the bakery business at Evart.

J. P. Fox, saloonist at Pewamo, is succeeded by Hauck & Fox.

A. G. Fuller has opened a confectionery and cigar store at Shelby.

John Quinn succeeds T. H. Lavery in the livery business at Harrison.

L. D. Rogers, harness dealer at Portland, has sold out to Wm. Worden & Co.

H. M. Clark succeeds Wm. E. Southard, Jr., in the hotel business at Muskegon.

Osgood, Fletcher & Co., bankers at Mendon, have dissolved, Osgood Bros. continuing.

M. Bellanger & Co. succeed M. Bellanger & Son, dealers in lumbermen's tools at Evart.

J. H. Brohman, of the firm of Brohman & Hall, meat dealers at Sault de Ste. Marie, is dead.

Cheboygan Tribune: The cedar business keeps on the boom, many farmers taking contracts for getting out greater or less quantities. The tie business will add many a dollar to the circulating medium of this section.

Steele & Titus, of Traverse City, have just sold for S. Pease, of Buffalo, 2,500 acres of hemlock and hardwood land on North Manitou Island. The purchaser is G. Paddock, of Milwaukee, who will commission Mann Bros., of the latter place, to locate a sawmill on the Island and saw out the timber.

The Gripsack Brigade.

Phil. Gaubatz, with P. Leidersdorf & Co., Milwaukee, was in the city last week.

M. B. Field, representing W. F. McLaughlin & Co., Chicago, visited the trade last week.

Perley W. Hall has returned from Greenfield, Tenn., where he spent a week or ten days with his father.

Irving W. VanZandt, Michigan manager for Howard W. Spurr & Co., of Boston, put in Sunday at this market.

Gabriel Wolff, the Otsego bankrupt, has gone on the road for M. B. Eaton & Co. Bet a "hellu" a taller" no one gets ahead of that fellow.

Chas. B. Parmenter has engaged with the Gleason Wood Ornament Co. for another year and left Monday for an extended trip through the East.

Chas. Bow has engaged with the Giant Tobacco Co., of Louisville, Ky., for another year, and will make Grand Rapids his headquarters.

C. S. Kelsey, of Battle Creek, President of Michigan Division, T. P. A., was in town Monday, for the purpose of consulting with State Secretary Mills.

Wm. Jones, Wm. B. Loveland and D. H. Moore have engaged to travel for the new Grand Rapids Soap Co., which will sell its goods to the retail trade direct.

W. S. Barnett, traveling representative for Crippen, Sexton & Co., of Chicago, left last week for the West. His territory last year was Michigan alone. This year it comprises Nebraska, Colorado and Wyoming.

Ed. Pike has re-engaged with S. A. Wellington for another year, working with samples on L. R. Cesna's former route. Mr. Cesna takes the territory formerly covered by J. H. Eacker.

John F. Gill, formerly on the road for Spring & Company, has resumed his connection with that house. He will look after the Northern trade, while Frank L. Kelly's territory will include the Eastern and Southern trade of the house.

D. K. Clink, representing Geo. W. Ludlow & Co., of Chicago, was in town Monday and Tuesday. As chairman of the National Railway Committee of the T. P. A., Mr. Clink has achieved a reputation from the pine trees of Maine to the Golden Gate of California.

Rev. Fred A. Smart, a member of the Michigan Commercial Travelers' Association, by request of the Association, preached a sermon to the commercial travelers at the M. E. Church, corner Woodward and Harper avenues, on Sunday, January 9th, at 10:30 a. m. Members of the Association met at the residence of Geo. L. Sampson, 1106 Woodward avenue, at 10 a. m., and marched from there to the church.

VISITING BUYERS.

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

J. V. Crandall, J. V. Crandall & Son, Sand Lake.

Mr. Thomas, W. Thomas & Son, Bowne.

Mrs. Geo. Tomsett, Edgerton.

R. J. Side, Kent City.

Jos. P. Cordes, Alpine.

J. C. Benbow, Cannonsburg.

Severance & Rich, Middleville.

Mr. Hopper, Merrill & Hopper, Fremont.

S. A. Bush, Lowell.

Spring & Lindley, Bailey.

Hilbert & Holly, Woodland.

P. Hies, Zeeland.

O. Narvay & Son, Byron Center.

D. W. Shattuck, Wayland.

J. G. Bain, Petoskey.

J. W. Custerhouse, Grandville.

John Baker & Sons, Grand Haven.

M. Minderhout, Hanley.

C. F. Sears, Rockford.

Boyer Bros., Dresden.

Nagler & Beiler, Caledonia.

Neal McMillan, Rockford.

Geo. Carrington, Trent.

C. P. Williams, Caledonia.

John Kamps, Zutphen.

L. N. Fisher, Dorset Center.

Wm. Karsten, Beaver Dam.

A. & L. N. Wolf, Hudsonville.

Elzy Bros., Lamont.

G. H. Remington, Bangor.

A. J. McLeod, Charlevoix.

Gibbs Bros., Mayfield.

G. W. Bartlett, Ashland.

T. J. Sheridan & Co., Woodville.

J. A. Shattuck, Sand Lake.

G. N. Reynolds, Belmont.

Cole & Chapel, Ada.

L. Perigo, Burnip's Corners.

Geo. Harris, Ashland.

A. DeKruif, Zeeland.

S. J. Koon, Lisbon.

O. W. Messenger, Spring Lake.

N. A. Vyne, Fremont.

A. A. Weeks, Prattsburg.

Severance & Rich, Middleville.

Geo. Cook, Grove.

W. S. Root, Talmadge.

W. P. Andrus, Cedar Springs.

K. Bredway, Dronthe.

Ninehouse Bros., New Holland.

F. Vorhorst & Co., Overiss.

G. M. Huntley, Wright Center.

K. Hoyt, Hudsonville.

Hansen Bros., Morley.

W. W. Forrester, Pierson.

S. T. McEllan, Denison.

John Danstra, Forest Grove.

Henry DeKline, Jamestown.

Hoag & Judson, Cannonsburg.

J. M. Reid, Grattan.

L. A. Paine, Englishville.

De Vries, Jamestown.

O. F. & W. P. Conkin, Ravenna.

J. Raymond, Berlin.

Morley Bros., Cedar Springs.

C. S. Comstock, Pierson.

H. W. Potter, Jenisonville.

P. Steketee & Co., Holland.

O. House, Chautauque.

J. B. Jewell, Fremont.

J. P. Cordes, Alpine.

Thos. Cooley, Lisbon.

J. K. Hart, North Dor.

C. L. Glasgow, South Cass.

J. O. Scott, Lowell.

Mr. Cole, Cole & Judson, Big Rapids.

John Omier, Wright.

J. E. Kennedy, Caledonia.

Mr. Wright, Cutler & Wright, Morley.

P. Gilbert & Co., Moline.

N. O. Ward, Stanwood.

A. J. Provin, Cedar Springs.

L. Cook, Bauer.

A. M. Church, Alpine.

S. M. Wright, Big Springs.

B. M. Denison, East Paris.

Jas. Barnes, Austerlitz.

C. E. Brewster, Kingsley.

G. W. Stevens, Austerlitz.

Percy T. Cook, Reynolds.

Geo. Austin, Sparta.

Dell Wright, Wright Center.

Sidney Stark, Allendale.

C. N. Leach, Hersey.

Walling Bros., Lamont.

S. T. Colson, Alaska.

Peter Hansen, Hansen Bros., Morley.

The Michigan Tradesman.

Michigan Business Men's Association.
President—Frank Hamilton, Traverse City.
Vice-President—Paul P. Morgan, Monroe.
Secretary—E. J. Herick, 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. Ranney, Kalamazoo; A. W. Westgate, Cheboygan.
Committee on Legislation—W. E. Kelsey, Ionia; J. V. Crandall, Sand Lake; J. P. Clark, Big Rapids.
Committee on Membership—H. S. Chelch, 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.

Bozette City Business Men's Association.
President, R. R. Perkins; Secretary, F. M. Chase.

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 Blesed; Secretary, H. Kundering.

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. Huty.

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 Putten; Secretary, A. Van Duren.

Ionia Business Men's Protective Ass'n.
President, Wm. E. Kelsey; Secretary, Fred. Cutler, Jr.

Kalamazoo Retail Grocers' Association.
President, P. Ranney; Secretary, M. S. Seville.

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. Chaisty.

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. E. Poot; 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 Fly.

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.

Oceana 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.

Plainwell Business Men's Association.
President, M. Bailey; Secretary, J. A. Sidle.

Reed City Business Men's Association.
President, C. J. Fleischner; 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.

South Boardman Business Men's Ass'n.
President, H. E. Hogan; Secretary, S. E. Nieldard.

Sparta Business Men's Association.
President, J. B. 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, Geo. E. Steele; 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 Velt; Secretary, L. N. Harter.

Retail Dealers' Commercial Agency.
W. E. Cooper, Actuary, Grand Rapids.

Grand Rapids Butchers' Union.
President, John Katz; Secretary, Chas. Velt.

Good Words Unsolicited.
J. W. Davis & Son, general dealers, Mackinac: "It is too good to drop."
E. H. Deutsman & Co., general dealers, Sebewa: "We like The Tradesman very much."
John Long, druggist, Vicksburg: "I have more papers than I can read, but I must have THE TRADESMAN."
Dr. N. P. Blakeslee, druggist, Elmira: "THE TRADESMAN is a good paper, especially since adopting the Latin quotations."
Barcus Bros., saw manufacturers, Muskegon: "Thanks for not stopping the paper when our subscription expired. We would not like to miss one number of it."
H. J. Pettys, general dealer, Watervliet: "THE TRADESMAN is a very good paper. I am taking a number of papers and I thought that I would pay up and stop it, but I find that I can't get along without it."

Association Notes.

When Fife Lake gets ready to organize, the editor of THE TRADESMAN would like to make appointments for Elmira and Alba on the same trip.

THE TRADESMAN acknowledges the receipt of the first delinquent sheet of the Cadillac Business Men's Association, containing eleven names.

A note from Geo. Chantler announces the organization of an association at Manistique, and the statement that full particulars will be forwarded shortly.

Judging from the subjects now under consideration by the Allegan Business Men's Association, that organization is working the "village improvement feature" for all it is worth.

The thirty-four members of the Cadillac Business Men's Association swing into the fold of the State Association this week, which increases the auxiliary membership of the latter body to 849.

A Cross Village correspondent writes: We would like to see a Business Men's Association organized here. Petoskey has organized. Harbor Springs will, undoubtedly, and then is our chance.

THE TRADESMAN acknowledges the receipt of an invitation to attend the first annual convention of the Retail Merchants' Association of New York, which convenes at Albany this afternoon. But for the organization of an association in another part of the State, THE TRADESMAN would endeavor to send a representative.

Owosso Times: Our business men will hold a meeting on Thursday evening for the purpose of forming a Business Men's Association. The object of this Association is to "discourage" professional dead-beats, whose names will be published weekly and who will, of course, be unable to obtain credit thereafter. All engaged in mercantile business in the city are invited to be present.

Petoskey Record: We understand that A. C. Bowman, Secretary of the Business Men's Association, was directed to furnish the Democrat and Record with a copy of the constitution for publication. A copy was furnished the Record, but none furnished the Democrat. All right, gentlemen, we are very happy to know that you believe all democrats to be honest, and do not need to be warned of the wrath to come.

Plainwell Independent: The Plainwell Business Men's Association was organized Friday night with a membership including the heaviest dealers in the village. Its objects are the promotion of a better understanding among business men, concerted action in securing manufacturing and other benefits, the collection of old accounts, etc. E. A. Stowe, editor of THE MICHIGAN TRADESMAN, was present and aided in the organization.

A Dorris correspondent writes as follows: The Dorris Business Men's Association met on Wednesday evening last. The meeting was lively and interesting. Two new firms, Levitt & Dann and Sommer & Herp, were admitted to membership, making a total of thirteen firms now in the Association. Several matters of interest to dealers were discussed and were all pleased with the working of the order. The next regular meeting will be held the first Wednesday in February.

Referring to the anniversary banquet at Traverse City, ex-President Hamilton writes as follows: Our people are loud in praise of the banquet, with not a word of fault. The only complaint—if, indeed, it can be called such—is that it never had been done before. I think every member will unite with me in saying that it was the leading event in the business circle of Traverse City, especially marked for its entire harmony, dignity and business character. Your presence and address have been favorably commented upon. The mere fact of our connection with the State body has given us greater confidence—a very prominent character—identifying us with fifty Associations in the State, who are "moving on" in the good way.

Manton Tribune: There was a good attendance at the Business Men's Association meeting last Wednesday evening, and an increased interest in the Association manifested. The impression, at first, was that all poor families were to be left to perish with hunger and cold, and all the dishonest were to be similarly hung, through the workings of this Association, but as months have now passed since the organization was perfected, and not a case of distress or hanging has come to the notice of the community, there seems to be a better feeling existing. The stubborn facts are that through the instrumentality of this Association the poor man's circumstances have been bettered and the rogue's moral condition uninjured. It is not the object of this Association to distress anyone, but instead to aid the unfortunate and protect themselves.

A Bonanza correspondent of the Saranac Local writes as follows: Dr. M. Crane, H. F. Miner and Son and Frank W. Clark & Co. have joined the Business Men's Association at Woodland, and all the others are expected to. They now have members enough so they can join the State Association, and this Association, while it puts all the dead-beats in the country before the public in their true light, gives the honest men of the country a still better standing, and it will not only put the business men on their guard against trusting those who never pay, but also the farmers can see by running over the dead-beat list who are not worthy of credit. All members are fined \$10 for selling a man or woman reported on the list as a dead-beat on credit, or giving credit in any manner, so when one reports him he is down, and the business men in the State are united in bringing dead-beats to time.

Plainwell in Line on Organization.

In response to an invitation from the business men of Plainwell, the editor of THE TRADESMAN met them last Friday evening to talk over the subject of organization. Mr. Bailey was chosen to act as chairman and J. A. Sidle was selected to act as secretary pro tem. At the conclusion of Mr. Stowe's explanation of the aims and objects of organization, H. W. Chamberlain moved that the organization of an association be immediately proceeded with, which was adopted. The constitution presented in THE TRADESMAN of Dec. 29 was then adopted, when the following gentlemen handed in their names for charter membership: M. Bailey, Chamberlain Bros., W. W. Woodhams, Geo. Seales, Graves & Esley, Machamer & Spencer, J. A. Sherwood, E. Putnam, Carroll & Robertson, O. B. Granger & Co., W. H. Hine, J. H. Wagner & Bro., Bliss & Owen, D. P. Hopkins, J. A. Sidle and H. D. Storms.

Election of officers resulted as follows: President—M. Bailey. Vice-President—Geo. Seales. Secretary—John Sidle. Treasurer—H. D. Storms. Executive Committee—President, Secretary, Treasurer, W. W. Woodhams and E. A. Owen.

Business Committee—H. W. Chamberlain, W. W. Woodhams and J. D. Wagner. The blank system of the South Boardman Association was adopted for the use of the collection department and the Executive Committee was instructed to procure the printing of the same.

The Secretary was instructed to request the editors of the local papers to print the constitution of the Association in their next issues.

E. A. Owen, H. W. Chamberlain and O. B. Granger were appointed a special committee to wait on the other business men of the place and solicit their applications for membership and the meeting adjourned.

Association Work at Allegan.

From the Allegan Gazette. The Business Men's Association is discussing the matter of electric lights for the village. Several of our merchants contemplate the use of gas, and it is desired by others that an electric light plant be introduced.

M. O. Walker, who last season conducted a fruit evaporating establishment in this village, is desirous of forming a co-operative company for the purpose of operating a creamery, canning and drying and cider and jelly factory. He solicits loans from those willing to accept 7 per cent. with good security, to the amount of \$8,000 to \$5,000, and proposes to give employment to 25 to 100 persons. No donations are asked. Allegan people have listened with favor to less advantageous propositions. Let the rural districts be heard from. The matter is a subject of discussion by the Business Men's Association, and more will be heard of it.

The Executive Committee, consisting of H. F. Marsh, J. B. Streeter, E. C. Reid, B. B. Sutphin and S. S. Dryden, and all members of the old Allegan Improvement Association, will meet at H. B. Peck's office on the 10th to consider the question of winding up the affairs of the Association and turning over the surplus money in the hands of the Treasurer to the Allegan Business Men's Association, which is organized on a broader platform and is more capable of carrying out the objects for which the Improvement Association was organized. Let there be a goodly attendance.

More State Lists Wanted—A Question of Choice.

E. A. Stowe, Grand Rapids: DEAR SIR—At an adjourned meeting of our Business Men's Association, it was suggested that the Secretary write you and see what you would furnish fifty Notification Sheets, whenever they are issued, so that each member could have a sheet. I wish to enquire in regard to putting delinquents on the dead-beat list. After the expiration of fifteen days and after the second notice, is it left optional with the party sending such notices to refer the delinquent to the Executive Committee or not, as he chooses. Yours truly, R. D. McNAUGHTON, Sec'y.

In reply to Mr. McNaughton's first enquiry, THE TRADESMAN would state that the March meeting of the Michigan Business Men's Association will, without doubt, instruct the State Secretary to secure the printing of a sufficient quantity of the State lists to furnish one to each auxiliary member, instead of each local association, as at present. Regarding the second question, THE TRADESMAN is inclined to the opinion that any creditor ought to have the privilege of withholding a debtor's name from the delinquent list, providing he thought such action would enhance his chances of getting his pay.

Cadillac Joins the State Association.

CADILLAC, Jan. 8, 1887. E. A. Stowe, Grand Rapids: DEAR SIR—Our Business Men's Association is now in a flourishing condition, and desires to join the State Association. Enclosed please find initiation fees for thirty-four members, \$3.40; also our first Notification Sheet. What is the cost of supplying our Association with State Association Sheets for each member? Respectfully, J. C. McADAM, Sec'y.

Acknowledgements.

THE TRADESMAN acknowledges the receipt of a handsome bird's-eye maple table ornament in the shape of a diminutive rolling pin, the gift of President Frank Hamilton; also a basket of Grand Traverse apples, from the orchard and hand of Judge Ramsdell, whose fruit farm at Traverse City is the marvel of all beholders.

Cline's Portable Heaters.

We wish to call your attention to CLINE'S PORTABLE FOOT HEATERS and AROMATIC, CARBONIC, COMPOSITION FUEL, especially adapted for Street Cars, Carriages, Cabs, Sleighs, Buggies, Wagons, Offices and individual use in and out doors: being something entirely new to the public! But in the short time of three months last fall, there were made about twenty-five thousand, all of which were sold and gave entire satisfaction. The cost of the stove is very low, ranging from \$1.50 to \$5, being made from Tin and Galvanized Iron. We also make a Register Heater, to take the place of a Furnace in Heating Small Rooms, especially Bed-Rooms, can also be used in the finest Carriages with perfect Safety and in the summer the same can be used as a ventilator by removing the fire pan. Our Aromatic, Carbonic Composition Fuel is so cheap, within the reach of everyone, in boxes containing 25 and 50 days' supply, just think of it, to keep your feet and body warm all day at 2c, without any additional fuel to be put in the stove, when once started requiring no attention for 10 or 15 hours! so simple, so cheap and used without Danger! No oil, no smoke, no blaze, no offensive odor and has been thoroughly tested and patented in the United States, England and Canada, under the following dates: November 10, 1885, March 31, 1886, April 10, 1886, June 15, 1886.



No. 1, 6x8, Office Heater
For Clerk's, Book-keepers, Salesladies and for one and all that wish to keep sole and body warm.
Tin \$1.75 each
Galvanized Iron 2.25 "



No. 2, 6x10,
For Wagons, Cabs, Sleighs and Carriage Drivers, will keep your feet, warm all day for 2 cents.
Tin \$2.00 each
Galvanized Iron 3.00 "



No. 3, 8x8, Round Cabinet Heater,
For Ladies, especially used in parlors, with perfect safety and will not soil the finest fabric.
Tin \$1.50 each
Galvanized Iron 2.00 "



No. 4, Carriage Heater,
Can be used for warming four persons at one time; placing the feet on the incline top, so as to ride with perfect ease and safety. Made from the very best galvanized iron.
Price \$5.00 each

LIBERAL DISCOUNT AT THE TRADE.

GENTLEMEN: After using your Heaters and Fuel in our carriages last winter, we cheerfully say the same gave our patrons such good satisfaction that they all compared the carriage with a comfortable room, and still more can be said as the heat was of great benefit to the carriage, keeping the same always dry and free from dampness. Therefore, we shall continue the use of your Heaters and Fuel in the future. Respectfully yours, P. P. DEMARIS, 2,971 State St., M. McNEIL, 2,911 State St., C. G. HOIMAN & Co., 2,449, 2,451 and 2,453 State St., D. B. QUINLAN, Undertaker and Livery 3,119 State St., JOS. CHALFOUX, Undertaker and Livery, 25 Blue Island Ave.

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FOSTER, STEVENS & CO.

10 and 12 Monroe St., Grand Rapids, Mich.

GENERAL AGENTS.

Hardware.

These prices are for cash buyers, who pay promptly and buy in full packages.	
AUGERS AND BITS.	
Ives', old style.....	dis 60x10
N. H. C. Co.....	dis 60x10
Dougllass.....	dis 60x10
Pierces.....	dis 60x10
Snells.....	dis 60x10
Cooks.....	dis 60x10
Cast Square Spring.....	dis 60
Cast Barrel Bolts.....	dis 60
Cast Barrel, brass knobs.....	dis 60
Cast Chain.....	dis 60x10
Wrought Barrel, brass knob.....	dis 60x10
Wrought Square.....	dis 60x10
Wrought Sunk Flush.....	dis 60
Wrought Bronze and Piled Knob.....	dis 60x10
Flush.....	dis 60
Ives' Door.....	dis 60x10
BRACES.	
Barber.....	dis 40
Buckus.....	dis 50x10
Spofford.....	dis 50
Am. Ball.....	dis net
BUCKETS.	
Well, plain.....	\$ 3 50
Well, swivel.....	4 00
BUTTS, CAST.	
Cast Loose Pin, figured.....	dis 70x10
Cast Loose Pin, Berlin bronze.....	dis 70x10
Cast Loose Joint, genuine bronze.....	dis 70x10
Wrought Narrow, bright fast joint.....	dis 60x10
Wrought Loose Pin.....	dis 60x10
Wrought Loose Pin, Japaned.....	dis 60x5
Wrought Loose Pin, Japaned, silver tipped.....	dis 60x5
Wrought Table.....	dis 10x30
Wrought Inside Blind.....	dis 10x30
Wrought Brass.....	dis 75
Blind, Clark's.....	dis 80
Blind, Parker's.....	dis 80
Blind, Shepard's.....	dis 70
CAPS.	
Ely's 1-10.....	per m \$ 65
Hick's C. F.....	60
G. D.....	35
Musket.....	50
CATRIGES.	
Rim Fire, U. M. C. & Winchester new list 50x10	
Rim Fire, United States.....	dis 50x10
Central Fire.....	dis 50x10
CHISELS.	
Socket Firmer.....	dis 75
Socket Framing.....	dis 75
Socket Cutting.....	dis 75
Socket Slicks.....	dis 75
Butcher's Tanged Firmer.....	dis 40
Barton's Socket Firmer.....	dis 20
Cold.....	dis net
COMBS.	
Curry, Lawrence's.....	dis 40x10
Brass, Racking's.....	dis 25
COCKS.	
Bibb's.....	dis 60
Beer.....	dis 40x10
Fenn's.....	dis 60
COPPEL.	
Planished, 14 oz cut to size.....	\$ 2 50
14x52, 14x56, 14x60.....	31
Land plaster, 2x50 and 14x60.....	23
Cold Rolled, 14x48.....	23
DRILLS.	
Morse's Bit Stock.....	dis 40
Taper and Straight Shank.....	dis 40
Morse's Taper Shank.....	dis 40
ELBOWS.	
Com. 4 piece, 6 in.....	doz net \$ 85
Corrugated.....	dis 20x10
Adjustable.....	dis 14x10

EXPANSIVE BITS.	
Clair, small, \$18 00; large, \$26 00.....	dis 20
Ives', 1, \$18 00; 2, \$24 00; 3, \$30 00.....	dis 25
FILES—New List.	
American File Association List.....	dis 60x10
Disston's.....	dis 60x10
New American.....	dis 60x10
Nicholson's.....	dis 60x10
Heller's.....	dis 55x10
Heller's Horse Rasps.....	dis 50x5
GALVANIZED IRON.	
Nos. 16 to 20.....	dis 20
List 12.....	dis 15
22.....	dis 15
24.....	dis 15
26.....	dis 15
28.....	dis 15
30.....	dis 15
Discount, Juniata 50x10, Charcoal 60.	
GAUGES.	
Stanley Rule and Level Co.'s.....	dis 50
HAMMERS.	
Maydole & Co.'s.....	dis 25
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40x10
Mason's Solid Cast Steel.....	dis 40x10
Blacksmith's Solid Cast Steel, Hand.....	dis 30x40x10
HANGERS.	
Barn Door Kicker Mfg. Co., Wood track.....	dis 50x10
Champion, anti-rattle.....	dis 60x10
Kidder, wood track.....	dis 40
HINGES.	
Gate, Clark's, 1, 2, 3.....	dis 60
State.....	dis 11 50, dis 60
Screw Hook and Strap, to 12 lb. 4 1/2.....	dis 34
and longer.....	dis 34
Screw Hook and Eye, 1/2.....	dis 104
Screw Hook and Eye, 3/4.....	dis 84
Screw Hook and Eye, 1.....	dis 74
Strap and T.....	dis 65
HOLLOW WARE.	
Stamped Tin Ware.....	dis 30
Japaned Tin Ware.....	dis 30
Granite Iron Ware.....	dis 25
HOES.	
Grub 1.....	\$11 00, dis 60
Grub 2.....	11 50, dis 60
Grub 3.....	12 00, dis 60
KNOBES.	
Door, mineral, jap. trimmings.....	dis 45
Door, porcelain, jap. trimmings.....	dis 45
Door, porcelain, plated trimmings.....	dis 45
Door, porcelain, trimmings.....	dis 45
Drawer and shutter, porcelain.....	dis 70
Picture, H. L. Judd & Co.'s.....	dis 40x10
Hemacite.....	dis 45
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	dis 45
Mallory, Wheeler & Co.'s.....	dis 45
Brantford's.....	dis 45
Norwalk's.....	dis 45
LEVELS.	
Stanley Rule and Level Co.'s.....	dis

The Michigan Tradesman.

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

INDEFINITE LIEN.

A lien of contractors and laborers for work done in the construction of a railroad, although of indefinite duration, is subject to the common law presumption of payment arising from the lapse of twenty years, according to the decision of the Supreme Court of Pennsylvania, in the case of Hayes vs. Bald Eagle Valley Railroad Company et al.

CITY RAILROAD COMPANY—REASONABLE REGULATION.

Where a contract of a railroad company with a city required the company to carry passengers over two sections of its line for one fare, a rule of the company requiring passengers to keep and show undetached by them coupon tickets as vouchers of their right to continue on the car beyond a given point was held to be a reasonable rule.

PARTNERSHIP—PRIORITY—LIEN—CROPS.

In the case of Alexandre vs. McCan the New Orleans Court of Appeals held that a sugar boiler, employed by a planting partnership to take off crops, was entitled to be paid out of the proceeds of the crop, as partnership assets, in preference to the reimbursement to a partner of his advances to the partnership, irrespective of any other lien or privilege which the law might give him in the crops produced in part by his labor.

BANKERS' LIABILITY.

Where the holder of a draft instructs his banker to collect the money due on it and hold the same until called for, and the bank, in violation of such instruction, pays the same to another by crediting it to the latter's account, it will be liable to the person for whom it made the collection, according to the decision of the Supreme Court of Illinois.

INTEREST—RATE WHEN NOT SPECIFIED.

On December 1, 1877, certain notes were made in Georgia, which, after stating the principal, contained the further provision "with interest after maturity at 10 per cent. per annum, interest to be paid annually; otherwise to become principal, for value received." The Supreme Court of Georgia held that, in counting the interest upon interest, the proper rate was 7 and not 10 per cent., the latter rate not being specified in the writing.

LANDLORD AND TENANT—INSURANCE.

The Kentucky Court of Appeals held in the case of Temmen et al. vs. Sayre et al. that a tenant authorized by his landlord to insure the rented property and deduct the premiums paid from the rent, had no authority to insure the property for the benefit of his own creditor, and that, the property having been burned, the landlord and not the tenant's creditor was entitled to the proceeds of the insurance, although the policy provided that the loss, if any, should be payable to the latter, as the creditor was bound to know that the tenant was acting against the interest of the landlord in allowing the insurance to be taken in this way.

ASSIGNMENT—PREFERENCES—VALIDITY.

A debtor in failing circumstances cannot make a general assignment of all his property for the benefit of all his creditors, and provide in the deed of assignment that certain enumerated creditors shall first be paid in full, and after they are so paid that all other creditors shall be paid ratably. So held by the Supreme Court of Indiana in the case of Henderson et al. vs. Pierce et al. The court held that, where a deed of assignment was made in pursuance of the statute regulating voluntary assignments for the benefit of creditors, and directed that certain creditors be preferred, the deed might be adjudged invalid so far as it made provision for preferences, and yet upheld as a valid general assignment for the benefit of all the assigned creditors.

He Was Married and Hungry.

From the Detroit Free Press.
Customer—Have you any canned corned beef?

Fancy Grocer—Best kind, Mr. Blank. Anything else?

"Any canned tongue, already boiled?"

"Yes."

"Canned chicken, already cooked?"

"Yes."

"Let's see. They don't put up broiled beefsteaks, do they?"

"Oh, no!"

"Nor roast beef?"

"No."

"By the way, what are these—look like fried potatoes?"

"That's what they are—Saratoga chips."

"Well, I'll take a bushel of them. Hello! What's that?"

"Canned corn-beef hash."

"Just the thing; gimme a lot. Got any baked beans?"

"Yes, Boston baked beans, three different brands."

"Let's see what else there is here. How are these used?"

"Those are soup essences, and need nothing but thinning with hot water."

"Well, I'll try these, and throw in a lot of other things you think good, no matter what, only so that they're cooked. I'm tired of starving."

"Is your mother, sick, Mr. Blank?"

"No; she's well, but I don't live with her now, I'm married."

Wall Paper AND Window Shades

At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order.

68 MONROE STREET, GRAND RAPIDS.

Nelson Bros. & Co.



Every can wrapped in colored tissue paper with signature and stamp on each can.

P. STEKETEE & SONS,

JOBBER IN

DRY GOODS,

AND NOTIONS,

88 Monroe St..

AND 10, 12, 14, 16 AND 18 FOUNTAIN STREET,

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers
American and Stark A Bags } A Specialty.

PUTNAM & BROOKS,

JOBBER OF

OYSTERS,

And Manufacturers of

CANDY.

PURE. NEW PROCESS STARCH. SWEET.



This Starch having the light Starch and Gluten removed.

One-Third Less

Can be used than any other in the Market.

FIRMENICH MNFG. CO.

Factories: Marshalltown, Iowa; Peoria, Ills.

Offices at Peoria, Ills.

FOR SALE BY

STRONG. Clark, Jewell & Co. SURE.

"CANDEE"

Rubber BOOTS

WITH DOUBLE THICK BALL.

Ordinary Rubber Boots always wear out first on the ball. The CANDEE Boots are double thick on the ball, and give DOUBLE WEAR.

Most economical Rubber Boot in the market. Lasts longer than any other boot and the PRICE NO HIGHER.

Call and examine the goods.

A COMMON SENSE IDEA. DOUBLE THICK BALL.

E. G. STUDLEY & CO.,
No. 4 Monroe St., Grand Rapids.

Largest and finest stock in the State of Rubber Goods, Mill Supplies, Fire Department Supplies and Sporting Goods.

MOSELEY BROS.

SEEDS, FRUITS, OYSTERS, And Produce.

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

BAXTER'S CELEBRATED



"LUCKY STAR" CIGAR.

This famous brand is now handled by the leading druggists and grocers of Michigan. In towns where the cigar is not handled, I am prepared to give the exclusive agency to good parties, druggists preferred.

J. L. STRETITSKY,
STATE AGENT,
128 Canal Street, Grand Rapids.

TIME TABLES.

Chicago & West Michigan.		
Mail	Leaves	Arrives
Day Express	9:10 a.m.	5:55 p.m.
Night Express	12:30 p.m.	9:45 p.m.
Muskegon Express	11:00 p.m.	5:45 a.m.
Daily, 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.		
Express	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. GAVETT, Gen'l Pass. Agent. J. B. MULLIKEN, General Manager.		
Grand Rapids & Indiana.		
GOING NORTH.		
Traverse City Express	Leaves	Arrives
Traverse City and Mackinaw Ex.	9:20 a.m.	11:30 a.m.
Cincinnati Express	7:30 p.m.	4:40 p.m.
Potosky and Mackinaw Express	2:40 p.m.	5:05 p.m.
Saginaw Express	11:25 a.m.	7:30 a.m.
Saginaw Express	10:30 a.m.	4:10 p.m.
Saginaw express runs through solid.		
7 a.m. train has chair car for Traverse City. 11:30 a.m. train has chair car for Potosky and Mackinaw City. 5:05 p.m. train has sleeping and chair cars for Potosky and Mackinaw.		
GOING SOUTH.		
Cincinnati Express	Leaves	Arrives
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.	11:00 p.m.	5:00 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	Arrive	
7:25 a.m.	9:15 a.m.	
1:00 p.m.	1:00 p.m.	
5:30 p.m.	7:10 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	N. Y. Mail, N. Y. Ex.	
4:35 p.m.	7:45 a.m.	Grand Rapids, 8:15 a.m.
5:55 p.m.	9:02 a.m.	Allegan, 8:28 a.m.
7:05 p.m.	10:06 a.m.	Kalamazoo, 7:50 a.m.
8:30 p.m.	11:35 a.m.	White Pigeon, 9:15 a.m.
2:30 a.m.	5:05 p.m.	Toledo, 11:00 p.m.
8:30 a.m.	9:40 p.m.	Cleveland, 6:10 p.m.
5:50 p.m.	3:30 a.m.	Buffalo, 11:55 a.m.
5:40 a.m.	6:50 p.m.	Chicago, 11:20 p.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.		
Steamboat Express	Leaves	Arrives
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.	10:55 p.m.
Mixed, with coach	11:00 a.m.	11:00 a.m.
GOING WEST.		
Morning Express	1:05 p.m.	1:10 p.m.
Through Mail	5:00 p.m.	5:05 p.m.
Steamboat Express	10:40 p.m.	7:45 a.m.
Mixed	5:10 a.m.	5:35 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. POTTER, City Passenger Agent. Geo. B. REEVE, Traffic Manager Chicago.		
Michigan Central.		
DEPART.		
Detroit Express	6:15 a.m.	
Day Express	1:10 p.m.	
Atlantic Express	10:10 p.m.	
Mixed	6:50 a.m.	
ARRIVE.		
Pacific Express	6:00 a.m.	
Mail	5:00 p.m.	
Grand Rapids Express	10:15 p.m.	
Mixed	5:15 p.m.	
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. POTTER, City Passenger Agent. Geo. B. REEVE, Traffic Manager Chicago.		
Detroit, Mackinaw & Marquette.		
GOING WEST.		
7:00 a.m.	6:50 a.m.	St. Ignace, 5:30 p.m.
12:30 p.m.	9:40 a.m.	Seney, 5:15 p.m.
5:30 p.m.	12:40 p.m.	Marquette, 3:15 p.m.
12:50 p.m.	1:00 p.m.	Marquette, 7:00 a.m.
1:40 p.m.	1:40 p.m.	Negaunee, 1:25 p.m.
1:55 p.m.	1:55 p.m.	Islepey, 12:58 p.m.
5:30 p.m.	5:30 p.m.	Houghton, 9:20 a.m.
5:50 p.m.	5:50 p.m.	Hancock, 9:01 a.m.
6:35 p.m.	6:35 p.m.	Calumet, 8:15 a.m.
Mixed train leaves St. Ignace at 7 a.m., arrives Marquette 5:30 p.m.		
E. W. ALLEN, Gen. Pass. and Ticket Agent, Marquette.		



The accompanying illustrations represents the

Boss Tobacco Pail Cover.

It will fit any pail, and keep the Tobacco moist and fresh until entirely used.

It will pay for itself in a short time.

You cannot afford to do without it.

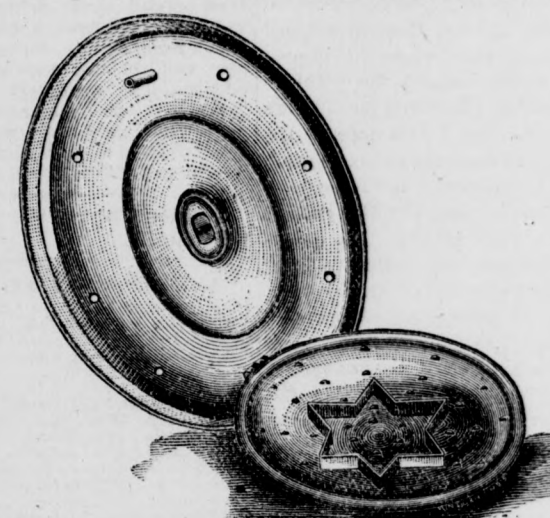
For particulars, write to

ARTHUR MEIGS & CO.

Wholesale Crocers,

Sole Agents,

77 to 83 SOUTH DIVISION STREET, GRAND RAPIDS.



The Standard of Excellence KINGSFORD'S

Oswego PURE AND "Silver" "Pure" STARCH. "Gloss"

STARCH.

Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

F. J. LAMB & CO.

STATE AGENTS FOR

D. D. Mallory & Co.'s

DIAMOND BRAND OYSTERS

Also Fruits and Country Produce.

OBERNE, HOSICK & CO.,
Manufacturers of FINE LAUNDRY and TOILET SOAPS,
120 Michigan St., Chicago, Ill.

We make the following brands:

HARD WATER, Linen, German Family, Sweet 16, White Satin, Country Talk, Mermaid, it will float, Silver Brick, Daisy, White Prussian, Glycerine Family, Napkin, Royal.

Our HARD WATER Soap can be used in either hard or soft water, and will go one quarter farther than any other Soap made. (Trade mark, girl at pump.) We are getting orders for it now from all parts of the country. Send for a sample order. We pay all railroad and boat freights. Our goods are not in Michigan Jobbing houses.

A. HUFFORD, General Agent, Box 14, GRAND RAPIDS, MICH.
Write me for Prices.

Drugs & Medicines

State Board of Pharmacy.

One Year—James J. Muskegon.
Two Years—James J. Muskegon.
Three Years—H. H. Schuch, Ann Arbor.
Four Years—Geo. McDonald, Kalamazoo.
Five Years—Stanley E. Parkell, Owasco.
President—H. H. Schuch.
Secretary—James J. Muskegon.
Treasurer—J. W. Taylor.
Next Meeting—At Grand Rapids, March 1.

Michigan State Pharmaceutical Ass'n.

President—Frank J. Wurzburg, Grand Rapids.
First Vice-President—Mrs. C. W. Taylor, Loomis.
Second Vice-President—Henry Harwood, Ishpeming.
Third Vice-President—Frank Ingalls, Detroit.
Secretary—S. E. Parkell, Owasco.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—Geo. W. Crouter, J. G. Johnson, Frank Wells, Geo. Gundrum and Jacob Jesson.
Local Secretary—Guy M. Harwood, Petoskey.
Next Place of Meeting—At Petoskey, July 12, 13 and 14.

Grand Rapids Pharmaceutical Society.

President—Geo. G. Stoket, 1884.
Vice-President—H. E. Locher.
Secretary—Frank H. Scott.
Treasurer—Henry B. Fairchild.
Board of Censors—President, Vice-President and Secretary.
Board of Trustees—The President, John E. Peck, M. B. Kimm, Wm. H. VanLeuven and O. H. Richmond.
Committee on Trade Matters—John E. Peck, H. B. Fairchild and Hugo Thum.
Committee on Legislation—R. A. McWilliams, Theo. Kemink and W. H. Tibbs.
Committee on Pharmacy—W. L. White, A. C. Bauer and Isaac Watts.
Regular Meetings—First Thursday evening in each month.
Annual Meeting—First Thursday evening in November.
Next Meeting—Thursday evening, Feb. 3, at the Trades Hall office.

Saginaw County Pharmaceutical Society.

President—Jay Smith.
First Vice-President—W. H. Yarnall.
Second Vice-President—R. Bruske.
Secretary—D. E. Prall.
Treasurer—H. Moore.
Committee on Trade Matters—W. B. Moore, H. G. Hamilton, H. Melchers, W. H. Keeler and R. J. Birney.
Regular Meetings—Second Wednesday afternoon in each month.

Detroit Pharmaceutical Society.

ORGANIZED OCTOBER, 1883.
President—A. F. Parker.
First Vice-President—Frank Ingalls.
Second Vice-President—J. C. Mueller.
Secretary and Treasurer—H. Allen.
Assistant Secretary and Treasurer—H. McRae.
Annual Meeting—First Thursday in June.
Regular Meetings—First Wednesday in each month.

Jackson County Pharmaceutical Ass'n.

President—E. F. Lattimer.
Vice-President—C. D. Colwell.
Secretary—F. A. King.
Treasurer—Chas. E. Humphrey.
Board of Censors—Z. W. Waldron, C. E. Foot and C. H. Haskins.
Annual Meeting—First Thursday in November.
Regular Meetings—First Thursday in each month.

Muskegon Drug Clerks' Association.

President—L. C. Terry.
Vice-President—P. VanDien.
Secretary and Treasurer—Geo. L. LaFevre.
Regular Meetings—Third and fourth Wednesday of each month.

Oceana County Pharmaceutical Society.

President—F. W. Fincher.
Vice-President—F. W. VanWickie.
Secretary—Frank G. Wright.
Treasurer—E. A. Wright.

Mason County Pharmaceutical Society.

President—F. Lattimer.
Secretary—Wm. Heysett.
Treasurer—W. H. Taylor.
Meetings—Second Wednesday of each month.

Beware of Soap Powders.

From the American Analyst.

Soap powders have lately made considerable headway against laundry soaps, and we are informed by good authority that the sale of laundry soaps has fallen off over twenty-five per cent. If this were merely of commercial importance, we should not deem it worthy of notice, but when we consider that this crowding out of laundry soaps is due to causes which are doing incalculable injury to the public it becomes our duty to raise a warning voice. Soap powders owe their success to the large profits they enable the manufacturer to pocket, and to the worse feature that they cater to the laziness of servants and slovenly housekeepers by cleansing clothes without rubbing, but of course, at the expense of the fabric. It is only necessary to show how soap powders are made to put careful housekeepers on their guard. To every 250 pounds of curd soap made as alkaline as possible, are added from 15 to 20 per cent. of caustic soda (good laundry soaps hold only from 5 to 7 per cent. of caustic soda), which as soon as finished is run into vats, when from 450 to 500 pounds of soda is added by raking the mass together. This, when cooled, hardens and is ground up, making the ordinary soap-powder of the market. Many a man has wondered why his linen wears out so rapidly. A perusal of this paragraph, with the remark added that caustic and soda both, when ever present in a soap in excess of the small proportion which the grease will neutralize, act upon the fabric by eating the fibres just as acid dropped upon the same fabrics would, will explain all. Our advice to housekeepers is to strictly prohibit the use of all soap powders.

Salicylic Acid as a Preservative.

The use of this valuable preservative and antiseptic has of late been the subject of much adverse comment and criticism in French scientific circles. The controversy has been taken up by the German press, and a recent issue of a leading journal contained an able editorial, in which, after reviewing its value as a means of preserving articles of food and preventing fermentation, the author refers to its commendation at various periods by the highest medical authorities in France, and reproduces a declaration published in March, 1881, over the signatures of twenty-one leading physicians, professors and managers of hospitals, etc., in Paris, who stated that "the use of salicylized beverages and food, as was then customary and increasing in favor, should not only be permitted by city authorities, but that in many respects it was to be accepted as an evidence of progress."

Of the many opinions affecting the use of salicylic acid as a preservative in beverages, no two seem to agree. Its prohibition in France has been heralded and favorably commented upon by its advocates, while the opponents of this official interdiction can scarcely find terms sufficiently caustic condemning its promulgation. Between the warring scientists, chemists, physicians—real and bogus—it is sincerely hoped some positive knowledge concerning the use and abuse of salicylic acid, as employed in drinks and food, will be definitely agreed upon one of these days.

The Drug Market.

The formation of a new pool of the manufacturers has resulted in an advance of iodine and its preparations about 50 per cent. Iodine, which was quoted at \$2.75 on the 5th inst., and iodine potash, which was quoted at \$2.45, have advanced to \$4 for the first, and \$3@3.25 for the latter. All other preparations have advanced proportionately, being quoted as follows, inclusive:

Ammonium, Iodide.....	\$6.00
Arsenic.....	.47
Cadmium.....	.50
Calcium.....	.47
Copper.....	.74
Iodoform.....	5.25
Iron, Iodide.....	.42
Lead.....	.51
Magnesium, Iodide.....	.36
Manganese.....	.37
Mercury.....	.34
Silver.....	.37
Sodium.....	.38
Sulphur.....	.35
Zinc.....	.35

Insoluble powders has again advanced, being now \$3@40c. The French government is manufacturing a new explosive, in which carbolic acid is an important factor, and has made large contracts for crude acid. This, together with short supplies here, has advanced the article to 40@45c. Very much higher prices are looked for in the spring, when the demand is large for disinfectant purposes. Glycerine has again advanced, being now quoted at 25½c in fifty pound cans and 28@30c for smaller quantities. Oil cubes, in sympathy with the berries, has advanced to \$11@11.50. Canary seed is very firm, and an advance is looked for soon, as it is being sold in New York at less than cost of importation. Buchu leaves are scarce and hardening in price.

The Cultivation of Licorice in California.

A farmer in California, who is extensively engaged in the cultivation of licorice, writes as follows to the Crescent City Drug and Trade Review:

The licorice plant is hardy and easy to raise, and when you once get it started it is there for all time. It will grow on almost any kind of soil, but will give the best results in low, moist land. If it is overwatered even for a month at a time it will do no harm; and, once it is fairly started, stock cannot injure it. It is cultivated as corn, planted in drills, in rows four feet apart, and, once started, all the cuttings needed can be easily raised. The best time to transplant the root is from Christmas to April, and the crop can be gathered any time from October to March; when gathered it should be put on high dry ground in piles, and turned over several times, but must be kept from frosts, as that injures the delicate flavor of the roots. Cold weather, while the plant is still in the ground, does not injure it, as is shown by the fact that it has been grown where the temperature has been as low as 25 degrees below zero. Where frosts prevail after the gathering it should be dried slowly under sheds.

Organization in Otsego County.

ELMIRA, Jan. 5, 1887.

F. J. Wurzburg, Grand Rapids:

DEAR SIR—Some weeks ago I received from you a circular, stating that I was appointed a committee to work up the matter of local organization among the druggists of this county.

I delayed purposely until after the holidays, thinking it best to do so. And now I hardly know how to begin.

What is to be gained? What are the inducements for organization? I write to you for pointers, that I may be the better able to present the objects favorably to other druggists. I have obtained Grand Rapids and Detroit constitutions and by-laws and the price-list. The price-list includes only proprietary articles. Mr. Scott says drugs vary too much in price to admit of being listed; but up here, so far as I know, only two articles (proprietary) vary in price, "Safe Cure" and Kennedy's "Discovery." True, it would be desirable to put these goods on a paying basis; but it is impossible, as grocery men sell them at any price to draw customers.

Very truly yours,

N. P. BLAKESLEE, M. D.

Aromatic Remedies.

From the Boston Journal of Chemistry.

The aroma of red cedar is fatal to house moths; the aroma of black walnut leaves is fatal to fleas. It is a matter of common observation that persons engaged in the business of making shingles from odoriferous cypress timber in malarial districts are rarely, if ever, affected by malarial diseases, and that persons engaged in distilling turpentine do not suffer from either malarial diseases or consumption. It is said that when cholera was epidemic in Memphis, Tenn., persons working in livery stables were entirely exempt from it. It is affirmed that since the destruction of the clove trees on the island of Ternate, the colony has suffered from epidemics unknown before; and in times when cholera has prevailed in London and Paris, those employed in the perfumery factories have escaped its ravages.

Borax in Soap.

Much popular error exists about the use of borax in soap. A little borax will soften hard water, but only to the extent to which the quantity of borax used is soluble and an excessive quantity of borax, either in the soap or in the water, will set dirt. Borax cannot be put in a boiled soap before the salt is used, as it will wash out just as glycerine does. A concentrated solution of borax can be crocheted in after the soap is made and the salt water has run off; then it will stay. After all, borax in soap is a delusion, and only gratifies a whim. Any well-made soap is just as good without borax.

Maxims for Merchants.

From the Dry Goods Chronicle.

In commercial life there are as many opportunities of doing good as in other spheres.

Never make any alteration, even of the most trivial character, in any bill, note or check.

In order to make business pay, there is nothing like having a moderate but well selected stock and small expenses.

Keep your accounts well in hand, watch them. Order fairly for your wants. Keep your stock moderate and in good shape.

The knowledge required for a successful pursuit of your calling has the first claim upon you in the matter of self-education.

The general discontent with moderate means and safe and honorable profits is the most prolific source of commercial demoralization.

Let every trader put the questions to himself: Am I keeping within the limits of my capital? Is there villainy somewhere? Where?

The secret of finding good partners is in training them and letting them have a large share of the management while you are on the spot.

The average gains in trade in which large fortunes are made are lower than those in which gains are slow, though comparatively sure.

The longer I live (says an old merchant) the more I am convinced that a compact, economically managed business is the most profitable.

Have your business thoroughly under control by keeping light stocks. Light stocks, with light expenses, will win the day every time.

The laboring classes of all civilized nations have been and are poor, notwithstanding the fact that nearly all wealth is the production of labor.

There can be no real over production unless a large surplus remains after all the people have been fully supplied with the necessities and comforts of life.

Be careful not to exceed your means, to keep strict accounts, and not to allow wealth to go from you without clearly understanding why and how it does so.

To take in a partner with power of dismissal is a duty many merchants owe to their families, for if death should overtake them their business would be closed.

The productiveness of capital, like every other mortal thing, has its laws and its limits, the transgression of which is visited by penalties as severe as they are sure.

Just stop and think for a moment how many dollars' worth of goods will have to be sold to obtain the money to make up the loss of a \$30 or \$40 account. Computing the net profits at fifteen per cent., between \$200 and \$300 worth of goods will have to be sold for cash to make it up.

A Good Appointment.

The appointment of Stanley E. Parkell, of Owasco, to the position of member of the State Board of Pharmacy in place of F. H. J. Van Emster, of Bay City, whose term expired January 1, will be particularly acceptable to the pharmacists of Michigan, and especially so to the younger element, which has heretofore been ignored in the composition of the Board. Mr. Parkell is a "hustler," in all the term implies, and his appointment will do much to dispel the distrust with which certain portions of the drug trade view the actions of the Board—distrust engendered quite as much by ignorance of the law and the proper functions of the Board as anything else. THE TRADESMAN is glad to be able to commend the Governor's action in this matter and hopes that all his appointments will be equally acceptable.

To Whom the Credit is Due.

The Detroit News says that Stanley E. Parkell, the newly-appointed member of the Board of Pharmacy, was not personally known to Governor Luce, who appointed him solely on the unanimous recommendation of the other members of the Board.

GINSENG ROOT.

We pay the highest price for it. Address

Peck Bros., Druggists, Grand Rapids, Mich.

Michigan Drug Exchange.

Mills & Goodman, Props.

357 South Union St., Grand Rapids, Mich.

WANTED—A graduate of Pharmacy and

registered Pharmacist to take charge of store. Will pay good salary for right man or will sell part interest in stock if desired.

FOR SALE—Stock of about \$1,200 in town of

640 inhabitants. No other drug store in six miles. Physician's practice will be given free if store building is also bought. Doing good business. Terms liberal.

FOR SALE—Stock of \$1,400 in town of 800 in-

habitants in Eastern part of State. Reason for selling, poor health. Doing good business.

FOR SALE—Stock of about \$2,000 well located

on one of principal business streets in Grand Rapids. Doing fine business. Reason for selling, poor health.

FOR SALE—Part interest in stock of about

\$5,000 in good growing town of 1,800 inhabitants or will sell whole stock at good discount. Reason for selling, proprietor is practicing physician and cannot attend to both store and practice.

FOR SALE—Stock of about \$4,000 in town of

about 2,000 inhabitants in western part of State. Will exchange for good farm.

FOR SALE—Bankrupt stock of about \$700

can be bought at large discount.

ALSO—Many other stocks, the particulars

of which we will furnish on application.

TO DRUGGISTS—Wishing to secure clerks

of those on our list free.

Michigan Drug Exchange,

357 South Union St., Grand Rapids.

WHOLESALE PRICE CURRENT.

Advanced—Iodine, iodine potash, iodoform, glycerine, carbolic acid, insect powder.

ACIDUM.

Aceticum.....	80¢ 10
Benzoinum, German.....	80¢ 10
Carbolicum.....	40¢ 45
Citricum.....	70¢ 75
Hydrochloric.....	30¢ 5
Nitricum.....	10¢ 12
Oxalicum.....	10¢ 12
Salicylicum.....	1.85¢ 20
Sulfuric.....	1.40¢ 10
Tartaricum.....	50¢ 53

AMMONIA.

Aqua, 16 deg.....	30¢ 5
" 18 deg.....	40¢ 5
Carbon.....	12¢ 14
Chloridum.....	12¢ 14

BACCAR.

Cubebae (po. 15).....	1.50¢ 15
Juniperus.....	60¢ 7
Xanthoxylum.....	25¢ 30

COPALBA.

Copaiba.....	45¢ 50
Peru.....	61¢ 50
Terabin, Canada.....	35¢ 40
Tolutan.....	45¢ 50

CORTEX.

Abies, Canadian.....	18
Cassia.....	18
Cinchona flava.....	18
Myrica Cerifera, po.....	18
Prunus Virgini.....	12
Quillaja, gr.....	12
Ulmus.....	12
Ulmus Po (Ground 12).....	10

EXTRACTUM.

Glyceri, rhiz. Glabra.....	24¢ 25
" po.....	24¢ 25
Haematox, 15 lb boxes.....	80¢ 9
" 18.....	80¢ 9
" 15.....	80¢ 9
" 18.....	80¢ 9

FERRUM.

Carbonate Precip.....	15
Citrate and Quinia.....	23¢ 50
Citrate Soluble.....	80
Ferrocyanidum.....	80
Solut Chloride.....	15
Sulfate, com'l, (bbl. 75).....	14¢ 20
" pure.....	7

GENIA.

Acacia, 1st picked.....	21¢ 00
" 2nd.....	21¢ 00
" 3rd.....	21¢ 00
" 4th.....	21¢ 00
" 5th.....	21¢ 00
" 6th.....	21¢ 00
" 7th.....	21¢ 00
" 8th.....	21¢ 00
" 9th.....	21¢ 00
" 10th.....	21¢ 00
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" 90th.....	21¢ 00
" 91st.....	21¢ 00
" 92nd.....	21¢ 00
" 93rd.....	21¢ 00
" 94th.....	21¢ 00
" 95th.....	21¢ 00
" 96th.....	21¢ 00
" 97th.....	21¢ 00
" 98th.....	21¢ 00
" 99th.....	21¢ 00
" 100th.....	21¢ 00

HERBA—in ounce packages.

Carbonate Precip.....	@ 15
trate and Quinia.....	@ 3 50
trate Soluble.....	@ 80

The Michigan Tradesman.

Organization of an Association at Boyne City.

The business men of Boyne City met by appointment last Thursday evening to listen to an explanation of the system in use by the fifty-one other local associations in the State and an exposition of the results secured through organized effort in other communities. The editor of THE TRADESMAN was present for that purpose, and at the conclusion of his address, it was unanimously decided to proceed with the work of organization. The following representative business men then handed in their names for charter membership: R. R. Perkins & Co., A. J. Beardsley, Chase & McIntire, J. C. Schaub, C. C. Batcheller, Robert Crawford, W. J. Lewis & Co., Fred. Helfrich, Wm. Gardner, J. L. Handy and R. S. Hubbard.

A. J. Beardsley moved that the constitution, by-laws and rules and regulations of the "Plainwell" Association be adopted for the government of the organization, which was carried.

Election of President being then in order, W. J. Lewis moved that the Secretary cast the unanimous ballot of the Association for R. R. Perkins, which was adopted. The remaining officers were elected in like manner, as follows:

Vice-President—J. L. Handy.
Secretary—F. M. Chase.
Treasurer—A. J. Beardsley.
Executive Committee—President, Secretary, Treasurer, C. C. Batcheller and Wm. Gardner.
Business Committee—W. J. Lewis, R. R. Perkins and Peter F. McIntire.

The Bellaire system of blanks was adopted for the use of the collection department and the Executive Committee was instructed to secure the printing of the necessary quantities of each.

The Secretary was instructed to request the editor of the local paper to publish the constitution and by-laws of the Association in his next issue, and the meeting adjourned.

Regular Meeting of the Grand Rapids Retail Grocers' Association.

The regular semi-monthly meeting of the Retail Grocers' Association, which was held last Tuesday evening, was well attended. After the acceptance of one new member, Frank Dyk, the State notification sheet was read, as was also a "Blue Letter," which was adopted by the Association. This sheet is a form which is optional for the grocer to send before reporting the delinquent to the Actuary, stating that the account is past due, and that the grocer's connection with the Association is such as will necessitate a settlement.

The matter of increasing the initiation fee and dues was then discussed. President Coye reported that the estimated expenses for the ensuing year would be \$240 and that the present schedule of dues would not be sufficient to meet this. This estimate included the printing of a delinquent list in book-form twice a year, with blank leaves for the addition of new names, and the issuing of a notification sheet every two weeks, containing all the information in the State notification sheets and such other information as may be reported at the previous meeting. After some discussion it was voted not to increase the initiation fee until March, in order to get as many new members as possible before that time. The dues were raised to 25 cents per month, commencing with the first of January.

Jas. Farnsworth mentioned the custom of the former firm of Walker & Farnsworth in treating applicants for credit. Applicants were invariably asked: "Where do you work?" and "Where did you trade last?" If they chose to answer these questions, it gave the firm an opportunity to ascertain their truth, and the questions prevented many unworthy persons from obtaining credit.

The meeting then adjourned.

Organization of an Association at South Boardman.

Agreeable to invitation, the editor of THE TRADESMAN met the business men of South Boardman last Wednesday evening for the purpose of explaining the aims and objects of organized effort among business men. E. Murray was selected to act as chairman of the meeting and Chas. E. Murray was chosen to officiate as secretary. After a thorough explanation of the points above referred to and a general discussion of the subject, W. W. Peck moved that the organization of an association be immediately proceeded with, which was adopted. The same gentleman moved that the "Plainwell" constitution be adopted for the government of the body, which was also carried. The following gentlemen then joined the Association, handing in the initiation fee and a year's dues in advance: H. E. Hogan, W. W. Peck & Co., Dr. S. E. Niehardt, T. P. Shuert, E. Murray, T. A. Jamison, Chas. E. Murray, J. H. Murray.

Election of officers resulted as follows:

President—H. E. Hogan.
Vice-President—E. Murray.
Secretary—S. E. Niehardt.
Treasurer—T. P. Shuert.
Executive Committee—President, Secretary, Treasurer, W. W. Peck and J. H. Murray.

On motion of J. H. Murray, the election of the Business Committee was postponed until the next meeting.

The blanks of the Bellaire Association were adopted for the use of the collection department and the Executive Committee

was instructed to procure the printing of the same.

A vote of thanks was tendered Mr. Stowe for his presence and assistance, when the meeting adjourned until Monday evening, January 17.

A Question of Expense.

PIPE LAKE, Jan. 6, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—I was in your office last week, but did not find you in. Some of the merchants here would like to know the expense of keeping up a Business Men's Association. I, for one, am ready at any time and think the balance of them will be by a few encouraging words from you, or something near what the running expenses of the association would be. Yours truly,

E. HAGADORN.

In reply to the above, THE TRADESMAN would say that nearly all the local associations in Michigan are able to maintain themselves on the basis prescribed in the Plainwell constitution—that is, an expenditure on the part of each member of \$2 the first year and \$1 each year thereafter. The expense is so trifling, as compared with the results accomplished, that it is really a matter of secondary consideration.

Good News from Manton.

MANTON, Jan. 6, 1887.

E. A. Stowe, Grand Rapids:

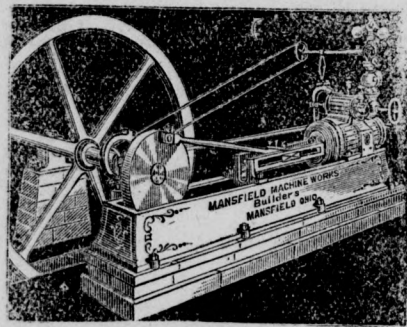
DEAR SIR—We had a very interesting meeting of the Manton Business Men's Association last evening, with an almost full representation. Three new firms knocked at the door for admission. Much good is being done by the organization and all the members express themselves as well pleased with the results up to the present time. Several delinquents have been referred to the Executive Committee.

Respectfully,
RINALDO FULLER,
Sec'y Manton B. M. A.

GERMAN L. Winternitz,
MUSTARD. 106 Kent St.
Grand Rapids, Mich.

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

A NEW ENTERPRISE.

The GRAND RAPIDS SOAP CO.

respectfully bows to the general trade, and presents her two first-born as candidates for public favor. The names of the bantlings are HEADLIGHT and LITTLE DAISY.

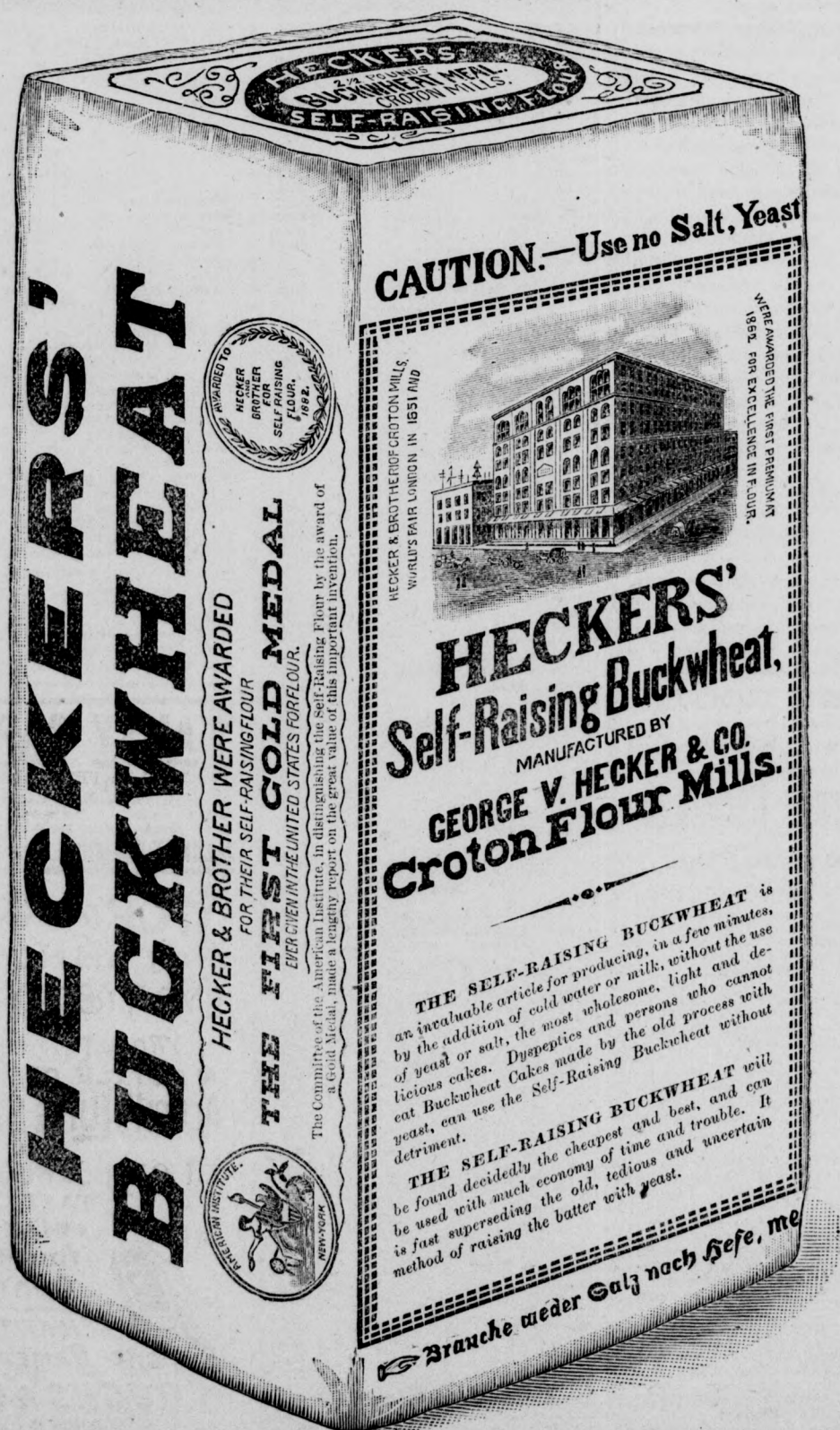
We guarantee our product to be absolutely pure, containing no rosin, or other adulterations, and equal, if not superior to the best brands on the market.

Our salesmen will call upon the trade during the month of January with a line of samples, and we bespeak for them kind recognition and trial orders.

Very respectfully,

Grand Rapids Soap Co.

FACTORY COR. HILTON & FIFTH AVE.



HECKERS' SELF-RAISING BUCKWHEAT.

Boxes holding 20 5 pound packages, \$4.50
" " 40 2 1/2 " " \$4.50
" " 32 3 " " \$4.30

Discount—On lots of 25 boxes or more, 50 cents per box.

Order a sample case of

HONEY BEE COFFEE.

PRINCESS BAKING POWDER,

Equal to the Best in the market.

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

59 Jefferson ave., Detroit, Mich.

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.

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.

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

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.

OIL & GASOLINE CANS,

With Wood Jacket,

LATEST IMPROVEMENTS FOR 1887.

THE PINAFORE

3, 5 and 10 Gal. Size.



THE PINAFORE

WITH OR WITHOUT JACKET.

H. LEONARD & SONS, GRAND RAPIDS, MICH.

Manufactured by the Adams & Westlake Mfg. Co., Chicago.

F. J. DETTENTHALER,

117 Monroe St., Grand Rapids.

JOBBER OF

OYSTERS, FISH AND CAME.



Mail Orders Receive Prompt Attention.

See Quotations in Another Column.

Also Grand Rapids Agent for Cleveland Baking Co.'s

Crackers and Cookies.

Full Stock on Hand at all Times.