

The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 9, 1887.

NO. 177.

BEANS WANTED.

Highest Market Price Paid for Beans, Picked or Unpicked.

W. T. LAMOREAUX, Agt.

71 Canal Street, GRAND RAPIDS, - MICH.

KAHN, LOSTRO & CO., FRUITS, PRODUCE, AND GENERAL Commission Merchants,

Consignments Solicited, 3 NO. IONIA ST., GRAND RAPIDS. Orders promptly filled. All kinds of produce in car lots.

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. FOR SALE.

Six Thousand Dollar Stock of Dry Goods, Clothing and Groceries in good farming town in Northern Michigan. The firm has done the largest trade in the place, the sales for 1886 aggregating \$60,000. "The Tradesman" has investigated the offer, and can recommend same as exceptional. Address THE TRADESMAN, Grand Rapids.

BELKNAP Wagon and Sleigh Co. MANUFACTURERS OF Spring, Freight, Express, Lumber and Farm

WAGONS! Logging Carts and Trucks Mill and Dump Carts, Lumbermen's and River Tools.

We carry a large stock of material, and have every facility for making first-class Wagons of all kinds. Special attention given to Repairing, Painting and Lettering.

Shops on Front St., Grand Rapids, Mich.

Use Heckers' Standard Manufactures.

EDMUND B. DIKEMAN,

THE—

GREAT WATCH MAKER,

—AND—

JEWELER.

44 CANAL STREET,

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 Filled.

JUDD & CO., JOBBERS OF SADDLERY HARDWARE And Full Line Winter Goods. 102 CANAL STREET.

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.

CHARLES A. COYE, Successor to

A. Coye & Son, DEALER 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.

POTATOES.

We make the handling of POTATOES, APPLES and BEANS in car lots a special feature of our business. If you have any of these goods to ship, or anything in the produce line, let us hear from you, and we will keep you posted on market price and prospects. Liberal cash advances made on car lots when desired.

Agents for Walker's Patent Butter Worker.

Earl Bros., Commission Merchants,

157 South Water St., CHICAGO.

Reference: FIRST NATIONAL BANK.

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 tube, in which the Pure Crystals of Menthol are held, thoroughly applies this valuable remedy in the most efficient way, to the parts affected. It sells readily. Always keep an open inhaler in your store, and let your customers try it. A few inhalations will not hurt the inhaler, and will do more to demonstrate its efficiency than a half hour's talk. Retail price 50 cents. For CINCINNATI 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.

M Muzzy's Corn Starch is prepared expressly for food, is made of only the best white corn and is guaranteed absolutely pure.

U The popularity of Muzzy's Corn and Sun Gloss Starch is proven by the large sale, aggregating many million of pounds each year.

Z The State Assayer of Massachusetts says Muzzy's Corn Starch for table use, is perfectly pure, is well-prepared, and of excellent quality.

Z Muzzy's Starch, both for laundry and table use, is the very best offered to the consumer. All wholesale and retail grocers sell it.

Y **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.

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

Stop That Book-Keeping.

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

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

J. TALLIAFERRO, 1933 McGee Street, KANSAS CITY, MO.

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

MUSTARD. MOSELEY BROS.

SEEDS, FRUITS, OYSTERS, And Produce.

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

BAXTER'S CELEBRATED



"LUCKY STAR" CIGAR.

Manufactured by **ROPER & BAXTER CIGAR CO.,** 51 and 53 Wabash Ave., Chicago.

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

J. L. STRELITSKY, STATE AGENT,

128 Canal Street, - Grand Rapids.

CINSENG ROOT.

We pay the highest price for it. Address **Peck Bros.,** Druggists, 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.

THE NEW Soap Company.

As previously announced, the trade is now being supplied with Soap from this new factory. Two brands are now introduced, the

Headlight

AND

Little Daisy.

Both free from adulterations of all kinds, and contain pure Ceylon Cocoa Oil, Steam Refined Tallow, Glycerine and Borax. The former is a first-class Laundry Soap, and the latter, being fine and milder, is one of the best Bath, Laundry and Toilet Soaps combined now on the market.

For terms, please apply to the factory, in person, by letter, or telephone. (Telephone No. 578-5 rings.)

Shall we receive your encouragement by way of a trial order?

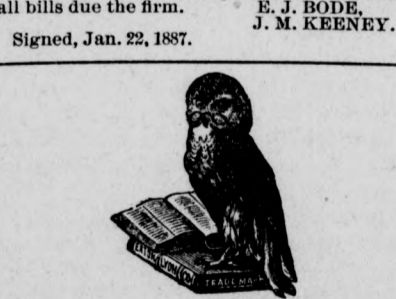
Respectfully,

Grand Rapids Soap Co.

NOTICE OF DISSOLUTION.

The firm of Bode & Keeney, of Ferry, Mich., has this day dissolved by mutual consent. Hereafter the business will be conducted and managed by J. M. Keeney, and he will settle all accounts contracted by the firm and collect all bills due the firm.

Signed, Jan. 22, 1887. J. M. KEENEY.



EATON & LYON,

Importers, Jobbers and Retailers of

BOOKS,

Stationery & Sundries,

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

SHE HAD WINNING WAYS.

A Tale of the Road, Told by an Old "Drummer" to a Young One.

BY WILLIAM M. COOKE.

(Copyrighted, 1886, by Bacheller & Co.)

"Warm, isn't it?" said the drummer, affably.

I had settled myself comfortably in a seat by a window, beside my new, pale leather grip, had assured myself that my money, route list, mileage book, and accident ticket were safe, had glanced furtively toward the reflection of my new silk traveling cap and new duster in a mirror, and the Buffalo "sleeper" was pulling out of the station.

"Think I saw you at Brown & Jones' the other day, didn't I? Travel for them?" continued the drummer.

To both the questions I answered "Yes," and I also had to acknowledge, when asked, that this was my first trip. He was a good-looking, gentlemanlike man of thirty-five or so, with wide-awake, gray eyes, long mustache, and clean-shaven chin. He might have passed for what he would upon the street, but the well-worn cap and duster, the umbrella and bundle of newspapers strapped to the dingy gripsack, that indescribable air of ease and familiarity with which he glanced about the car, were signs not to be mistaken.

Well, I was young and need not despair. In time, I, too, would be a veteran.

Presently, he spoke again:

"Your name is Robinson, isn't it? Thought so. I know your brother very well. Met him in Chicago last month," and then, leaning toward me, he whispered, "Do you see that girl in the seat behind me? Take a look at her. She'll leave the train soon, I fancy."

Of course, I had seen her. She was one of the loveliest little creatures that I had ever laid eyes upon. Quite young; not over eighteen, I thought, with a slim, girlish figure and dark hair and great, brown eyes with long lashes and a complexion like a rose leaf.

Had I seen her! She was reading a book; twice she had looked up, but, meeting my eyes, hers had dropped again, and I thought she had blushed, ever so faintly.

And now that impatient, middle-aged drummer must needs turn in his seat and stare at her point blank while she read, until I felt myself growing decidedly angry.

"What a sweet, demure little thing it is," he whispered again, turning to me with a rather queer smile. "Too young to be traveling alone, eh?"

"Lady in No. 9? Stopped off at Newburg, sir," was all that the porter could tell me when I inquired a little later, and the drummer smiled his queer smile again.

"I thought so," he said.

A snug little party of six, all commercial men, of various ages and creeds, had been filling the car with the smoke of many cigars, good bad and indifferent, yarns had been spun, pocket-flasks had been circulated several times, and one after another the other men had slipped away to their berths.

The drummer lighted a fresh cigar, crossed his legs, blew a wreath of smoke, and winked one of his gray eyes good-humoredly.

"I know what you're thinking about," he said. "I don't wonder. She is a good-looking young person. And how old would you take her to be? Eighteen! Hum! Well—perhaps. But I'm going to tell you a little story. I've never told it before. Yes, it is about her—you needn't fidget."

One afternoon in January, over two years ago, I was waiting for a train in the Lehigh Valley depot at Wilkesbarre. It had been snowing hard and drifting all day and the train was about an hour behind time, and I hadn't made a single sale in the town, and the waiting-room was cold as Greenland, and, altogether, I was in a very bad humor. Some one behind me asked me if I knew when the train for Allentown would come, and I answered pretty gruffly that I was sure I couldn't tell. But when I turned around and caught the look in those two big, soft eyes, I felt—well, I felt as if I had kicked a kitten.

I needn't describe her looks—they haven't changed in the least since, and you saw her this evening. Of course, I apologized then and explained that the train was overdue; and she thanked me quietly and walked away. But when, half an hour afterward, that young woman came through the crowded car looking for a seat, I confess that I was quite content to put my gripsack down on the floor, and make room for her beside me. And I had been on the road for twelve years and detested schoolgirls. But, somehow, her eyes and voice—such a timid, little voice—reminded me of a sister I once had years ago, and my heart warmed toward her; and I stowed away her satchel in the rack, and made her wrap herself in my traveling rug, for the car was cold, and comforted her generally. And, before long, she was chatting to me as unconcernedly as if I had been her Uncle John. For she had an Uncle John, I heard, and had been visiting him and his wife at Wilkesbarre. And her home lay a few miles out of Allentown. I heard all that about home—about papa and mamma, about her brother Ben, who was to meet her

at the station, about her pony Jack and her dog Tyro. I don't mean that she talked childishly—not at all. She was very grave and ladylike, and it seemed plain to me that she was an innocent damsel, indeed, and had seen but little of the world. It was really refreshing to hear her tell about a "straw ride" she had been on, a few days before, and how they had stopped at a tavern on the road and danced to the music of a cracked fiddle and had supper there. She didn't remember exactly what they had for supper, but she had felt so hungry and the bread and butter had tasted so good. Fancy remembering nothing but the bread and butter! Well, the train plowed along through the snow drifts, and at last reached the top of the grade at Glen Summit. I wanted the little maid to get out and sup with me at the restaurant, but she wouldn't. However, I brought her a cup of tea and some cold chicken or something, and she thanked me so prettily and looked so contented and cozy, drinking her tea, that I actually forgot to get anything for myself until it was too late.

"She noticed it, too, and seemed quite concerned that I should go hungry and was very gracious to me after that, and told me about the church and her little Sunday school class at home, and about that neighbor's son who would persist in coming to see her in the evening and bringing her flowers, and he was only a boy of seventeen and hadn't even a mustache.

"She didn't like boys, she said. No, she preferred men—they were so much more sensible and entertaining."

"Well, I thought, you are either a very dangerous little coquette, or a most particularly unsophisticated young woman; but, then, I remembered how very ancient an oldish-looking man of thirty-three or thirty-four must seem to a young girl, and she looked up at me so composedly, that I felt quite ashamed of the thought.

"I told her some stories of the road to amuse her—oh! all very proper ones, I assure you. I suit my stories to my hearers—and it did me good to hear her laugh, it was so pleasant and low. And then, afterward, as I was telling about a bad smash-up I was once in, on the Central—how the cars jumped the track, crossing a bridge, and went through to the ice below, and some oil tanks burst and took fire, and the burning oil ran over everything, and the passengers were smashed and some pinned down under water and drowned, and others roasted alive, shrieking—as I told her all that, I say, the tears actually started to the girl's eyes, and her lips trembled, and she caught tight hold of my arm, and, er—well, I lied. Yes, I did. Gave myself three broken ribs, and kept myself half an hour in the ice-cold water before I was pulled out, when she recollected herself and took away her hand.

"It had stopped snowing, and the moon was out; but it was blowing, and the drifts in the valley were so deep that, at times, we could hardly force through them; and once or twice we came to a full stop, until the train hands could shovel the track clear. It began to look as if we might not reach Allentown until after midnight, and by and by the little maid grew nervous. They would be anxious about her at home, she said. Perhaps even brother Ben might think she wasn't coming because of the storm, and drive home without her. That would be dreadful!

"I did my best, in a fatherly way, to keep her spirits up, and told her more yarns; and finally persuaded her to come with me into the rear car, so that she might look up the valley by moonlight. It was really a beautiful sight—the mountains rising on each side of us, covered with snow, all sparkling in the moonlight—and the deep, black shadows in the woods; and then, now and again, what seemed like a mountain stream of fire running down the hillside, from some furnace away up above us, out of sight.

"As the train twisted along, I pointed out this thing and that to her, and, ahem! remembered one or two little Indian legends of the country, for her amusement, and, for my part, nearly forgot my hunger. I had made her keep my rug about her, and was cold, too; but, upon the whole, I don't think I minded it much. She was a good listener and such a sympathetic little body.

"And then, although she did grow drowsy after a while, she looked very pretty and good with her big eyes closed and her pink cheek resting on her hand; and, presently, her head began to droop toward me, nearer and nearer, until it rested on my shoulder and she was fast asleep.

"Now, this was a pretty position, to be sure, for a steady old traveling man to find himself in; however, I looked around the car and saw no one I knew, so I just took her other hand in mine, just to keep it warm, all paternally, you know, and kept quiet.

"She slept an hour or more, only stirring once to raise her head a trifle on my shoulder and curl her fingers in my hand, and, upon my word, I was sorry when she opened her eyes at last. She opened them pretty widely, too, and blushed mightily at first and looked rather confused and said she had been so sleepy—she hadn't known—and then we both fairly laughed outright.

"But she grew grave again, quickly, when

she found it was close to 11 o'clock, with twenty miles to cover yet. Ben would surely have given her up and gone back. What should she do if he had?

"Of course, I told her that she needn't feel alarmed—that I would take her to a hotel where she would be perfectly safe, and would send word to her people in the morning or drive her out myself.

"But she had never staid at a hotel alone, and didn't like the idea, it was evident; and she had heard so many stories about thieves, and—and she had some money—a good deal of money—\$50! that belonged to papa; and she was frightened. Now, I always carried plenty of money with me on my trips—I had about \$300 in my pocket then—and had never lost a dollar, and I quietly laughed at her fears. And, then, to reassure her, I told her of a little dodge of my own, which she might try. This was, before going to bed, to place the bulk of her money in one of her shoes and leave only some small sum in her pocket-book. Then, if a thief should happen into the room, he would simply take the pocketbook, and, thinking he had secured all, walk off, content.

"She smiled at this, and then, to get her mind away from the subject, I showed her the pictures of my boy and girl. They are pretty children, and I am very proud of them; and she admired them vastly and wished she had them in her Sunday school class, and hoped that some day I might bring them to see her, for her papa would be very glad to see me if I came that way. And so, at length, we ran into the Allendale depot, and I, for one, was only half glad.

"Her brother Ben was there, after all, on the platform, and thanked me quite warmly for looking after his sister. An ordinary looking young fellow—reminding me a little, though, I thought, of some face I had seen recently, I couldn't recall where.

"Said he had put up his horse, as the road was too bad to be driven back over that night, and he and his sister would stay in town until morning. So we climbed into a hotel bus and rode up together as sociably as you please.

"The little girl was tired, of course, and went to her room at once when we reached the house, and her brother followed suit before long; but first he invited me very cordially to visit them the next day. And, then, when I had finished supper and smoked a cigar, I, too, went off to bed.

"I locked my door, of course, and tried to bolt it, but, as luck would have it, that bolt wouldn't shoot. Something was amiss with the socket. However, that troubled me very little. As usual, I left a few dollars in my pocketbook, stuffed the rest of my money into one of my boots, and threw them down carelessly by my bed and turned in.

"The porter was hammering at the door and it was broad daylight when I woke up. I turned over and yawned and then I noticed that the door was ajar. I was out of bed in an instant. The key was still in the key-hole, but it had been turned. I peeped out, but the porter had gone and the hall was empty. Then I looked at my pocketbook—and that was empty, too. And my watch was missing, and my diamond pin, and my gold pencil case. Even my sleeve buttons had disappeared, and my cuffs lay on the floor.

"I was a pretty angry man, you may believe, but I took up my boots, sure, at all events, of that roll of bills I had hidden so cleverly. My young friend, those boots were empty, too. I had been completely cleaned out.

"Well, I hunted up the landlord, and a detective was sent for. It was quite evident that the thief had turned my key with nippers, and had known his business well. The question was if he was still in the house; and if others had suffered as well as I. And that made me think of my little friend and her \$50—and then a very ugly thought struck me:

"How could the thief have suspected that I had money hidden in my boot?

"It was such a particularly ugly and mortifying thought, that I could hardly bring myself to breathe it. Still, I did, at last, and the detective walked away without another word. And I soon learned that the young lady and gentleman had left the house at 7 o'clock—it was then nearly 10—and were not known in the town, and had been seen at the railroad depot. Then, young man, I knew myself for an idiot of the first water, and grew very sad indeed; and I went and wired my house for more shokels. Yes, the whole affair was a plant. Do you know what that is? The fellow was a professional thief and the girl was his accomplice.

"I suppose there must have been a papa and mamma somewhere, confound them; but the church and the Sunday school class—great Scott—were myths, and the pony and dog Tyro and the neighbor's son, all myths, and—but there! that's enough. And that brazen little baggage had laid her head on my shoulder in a railroad car!

"The man was caught a week later, in Scranton, and I recovered my watch and pin; and I remembered then that he had stood beside me for a moment at the ticket office at Wilkesbarre. But the girl escaped in some way, and where my money went I never heard. I was kept decidedly low in funds for some months after that, I can tell you.

"And now, perhaps, you understand why that interesting young lady left us so suddenly at Newburg. It was the first time she had seen me since that evening. And, after all, perhaps it's just as well for you that I happened across you this trip, eh?

"But it's getting late and I think I'll turn in. Good night.

And, with that, the drummer threw away his cigar end and nodded pleasantly and left me to my thoughts.

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

E. A. STOWE, Editor.

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

WEDNESDAY, FEBRUARY 16, 1887.

Grand Rapids Traveling Men's Association.
President, L. M. Mills; Vice-President, S. A. Sears; Sec-
retary and Treasurer, Geo. H. Seymour; Board of Di-
rectors, H. S. Robertson, Geo. F. Owen, J. N. Brad-
ford, A. B. Cole and Wm. Logie.Subscribers and others, when writing
to advertisers, will confer favor on the pub-
lishers by mentioning that they saw the adver-
tisement in the columns of this paper.A meeting of the Executive and Legisla-
tive Committees of the Michigan Business
Men's Association will be held at THE
TRADESMAN office on Friday, Feb. 11, at 8
o'clock a. m., for the purpose of outlining
a plan of action for the present session of
the Legislature and arranging the prelimi-
naries for the March meeting.In reproducing an article from this paper,
an exchange refers to it as the "Grand
Rapids Tradesman." There is no such a jour-
nal in existence and never has been. As
heretofore stated, THE TRADESMAN is glad
to have any of its contemporaries use any-
thing appearing in its columns, with or
without credit, but when credit is given, the
name should be given correctly. Common
courtesy would accord such a request.S. C. Peer, whose fraudulent transactions
THE TRADESMAN exposed several weeks
ago, has skipped out, leaving numerous
small creditors to mourn his loss. But for
THE TRADESMAN's exposure, his list of
creditors would have been much larger.THE TRADESMAN OWES Ira O. Green an
apology. It stated last week that he had
"not drawn a sober breath for several
months." The statement is incorrect. Mr.
Green has not seen a sober day in seven
years.

1,200 STRONG.

The Auxiliary Membership of the M. B.
A.In response to the enquiries of the Secre-
tary of the Owosso Business Men's Associa-
tion, published in another column, THE
TRADESMAN herewith presents a list of the
Associations auxiliary to the State body,
with the membership of each, as follows:

Grand Rapids	110
Oakland	15
Traverse City	15
Lowell	48
Sturgis	24
Big Rapids	70
Elk Rapids	20
Greenville	50
Spartanburg	30
Hastings	10
Eastport	10
Ada	6
White Lake	6
Saranac	57
Manton	13
Kalamazoo	55
Coopersville	31
East Jordan	24
Nashville	24
Holland	37
Grand Haven	32
Woodland	12
Tustin	12
Freeport	14
Cadillac	34
Kalamazoo	36
Bellaire	23
Mancelona	23
Wayland	21
Chesogan	41
Reed City	25
Charlevoix	25
Allegan	28
Kingsley	10
Potoskey	10
Dorr	15
Muskegon	25
Owosso	50
Honorary	6

It will be seen from the above that the
total auxiliary membership of the Michigan
Business Men's Association is 1,208, dis-
tributed among 38 local associations. There
are twenty associations which have not
yet affiliated with the State body—most
of which are of very recent origin—but all
are expected to join hands with the State or-
ganization between now and the March
meeting. The twenty associations which
have not yet qualified for State membership
are as follows: Bellaire, Boyne City, Burr
Oak, Casnovia, Bailey and Trent, Cedar
Springs, Detroit, Frankfort, Ionia, Leslie,
Luther, Lyons, Manistiquie, Muir, Ovid,
Plainwell, Rockford, St. Johns, South
Boardman, St. Charles, Vermontville.

The Work of a Week.

When THE TRADESMAN went to press
last week, the Michigan Business Men's
Association contained a total of 1066 auxil-
iary members. Since that time, the follow-
ing bodies have qualified for auxiliary
membership:

Kingsley	10
Potoskey	10
Dorr	15
Muskegon	25
Owosso	50
Honorary	6

Total 142
This gives the State body a total mem-
bership of 1,208.

Hartford Ready to Organize.

HARTFORD, Feb. 3, 1887.

E. A. Stowe, Grand Rapids:
DEAR SIR—A large majority of our busi-
ness men are in favor of organizing a Pro-
tective Association and all we need is some
one to start us in the right shape. How
much will it cost us to have you come and
give us a proper start? I think we can start
with at least twenty members.Yours,
FRED F. ALLEN.J. L. Strolitsky, Michigan representative
Roper & Baxter Cigar Co., Grand Rapids: "I
think so well of THE TRADESMAN that I
want as many of my business friends to take it
as I possibly can. Hope that your list of sub-
scribers is increasing as the paper deserves."

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Gill & Greenley succeed Bishop & Green-
ley in the livery business.Henry J. Hartman is building an addition
to his foundry, 16x40 feet in dimensions.The Wolverine Chair and Furniture Co.
are advertising their assets for sale at auc-
tion.Fred. L. Fallas has engaged in the whole-
sale fruit and produce business at 30 North
Ionia street—Ira O. Green's old stand.John D. Englesman has engaged in the
grocery business at 614 Canal street. Bul-
ley, Lemon & Hoops furnished the stock.Miss Emma S. Ellis has engaged in
the boot and shoe business at Casnovia.
Rindge, Bertsch & Co. furnished the stock.J. V. Blair, formerly engaged in trade at
Carson City, has opened a grocery at Ash-
ley. Cody, Ball, Barnhart & Co. furnished
the stock.H. Andre & Son, who recently failed at
Jenisonville, have settled with their Grand
Rapids creditors on the basis of 80 cents on
the dollar. Nicholas Bouma, of Fisher, en-
gineered the settlement.The Woolson Spice Co., of Toledo, has
concluded to establish a branch house here
for the sale of "Lyon" package coffee. L.
Wintemitz has been engaged to manage the
business and will carry stock for both the
wholesale and retail trade.Jacob Barth, who carried on the jobbing
of gents' furnishing goods and fancy goods
at this market for about twenty years, but
retired from the jobbing trade about three
years ago, has about concluded to embark
in the same business again.W. C. Harper, formerly engaged in the
grocery business on South Division street,
has formed a copartnership with John B.
Gregg under the firm name of John B.
Gregg & Co. and opened a grocery store at
the corner of Waterloo and Bartlett streets.W. T. Lamoreaux has bought of Amos S.
Musselman 1,800 bushels of the beans for-
merly owned by Ira O. Green. The price
paid was about 90 cents per bushel. A year
ago, Mr. Lamoreaux offered Green \$1.50 a
bushel for the entire lot, about 3,000 bush-
els.The report that L. J. Rindge had sold the
Northern Manufacturing Co. property, at
Boyne Falls, to J. L. Wilkinson, of Hast-
ings, was somewhat premature. Mr. Wil-
kinson agreed to take the property at the
price agreed upon, but was unable to "raise
the wind" when the time of payment ar-
rived.Landlord Billings, of the Park Place
Hotel, at Traverse City, was in town last
week in company with E. W. Marsh & Co.,
of Atlanta, assisting in the selection of fur-
niture and furnishings for a new hotel now
in process of construction at Salt Springs,
Ga. Col. Billings will manage the new
hotel for the owners. The furniture orders
were pretty well distributed among the vari-
ous factories. The W. H. Hughes Mattress
Co. captured the contract for hair mat-
tresses and P. Steketee & Sons the order for
pillows.Geo. Metz, Jr., proposes to organize a
stock company to erect and operate the
large tannery he has arranged to construct
at Mill Creek. The new corporation will be
known as the Grand Rapids Leather Co.,
and will have sufficient capital to enable it
to take rank with the strongest manufac-
turing institutions of the city. Work on
the buildings will begin as soon as the snow
leaves the ground. One building will be
30x40 feet and another will be 30x80. The
engine room will be of brick. Contracts
have been made with the Werkman Lum-
ber Co., of Holland, for the construction of
twelve dwelling houses.On January 13, Dora Levy, dealer in fancy
goods at Big Rapids, uttered a \$4,000 chat-
tel mortgage to Jacob Brown and other
family friends and on the day following as-
signed to Maurice Levy, her brother-in-law.
The latter failed to file his bond as assignee,
when creditors representing \$6,000 worth of
claims enforced Peter Doran to file a bill,
praying for the enforcement of the assign-
ment and the appointment of a receiver,
which was granted by the court, Wm. H.
Smith being named as receiver. This
brought the Brown faction to terms, result-
ing in an offer of 25 per cent. in full settle-
ment, which was accepted. The stock was
subsequently sold to W. H. Conners.Readers of THE TRADESMAN will remem-
ber the sharp trick recently played on his
creditors by James Dibble, the Burnip's
Corners bankrupt—how he paid for a farm
by giving a chattel mortgage on his stock
and then moved on the farm, in order to
render it exempt as a homestead. "He
laughs best who laughs last," and it is bar-
ely possible Mr. Dibble will be compelled to
take up his residence elsewhere. Arthur
Meigs & Co. recently attached the farm for
the amount of their claim on the ground
that a person has no right to buy a home-
stead with property belonging to his credi-
tors, and the attachment has been sustained
by the Circuit Court Commissioner of Al-
legan county. The matter has not yet been
appealed to the Circuit Court, but THE
TRADESMAN is assured that Arthur Meigs
has "got his back up" and proposes to fol-
low the thing to the court of last resort.
That will determine whether the statu-
tes were constructed wholly in the inter-
est of scallawags or are so worded as to
give decent people an occasional opportu-
nity to obtain justice.The Retail Grocers' Association presented
a memorial to the Common Council, Mon-
day evening, asking that body to strike out
of the amended charter the paragraph which
prevents the establishment of a public mar-
ket. Ald. DeGraaf moved that the petition
be granted and supported his position in his
usually vigorous manner. Mayor Dikeman
stated that he realized the necessity for such
action, and recommended that the petition
be granted. President Coye, of the Grocers'
Association, addressed the Council at some
length, setting forth the reasons why a
market should be established, when the mo-
tion was carried with but one dissenting
vote. The City Clerk was instructed to
make the change in the amended charter.
This is the result the Association has been
working to accomplish for over a year, and
much credit is due Mr. Coye for the admi-
rable manner in which he has conducted the
campaign.

AROUND THE STATE.

St. Johns—M. A. Kniffen, grocer, has
sold out.Detroit—Conroy & Co., grocers, have
sold out.Detroit—J. W. F. Thompson, druggist,
has sold out.Monroe—John Andregg, grocer and sal-
oonist, has sold out.Manistee—J. H. Shannon has engaged in
the jewelry business.Saugatuck—C. E. Bird has sold his drug
stock to L. A. Phelps.Fennville—Crane & Son succeed D. R.
Crane in general trade.Omena—Henry Litney succeeds Keys &
Litney in general trade.West Bay City—H. P. Chase succeed
Hawkins & Chase, grocers.Rockford—Hewitt & Tefft, grocers, are
succeeded by Wm. G. Tefft.Falmouth—L. A. Howe has moved his
drug stock here from Lake City.Quincy—Shepard & Co. succeed John G.
Jackson in the grocery business.Bangor—C. W. Peters has assigned his
grocery stock to Geo. Chapman.Manistee—Phil. Parry succeeds Parry &
Billings in the hardware business.Jonesville—Harris & Taylor, grocers, have
dissolved, Walter F. Taylor continuing.Hartford—Henry Gleason has bought out
the grocery business of Chas. Nicholson.Owosso—O. L. Sprague has sold his drug
stock to Dr. M. L. Bagg, late of Fenton.Vicksburg—Long Bros., market prop-
rietors, have dissolved, S. S. Long succeeding.Greenview—Geo. R. Slawson & Co. suc-
ceed Geo. R. Slawson in the drug business.Blissfield—R. G. White & Co. succeed H.
B. Knight & Co. in the hardware business.Three Rivers—James Griffith succeeds
Schoch & Griffith in the hardware business.Gagetown—La Flamboy & Freeman, hard-
ware dealers, have dissolved, each contin-
uing.Blissfield—E. Goulet has sold his inter-
est in the firm of E. Goulet & Co. to his
partner.Clinton—L. W. Kimball & Co. have
bought out the clothing business of John E.
McCollum.Ionia—Steel & Co. have sold their gro-
cery stock to Dye & Welch, but retain their
drug business.Manistee—The boot and shoe stock of
Geo. M. Williams has been sold under chat-
tel mortgage.Coldwater—Harry Woodward has gone
into partnership with his father in the dry
goods business.Greenville—The Geo. Truesdell bazaar
store has been re-opened by H. Leonard &
Sons, of Grand Rapids.Charlotte—Brown Bros. have opened a
clothing store in the building recently vac-
ated by Cole & Jones.Stevensville—C. E. Jilson & Co. have pur-
chased W. M. Parish's general stock and
consolidated it with their own.Charlotte—John Collins has purchased C.
E. Underhill's grocery stock and removed it
to his store on South Main street.Saugatuck—John Koning has purchased
a half interest in the hardware stock of John
Nies. The new firm name is Nies & Kon-
ing.Petersburg—Kohler Bros., the lumber
merchants, have bought a brick block and
will occupy the same with a hardware
store.Saugatuck—Geo. Crawford has purchased
an interest in the dry goods stock of D. L.
Barber and the firm name is now D. L. Bar-
ber & Co.Litchfield—G. W. Rogers, having grown
tired of the cost sales epidemic which is pre-
valing hereabouts at present, has traded his
stock of goods for a farm.Evart—Chas. L. Gray & Co. have sold
their general stock to Cairns E. Smith &
Co., late of Detroit. Gray & Co. continue
in the lumber and shingle business.Charlotte—C. E. Underhill, the grocery
cutter, is now out of business and "on the
street." Such is the fate in store for every
merchant who persists in the cutting prac-
tice.Walton—Hannah, Lay & Co. offer their
general stock and business for sale. The
business has been established several years
and been a source of much profit to its
owners.Brooklyn—J. D. Sheridan & Co. have
sold their dry goods, boot and shoe and
grocery stocks to Michael Sheridan, but re-
tain their clothing, gents' furnishing and
hat and cap business.Freeport—Foster Sisson has sold his in-
terest in the grocery firm of Sisson Bros. to
Frank Catt, who has formed a copartnership
with E. H. Sisson and will continue the busi-
ness under the firm name of Sisson & Catt.Detroit—Articles of association of Walter
Buhl & Co., in a limited partnership have
been filed. Walter Buhl, Samuel A. James,
Frank W. Olds and F. E. Rowe are general
partners and Frederick Buhl special part-
ner. The firm will take the place of F.
Buhl & Co.Alma—Pollasky Bros. are moving both
their stores into Marcus Pollasky's elegant
new block. The new store is 56x80
inside, with plate glass in front and
beautifully finished in natural wood. The
firm carries a \$20,000 stock of dry goods
and clothing which it both buys and sells
for cash.Charlesworth—The failure of Wm. Pea-
cock is much more complicated than was at
first supposed. The mortgage given on the
general stock and sawmill property in fa-
vor of relatives will, if foreclosed, leave
nothing whatever for the general creditors.
The failure may not be a fraudulent one,
but it has a very dubious appearance.Detroit—Geo. W. Marshall, doing a boot
and shoe business, and State agent of the
Goodyear Rubber Co., at 143 Jefferson ave-
nue, has filed a \$35,000 chattel mortgage on
his stock in favor of the Goodyear Rubber
Co., of Connecticut. Mr. Marshall said:
"Collections have been slow and business
dull. The Goodyear company are our prin-
cipal creditors, and demanded security. I
will not be forced to an assignment, and the
spring trade will carry me out of my diffi-
culties."

MANUFACTURING MATTERS.

Buchanan—There is talk of starting a car
factory.Ithaca—The butter tub factory has started
up again.Holland—G. M. Tubergen has engaged in
the manufacture of brooms.Dansville—C. B. Minor has bought out
Andre M. Hall, carriage manufacturer.East Saginaw—H. P. Smith succeeds F.
J. Knapp, blacksmith and carriage manu-
facturer.Nashville—Taylor Bros. have engaged in
the manufacture of table legs and dimen-
sion stock.Coldwater—A receiver has been asked
for for the Coldwater Manufacturing Co.,
chair manufacturers.Midland—Larkin & Bradley succeed John
Larkin in general trade, but not in the man-
ufacture of salt and lumber.Kalamazoo—Newton & Colby, manufac-
turers of carriage and wagon gears, are suc-
ceeded by the Newton Carriage Co., not in-
corporated.East Saginaw—The special capital of
\$20,000 of C. & E. Ten Eyck, shingle and
salt manufacturers, has been renewed to
January 10, 1890.Coldwater—The Coldwater Manufactur-
ing Co. has been consolidated with the
Coldwater Road Cart Co., and will continue
under the latter style.Perry—Burrows & Jones have leased the
Powers' sawmill and will put in machinery
for the manufacture of cedar shingles.Fogg & Hightower will have charge of the
business.Muskegon—The Gilbert & Bennett Com-
pany is the name of a new corporation,
formed for the purpose of engaging in the
manufacture and sale of lumber. The cap-
ital stock of the concern is \$10,000, all paid
in.

STRAY FACTS.

Lyons—Broom factory in prospect.

Holland—R. E. Werkman has begun work
on his new dock.Reed City—R. Reiners, baker and con-
fectioner, has sold out.Constantine—Wm. McKee succeeds R. D.
Merritt in the hotel business.Kalamazoo—J. P. Woodbury has sold his
Minnesota pine for \$105,000.Baldwin—Edward Irwin succeeds C. F.
Leasia in the saloon business.Nashville—Kimmel & Ward have moved
their livery from Vermontville.Evart—Wm. J. McIlwain succeeds Mitch-
ell & Son in the meat business.Traverse City—John Kelley succeeds
John H. Clune in the hotel business.Ypsilanti—P. W. Ross is succeeded by
O. B. Bradley in the bottling business.Bronson—A receiver has been asked for
in the care of Warren & Banker, hotel keep-
ers.Ovid—T. C. Broadbent & Co., flour mill
proprietors, are succeeded by T. C. Broad-
bent & Sons.Nirvana—N. E. Sargent has a contract to
furnish 10,000 telegraph poles for the West-
ern Union Telegraph Co.Cadillac—F. A. Diggins & Co. have pur-
chased the D. E. McIntyre band sawmill
and will operate the same to its full ca-
pacity.Muskegon—Pat. J. Connelly has retired
from the plumbing firm of Connelly &
Bourdon. The business will be continued
by Geo. W. Bourdon.

Purely Personal.

L. Wintemitz went to Toledo last week
on business.C. Walther, of Bucyrus, Ohio, has been
visiting his brother-in-law, Christian
Bertsch.John A. Brummeler, formerly engaged
in the grocery business, has entered the em-
ploy of Alfred J. Brown.Dr. V. Sinz, the Trent merchant, sends
THE TRADESMAN a handbill recently cir-
culated in that vicinity, informing the farm-
ers that they can buy their groceries of the
"Farmer's Wholesale Grocery Co.," of De-
troit, at wholesale prices. Detroit seems to
be cursed with a superabundance of these
disreputable establishments, which nothing
but legislative action will prohibit.Dorr joins the State Association—The
Peddler.

Dorr, Feb. 5, 1887.

E. A. Stowe, Grand Rapids:
DEAR SIR—Enclosed find \$1.50, dues to
the State Association from our Association,
which is in a very flourishing condition.We had good attendance at our last regu-
lar meeting and took in two new members,
giving us fifteen members. Hon. F. C.
Goodman was appointed to draft up writings
to send in to Representative E. N. Bates,
to regulate the nuisance of peddling. Don't
you think that it is a matter that we ought
all to work at? I don't think it is only in
our locality, but a pretty general thing
throughout the State. I think there is a
law requiring a license, which could be en-
forced if the parties were responsible. Any
light you might give us on that subject
will be thankfully received. I think it is
very important to all in trade and should be
pushed. Yours respectfully,
E. S. BOTSFOORD, Sec'y.THE TRADESMAN heartily commends the
action of the Dorr Business Men's Associa-
tion, in its attempt to supersede the present
farrago which graces the statute books with
a law which will compel the peddler to bear a
proportionate amount of the burdens borne
by the legitimate merchant. The readers
of THE TRADESMAN will bear witness to
the fact that this paper has always main-
tained that the peddler should not have ad-
vantages not possessed by permanent mer-
chants. The man who builds up towns and
assists in the development of communities
should receive some consideration at the
hands of the lawmakers. Common justice
would accord him that distinction. Instead
of receiving it, however, he is hampered by
laws which favor the dead-beat and peddler.
In order to do any business in a community
a merchant must buy or rent a store, pay
taxes on his store or stock, or both, build
sidewalks, school houses and churches and
contribute to every charity which comes
along. How is it with the peddler? Does
he pay any taxes or rent or contribute in
the remotest degree to the support of the
community? Not at all. And yet this in-
dividual is patted by our law makers and
accorded privileges which merchants never
expect to possess. Is there any justice in
this sort of discrimination between the
legitimate and illegitimate dealer? If so,
THE TRADESMAN will present a chronicle to
the person who has the temerity to attempt
to point it out.Speaking of a legislative attempt to re-
strict the peddler to his proper sphere, re-
minds THE TRADESMAN that Ulrike De
Vries, the Jamestown druggist, was in the
office one day last week for the purpose of
bespeaking favorable mention of House Bill
No. 142, which was recently introduced by
Representative Goodrich, of Ottawa county.THE TRADESMAN has not yet had an oppor-
tunity to peruse the measure, but is assured
by Mr. DeVries that it hits the nail square-
ly on the head. Mr. Goodrich has been re-
quested to favor THE TRADESMAN with a
copy of the bill, when the readers of the
paper will be given an opportunity to judge
of its merits.

VISITING BUYERS.

The following retail dealers have visited
the market during the past week and placed
orders with the various houses:E. J. Terrill, Avondale.
A. B. Foote, Hillsdale.
U. DeVries, Jamestown.
A. L. Dennis, A. L. Dennis & Co., New Era.
R. A. Topping, Casnovia.
Harry Topping, Casnovia.
C. A. Barker, Crosville.
C. V. Weiler, Sand Lake.
C. C. Tuxbury, Sullivan.
Otto Bros., Middleville.
N. O. Ward, Stanwood.
Dr. C. H. White, Reed City.
Childs & Carper, Childs Mills.
Paine & Co., Greenville.
M. Walsh, Spring Lake.
H. Houghtaling, Hastings.
N. DeVries, Jamestown.
J. E. Kennedy, Caledonia.
M. H. McCoy, Grandville.
M. W. Crocker, Byron Center.
A. B. Long & Son, Blanchard.
Mr. Paton, Paton & Andrus, Shelby.
Crandall Bros., Monroe Center.
I. Dentyl, Jamestown.
Miss Emma S. Ellis, Casnovia.
Jorgensen & Hemingsen, Ashland.
Geo. Lentz, Croton.
F. Jiles, Zeeland.
J. Damstra, Gitchell.
H. W. Potter, Jenisonville.
W. H. Strunk, Forest Grove.
G. TenHoor, Forest Grove.
G. S. Putnam, Fruitport.
L. Mauer, Fisher.
O. F. & W. P. Conklin, Ravenna.
Adam Newell, Huron's Center.
A. & L. M. Wolf, Hudsonville.
M. M. Robson, Berlin.
D. R. Stouck, Rockford.
Wm. Black, Cedar Springs.
L. A. Paine, Englishville.
A. Purchase, South Blendon.
Gus Begman, Bauer.
J. H. Haecker, Corinth.
C. H. Deming, Dutton.
John Smith, Ada.
L. Cook, Bauer.
F. P. Stark, Cascade.
G. H. Walbrink, Allendale.
R. H. Topping, Casnovia.
G. M. Huntley, Wright Center.
N. Bouma, Fisher.
W. S. Root, Talmadge.
B. M. Dennison, East Paris.
Wm. Karsten, Beaver Dam.
Jas. Barnes, Austerlitz.
A. M. Church, Alpine.
S. Cooper, Jamestown.
Eli Hunnells, Corning.
S. T. McEllan, Denison.
Geo. A. Sare, Rockford.
John Kamps, Zutphen.
O. Naragang & Son, Byron Center.
Geo. Scribner, Grandville.
Smith & Bristol, Ada.
John Giles & Co., Lowell.
John J. Ely, Rockford.
Neal McMillan, Rockford.
R. B. McCulloch, Berlin.
Walling Bros., Lamont.
J. E. Thirkow, Morley.
A. & E. Berg, Caledonia.
John Cole, Fremont.
A. Norris, A. Norris & Son, Casnovia.
J. C. Scott, Lowell.
A. L. Power, Kent City.
Hoek & Judson, Cannonsburg.
Moordyk, DeKraif & Co., Zeeland.
Sidney Stark, Allendale.
C. K. Hoyt, Hudsonville.

FRESH MEATS.

John Mohrhard quotes the trade selling
prices as follows:

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

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WEDNESDAY, FEBRUARY 9, 1887.

Michigan Business Men's Association.
President—Frank Hamilton, Traverse City.
First Vice-President—Paul P. Morgan, Monroe.
Second Vice-President—E. J. Herrick, Grand Rapids.
Secretary—E. A. Stowe, Grand Rapids.
Treasurer—Julius Schuster, Kalamazoo.
Executive Committee—President, First Vice-President, Secretary, N. B. Blain and W. E. Kelsey.
Committee on Trade Interests—Smith Barnes, Traverse City; P. 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. Church, Sturgis; B. F. Emery, Grand Rapids; the Secretary.

Ada Business Men's Association.
President, D. F. Watson; Secretary, Elmer Chapel.

Allegan Business Men's Association.
President, Irving F. Clapp; Secretary, E. T. VanOstrand.

Bellare 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 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.

Casnovia, Bailey and Trent B. M. A.
President, H. E. Hesselstine; Secretary, E. Farnham.

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, J. H. Tuttle; Secretary, H. G. Dozer.

Coopersville Business Men's Association.
President, E. N. Parker; Secretary, R. D. McNaughton.

Retail Grocers' Trade Union Ass'n of Detroit.
President, John Blessed; Secretary, H. Kundinger.

Dorr Business Men's Association.
President, L. N. Fisher; Secretary, E. S. Botsford.

Eastport Business Men's Association.
President, F. H. Thurston, Central Lake; Secretary, Geo. L. Thurston, Central Lake.

Elk Rapids Business Men's Protective Ass'n.
President, J. J. McLaughlin; Secretary, C. L. Martin.

Freeport Business Men's Association.
President, Foster Sisson; Sec'y, Arthur Chesborough.

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. Seoville.

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. Chaaffy.

Leslie Business Men's Association.
President, Wm. H. Hutchings; Secretary, M. L. Campbell.

Lowell Business Men's Protective Ass'n.
President, N. B. Blain; Secretary, Frank T. King.

Luther Protective Ass'n.
President, W. B. Pool; 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.

Manistique Business Men's Association.
President, F. H. Thompson; Secretary, E. N. Orr.

Manton's Business Men's Association.
President, F. A. Jensen; Secretary, R. Fuller.

Muir Business Men's Association.
President, L. Town; Secretary, Elmer Ely.

Grocers' Ass'n of the City of Muskegon.
President, H. B. Fargo; Secretary, Wm. Peer.

Merchant's Union of Nashville.
President, Herbert M. Lee; Secretary, Walter Webster.

Oceana Business Men's Ass'n.
President, W. E. Thorpe; Secretary, E. S. Houghtaling.

Ovid Business Men's Ass'n.
President, C. H. Hunter; Secretary, Lester Cooley.

Owosso Business Men's Association.
President, Jas. Osburn; Sec'y, S. S. Lamfrom.

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. Fleischauer; Secretary, H. W. Hawkins.

Rockford Business Men's Association.
President, Geo. A. Sage; Secretary, J. M. Spore.

St. Johns Merchants' Protective Association.
President, H. L. Kendrick; Secretary, C. M. Merrill.

Business Men's Protective Ass'n of Saranac.
President, Geo. A. Potts; Secretary, P. T. Williams.

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

So. Arm and E. Jordan Business Men's Ass'n.
President, D. C. Loveday; Secretary, C. W. Sutton.

Sparta Business Men's Association.
President, J. R. Harrison; Secretary, M. B. Nash.

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 Vette; Secretary, I. N. Harter.

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

S. S. Morris & Bro., pork packers, Muskegon.
"Valuable paper."

THE BANNER TOWN.

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

TRAVERSE CITY, Feb. 2, 1887.

E. A. Stowe, Grand Rapids:
DEAR SIR—At the meeting of the Traverse City Business Men's Association, held last evening, the following new members were elected: Dr. T. A. Thompson, Dr. Miss A. Rosenthal, E. R. Kneeland, J. W. Zimmerman, R. N. Connine and A. H. Brinkman.

A long list of delinquents was presented by the Actuary and referred by motion to the Rating Committee.

Quite an interesting talk was entered into regarding a railroad to Charlevoix, what we should do and what we might do. On motion of Mr. Hannah, T. T. Bates, F. Hamilton and Geo. E. Steele were appointed a committee to confer with the citizens of Charlevoix and invite them to turn their attention towards Traverse City with their railroad project and connect with the G. R. & I. and C. & W. M. Railways.

C. A. Hammond gave a talk regarding the poor people of the village and recommended that a committee of four be appointed to solicit subscriptions and that a committee of three be appointed to distribute the same. On motion of T. T. Bates, the chair appointed as Soliciting Committee C. A. Hammond, M. Winnie, J. Wilhelm and E. W. Hastings, and as Distributing Committee C. K. Buck, J. W. Hilton and J. W. Milliken.

The President then appointed his standing committees for the ensuing year as follows:

Executive—Geo. E. Steele, S. C. Despres, J. W. Milliken, C. A. Hammond, J. A. Moore, C. K. Buck and E. N. Carrier.

Rating—J. A. Moore, S. E. Wait, F. Hamilton, E. W. Hastings, Wm. London, M. E. Haskell and L. Roberts.

Transportation—C. K. Buck, M. Winnie and T. K. Bentley.

Finance—E. N. Carrier, F. Freidrich, C. Wilhelm, E. McNamara and C. W. Ashton.

Insurance—H. Montague, J. Wilhelm and C. R. Paige.

President Steele then read his annual address, as follows:

Members of the Traverse City Business Men's Association:
GENTLEMEN—On assembling this evening, to put in operation the machinery of the new organization for the year, or, as we might say, to see how the new officers will "turn the crank," one of the important matters before us is the question of membership. In the Constitution, under the II. article, we find that the "objects of this Association shall be to cultivate better social relations, for mutual protection and to promote the general interests of the members and of the Grand Traverse Region." Now these are all worthy objects.

1. The social relations of business men are now quite as essential as their business relations, or, to put it in different form, their business relations should at the same time be social. Time was when this statement would be taken with much allowance and business men having places on opposite sides of the street would spend a large share of their time in watching with covetous eyes the patrons and success of the one across the way, or in attempting to spoil his business. This, to say little, is not the best way, but on the contrary, the principle in general would add most to their success to help one another.

2. The mutual protection the Association affords may extend in various ways. One is to guard from the adventitious dead-beat, who knows he can't pay, and never intends to pay, and to caution the ones who are willing to pay if they have it, against standing to a counter and trading till they are tired, or to hurry up the pay after the goods are gone. But another very important protection, it seems to us, is that which give us goods as they are represented to be—first, from the wholesale merchant and, second, out of the hands of the retail merchant—to these people who are being made the targets for the sharp duns which the Association sends out. This Association would do well to look to the matter of adulterations, to the short weights and measures imposed upon merchants, and the consequent tendency to shove off the same kinds of imposition on to the public. We should not fire off all our guns on the poor man who owes a debt at the store or the shop or the doctor's office. This would be a very poor object, if this was all, to array the business men of Traverse City in line of battle. We can first see that those who buy get goods of such quality and quantity as represented, and then the processes of collection can go on with a fair face behind them. To the end that such a worthy object be accomplished, so far as we are able to do for it, we recommend that a committee be chosen at this meeting who shall go right to work on the subject of adulterations, and make a report at some length at our next meeting and keep at this work until we get a result. This can be made very instructive, and the business men of Traverse City, I am sure, can show their customers that they mean to expose fraud in every way. What say you, business men? Is not that a right principle?

3. We are to promote the general interests of our members and of the Grand Traverse region. These are good objects, but we think that section I. of the next article knocks the good all out of it. It says that "any merchant, manufacturer, dealer, manager or proprietor of an established, honorable business, who has resided in Traverse City for the space of six months and is a tax payer, shall be eligible to membership. Now we opine that he has never resided in Traverse City, if he resides in this vicinity—or should he not be a merchant, or manufacturer—but, we will suppose, a hard handed, straightforward, industrious farmer—we can see no reason why, if he wishes, that he cannot become a member and have the advantages of this Association. We would do very much more by so changing the constitution as to admit those who for no good reason are now excluded. This should be attended to at the present meeting, and the objects and membership of the Association should be made more harmonious, and the admission of members be more general.

On motion of F. Hamilton, a committee of three was appointed by the chair to investigate the matter of adulteration, as recommended by the President, consisting of S. Barnes, S. E. Wait and C. K. Buck.

On motion of T. T. Bates, the chair appointed S. C. Despres, J. Wilhelm and E. Lardie a special committee to revise the constitution.

The meeting then adjourned.

C. E. Lockwood, Sec'y.

Right You Are.

From the Denver Retail Grocer.

The continual harping on the subject of pure food is about as effectual as Mrs. Partington's endeavor to sweep the Atlantic ocean from her door during a tidal wave, with a broom.

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Manufacturers of FINE LAUNDRY and TOILET SOAPS,
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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.

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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.
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PETER HENDERSON & CO. 35 & 37 Cortlandt St., NEW YORK.

The Michigan Tradesman.

TO THE TROPICS.

Brief Glimpses of St. Croix, St. Kitts and Martinique.

From the Traverse City Herald

We were well on our way to the Windward Islands before we began to realize that we had started out on a voyage of five weeks or more. A nipping southeast wind swept across East River as the *Barracouta* swung out of her dock. As we passed through the narrows, Staten Island and the Bay Ridge shore looked chill and desolate, the trees gaunt and leafless. On the second day of the voyage delightful summer weather greeted us. We discarded wraps and overcoats. The change had a pleasant effect upon the spirits of the ship's company, and the passengers, yielding to its influence, became more sociable and affable. Mrs. Sigourney truly says, "Two things alone break the monotony of an Atlantic trip. Sometimes, alas, we ship a sea, and sometimes sea a ship." On the third day we were busily occupied in shipping seas, and making voluntary offerings to Neptune. On the fourth day we donned our summer apparel and reclined during the entire day on the open deck in our steamer chairs.

The Carribean or Windward Islands lie about 1,500 miles in a southeasterly direction from New York, so that vessels bound for St. Croix enter the Gulf stream nearly 100 miles from Sandy Hook, across this mystic "river of the sea" and then passing midway between Charleston, S. C., and Hamilton, the capital of the Bermuda Islands, enter the tropics fully 1,000 miles to the eastward of the most southern point of Florida. On the afternoon of the sixth day of our voyage land was in sight. We passed close to Sombbrero, on its leeward side, within a quarter of a mile of the landing place. Anguilla was thirty miles and St. Martinus fifty miles distant. Then came St. Croix, lying like an emerald on the bosom of an almost transparent ultramarine blue sea. We gradually neared its roadstead, dropped anchor, fired our first gun, and waited the arrival of the health officer, after which we were permitted to take the ship's boat and be rowed on shore at Frederickstadt, lying at the western end of the island, which lies in latitude 18° north, or some 26° farther south than Traverse City.

On landing, we took carriages and drove over the island for four hours, on most excellent roads, through avenues of stately cocoa trees, intermingled with the royal palm, mango, logwood, tamarind, lime, lemon, and cotton tree—with its immense bole eight feet in diameter—among roses, chrysanthemums, and a large variety of flowers and flowering shrubs, passing numerous plantations of sugar cane, in squares of 150 or more acres, standing six to seven feet high, with their blossom plumes waving eight to eleven feet above the ground, making a panorama of delicate green, rendered most attractive by its contrast with the very dark green of the indigenous trees intermingled. The principal industry is the cultivation of sugar cane, but owing to the extremely low price of sugar, it is a profitless industry. In our drive we passed several sugar mills, now lying idle, awaiting the maturity of the cane, a month or two hence, meeting everywhere the ubiquitous negro, black, stalwart, strong and comfortable looking—the women and girls carrying everything, from a quart tin can to an immense basket of clothes, or a pail of water, on their heads, walking with a firm, stately, easy, graceful tread.

Almost every available foot of land is under cultivation. The soil is fertile. An avenue in one place ten miles long, bordered with the cocoa and palm, as straight as an arrow, connects the town with Christianstadt, the Danish capital of the island, St. Croix being a Danish possession.

We called on one of our fellow passengers at the "Mountain," and were compelled to sit at his generous board and break bread with him. We found his somewhat baronial home, near the center of his four plantations, 150 feet above the sea, shimmering one and one-half miles away, to the edge of which his possessions extend, with his sugar mills in the distance like landmarks amid the sea of waving green.

In passing at different places we found cocoa nuts hanging on the trees forty to sixty feet above the road, looking like huge green eggs aloft, close under the feathery tufts that covered the top of the slender tree, stem looking like a big tough whip-stock with a bunch of green plumage at the top. The whole panorama of this gem of an island, a little world by itself, is one which delights the eye and enchants the senses of one who comes from the frozen land of the north, with here a temperature of 80° on the 17th of December. New sweet potatoes, yams, cucumbers, etc., are found in the open market in abundance.

One feature is especially pleasing and instructive—one from which we Americans might and should learn a lesson—the universal, uniform civility and spontaneous politeness to every one, and the gentle modulation of the voice.

At 5 p. m. our parting salute was given, anchor hoisted and we sailed for St. Kitts, where we arrived the next morning at daylight.

Our view, looking towards the land from the decks of the *Barracouta* at sunrise on the morning of our arrival at St. Kitts, was extremely beautiful and inspiring, a scene not easily to be forgotten. Towards the south the grand symmetrical cone of Nevis, rising from the sea behind the narrow strait, stands out bold and clear against the sky, making a landscape of surpassing beauty. After a stay of twelve hours at St. Kitts, we steamed out of the harbor and, taking a southerly course, resumed our voyage.

We scarcely had time to repeat the names of the islands in their order before they faded from our sight.

The *Barracouta* coasted along the west coast of Gaudaloupe, then passing a cluster of small islands came again to the open sea. Shortly after our arrival in the harbor of St. Pierre, Martinique, we went on shore. The language of the people of Martinique is, of course, French. High up on the hills grow the mountain palms (*Euterpe Montana*), which, although not so tall or stalwart as some of their kind, exceed them all in beauty and strength. They are the sentries at the gates of the impenetrable primeval forests where gigantic tree-ferns, thirty to forty feet long, flourish, spreading out delicate, lace-like leaves of wonderful size, so broad, so long, that a man on horseback can find shelter from the sun beneath their shadow. Here, too, are the curious liana trees, from which depend long, delicate fibres resembling cordage, reaching downward from the branches until they touch the earth, then, taking fresh root, support their parent trunk, like shrouds that stay the masts of great ships. I will not attempt to describe the bewildering display

of the marvelous and luxuriant vegetation, for every turn in the road as we ascended higher and higher, leaving the cultivated lands and fallow pastures behind us, as we penetrated deeper into the high woods, reveals scenes that to our delighted imagination seemed to surpass in grandeur and enchantment all we had looked upon before. S. BARNES.

Regular Meeting of the Retail Grocers' Association.

The regular semi-monthly meeting of the Retail Grocers' Association, which was held last Tuesday evening, was fairly well attended. C. C. Comstock applied for membership in the Association and was accepted. The Secretary read several names of persons who had removed to Grand Rapids and were delinquent in the towns from which they had moved, which information will be published on the first Notification Sheet of the Association, which will be issued on February 15.

Collector Cooper reported the collection of \$1,199 since his last summarized report. He also tendered his resignation as collector of the Association, which was referred to the Law Committee.

On motion of E. E. Walker, 2,000 "Blue Letter" Notification Sheets were ordered printed, the same to be furnished the members for a cent apiece in lots of twenty-five. On motion of M. C. Goossen, 500 Record Blanks were ordered printed, to be distributed gratuitously to buyers of the "Blue Letter."

President Coye stated that the question of entertaining the State Association at its March meeting should soon receive the attention of the Association and the matter was made the special order of business for the next meeting.

The President stated that the revision of the city charter was now being undertaken by an attorney and at the completion of his labors the proper pressure would be brought to bear, at Lansing, to secure the legislation desired.

The presiding officer also called the attention of the Association to the courtesy accorded the organization by Mayor Dikeman, in refusing to grant licenses to peddlers handling goods conflicting with the grocery business. He recommended that any member having a grievance report the same to the Mayor, who would do all that lies in his power to remedy the same.

The Secretary presented the draft for an amendment to the present garnishee law, prepared by President Kelsey, of the Ionia Business Men's Association, and requested an expression of opinion on the matter. All seemed to be strongly in favor of the proposed measure and when it comes up for action, at Lansing, the postal authorities will be compelled to put on extra pouches to carry the letters which Grand Rapids will send to her representatives, requesting favorable action in the premises.

The meeting then adjourned.

"Ring Out the Old, Ring in the New."

Having used the thread-bare expression, "I will call on you on or about," for several years past, many of the traveling men are seeking new modes of expression and frequently they vary the monotony of their advance notices with comic illustrations. One of the most original forms THE TRADESMAN has seen for some time was received by some of the cigar manufacturers here this week, as follows:

DEAR SIR—I am on my way by forced marches to your city, and providing that the walking is good, and the weather not too utterly inclement, I shall arrive there about March 1, when "I trust" (because its fashionable) that you will be anxiously waiting to look through my assortments of Sumatra and Havana. I hope that this epistle will succeed in touching your sympathetic nature to such an extent, that you will feel guilty of having robbed this preserving and Job-like Commercial Tourist, should you not wait to see his wares, before closing any contemplated purchases in my line.

Through business and jesting, each in its turn, I strive to be worthy the dollar I earn.

Yours very sincerely,

E. S. DICKERSON.

WM. L. ELLIS & CO.



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Baltimore Oysters.

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Best Package Goods on the Market.

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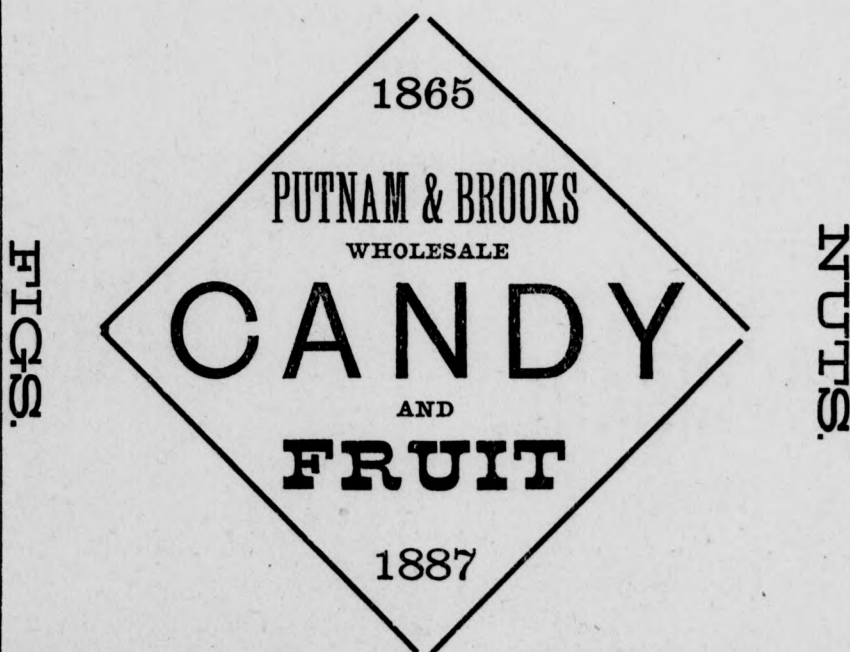
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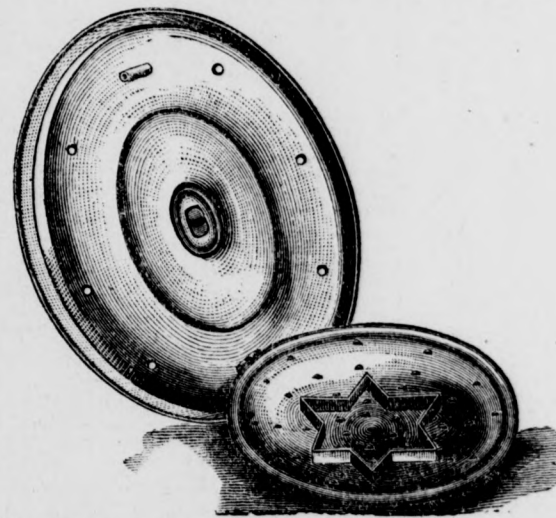
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Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

The Michigan Tradesman.

Vermontville in Line on the Organization Question.

Agreeable to invitation, the editor of THE TRADESMAN met the business men of Vermontville last Friday evening, for the purpose of explaining the aims and objects of organized effort. W. H. Benedict was selected to serve as chairman of the meeting and W. E. Holt as secretary. At the conclusion of the explanation above referred to, it was unanimously resolved to proceed to the organization of an association and the following constitution was adopted for the government of the body:

PREAMBLE.

WHEREAS, comparison of ideas and methods and concert of action are necessary to the well being of any community, and
WHEREAS, we believe that a Business Men's Association will accomplish these objects; therefore
Resolved, That we, the business men of Vermontville and vicinity, duly assembled on February 4, 1887, do hereby organize ourselves into a Business Men's Association, and adopt the constitution and by-laws following:

CONSTITUTION.

ARTICLE I.—NAME.
The name of this organization shall be the Vermontville Business Men's Association.

ARTICLE II.—OBJECTS.
The objects of this Association shall be as follows:

1. To encourage well-directed enterprises, to promote the proper progress, and to increase the trade of this city.
2. To increase the intelligence and foster the highest commercial integrity among those engaged in the various lines of business represented.
3. To take concerted action against discriminations by railway and express companies.
4. To induce equitable insurance rates and settlements.

5. To secure immunity from inferior and adulterated goods, short weights, and false measures, fictitious brands and labels and misrepresentation in public and private.
6. To influence legislation in favor of better collection laws, affording more safety to creditors in general.
7. To guard against unnecessary extensions of credit to unworthy persons, through the interchange of information gained by experience and otherwise.
8. To maintain a collection department for the collection of doubtful accounts and the blacklisting of the dead-beats who prey upon business men.

Any firm or individual doing an honorable business may become a member of this Association on the third vote of the members present at any regular meeting, by paying to the Secretary the sum of \$1 membership fee, and agreeing to abide by the constitution in advance, and any assessments which shall be voted by the Association to meet expenses.

ARTICLE III.—MEMBERSHIP.
Every person or firm becoming a member of this Association shall be honorably conformed to the rules, regulations and by-laws.

ARTICLE IV.—NON-PAYMENT OF DUES.
Any member of this Association who neglects or refuses to pay his dues, or any assessment ordered by the Association, for three months after such sums become due, shall thereby forfeit his membership.

ARTICLE V.—OFFICERS.
The officers of this Association shall consist of a President, a Vice-President, a Secretary, a Treasurer, and an Executive Committee of five members, of which the President, Secretary and Treasurer shall be members.

ARTICLE VI.—MEETINGS.
Section 1.—The President shall preside at all meetings, if present; in his absence, the Vice-President.

Section 2.—The Secretary shall receive all money due the Association from the dues of members, and keep a record of all meetings, conduct all correspondence; keep a list of all members in a book provided for that purpose; and notify all committees of their appointment.

Section 3.—The Treasurer shall receive all moneys from the Secretary, and keep a record of all moneys received and disbursed, and report the condition of the treasury at each regular meeting.

Section 4.—The Executive Committee shall have charge of the collection department and shall provide for the publication of the delinquent lists; shall provide rooms for the Association; audit all bills and expenditures; and shall have the right to call upon the Treasurer previous to each annual meeting.

Section 5.—It shall be the duty of the Business Committee to look after all matters pertaining to the growth and well-being of Vermontville; to use all possible inducements to secure the location of mills, factories and other improvements; and to endeavor to secure any needed concessions in freight, express and insurance rates.

Section 6.—No compensation for service shall be paid any officer, except the Secretary.

ARTICLE VII.—MEETINGS.
Section 1.—The annual meeting of the Association shall be held on the first Friday of each January.

Section 2.—The regular meetings of the Association shall be held on the first Friday of each month, except special meetings called by the President on the written request of five members.

ARTICLE VIII.—ORDER OF BUSINESS.
1. Reading minutes of the last meeting.
2. Admission of new members.
3. Reports of standing committees.
4. Reports of special committees.
5. Reading of correspondence.
6. Communications from State Association.
7. Communications from local associations.
8. Unfinished business.
9. New business.
10. Election of officers and appointment of committees.
11. Report of Treasurer.
12. Adjournment.

ARTICLE IX.—AMENDMENTS.
This constitution and by-laws may be altered or amended by a two-thirds vote of those present at any regular meeting, providing a written notice of such alteration or amendment has been presented at the preceding regular meeting.

ARTICLE X.—BY-LAWS.
By-laws not in conflict with this constitution may be established for the government of the Association on the two-thirds vote of the members present at any regular meeting.

ARTICLE XI.—QUORUM.
Five members shall constitute a quorum for the transaction of business.

ARTICLE XII.—EXPELSION.
Any member of this Association who shall be placed on the delinquent list shall stand expelled from the Association; and any member doing any act which tends to bring the Association into disrepute shall be expelled by the two-thirds vote of the members present at any regular meeting.

ARTICLE XIII.—SUSPENSION.
Rule 1.—The special aim of this Association is to facilitate the collection of doubtful accounts and other debts by fair and honorable methods and to guard against the extending of credit to debtors found on investigation to be unworthy of it.

Rule 2.—The Association emphatically asserts that it has no right to collect from the members without publicity, and that it neither desires or intends, in any instance, to permit its members to intentionally annoy or persecute any person indebted to members of the Association.

Rule 3.—That no injustice may be done to, or advantage taken of any debtor, by any member of the Association, it shall be the duty of every member, before reporting a person to the Association as a debtor, to send him the first official notification sheet, known as the "Blue Letter," setting forth the fact that he owes the Association, and that he is granted fifteen days from the date entered on such letter in which to pay the debt, or to satisfactorily arrange for its payment; that if after the expiration of the fifteen days thus granted, the debtor shall have failed to pay or to have arranged for payment, the member shall report him to the Secretary (giving in each case his full name, occupation and place of residence), when that officer shall mail him the second official notification sheet, setting forth the fact that he is indebted to the member named in the sum stated, and that unless he pays, or arranges to pay the amount within ten days he will be reported to the Executive Committee as a delinquent; and in the absence of extenuating circumstances, that Committee shall then place the debtor's name on the Delinquent List.

Rule 4.—The second circular letter sent to the debtor shall be enclosed in the authorized envelope of the Association, on which shall be printed and not called for in ten days, return to the Vermontville Business Men's Association; and the non-return of any circular letter thus mailed shall be deemed sufficient evidence that the said letter was received by the debtor addressed.

Rule 5.—Disputed accounts shall be investigated by the Executive Committee, whose report on the same shall be acted upon by the Association.

Rule 6.—Any member trusting a man whose name appears on the Delinquent List shall be fined \$1.

The following gentlemen then announced their names for charter membership: W. H. Benedict, W. M. Bale, A. Alderman, M. J. Cunningham, Jas. Fleming, W. E. Holt, C. M. Ambrose, J. C. Walsh and Stiles & Ack-er.

Election of officers resulted as follows:
President—W. H. Benedict.
Vice-President—C. M. Ambrose.
Secretary—W. E. Holt.
Treasurer—W. M. Bale.

Executive Committee—President, Secretary, Treasurer, E. U. Stiles and M. J. Cunningham.

The election of the Business Committee was postponed until the next meeting.

The Executive Committee was instructed to procure the printing of the necessary blanks for the use of the collection department.

The editor of the Vermontville Echo was requested to print the constitution and by-laws of the Association in his next issue.

A vote of thanks was tendered Mr. Stowe for his assistance in effecting the organization and the meeting adjourned.

The Grocery Market.

Sugar is about a sixpence lower than a week ago, other articles in the grocery line being without marked change.

The woodenware manufacturers have succeeded in reviving their pool, the first result of which is an advance of 50 cents a dozen on all grades of tubs and 10 cents on pails.

Oranges are firm and somewhat higher. The arrivals of lemons continue light and prices are well maintained. There is no change of note in the nut market.

Owosso Joins the State Body.

Owosso, Feb. 5, 1887.
E. A. Stowe, Grand Rapids:

DEAR SIR—At our first regular communication convened last evening, the question of annexing our organization to the State Association was brought up. After a short discussion, it was unanimously carried as decided in my former letter. Hence please find enclosed N. Y. draft for \$6-\$5 for per capita dues on fifty members and \$1 for subscription for THE TRADESMAN for one year to my address.

I am authorized by the Association to ask you the following questions:

1. How many Associations in Michigan belong to the State Association?

2. How many members belong to each Association which is auxiliary to State Association? or, in other words, how many members belong to the State Association at present?

Please answer at your earliest convenience.

We are now ready for action and have everything in fine shape.

Yours very truly,
S. LAMFORD, Sec'y.

Mr. Lamford will find the information he was instructed to obtain in another column of this week's paper.

A Question of Law.

FIFE LAKE, Feb. 5, 1887.
E. A. Stowe, Grand Rapids:

DEAR SIR—If not trespassing too much on your time, I would like your decision on the following:

A gives his check, on a certain bank, to B. B gives it to C. C presents it at the bank and the bank refuses to honor it, as A has no funds there. Two days later A fails and his accounts are placed in the hands of D. As the bank refuses to honor the check, C returns the check to B. B gives it to E, who owes A. E forwards it to D in payment of his account. D returns it, saying he cannot accept it.

Now, can D compel E to pay cash instead?

Yours,
DEALER.

If the case is as stated by "Dealer," the check given by A never had any value, as there was no money in the bank to cover it. Not having any value, E cannot compel D to accept it in the payment of an account.

Good News from Muskegon.

MUSKEGON, Feb. 5, 1887.
E. A. Stowe, Grand Rapids:

DEAR SIR—It is with pleasure I write you that we had a very interesting meeting last night, and concluded to go in the State Association, starting out with twenty-five members, who paid in their fees. Please find \$2.50 enclosed. I think we will get a good many more, but thought best to send you this now in order to have a representation at the State meeting in March. Please notify me how long time we have to send our money for membership to State organization.

We will hold our next regular meeting on Friday evening and if it is convenient for you to be present, we would like it very much.

Mr. Kieft and myself were appointed a committee last night to see all the dealers in the city and try to get all to join the organization.

Hoping to hear from you I remain,
Yours truly,
WM. PEELE, Sec'y

A Surmise.

"You know a scene occurs in Hamlet, in which Polonius asks the Prince what he is reading and receives the reply 'Words, words, words,' said a literary traveler to a friend."

"Yes."

"Well, what do you suppose Hamlet was reading?"

"The Congressional Record, I reckon."

E. B. Sunderlin, general dealer, Palo: "It is the best of the kind I ever have seen."

OTTENBERG'S CIGARS.

Hazel Kirke 10 cents.

La Rosa Celeste 5 cents.

Sweet Catawba 5 cents.

Having secured the Sole agency for S. OTTENBERG & BROS.' Celebrated Cigars, I take pleasure in recommending them to the Trade, as the Finest and Best

5 and 10 Cent Cigars

Ever placed on the Market. They are made of the Finest Quality of Imported Tobacco without artificial flavor.

GIVE THEM A TRIAL.

I will send to any responsible first-class dealer a sample of these Cigars on trial, to be returned if not satisfactory, within 60 days. We send advertising matter with above Cigars.

Morris H. Treusch,

SOLE AGENTS GRAND RAPIDS, MICH.

COUNTRY PRODUCE.

Apples—The best winter varieties are scarce at \$30-\$35 per bbl.

Beans—Country hand-picked command \$1.15 per bu., and city picked \$1.50.

Beets—40¢ per bu.

Buckwheat—2½¢ per bu.

Butter—Michigan creamery is in good demand at 28¢ per lb. Dairy is in fair demand at 20¢.

Cabbages—\$4-\$5 per 100, according to size.

Carrots—30¢ per bu.

Celery—Kalamazoo, 25¢ per doz.

Cheese—Full stock of Michigan full cream is firm at 13½¢ per lb.

Cider—12½¢ per gal.

Cranberries—Choice Bell and Bugle and Cape Cod are steady at 90¢ per bbl.

Dried Apples—Evaporated, 11¢ per lb. quartered and sliced, 10¢ per lb.

Dried Peaches—Pared, 15¢ per lb.

Eggs—More easy. Strictly fresh command 28¢ per doz.

Honey—Dull at 10¢ per lb.

Hay—Baled is moderately active at \$15 per ton in two and five ton lots and \$14 in car lots.

Onions—Good stock is scarce, readily commanding \$3.25 per bbl.

Potatoes—Buyers are paying 35¢-40¢ at this market and towns within convenient shipping distance of this market.

Pop Corn—24¢ per bu.

Squash—Hubbard, 2¢ per bu.

GRAINS AND MILLING PRODUCTS.

Wheat—2¢ higher. City millers pay 80 cents for Lancaster and 77 for Pulse and Clawson.

Corn—Jobbing generally at 48¢-47¢ in 100 bu. lots and 47¢-46¢ in car lots.

Oats—White, 35¢ in small lots and 32¢-33¢ in car lots.

Rye—48¢-50¢ per bu.

Barley—Brewers pay \$1.25 per cwt.

Flour—Higher. Patent, \$5.20 per bbl. in sacks and \$5.40 in wood. Straight, \$4.20 per bbl. in sacks and \$4.40 in wood.

Meal—Boiled, \$2.75 per bbl.

Mill Feed—Screenings, \$13 per ton. Bran, \$14 per ton. Ships, \$14 per ton. Middlings, \$15 per ton. Corn and Oats, \$13 per ton.

PROVISIONS.

The Grand Rapids Packing & Provision Co. quote as follows:

PORK IN BARRELS.

Mess, Chicago packing, 12-30 12-30

Mess, new, 12-30 12-30

Short Cut, new, 12-30 12-30

S. P. Booth, clear, 12-30 12-30

Clear, A. Webster, new, 12-30 12-30

Extra clear pig, short cut, 12-30 12-30

Extra clear, heavy, 12-30 12-30

Clear quill, short cut, 12-30 12-30

Boston clear, short cut, 12-30 12-30

Clear back, short cut, 12-30 12-30

Standard clear, short cut, 12-30 12-30

DRY SALT MEATS—IN BOXES.

Long Clears, heavy, 7 7

do, medium, 7 7

Short Clears, heavy, 7 7

do, medium, 7 7

do, light, 7 7

SMOKED MEATS—CANNED OR PLAIN.

Hams, average 20 lbs., 11-12 11-12

do, 12 to 14 lbs., 11-12 11-12

do, picnic, 11-12 11-12

do, boned, 11-12 11-12

Shoulders, 7 7

Breakfast Bacon, boned, 7 7

Dried Beef, extra, 12 12

do, ham prices, 12 12

LARD.

Terces, 50 and 50 lb tubs, 6 6

30 and 50 lb tubs, 6 6

30 lb Pails, 20 in a case, 7 7

5 lb Pails, 12 in a case, 7 7

10 lb Pails, 6 in a case, 7 7

20 lb Pails, 4 in a case, 7 7

EXTRA MEAT, WARRANTED 200 LBS.

Boniness, extra, 7 7

Sausage—FRESH AND SMOKED.

Pork Sausage, 7 7

Long Sausage, 7 7

Frankfort Sausage, 8 8

Blood Sausage, 8 8

Bologna, 8 8

Bologna, thick, 8 8

Head Cheese, 8 8

PIGS' FEET.

In half barrels, 3 3

In quarter barrels, 1 1

HIDES, PELTS AND FURS.

Perkins & Hess pay as follows:

Green, 10¢ per lb. 10¢ per lb.

Part cured, 7¢ per lb. 7¢ per lb.

Full cured, 7¢ per lb. 7¢ per lb.

Dry hides and kips, 8¢ per lb. 8¢ per lb.

Old wool, estimated washed, 25¢ per lb. 25¢ per lb.

Fine washed, 25¢ per lb. 25¢ per lb.

Medium, 25¢ per lb. 25¢ per lb.

Wool, 10¢ per lb. 10¢ per lb.

Beaver, 10¢ per lb. 10¢ per lb.

Heaver, 10¢ per lb. 10¢ per lb.

Wild Cat, 10¢ per lb. 10¢ per lb.

House Cat, 10¢ per lb. 10¢ per lb.

Fox, red, 10¢ per lb. 10¢ per lb.

Gray, 10¢ per lb. 10¢ per lb.

Fisher, 10¢ per lb. 10¢ per lb.

Linx, 10¢ per lb. 10¢ per lb.

Mink, 10¢ per lb. 10¢ per lb.

Martin, 10¢ per lb. 10¢ per lb.

Otter, 10¢ per lb. 10¢ per lb.

Skunk, 10¢ per lb. 10¢ per lb.

Wolf, 10¢ per lb. 10¢ per lb.

Muskat, winter, 10¢ per lb. 10¢ per lb.

Deer, 10¢ per lb. 10¢ per lb.

These prices are for prime skins only.

Groceries.

WHOLESALE PRICE CURRENT.

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

AXLE GREASE.

Crown, 80 Paragon, 2 10 2 10

Frazier's, 80 Paragon, 2 10 2 10

Modco, 4 doz., 2 50 2 50

BAKING POWDER.

Acme, 1 1/2 cans, 3 doz, case, 85 85

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Princess, 1 1/2 " " " " " " 1 25 1 25

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The Michigan Tradesman.

THE NEW REGULATION OF RAILROADS.

The enactment of the Cullom-Reagan bill as a law begins a new era in the railroad history of the country. It is true that the bill is not a finality, but it commits the nation definitely to the principle of railroad regulation, and in this form or in some other that principle will be applied. This bill will furnish a fulcrum for the enactment of supplementary measures more or less stringent as the operations of this one show to be desirable. It will serve also as a fulcrum to the friends of similar legislation on the part of the States. And finally it will result in placing the entire control of railroad and similar traffic in the hands of Congress, by an amendment to the National Constitution.

All this is satisfactory enough, but the bill itself is not satisfactory. It is not for one reason because it is simply legislation, and has no firm basis in amendment to the Constitution. Congress should not have been satisfied to legislate up to the limits of its power. It should have appealed to the nation to have those powers extended, so that an efficient and just regulation of the railroads might be made possible. This bill is open to evasions, because it regulates only such traffic as crosses State lines. It is certain to press unequally upon different lines, wherever there is not a parallel and exactly similar regulation by the States. Better have asked for the whole power to deal with the question, than attempt to exercise half-power in a way which cannot be efficient or equitable.

The bill is objectionable because it embodies the results of popular but unreasonable clamors, as well as of intelligent study of the problem. Its prohibition of pools, the device by which the railroads have been averting a cut-throat competition injurious both to them and to the public, is an instance of the former element. It is true that the bill will not succeed in preventing pooling. It only will substitute more secret and informal understandings for public engagements and thus diminish the public security against unfair combinations. What was needed was that every pooling arrangement should be submitted to the commissioners the bill creates, and then to vest in them the power to annul it. Under the bill they can suspend this clause, and they may be able to use the power of suspension to secure the position of arbitrators in this matter between the railroads themselves, and between the railroads and the public. That will be the best outcome of Clause 5.

But it is Clause 21 which excites the greatest amount of opposition, as being the most likely to create trouble. It is aimed at the practice of making short hauls pay for the losses on long hauls. It does not require charges proportional to distance, but it forbids a railroad to charge as much for a short haul as it does for a longer haul over the same ground and in the same direction. How this will work is a problem which practice must solve. The talk of needing a judicial decision to determine its operation is idle. Our own notion of its workings is as follows: Let us suppose that a railroad has as many stations as there are letters in the alphabet, A and Z being the two termini, and the distance between the several stations being equal as they always tend to be. Such a railroad will naturally divide its line into sections, with reference to competitive points and State lines. If we designate the dividing points by capitals our alphabet will then stand thus:

A B C D E F G H I J K L M N O P Q R S T U V W X Y Z.

It then will fix its freight charges for each section at substantially the same rates, with a merely nominal charge for the differences between the stations within the section—say one cent for every five tons or less for each station that is passed. In this way it will comply with the letter of the law, and yet avoid anything like proportional charges. By no possible arrangement can the road be compelled to give short hauls the same terms as long, under such an arrangement. In fact it may give them much worse than it now does. And it is just this clause which will be found inadequate to abolish an abuse of railroad power from which the country suffers more than from any other.

It is true that very large hauls from the West will have to pay more heavily than they now do. But this is eminently fair, although it is surprising to find the Legislature of Minnesota demanding the passage of a bill which must have this effect. The fact is that the Granger states have set an example in this matter whose imitation in our national legislation cannot but deprive them of the unfair advantages given them in the economy of railroad management. And it is just that they should lose this.

OUR RELATIONS WITH CANADA.

The recent action of the Senate is the most positive assurance yet given of the seriousness of the people and government of the United States in their attitude toward the fisheries question. If the correspondence of the State Department had not convinced our Canadian neighbors on this point, nor the language of the President, nor the report of Secretary Manning, nor the several measures proposed and discussed in Congress, nor the expressions of our newspapers, it is to be presumed they will see in the unanimous vote of the Senate for a retaliatory bill some evidence of earnestness.

The truth is, and we trust our neighbors

will open their eyes to the fact, that the policy of the Dominion during the last twelve-month, with regard to American fishermen and American vessels connected with the fisheries, has been simply intolerable and unbearable. That it would be permanently endured, or that it would effectively serve as a means of compelling us to make commercial concessions to which we were disinclined, could only have been imagined by some one very ignorant of the temper and judgment of the United States. It was therefore inevitable that some such step as this would soon be taken. The conservatism that had until now delayed it was itself a contribution to the present unanimity, and our neighbors may rest assured that from this time out there will be energy and firmness in the action of the United States fairly to be measured by the provisions of the Edmunds bill.

It is quite true that the question at issue is very largely one of fact, and that in dealing with this the Canadian newspapers, so far as their recent expressions have been reported, and those of London also, have taken the ground that there are no facts in favor of the United States. This is an unworthy evasion, and one that will not avail in the presence either of the proofs offered in the correspondence of the State Department, or of Senator Frye's catalogue of cases. The Dominion authorities themselves are perfectly aware what the facts are, and when Mr. Foster, challenged by Mr. Frye's speech, set out to rebut it, he found his readiest answer in the assertion that our seizure of a Canadian vessel in the North Pacific for sealing was a worse outrage than any committed by his officers on our fishermen. Mr. Foster very well knew that a calm analysis of the cases of treaty violation and of the law of good neighborhood would be altogether to his disadvantage. So far as the facts are concerned we are ready at any time to show them, for they form our case. If they did not constitute a catalogue of injuries and affronts put upon us, we should not be now giving attention to the matter, and demanding reparation from the Dominion.

And this is precisely what we hope the people of Canada, apart from the officials who have projected and maintained the system of injuries and affronts will we hope, consider in a reasonable temper.

The United States has not the least inclination to quarrel with Canada, in the absence of good reason. The lack of excitement here, which the London newspapers take as evidence that the Senate's action is mere buncombe, arises simply from this absence of fundamental ill-feeling. There is, of course, a constitutional distrust, if not a lack of love, among us for the ruling classes of Great Britain, but as to our northern neighbors we have no reason to think them bent upon our commercial subjugation, or likely to make serious attacks upon our industrial integrity.

What is therefore sincerely desired by the Americans is that this whole matter may be fairly and intelligently brought to settlement. The true adjustment of it would be that which would dispose of once of all the causes of rivalry and irritation contained in the commercial relations of the two countries. A plan of commercial union would do this, at a single stroke, and, while enlarging the prosperity of both the United States and Canada, would cement the friendly relations which naturally ought to subsist.

A bill is now before the Pennsylvania Legislature which proposes to appoint State examiners to examine into the business not only of State banks, organized under charters acquired under the law, but of private banking firms also. This must strike everybody as a very surprising measure. Why pry into the affairs of private bankers any more than private dry goods houses or grocery stores? If it be said that the question of their claim to credit is a matter of concern to those who deposit funds with them, it is true, also, that so is the condition of a merchant important to those who trust him. The State has a right, no doubt, to follow and watch the corporations which it creates, but it has no right to lay private business open to public inspection in order to subserve merely private interests.

The next few years are likely to witness much "labor legislation"—that is, legislative enactments ostensibly in the interest of the laboring man, but really in the interest of the dead-beat and idler. The Business Men's Associations will also endeavor to secure the enactment of more effective collection laws, but if the organizations are able to stem the tide of the loose legislation above referred to, they will have accomplished a good work—a work which will warrant their continuing in existence long after the present so-called "labor movement" has become a thing of the past.

A Grinding Monopoly.
"How's matches?" she asked as he weighed out the sugar.
"Only a cent a box, ma'am."
"How many in a box?"
"Three hundred."
"Dear me, how they do tuck it on to poor folks! However, I suppose you'll allow half a cent on every empty box returned."

Couldn't Help Being Rich.
From The Judge.
"Is it true that the father is so very wealthy?" said DeJones, referring to the daughter of a Wall street magnate.
"I'm not sure, but I guess he must be," replied DeSmith, "for he has already failed three times."

REMOVAL.

The firm of S. A. WELLING, 24 Pearl St., Grand Rapids, Mich., Has this day been discontinued. Its assets (stock, accounts, fixtures, etc.) have been transferred to, and its obligations assumed by WELLING & CARHARTT, Detroit, Mich., who alone are authorized to collect all accounts due said firm. Thanking you for the patronage so kindly bestowed upon me, and trusting you will continue the same with the new concern, I am, Respectfully Yours,
JANUARY 31.
24 PEARL ST., GRAND RAPIDS, MICH.

BUSINESS CHANGE.

I have discontinued business at 117 Griswold St., Detroit, and have sold and transferred my stock, accounts, etc., to WELLING & CARHARTT, 139 Jefferson Ave., who are authorized to make all collections due me.
Hoping you will extend your favors to the new concern as you have so kindly done to me in the past,
I am, Your Obedient Servant,
JANUARY 31.
117 GRISWOLD ST., DETROIT, MICH.

CONSOLIDATION.

Having purchased the stock, accounts, etc., of S. A. WELLING, of 24 Pearl St., Grand Rapids, Mich., and of HAMILTON CARHARTT, of 117 Griswold St., Detroit, Mich., and removed the same to the large and commodious four-story building,
No. 139 JEFFERSON AVENUE,
we beg leave to inform the trade that we have added to these stocks an immense line of Spring Furnishings and Notions, purchased direct of the manufacturers, and are in a position to take care of your trade better than ever before.
We shall manufacture our own PANTALOONS, OVERALLS, JACKETS, SACK COATS and WORKING SHIRTS in a manner we firmly believe to command your admiration. Our whole aim is to be not unworthy a fair consideration at your hands.
Very Respectfully,
JANUARY 31, 1887.
139 JEFFERSON AVE., DETROIT, MICH.

PRESENTS WITH BAKING POWDERS

Order a Case.

White Star Baking Powder.

Pound cans, 2 doz. in case for \$9. A large piece Decorated China given with each can

Family Baking Powder.

Pound cans, 2 doz. in case for \$8. Given with each can, a large Hob Nail Oblong Berry Dish, assorted colors.

Silver Spoon Baking Powder.

10 oz. cans, tall, 3 doz. in case for \$7.75. With each can, choice of a quart Pitcher, 8 inch Nappy, 7 in. Comport. All Mikado Pattern, Crystal Glass.

Arctic Manufacturing Co., Grand Rapids.

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 MFG. CO.

Factories: Marshalltown, Iowa; Peoria, Ill.
Offices at Peoria, Ills.

FOR SALE BY

STRONG. Clark, Jewell & Co. SURE.

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

ORDER

Our Leader Smoking 15c per pound. Our Leader Fine Cut 33c per pound.

Our Leader Shorts, 16c per pound. Our Leader Cigars, \$30 per M.

The Best in the World.

Clark, Jewell & Co.,

SOLE AGENTS FOR

Dwinell, Hayward & Co.'s Royal Java Coffee; and
O'Brien & Murray's "Hand Made Cigar."

PERKINS & HESS,

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

C., B., B. & CO.

LARGEST EXCLUSIVELY

WHOLESALE GROCERY HOUSE

IN MICHIGAN.

Cor. Ionia and Louis Sts., Grand Rapids.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

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

See Our Wholesale Quotations elsewhere in this issue and write for

Special Prices in Car Lots.

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

A. B. KNOWLSON,

3 Canal Street, Basement, Grand Rapids, Mich.

HESTER & FOX,

MANUFACTURERS' AGENTS FOR

SAW AND CRIST MILL MACHINERY,

Send for Catalogue and Prices.

INDIANAPOLIS, IND., U. S. A.
STEAM ENGINES & BOILERS.
Carry Engines and Boilers in Stock for immediate delivery.

Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for sample Pulley and become convinced of their superiority.

Write for Prices. 130 OAKES ST., GRAND RAPIDS, MICH.

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.

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.

RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

BOOTS AND SHOES.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

14 and 16 Pearl Street, - Grand Rapids, Mich.