

# The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 16, 1887.

NO. 178.

EDMUND B. DIKEMAN,

GREAT WATCH MAKER,

JEWELER.

44 CANAL STREET,  
GRAND RAPIDS, MICH.

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 \$50,000. "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.

STEAM LAUNDRY,  
43 and 45 Kent Street.  
STANLEY N. ALLEN, Proprietor.

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

Orders by Mail and Express Promptly At-  
tended to.

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

APPROVED by PHYSICIANS.

Cushman's



MENTHOL INHALER

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

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

M  
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Y

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

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

The State Assayer of Massachusetts says  
Muzzy's Corn Starch for table use, is per-  
fectly pure, is well prepared, and of excel-  
lent quality.

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

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.

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 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.



EATON & LYON,

Importers,  
Jobbers and  
Retailers of

BOOKS,

Stationery & Sundries,

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

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. In towns where  
the cigar is not handled, I am prepared to give the ex-  
clusive agency to good parties, druggists preferred.

J. L. STRELITSKY,  
STATE AGENT,  
128 Canal Street, - Grand Rapids.

SEEDS  
For the Field and Garden.

The Grand Rapids Seed Store,  
71 Canal Street,

Offers for Sale all Kinds of Garden  
Seeds in Bulk.

Medium Clover,  
Mammoth Clover,  
Alsike Clover,  
Alfalfa Clover,  
White Dutch Clover,  
Timothy,

Red Top,  
Blue Grass,  
Orchard Grass,  
Hungarian Grass,  
Common Millet,  
German Millet,  
Flax Seed.

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.  
E. J. BODE,  
J. M. KEENEY.

Signed, Jan. 22, 1887.

THE HEBREW DRUMMER'S DREAM.

Written Especially for THE TRADESMAN.

One blustering, stormy winter's night  
A half a dozen drummers  
Were swapping chestnuts at the Sweet's.  
And some, indeed, were stummers;  
When, lo! from back, behind the crowd  
A Jew brought this one out:  
"I hat a dream der oder night.  
Mein friends, like this about.  
I diedt, und, lo! der angel plowed  
His drummet for der goot.  
I packed mine ghrif and stharded oudt.  
As any drummer would.  
I meett friend Gappiel at der gadt,  
Und bowed exceedingly low.  
Said he, Ghod morning, Isaac Burz,  
"Blease step yourself below!"  
"To Hades?" "Ya, dot vhas der b'lace."  
I vent mitout ado.  
Arrived, old Satan reached his paw,  
Und says, "Ah, Burg, vas 't you!  
Come right along, mine friendt, mit me;  
I show you all der sights.  
Und then, off through long halls and caves,  
Und down long stairs some flights,  
He showed me one large polling sea  
Of smoking, seething fire,  
Shoust full of writhing, human forms.  
Said he, "Thus ends the liar."  
From there into a mighty hall,  
With cross beams over head,  
To vich suspended by der necks  
Hung several dousand dead.  
"Mine friendt," said he, "this air vash hot!  
Ash den dimes ish der summer;  
Dot ish der dry kill house vare we  
Brebare dose Yankee drummer.  
Dose chap vas always goming here,  
Mit some shokes yet to learn.  
But, friendt, dose Yankees vas so green  
Dot they would never burn.  
Now, Isaac Burg, shoust step you oudt—  
This ish no b'lace for you;  
Dose angels vaiting at der door  
Vill scheck your baggage through."  
M. J. WRISLEY.

THE JOBBER'S STORY.

Thrilling Experience of a Prominent Toledo  
Business Man.

At the recent annual banquet of the trav-  
eling salesmen of the Woolson Spice Co.,  
the head of the establishment was im-  
portuned to tell a story and responded to the  
request in the following manner:

I presume, gentlemen, that you will ex-  
pect a good story, but you will agree with  
me that the large interests under my man-  
agement require such constant attention,  
that my mind has been too much engrossed  
to think of stories. I seldom hear a story  
told, but you, gentlemen—most of you being  
on the road traveling for the house which  
you represent—come in contact constantly  
with those who love to tell and hear stories.  
However, I can give you one of my own ex-  
perience. I think it was about the 29th of  
October last, when I made a trip to St. Louis,  
intending to extend it to Quincy, Ill. I  
stopped at the Planters' House, one of the  
oldest and once the most aristocratic hotel  
in St. Louis. This hotel is not the most  
stylish in the city, but is centrally located,  
sets a sumptuous table, its prices are reason-  
able, and it is quite well patronized. Dur-  
ing my stay there, a very funny yet terrible  
thing happened to me, which I have kept to  
myself all this time, not even telling it to  
my wife. I will, on your promise not to re-  
veal my name, or not to consider me as low-  
ering my position as a gentleman, relate to  
you this circumstance just as it occurred,  
and, I assure you, gentlemen, its every word  
is true, if it did happen to me.

After my arrival in St. Louis, which was  
early in the morning, I immediately repaired  
to the Planters', and, after getting my break-  
fast, started out for business. While seated  
at the table, I observed near me a very lov-  
ely and beautiful young lady, well dressed,  
decorated with expensive jewelry, and the  
general arrangement of her toilet made her  
very attractive. I observed several drum-  
mers eyeing her very closely. Well, after  
putting in my time to the best advantage  
during the day, I returned to the hotel, not  
even thinking about the lady; and, after get-  
ting my supper, I sat down to read the pa-  
pers, and, being somewhat tired, I made up  
my mind to go to bed quite early, which I  
did. I was assigned a room on the second  
floor, and while passing through the hall to  
my room, I observed one of the bedroom  
doors partly ajar, which was all o. k., I pre-  
sume, for I did not think any more about it  
at the time. The next day, I put in my best  
licks visiting a great many manufacturers  
and other business men, and returned to the  
hotel in time for my supper. As is my cus-  
tom, I again retired early, and, having the  
key to my room and not needing the services  
of a porter, I started up stairs. Just before  
I reached my destination, I noticed that the  
same room door stood ajar. Being alone,  
and with the kindest of motives, and my  
curiosity being a little excited, I made up  
my mind that I would roll my eyes around  
just a little, without turning my head, and  
take a peep into that room. So I—for some  
reason, I could not have told why—slack-  
ened my pace and looked in at the door, and  
then—what do you think? I beheld a  
beautiful and lovely maiden, with her round  
arms and gleaming shoulders, standing up  
before a dressing case, clad only in her night  
robe of gauze, or some other thin material,  
arranging her toilet for the night. Just as  
I looked, she turned her head slightly, and  
with it she gave me one of the most bewitch-  
ing of smiles—but yet seemed to be very mod-  
est and bashful. I proceeded to my room,

but, of course, you can imagine my thoughts  
and feelings. After thinking the matter  
over a little, I came to the conclusion that  
she was the very same lady whom I had seen  
at the table the morning previous, and that  
perhaps she was leaving the door ajar for  
her husband or sister.

The next morning, I got my breakfast and  
started out with the determination of get-  
ting through that day, so that I could go to  
Quincy; and as the day flew by quite rapid-  
ly, I returned early to the hotel, and, after  
looking over the evening papers, I retired  
about 9 p. m. As usual, I walked up the  
stairs and proceeded through the hall to my  
room. As I neared the place, I noticed that  
the same door again stood open, this time a  
little farther than before. Several things  
flashed through my mind, but I fully realized  
that I was representing as fine a body of  
stockholders as were ever banded together  
and that it behooved me to preserve my dig-  
nity and be careful of my reputation. So I  
braced up and was proceeding to my virtuous  
couch, without even so much as looking  
toward that door. Thus, with a firm, steady  
tread and with my eyes cast about fifteen  
paces to the front, I moved forward in good  
shape. As I neared the door, I heard an un-  
usual noise in the room, similar to that of  
taking off a lot of starched linen or other  
article of dress; and just as I was opposite  
the room, this same lady threw open the  
door and extended her lily-white hand, as  
much as to say, "I am in trouble; come in,  
won't you?" Of course, my gentler feelings  
were touched in the extreme, and she, being  
the very picture of loveliness, Eve-like,  
tempted me to enter. This time, her dress  
consisted of an exquisite, cream-colored robe,  
carelessly thrown around her person.

This was the first time that I had been  
able to secure a good view of this lovely  
creature, with her charming countenance,  
and, as I entered the room, what a dazzling  
spectacle met my gaze! The apartment was  
elegantly furnished, and the bric-a-brac and  
fancy work which decorated the walls gave  
it a very home-like appearance. I was sort of  
dumfounded for a few moments, and before  
I could say Jack Robinson, she had pulled  
me into the room and toward the bed, with  
its coverlets and linen thrown corner-wise,  
ready to occupy. At this stage of the scene,  
she began to chuck me under the chin, and  
to trifle with my mustache, and before I was  
fully aware of the situation, she had twisted  
my mustache around her fingers in such  
way that I could not extricate myself, and  
then she opened up on me after this style:  
"Sir, I demand \$500 immediately, and, if  
not forthcoming, I shall scream and then the  
chambermaid will give the alarm and you  
will be arrested for forcing yourself into my  
presence," at the same time slinging me  
around so that I sat down on the edge of the  
bed. I saw at once that the whole business  
was a scheme to extort money, and that I  
had been successfully betrayed into a trap.  
What to do, I did not know, and, to make  
me all the more uncomfortable, she informed  
me that she expected her husband in every  
moment, that he was a very desperate man,  
and that, if he discovered me with her, he  
would certainly take my life.

Gentlemen, those were certainly trying  
times. There I was, in this lady's cham-  
ber, sitting on her bed, and every circum-  
stance went to show that I had actually  
forced an entrance into her boudoir. How-  
ever, I was bound to make the best of the  
situation, so I told her that my money was  
in my room in a trunk, and that, if she would  
let go of my mustache and release me, I  
would give her all the money I had. This,  
she positively refused to do, and insisted  
that I must comply with her demand, and  
that very quickly. Well, gentlemen, to make  
a long story short, I made up my mind that  
if I could give her a very severe kick in the  
stomach, it would double her up, and before  
she could recover, I would be out of her grasp  
and in my own room. Fully appreciating  
the fact that something must be done im-  
mediately, I resolved to prepare for a kick—  
and did give her one of the hardest kicks;  
hard enough to floor a mule. The result  
was that I gave my big toe an awful lick  
against the foot-board and woke up.

The Country Dealer and the Farmer.

N. J. Shepherd, in Western Plowman.

It has always been a rule with me in buy-  
ing to buy where I could buy the cheapest,  
other things being equal.

There is in nearly every community suf-  
ficient competition between the different  
stores to secure reasonably low prices; that  
is, as low as can well be sold and leave the  
dealer a fair profit for his work. Of course,  
there are a few communities where, by a  
combination of circumstances, a man or a  
few men may be able to control the trade  
and take advantage of this and sell at con-  
siderably too large a profit; just the same as  
a man who often secures a patent asks an  
unreasonable profit simply because of his  
power to do so.

There is a strong disposition in the na-  
ture of the majority of us to make all we  
can. But generally now in all sections  
there is sufficient competition to keep any  
one man or set of men from making it all.

I am not starting out to prove that coun-  
try dealers are, as a class, perfect, yet the re-

lation they sustain to the farmer is such  
that they are both interested so closely to-  
gether that it always seemed to me it would  
be difficult to the average farmer to get  
along without him.

I am aware that a large class talk about  
doing away with the middlemen and letting  
the farmer deal direct with the manufac-  
turer. But I have yet to see anything like  
a plausible plan for this to be done. It  
may be very nice in theory to show the  
great benefit to be derived from dispensing  
with the middlemen. This would all be  
very fine, were it not for little things. If  
every farmer raised large crops, and had use  
for large quantities of goods, and could buy  
all at once, enough to last awhile, of every  
little item, such a plan under such circum-  
stances might work.

But how many of us depend upon little  
things to help us out. A few dozen of eggs  
or a few pounds of butter taken to the  
country store will buy a few needed articles.  
The country merchant takes the little items  
of farm produce, like butter, eggs, chickens,  
lard, bacon, the socks the wife will knit,  
the few pounds of hops or sage they will  
dry, the feathers from the poultry, and  
many other items of farm product, that were  
it not for him, would otherwise go to waste,  
as the expenses in getting these small items  
to market would be worth the value. He  
collects them, sorts and ships, or sells again.

It would be a burdensome task to send to  
the cities for every little item needed in the  
farmer's home during the year; even with  
the large farmers who might be able to buy  
a considerable number of articles at whole-  
sale, there would be quite a number of little  
things needed that no preparation would be  
made for ahead, and doubly so to the farm-  
er who must sell the small products of the  
farm to purchase these necessary articles a  
little at a time.

Notice in any general country store and  
see what a long list of articles are kept for  
the convenience, and they are all needed.  
The merchant does not invest his money in  
anything that he does not think the farmer  
will want. Look, at the same time, and see  
what a list of articles, and in what quanti-  
ties, he takes from the farmer in exchange,  
and then see if you can study out any sensi-  
ble plan by which you can dispense with him.

Then, how many of us find it convenient  
when the hogs are fattening, the wheat is  
growing, to get what is necessary and pay  
when the products are ready to market.  
Many of the richest and best farmers find  
it often to their interest to buy a few neces-  
saries on credit, and the country merchant  
is expected to do this and that without in-  
terest. If you borrow the money to pay  
the cash, you would be obliged to pay in-  
terest; but a terrible growing would be  
made if the country merchant should charge  
interest from the date of purchase.

Yet in view of the very many advantages  
on both sides, we see professedly farmers'  
papers trying to break down the relation  
between the farmer and the country mer-  
chant; even going so far as to offer their  
services as a go-between. Does any sensi-  
ble man suppose they will do this for noth-  
ing? If he does, a little experience will  
convince him of his mistake. I do not  
claim but that sometimes a number of farm-  
ers can club together and send to the city  
and purchase at wholesale at less prices  
than the country merchant is retailing. So  
if you were to go to your country merchant  
and tell him you had the cash and wanted a  
barrel or two of sugar, a sack of coffee,  
several bolts of domestics, or a large quan-  
tity of any article, he would sell at a con-  
siderable reduction; and in doing this you  
would be helping him instead of breaking  
him down. If you buy at retail in the large  
cities you pay as much as in the country; if  
you buy at wholesale, you can buy cheaper  
at either place.

I have always held that it is for the inter-  
est of the farmer to aid the country dealer,  
just as it is for the interest of the country  
merchant to work for the interest of the  
farmer. There is so much interest together  
that it is almost impossible to separate them,  
whether he keeps a general store, or  
whether he sells machinery, hardware, or  
any other special machinery.

A country merchant is human, and when  
you do all you can against him, seeming to  
patronize him only because you are forced  
to, telling him all the time what a tremen-  
dous profit he is making, and how much you  
could save by going to the city, you need  
not wonder that he does not care whether he  
accommodates you or not; while a proper  
spirit shown will always insure a kindly  
treatment, if for nothing else than for his  
business interest.

If he has not got what you want, you  
will find him very willing to send for it,  
and as he can have it sent with other freight  
the cost will be less. He has opportunities  
for buying that you cannot have, and will in  
very many cases save you money. It is to  
his interest to be your friend, if you will let  
him, and it always seemed to me to be my  
interest to have him for a friend.

W. H. H. Brownson, general dealer, Monroe  
Center: "Cannot do without THE TRADES-  
MAN. Am one of the oldest and first sub-  
scribers in this place."



# The Michigan Tradesman.

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 a favor on the pub-  
lishers by mentioning that they saw the adver-  
tisement in the columns of this paper.

## WHEREIN LIES THE BLAME.

The leaving our ocean shipping entirely  
under the protective system continues to  
bear evil fruit. The proprietors of the Al-  
exandre Line, which sails from New York  
to the ports south of us, declare that they  
cannot long continue to compete with the  
subsidized lines which the Spanish govern-  
ment patronizes. If we persist in offering  
neither subsidies nor differential duties as  
an encouragement to our own vessels, our  
flag will be seen in the ocean even less fre-  
quently than it is.

All our neighbors and rivals must be  
laughing in their sleeves at the obtuseness  
which sacrifices a great commercial interest  
for their benefit. Even Great Britain aban-  
dons the pretense of doing no more for her  
own mercantile marine than for that of  
other countries. When the British post-of-  
fice, in compliance with the demands of  
London society, made an arrangement with  
the North German Lloyd steamers to carry  
the mails from Southampton, the resistance  
of the Liverpool lines, supported by the pa-  
triotic instincts of the British people, forced  
the authorities to retrace their steps. The  
German steamers are to get nothing but  
such letters as are expressly marked to go  
by Southampton. And as not one person  
in a hundred thinks of marking a letter in  
that way, the bulk of the mails will go to  
Queenstown by rail and by the Holyhead  
and Dublin steamers, to be taken up by the  
Liverpool steamers, at the loss of a day's  
time in transmission.

Contrast with this the wretched neglect  
of our own interests at sea, which has char-  
acterized our own policy for the last thirty-  
two years! It is easy to find fault with Mr.  
Vilas for persistency in this policy, when  
Congress shows some signs of a partial re-  
pentance. But what shall we say of the  
folly of the Republican party, which, dur-  
ing its long lease of power, never put on  
the statute book a single general law for  
the benefit of our shipping, and which,  
while professing to believe in protection,  
left our merchant marine to the chances of  
industrial warfare? Are we to heap all the  
blame of this neglect upon a country lawyer,  
whom an accident has made Postmaster  
General, and who probably never had smelt  
salt water nor seen our flag on anything big-  
ger than a lake steamer?

The Excise Commissioners of New York  
are going to try the experiment of limit-  
ing the number of saloons to about one for  
each district of five hundred people. If they  
possess the power to do this, and have the  
courage to carry out their proposal, THE  
TRADESMAN apprehends they will find the  
results to surpass their expectations. It is  
the excessive number of saloons—in this  
city as well as in towns of larger dimen-  
sions—which constitutes a most serious evil,  
by forcing each of them to live by pressing  
drink upon their customers, and stimulating  
thirst by social and physical enticements.  
If Grand Rapids could be divided into such  
districts, why not give each district the  
local option to have the saloon opened or  
not? Or at least the right to open and con-  
trol the saloon by an association of property  
owners and business men of the district?

A patron of THE TRADESMAN writes to  
enquire whether Michigan was represented  
at the alleged pure food convention at  
Washington. The State was not represented,  
and, moreover, had no business to be.  
The Michigan law on food adulterations is  
superior in every respect to the measure  
proposed by the *coterie* of New York sen-  
sationalists who went through the farce of  
holding a "National Convention" in a hotel  
parlor. THE TRADESMAN has withheld from  
expressing any opinion on the meeting for  
a month after the same was held, but duty  
to itself and its patrons compels it to state  
that the Washington gathering was "Na-  
tional" only in name, and that the results  
which are likely to follow in its wake will  
be so meager and diminutive that it will  
necessitate the use of a microscope to de-  
termine their magnitude.

## "More'n a Dozen."

An innocent-looking, long-geared youth  
called upon the President of the Petoskey  
Business Men's Association one day last  
week, and producing a "Blue Letter" sent  
his parent a day or two before, remarked:  
"Paw can't pay that account now."  
"Why not?" asked Mr. Buckley.  
"Cause he can't," exclaimed the youth.  
"But I want to know why," said the man  
of stoves and hardware. "I have to pay  
my bills when they come due, and if your  
father can't pay me, I want to know the  
reason why?"

"Well," drawled the young man, "I'll  
tell you why Paw can't pay you now—he  
got more'n a dozen of them Blue Letters  
yesterday."

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

Albert Bosma succeeds Bosma & Patter-  
son in the grocery business at 354 Plainfield  
avenue.

The office of the Bradstreet Co. will be  
removed to the second floor of the new  
Widdicombe block this week.

E. F. Averill, formerly in the grocery  
business at 200 West Bridge street, has  
moved his stock to 232, one of the stores  
in the new block which he has just com-  
pleted.

The report that Putnam & Brooks had  
leased one of the stories of the new Blod-  
gett block, on South Ionia street, is pro-  
nounced as too previous by the senior mem-  
ber of the firm.

J. F. Sooter and F. B. Sooter have  
formed a copartnership under the firm name  
of Sooter Bros., and purchased the broom  
business of G. A. Gould at 163 North Divi-  
sion street.

THE TRADESMAN has it on undoubted  
authority that a syndicate headed by Alfred  
Broad, of Ionia, has purchased the tract of  
land at the intersection of the Michigan  
Central and the G. R. & I. Railways, form-  
erly occupied by the Nagel slaughter house,  
and will erect thereon suitable buildings for  
stock yard purposes, including a first-class  
abattoir. The business will be conducted  
on a large scale, somewhat after the Chi-  
cago manner, the intention being to slaugh-  
ter a sufficient number of cattle to supply  
the dressed beef trade of Northern Michi-  
gan.

### AROUND THE STATE.

Ypsilanti—J. H. Sanford, grocer, has as-  
signed.

Seney—C. H. Bates, grocer, is about clos-  
ing out.

Jackson—Brenk & Feldher, tailors, have  
dissolved.

Albion—W. B. Crane will shortly open a  
dry goods store.

East Jordan—C. G. Lewis, clothing deal-  
er, has assigned.

Manchester—W. H. Pottle, dry goods deal-  
er, is about selling out.

Ovid—A. D. Treat & Co., dry goods and  
groceries, have assigned.

Lansing—Chas. A. Seely succeeds J. W.  
& A. D. Hogard, druggists.

Isenheim—F. B. Wasley succeeds Was-  
ley & Uren in general trade.

Cheboygan—Swift's new mill will be  
ready for business by April.

East Saginaw—Palmer & Coy, wholesale  
confectioners, have sold out.

Clarkston—Edward D. Urech succeeds  
Howe & Urech in general trade.

Alpena—J. M. Blakeley, grocer, has been  
closed under chattel mortgage.

Northport—Kehl Bros. succeed Putnam  
& Kehl Bros. in general trade.

Sand Lake—C. E. Tucker succeeds C. J.  
W. Bolton in the meat business.

Riga—Dreher, Corbit & Co. succeed J. J.  
J. Dreher & Co. in general trade.

Adrian—M. Brezee succeeds Gilkey &  
Symonds in the grocery business.

Bie Rapids—Smith Bros. have sold their  
grocery stock to Buskirk & Engel.

Gaafschap—C. J. Lokker has retired  
from the firm of P. Mulder & Co.

Schoolcraft—G. H. Phillips & Co., gro-  
cers, are succeeded by Wm. McLeod.

Nottawa—J. W. Schermerhorn, general  
dealer, has been closed on attachment.

Whitehall—Klett & Carleton succeed  
Knudsen & Klett in the meat business.

Detroit—W. & J. Sparling succeed Geo.  
Peck & Co. in the dry goods business.

Big Rapids—S. S. Wilcox & Co. succeed  
S. S. Wilcox in the hardware business.

Jackson—Warren & Dodge, hardware  
dealers, have dissolved, each continuing.

Riverdale—F. Hudson has sold his drug  
stock to Dr. O. O. Osburn, of Elm Hall.

Omena—Keys & Litney, general dealers,  
have dissolved, Henry Litney continuing.

East Saginaw—A. R. Moeller succeeds  
Moeller & Youmans in the drug business.

May—F. J. Hopkins & Co., hardware  
dealers, have sold out to Chas. E. Brown.

Saranac—Shuart & Moore have bought  
the grocery stock of Frank P. Gromman.

Flint—Hoyt & Glynn, proprietors of a  
99 cent store, are succeeded by Glynn Bros.

Jackson—E. R. Warner succeeds M. S.  
Hitchcock & Co. in the hardware business.

Detroit—Geo. Peck & Co., dry goods  
dealers, are succeeded by W. & J. Sparling.

Kalkaska—Pipp Bros. & Martindale will  
build a brick store as soon as spring opens.

Elm Hall—Dr. O. O. Osburn has sold his  
grocery stock to J. Glass, his former part-  
ner.

Belding—J. & W. F. Buckner, general  
dealers, have dissolved, W. F. Buckner suc-  
ceeding.

New Buffalo—G. Gerdes has bought out  
John Everts & Co., grocers and dry goods  
dealers.

Chelsea—Geo. A. Begole succeeds Begole  
& Morton in the boot and shoe and grocery  
business.

Detroit—W. E. Barker & Co. succeed  
Mills, Barker & Barker in the furniture  
business.

Manistique—Stephen Bedford succeed  
Bedford & Buckley, dealers in stone, lime  
and plaster.

Luther—The Luther Chemical and Lum-  
ber Co. has sold its store to a Detroit man  
named Miner.

Minden City—E. A. Cress succeeds W.  
A. Badeau & Co. in the furniture and gro-  
cery business.

Romulus—Roswell Raymond succeeds N.  
W. Pearson in the grocery, dry goods and  
hardware business.

Bridgeton—Robert Shiffert has bought the  
general stock of Henry Harding and will  
continue the business.

Adrian—Mrs. T. Voorhees has sold her  
hat, cap and furnishing goods stock to W.  
B. & N. W. Voorhees.

Minden City—Geo. Wade has bought out  
the agricultural implement and grain busi-  
ness of Geo. McDonald.

Stanton—H. E. Stevenson, formerly of  
Ionia, has purchased a half interest in the  
F. Epley grocery stock.

Jackson—Warner & Dodge are succeeded  
by Geo. A. W. Dodge in the wholesale and  
retail hardware business.

Detroit—Sinclair, Evans & Elliott is the  
firm name of the new house made up of the  
surviving partners of B. F. Farrington &  
Co. and Evans & Walker.

Coldwater—L. A. Walsworth succeeds  
Walsworth & Keep in the hardware and agri-  
cultural implement business.

Carsonville—Smith & Harvey are suc-  
ceeded in the clothing business by Graham  
& Davaux, but retain their drug stock.

Three Rivers—Schoch & Griffiths, dealers  
in hardware and agricultural implements,  
have dissolved, John Griffiths succeeding.

Kalkaska—Noteware & Beebe, Goodrich  
& Son, Haynes & Harrington and N. P.  
Munyon will erect store buildings next sum-  
mer.

Owosso—About half the grocers, drug-  
gists and hardware dealers have agreed to  
close their doors at 8 p. m., Saturdays ex-  
cepted.

White Cloud—Cole & Judson, of Big  
Rapids, are starting a branch hardware  
store here. Most of the stock consists of  
lumbermen's supplies.

Kalkaska—J. N. Morgan & Co. have  
bought the grocery and crockery stock of  
J. D. Clark and will remove their present  
stock to that location.

Port Huron—The Detroit White Lead  
Works has bid in the bankrupt stock of  
Gray & Durkee at \$100, subject to chattel  
mortgages aggregating \$6,000.

Saginaw—F. G. Newell and W. R. Rob-  
inson have been admitted to partnership in  
the firm of E. C. Newell & Co., stationers.  
The firm style remains the same.

Ionia—E. G. Hunt, the bankrupt grocer,  
has settled with one of his creditors on the  
basis of 25 per cent., and a couple of dozen  
other creditors would jump at the chance of  
settling at half that figure.

Manistee—The J. E. Somerville failure  
looks worse and worse. It is understood  
that he will offer 20 per cent., and in the  
event of such an offer Somerville will un-  
doubtedly be able to buy the accounts of  
every creditor.

Cheboygan—Assignee Shepherd has sold  
the boot and shoe stock of A. W. Westgate  
& Sons to Flora & Barnes for \$3,226. Mr.  
Flora is from Mason and Mr. Barnes is  
from Stanton. The latter will devote his  
entire time to the business and Mr. Flora  
will spend a portion of his time here.

Good Harbor—M. A. Johnson & Co.'s  
store and general stock burned to the ground  
on the 5th. The losses aggregate \$8,000,  
the property being covered with \$5,000  
insurance. Business was resumed three  
days after the fire in an old barn, im-  
proved for the occasion, and as soon as the  
weather moderates, a new two-story build-  
ing, 28x77 feet in dimensions, will be  
erected.

### MANUFACTURING MATTERS.

Kalkaska—Millard & Richards' hoop fa-  
ctory has started up.

Alba—The handle factory has been thor-  
oughly repaired and has started up again.

Lowell—The Star Cutter Co. succeed the  
Lowell Manufacturing Co. in the manufac-  
ture of buggy boxes and cutters.

Traverse City—Barrel-heading machinery  
will be added to the equipment of the saw-  
mill of the Elmwood Manufacturing Co.

### STRAY FACTS.

Elk Rapids—Counterfeit silver dollars are  
in circulation.

St. Louis—N. S. Enders succeeds Theo.  
Hagan, saloonist.

Minden City—R. Lamont, tinner, has  
sold out to Geo. Rice.

Ithaca—Edwards & Felley succeed W. H.  
Toms in the saloon business.

Ionia—Jewell & Congdon are succeeded  
by Congdon & Dix in the hotel business.

Chase—F. T. Boughton & Co. have run  
their band mill all winter, night and day.

Macon—W. P. Cotton, druggist and cigar  
manufacturer, has sold out to E. L. Bur-  
dett.

Niles—There is a walnut board here  
twenty-four feet long and thirty-two inches  
wide.

Kalkaska—The Kidder House has been  
opened to the public under the management  
of Will Nichols.

Oscoda—Chas. Pack has purchased 40-  
000,000 white pine and Norway timber on  
the Au Sable river.

Menominee—The Ludington, Wells &  
VanSchaick Co. is building two dry kilns  
near its planing mill.

Sturgis—G. D. G. Thurston is succeeded  
in the agricultural implement business by  
Wilson & Shipman.

Hubbardston—Campbell & Sill have  
bought out the agricultural implement busi-  
ness of B. Redner & Co.

Cheboygan—W. S. Smith and Amos Gal-  
braith will build a sawmill with a daily ca-  
pacity of about 60,000 feet.

East Jordan—A. E. Pickard and E. A.  
H. Cole have formed a copartnership under  
the style of Pickard & Cole and engaged in  
the sewing machine business.

East Saginaw—Alger, Smith & Co., of  
Detroit, have purchased from Col. A. T.  
Bliss, for \$101,000, a tract of pine land in

Alcona county, estimated to cut 16,000,000  
feet. This is a portion of the original  
Heather estate.

East Jordan—Glenn & Porter have leased  
the Meach mill and will run both mills this  
summer, using the Meach mill for cutting  
cedar ties and shingles. They are putting  
in a shingle mill and will commence sawing  
hard wood next week.

Big Rapids—E. Cannon has bought the  
interest of Geo. Gray in the lumber firm  
of Gray & Shipman, operating at Turnbull's  
Siding. The new firm name is Cannon &  
Shipman. They have a large contract for  
cutting oak lumber for L. S. Baker.

Holland—The News of last week gives  
an exhaustive general review of Holland's  
building growth for the last year and claims  
in its effort no padding or exaggeration of  
figures. It places the amount expended in  
the erection of residences and other build-  
ings at \$151,250. Most of these buildings  
are of modern architectural construction.  
Manufacturing and trade figure up \$2,000-  
000. It claims that in point of location,  
commercial position, and facilities for ship-  
ment both by rail and water, this city has  
few equals for manufacturers. Taken as a  
whole, Holland can be said to be in a most  
prosperous condition, and if the signs of  
the times fall not, look out for a boom dur-  
ing the next two years. The city has gained  
prominence on account of Ottawa Beach  
and Macatawa Park. It is estimated that  
35,000 people visited these resorts last year.  
Chicago parties have just purchased land  
on the south side of Macatawa Bay for a  
grand Chicago resort. The article also  
speaks of Hope College and its educational  
advantages. Our merchants want furnaces  
built here to use our bog ore deposit, and  
claim that Holland has, by far, the best  
stone quarries in the State, and equal to the  
Berea stone, very easy to work and can be  
shipped by rail or water in any direction at  
little cost, as the quarries are on C. & W. M.  
road on the banks of Black River. The  
outlook for 1887 indicates \$250,000 worth  
of new buildings. Among those who will  
erect business blocks, it mentions O. Brey-  
man, F. E. Sutton, R. Kanter and H.  
Boone. Another tannery, worth \$25,000,  
R. E. Werkman's fanning mill, a school  
desk factory, 60x100, four stories, solid  
brick and stone and a large college  
building will go up in different parts of the  
town.

### Miscellaneous Dairy Notes.

Mann & Weston expect to have their new  
creamery at Albion in operation by March 1.  
The business men of Tustin are consider-  
ing the project of establishing a creamery  
at that place.

The Decatur Manufacturing Co. pro-  
poses to increase its capacity so as to turn  
out three times as many butter tubs this  
year as ever before.

The Watson Cheese Co., at Watson, has  
decided to buy a new engine and boiler and  
add a creamery outfit, making both butter  
and cheese hereafter.

The required amount of stock, \$6,500, to  
establish a creamery at Lakeview has been  
subscribed, which assures the citizens of  
that burg an establishment of that kind.

Big Rapids Current: One of the many  
new enterprises talked of in Big Rapids is  
the establishment of a creamery by a stock  
company of farmers, \$5,000 of the neces-  
sary capital having already been promised.

An enquirer asks THE TRADESMAN the  
name of the pioneer creamery of Michigan.  
The first butter factory established in the  
State was by Loyster & Son, who embarked  
in the creamery business at Hudson six  
years ago.

F. E. Pickett has been re-elected Sales-  
man, Secretary and Treasurer of the Cold-  
spring cheese factory, at Hillards. All the  
patrons are well pleased with the results of  
last season's work and the prospects are  
good for a large increase in the milk the  
coming season.

Hilton Bros. & Co. writes THE TRADES-  
MAN as follows from Lowell: We have just  
bought the creamery of the Lowell Cream-  
ery Co. and shall manufacture for our own  
trade in Boston. We shall gather the cream  
on what is known as the test system and  
shall run all the year 'round. We own three  
creameries in Iowa, one each at Jama,  
Belle Plain and Beaman, employ forty  
teams and about fifteen or twenty men in  
the creameries. We made 6,000 pounds per  
day last summer, collecting cream over a  
territory eighteen miles wide and fifty long.  
This is an earnest of what we mean to do in  
Michigan.

### The Gripsack Brigade.

W. D. Downey, representing Reid, Mur-  
dock & Fischer, of Chicago, was in town  
Monday.

M. B. Field, representing W. F. Mc-  
Laughlin & Co., of Chicago, is working the  
retail trade of Grand Rapids at present.

C. Crawford, the "kid" traveler, has pur-  
chased his Herbert Blanchard residence at  
161 Paris avenue and is already in posses-  
sion of same.

A. F. Peake, State agent for D. B. De-  
Land & Co., and A. A. Howard, State  
agent for the Merrick Thread Co., climbed  
the stairs leading to THE TRADESMAN office  
Monday.

John W. Simmons, formerly engaged in  
the grocery business, has gone on the road  
for the Grand Rapids Soap Co., taking the  
Northern division of the G. R. & I. as his  
territory.

Geo. F. Owen wishes it distinctly under-  
stood that he is not the Geo. B. Owen who  
is suing for a divorce. Geo. F. says he has  
no use for a divorce since he got out his  
patent marriage certificate.

## VISITING BUYERS.

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

H. Barry, Ravenna.  
Geo. Gokey, West Olive.  
R. A. Hastings, Sparta.  
R. D. McNaughton, Coopersville.  
Alfred Broad, Ionia.  
Henry Henkel, Howard City.  
Frank Friedrich, Traverse City.  
S. Sheldon, Piquette.  
E. C. Watkins, Ionia.  
H. T. Johnson, Saranac.  
A. Shook, Coral.  
F. L. Blake, Irving.  
H. Harding, Bridgeton.  
J. Bartz, North Dorr.  
C. Bergin, Lowell.  
J. Riley, Dorr.  
S. A. Rush, Lowell.  
W. R. Young, Middleville.  
W. J. Roche, Lake City.  
Geo. A. Sage, Rockford.  
C. McCarty, Lowell.  
G. W. Burt, Ionia.  
I. A. Mitchell, Lowell.  
C. F. Williams, Cedaronia.  
Robert Armstrong, D. M. McClellan & Co.,  
Reed City.  
E. A. Green & Co., Marquette.  
Ed. Roys, Roys Bros., Coral.  
L. D. Stark, with Geo. P. Stark, Cascade.  
Fred Morley, Morley Bros., Cedar Springs.  
L. F. Davoll, Boyne Falls.  
Wm. Graham, Newaygo.  
Herman Thompson, Canada Corners.  
C. W. Armstrong, Bowen's Mill.  
Chas. Cole, Cole & Chapel, Ada.  
Robert Shiffert, Bridgeton.  
A. D. Martin, Antrim.  
Dave Holmes, West Michigan Lumber Co.,  
Woodville.  
L. K. Gibbs, Gibbs Bros., Mayfield.  
W. S. Johnson, W. S. Johnson & Co., Sutton's  
Bay.  
W. S. Johnson, M. A. Johnson & Co., Good  
Harbor.

Victor Roussin, Ludington.  
Paul P. Morgan, Monroe.  
G. W. Noble, Buchanan.  
J. V. Crandall & Son, Sand Lake.  
A. A. Weeks, Grand Haven.  
M. J. Howard, Englishville.  
R. A. Hastings, Sparta.  
J. C. Benbow, Cannonsburg.  
J. M. Spore, Rockford.  
John J. Otis, Antrim.  
Geo. W. Beaman, East Jordan.  
N. B. Blain, Lowell.  
C. W. Sutton, French & Sutton, East Jordan.  
M. B. Gascoigne, Big Rapids.  
John S. Cross, Bangor.  
M. A. Berridge, Greenville.  
A. Broad, Ionia.  
Geo. H. Reader, Reader Bros., Scottsville.  
Loren Day, Grandville.  
Chas. W. Peters, Bangor.  
Henry Harding, Bridgeton.  
H. B. Irish, Lisbon.  
D. Reeder, Lake City.  
Frank Hamilton, Hamilton & Milliken, Traver-  
se City.

Mrs. J. Dobri, Byron Center.  
Wm. Vermeulen, Beaver Dam.  
L. A. Paine, Englishville.  
Velzy Bros., Lamont.  
J. M. Fisher & Son, Grand Haven.  
O. F. & W. P. Conklin, Ravenna.  
L. A. Power, Kent City.  
John Smith, Ada.  
Den Herder & Tania, Vriesland.  
M. M. Robson, Berlin.  
Jas. E. Bevin, Tustin.  
L. Mauer, Fisher.  
J. Raymond, Berlin.  
Geo. Carrington, Trent.  
A. M. Church, Alpine.  
W. W. Woodhams, Plainwell.  
Wallace Bros., Lamont.  
Neal McMillan, Rockford.  
O. W. Messenger, Spring Lake.  
J. F. Haeker, Corlith.  
J. N. Watt, Hudsonville.  
N. Narving & Son, Byron Center.  
Nagler & Beeler, Cadillac.  
S. Stark, Allendale.  
A. & L. M. Wolf, Hudsonville.  
Gus Bergman, Bangor.  
Edl Runnels, Corning.  
Adam Newell, Burpin's Corners.  
D. S. Thompson, Newaygo.  
J. M. Fisher & Son, Grand Haven.  
John Giles & Co., Lowell.  
E. M. Reed, Coopersville.  
H. De Kline, Jamestown.  
Jas. Colby, Rockford.  
Hoag & Judson, Cannonsburg.

### Purely Personal.

Thomas Torrence is in charge of H.  
Leonards & Sons' branch store at Green-  
ville.

L. L. Loveridge has been entertaining his  
brother, H. C. Loveridge, a rising lawyer of  
Coldwater.

C. W. Sutton, Secretary of the East Jordan  
and South Arm Business Men's Association,  
was in town last week.

Frank Inglis, the Detroit pharmacist,  
was in town a couple of days last week in  
the interest of his manufacturing depart-  
ment.

Frank Friedrich, the Traverse City boot  
and shoe dealer, is in town to-day, on his  
way home from an extended trip through  
the copper and iron regions of the Upper  
Peninsula.

Victor Roussin, the Ludington druggist,  
has been in town several days with his wife,  
spending the first end of their honeymoon.  
The happy event occurred last Wednesday,  
Miss McElroy being the fortunate bride.

Frank E. Leonard returned from New  
York last Tuesday and left on Wednesday  
for the same place, whence he sails in a  
week or ten days for London, where he will  
remain about a month, buying goods for  
this market.

Dr. Geo. W. Crouter, of Charlevoix, was  
in town from Friday until Monday, re-  
newing old acquaintances and making many  
new ones. He was in Muskegon last week  
as a delegate to the Grand Encampment, I.  
O. O. F., and is in Jackson this week in at-  
tendance on the Grand Lodge, I. O. O. F.,  
in the capacity of Grand Conductor.

Luther Waking Up on the Organization  
Question.

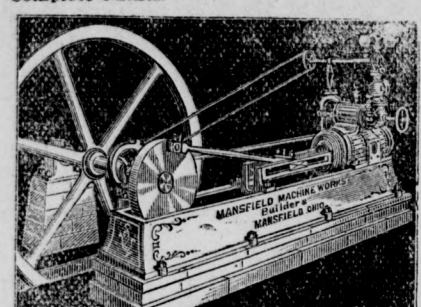
LUTHER, Feb. 9, 1887.

DEAR SIR—Our Association seems to be  
on the decline. I have been talking to  
some of our best members about getting  
you to come and deliver an address to the  
business men, and they wish me to write  
and ascertain what the expense would be.  
I send by the papers that you frequently at-  
tend such



# PORTABLE AND STATIONARY ENGINES

From 2 to 150 Horse Power. Boilers, Pumps, Shafting, Pulleys and Belts. Complete outfits for Complete Outfits.



**W. C. Denison,**  
89, 90 and 92 South Division Street,  
GRAND RAPIDS, MICH.

## TIME TABLES.

### Chicago & West Michigan.

|            |            |            |            |            |
|------------|------------|------------|------------|------------|
| Mail       | Express    | Day        | Night      | Muskegon   |
| 5:00 a.m.  | 5:30 a.m.  | 6:00 a.m.  | 6:30 a.m.  | 6:45 a.m.  |
| 11:00 p.m. | 11:30 p.m. | 12:00 a.m. | 12:30 a.m. | 12:45 a.m. |

### Newaygo Division.

|            |            |            |            |
|------------|------------|------------|------------|
| Express    | Day        | Night      | Muskegon   |
| 5:00 a.m.  | 5:30 a.m.  | 6:00 a.m.  | 6:45 a.m.  |
| 11:00 p.m. | 11:30 p.m. | 12:00 a.m. | 12:45 a.m. |

### Grand Rapids & Indiana.

|               |               |               |               |
|---------------|---------------|---------------|---------------|
| Traverse City | Traverse City | Traverse City | Traverse City |
| 5:00 a.m.     | 5:30 a.m.     | 6:00 a.m.     | 6:45 a.m.     |
| 11:00 p.m.    | 11:30 p.m.    | 12:00 a.m.    | 12:45 a.m.    |

|               |               |               |               |
|---------------|---------------|---------------|---------------|
| Traverse City | Traverse City | Traverse City | Traverse City |
| 5:00 a.m.     | 5:30 a.m.     | 6:00 a.m.     | 6:45 a.m.     |
| 11:00 p.m.    | 11:30 p.m.    | 12:00 a.m.    | 12:45 a.m.    |

|               |               |               |               |
|---------------|---------------|---------------|---------------|
| Traverse City | Traverse City | Traverse City | Traverse City |
| 5:00 a.m.     | 5:30 a.m.     | 6:00 a.m.     | 6:45 a.m.     |
| 11:00 p.m.    | 11:30 p.m.    | 12:00 a.m.    | 12:45 a.m.    |

|               |               |               |               |
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## A Question for the State Association.

WOODLAND, Feb. 11, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—Enclosed find delinquent list for Woodland Association, also postal note for 60 cents, being amount of per capita dues for six new members.

The question has been raised whether I am a member of the Association or have a right to hold office. The facts are these: I am employed by Mrs. P. B. Hunsicker as her business manager. When the Association was organized I went in as her representative, and was elected Secretary. Your opinion is required.

Yours respectfully,  
I. N. HARTER, Sec'y.

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## THE MARCH MEETING.

The State Association to Convene on March 15 and 16.

Agreeable to call, the members of the Executive and Legislative Committees of the Michigan Business Men's Association met in the reading room of the Owashatong Club last Friday morning, for the purpose of deciding upon the time and place of the next convention and discussing and taking action on several matters of importance to the Association. The meeting was called to order by President Hamilton, the opening session being attended by Paul P. Morgan, of Monroe, N. B. Blain, of Lowell, J. V. Crandall, of Sand Lake, and Secretary Stowe. Jas. A. Coye, President of the Retail Grocers' Association of Grand Rapids, was present by invitation.

After bills to the amount of \$52.10 had been scrutinized and audited, the President announced that the selection of a place of meeting for the convention was the next thing in order. Mr. Coye invited the Association to hold the convention in Grand Rapids, promising that the Association which he represents would do all that lay in its power to render the occasion a pleasant and profitable one. Kalamazoo, Lansing and Owosso were discussed in the same connection, when it was unanimously resolved to meet in Royal Arcanum Hall, Grand Rapids, on Tuesday and Wednesday, March 15 and 16.

The Secretary was instructed to issue invitations to all the associations in the State, and to invite the attendance of lay delegates from towns not yet organized. On motion of Mr. Blain, Messrs. Hamilton, Stowe and Coye were instructed to prepare a programme for the convention.

Mr. Coye, in behalf of the Retail Grocers' Association, tendered the State body a banquet at one of the hotels on the evening of March 15, which was enthusiastically accepted.

Mr. Stowe suggested that a Question Box be placed at a convenient position in the meeting hall, in which delegates or others can drop questions which they wish answered, the questions to be answered from time to time during the convention. The suggestion was adopted.

It was decided to leave the question of who shall be allowed to join the local associations, and who shall be rejected, to the local bodies, on the ground that the State Association should not assume any prerogatives which do not belong to it, and that it should ignore questions which do not concern it. In case such questions are brought up at the convention, the President was advised to decline to consider them.

Considerable discussion followed relative to the policy that the State Association should pursue toward the local bodies, the decision being that the State organization should never attempt to dictate to them, but simply act in an advisory manner.

It was decided to include in the programme queries which have been printed from week to week in THE TRADESMAN, and, on motion of Mr. Crandall, the President was instructed to limit discussions on any one query to three minutes and to cut off debate at his own discretion.

On motion of Mr. Blain, Smith Barnes, chairman of the Committee on Trade Interests, was requested to give special attention to the subject of adulterations, short measures and counts, in this report and to suggest such remedies as may seem to him to be pertinent.

Mr. Morgan brought up the question of fares, and was requested to prepare a paper on that subject for presentation at the convention.

The entire day was spent in the discussion of various measures for the advancement of the Association and the work of organization, when the meeting adjourned.

## PRELIMINARY PROGRAMME.

As near as a programme can be outlined a month in advance of the convention, it will be as follows:

1. Call to order by President Hamilton.
2. Prayer by Rev.
3. Address of welcome by Mayor E. B. Dikeman.
4. Response in behalf of Association by E. A. Stowe.
5. Address of President.
6. Report of Secretary.
7. Announcement of Committee on Credentials, Programme and Resolutions.
8. Reports of delegates.
9. Answers to Queries and opening of Question Box.

## TUESDAY, 1:30 O'CLOCK P. M.

1. Report of Committee on Credentials.
2. Report of delegates continued.
3. Report of Committee on Legislation.
4. "The Village Improvement Feature in Our Local Associations"—W. W. Warner, Allegan.
5. "Cutting Prices and the Result"—F. H. Spencer, Saranac.
6. Answers to Queries and opening of Question Box.

## TUESDAY, 7:30 O'CLOCK P. M.

1. Reading of Correspondence.
2. Report of Committee on Trade Interests.
3. Report of Committee on President's Address.
4. Answers to Queries and opening of Question Box.
5. Adjourned to banquet.

## WEDNESDAY, 9 O'CLOCK A. M.

1. The Legality of our Collection System.
2. "Material Benefits of Local Organization"—W. E. Kelsey, Ionia.
3. "Competition in Business"—O. F. Conklin, Coopersville.
4. "Relation of the Banker to the Business Public"—C. A. Hammond, Traverse City.
5. "Compromises and What They Lead To"—E. A. Stowe, Grand Rapids.



# The Michigan Tradesman.

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E. A. STOWE & BRO., Proprietors.

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Entered at the Postoffice at Grand Rapids as Second-class Matter.

WEDNESDAY, FEBRUARY 16, 1887.

## Michigan Business Men's Association.

President—Frank Hamilton, Traverse City.  
First Vice-President—Paul F. Morgan, Monroe.  
Second Vice-President—E. J. Horvath, Grand Rapids.  
Secretary—E. A. Stowe, Grand Rapids.  
Treasurer—Julius Sander, 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. F. Clark, Big Rapids.  
Committee on Membership—H. S. Church, Sturgis; B. F. Emery, Grand Rapids; the Secretary.

The following local associations have mostly been organized under the auspices of the Michigan Business Men's Association, and are auxiliary thereto:

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

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

**Bellaire Business Men's Association.**  
President, John Rodgers; Secretary, G. J. Noteware.

**Merchant's Protective Ass'n of Big Rapids.**  
President, N. H. Beebe; Secretary, A. S. Hobart.

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

**Burr Oak Business Men's Association.**  
President, C. F. Galloway; Secretary, H. M. Lee.

**Cadillac Business Men's Ass'n.**  
President, A. W. Newark; Secretary, J. C. McAdam.

**Cassville, Bailey and Trent B. M. A.**  
President, H. E. Hesselton; 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. Kanding.

**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.

**Frankfort Business Men's Association.**  
President, Wm. Upton; Secretary, E. R. Chandler.

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

**Grand Haven Business Men's Association.**  
President, Fred D. Voss; Secretary, Fred A. Hutter.

**Retail Grocers' Ass'n of Grand Rapids.**  
President, Jas. A. Coye; Secretary, E. A. Stowe.

**Greenville Business Men's Association.**  
President, L. W. Sprague; Secretary, E. J. Clark.

**Hastings Business Men's Association.**  
President, L. E. Stauffer; Secretary, J. A. VanArman.

**Holland Business Men's Association.**  
President, Jacob Van Patten; Secretary, A. Van Duren.

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

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

**Kalkaska Business Men's Association.**  
President, A. E. Palmer; Secretary, C. E. Ramsey.

**Kingsley Business Men's Association.**  
President, C. H. Gamp; Secretary, Chas. E. Brewster.

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

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

**Luther Protective Ass'n.**  
President, W. B. 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. Jenison; 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. Peck.

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

**Oceanina Business Men's Ass'n.**  
President, W. E. Thorp; Secretary, E. S. Houghtaling.

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

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

**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. Niehardt.

**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. Bevis.

**Vermontville Business Men's Association.**  
President, W. H. Benedict; Secretary, W. E. Holt.

**Wayland Business Men's Association.**  
President, E. W. Pickett; Secretary, H. J. Turner.

**White Lake Business Men's Ass'n.**  
President, A. T. Linderman; Secretary, W. B. Nicholson, Whitehall.

**Woodland Business Men's Association.**  
President, John Velte; Secretary, I. N. Harter.

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

## FRANKFORT IN LINE.

Particulars of the Raid on that Town by a Traverse City Duo.

TRAVERSE CITY, Feb. 5, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—In response to call, I visited Frankfort last evening in company with Geo. E. Steele, President of our local Association, and aided the business men in organizing what promises to be a live Association. Unfortunately, word did not reach them of our intention upon them until after our arrival, so they were ill prepared for a large meeting. We found, however, that cold waves and deep snow had not in the least checked the interest which had been growing there, for when the meeting was called to order by the temporary chairman, Wm. Upton, nineteen men were there ready for action. Mr. Steele gave a pleasing address, outlining the work of his own Association, suggesting many plans of action and advising his hearers to "pull together" in all matters of public and trade interests. The speaker said that the old idea of hurling stones at our neighbor competitors, provoking rivalry and discord, was an exploded one; that it contained no essential part of business or common sense. The social advantages were highly commended and other interesting features were touched upon. At the conclusion of his remarks, which were listened to by an appreciative audience, I explained our collecting system. Then followed a general conversation. Frankfort men get to the bottom of a new system as easily they do to a mineral well—and, by the way, there is money in that well. Outlanded and stale accounts are no more odiferous than the water from it, but the curative properties of this water rank on a par with the transforming effect of this collecting system on the professional delinquent. My companion, wishing to add another testimonial in its favor to the list, started for home with a jug full under cover. To return—after the reading of the constitution in general use, Mr. Chandler moved to organize a Business Men's Association: The constitution was then adopted, after which the following names were enrolled for charter membership: Chas. Burnmeister, W. H. Chambers, Fred Kern, E. R. Chandler, Wm. Upton, M. H. Woodward, J. H. Woodward, S. W. McIntosh, Geo. Woodward, F. H. Lentholtz, Frank L. Fuller, Isaac Voorheis, J. May, H. J. Lentholtz, A. Brewer, E. H. Bellows, L. A. Keifer, E. E. Woodward and F. R. Goodrich.

Election of officers resulted as follows:  
President—Wm. Upton.  
Vice-President—A. Brewer.  
Secretary—E. R. Chandler.  
Treasurer—J. H. Woodward.  
Executive Committee—Wm. Upton, E. R. Chandler, J. H. Woodward, Fred Kern and M. H. Woodward.

As many more are expected to join, the appointment of the Business Committee was deferred until the next meeting, which occurs on the 8th.

THE TRADESMAN was very highly commended by Mr. Kern and others and I hope you may send sample copies to those whose names appear on the list enclosed. Your absence was regretted and you will hardly be excused if you fail to visit Frankfort. They are a hospitable people.

At the close of the meeting a vote of thanks was tendered us and the generous good feeling that prevailed made us "at home."

A wise selection of officers was made and I am sure that the Association will prosper and fall into line with the great and good work. They will join the State Association at the next meeting. South Frankfort and Benzonia will undoubtedly unite with them. Frankfort is an important point, the amount of lumbering there by F. W. Palmer & Co., Hall & Lincoln, the Crane Lumber Co., the Frankfort Lumber Co., Bellows Bros., Tuttle & Sons and others is estimated at nearly fifty million feet, besides many thousand cords of wood and bark.

A railroad is now being extended into their many tracts of pine and before long Frankfort will be accessible by rail, in mid-winter even. With her harbor, mineral well, good hotels and delightful situation, she will be widely known.

On our return through Benzonia, we called at Case & Hopkins'. They are interested in this work, and from the general appearance of their stock, are doing a nice business. Benzonia is beautifully located.

Yours truly,  
FRANK HAMILTON.

Boyne City Joins the State Body—After a Railroad.

BOYNE CITY, Feb. 7, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—I enclose you a postal note for \$1.70, the same being the sum of ten cents per capita for seventeen members of our local Association. Please add us to the State roll.

We are progressing finely and expect to receive several members yet from the adjacent villages. One of our business firms reports "heavy gains" from the use of the Blue Letters. We have hardly had time yet to get very many reports. Our business men are awakening to the general interests of the town and propose to see what can be done next summer in the improvement of the incoming roads. Two or three very important roads are to be opened and others improved.

The railroad now absorbs the attention of some of our business men and is the subject of discussion on every four corners, by-ways and hedges. We find by actual survey that the Michigan Central can be reached easier from this point than any other on the lake and we propose to leave no stone unturned until we have the road. We can reach the Michigan Central at Vanderbilt by an easy grade and at a distance not to exceed eighteen miles and through some of the finest timber lands of Northern Michigan. Immense amounts of hard maple, beech, elm and basswood, also thousands of cords of hemlock bark, will be marketed over this road and cedar posts, ties and shingles in immense quantities.

Yours truly,  
F. M. CHASE, Sec'y.

Hartford Ready to Organize.

HARTFORD, Feb. 8, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—I have been working among the business men and have found fifteen whom I think will join the Association and there are seven or eight more whom I have not yet seen. If you can be in Hartford on Friday evening, I can furnish an audience of at least twenty business men to listen to your explanation of the benefits of an Association.

Please let me hear from you, so that I will know for sure if you are coming. We will want to meet in the evening.

Very respectfully,  
FRED F. ALLEN.

## "CANDEE"

Rubber Boots  
WITH  
DOUBLE THICK BALL.

Ordinary Rubber Boots always wear out first on the ball. The CANDEE Boots are double thick on the ball, and give DOUBLE WEAR. Most economical Rubber Boot in the market. Lasts longer than any other boot and the PRICE NO HIGHER. Call and examine the goods.

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

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## F. J. DETTENTHALER,

117 Monroe St., Grand Rapids.



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**FISH,**  
**AND**  
**GAME.**

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**CARY & LOVERIDGE,**

GENERAL DEALERS IN  
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Combination and Time Locks,  
11 Ionia Street, Grand Rapids, Mich.

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If so, send for Catalogue and Price-List to  
**S. HEYMAN & SON, 48 Canal St., Grand Rapids.**

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STRONGEST BLANKBOOK EVER MADE  
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**Absolute Baking Powder.**  
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CAR LOTS A "SPECIALTY."  
We offer Best Facilities. Long Experience. Watchful Attention. Attend Faithfully to Cars Consigned to us. Employ Watchmen to see to Unloading. OUR MR. THOMPSON ATTENDS PERSONALLY TO SELLING. Issue SPECIAL POTATO MARKET REPORTS. KEEP OUR SHIPPERS fully posted. OUR QUOTED PRICES CAN BE DEPENDED UPON. WE DO NOT quote irregular or anticipated prices. Consignments Solicited. Correspondence Invited from Consignors to this market. References given when requested.  
**WM. H. THOMPSON & CO., Commission Merchants,**  
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EVERYTHING THAT IS  
**NEW**  
IN  
**SEEDS**  
IN  
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IN  
**PLANTS**  
is offered and described in our CATALOGUE No. 425, which this year we send out in an illuminated cover. The Catalogue is replete with new engravings of the choicest flowers and vegetables, many of which can only be obtained from us; and contains, besides, 2 beautiful colored plates, and very full instructions on all garden work. Altogether it is the best ever offered by us, and, we believe, is the most complete publication of its kind ever issued. Mailed on receipt of 10 cents (in stamps), which may be deducted from first order. Please be sure to order Catalogue by the number.  
**PETER HENDERSON & CO. 35 & 37 Cortlandt St., NEW YORK.**

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

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

In addition to a full line of staple groceries, we are the only house in Michigan which carries a complete assortment of fancy groceries and table delicacies.  
Mail orders are especially solicited, which invariably secure the lowest prices and prompt shipment. Satisfaction guaranteed.  
25, 27 and 29 Ionia St. and 51, 53, 55, 57 and 59 Island Sts.,  
**Grand Rapids, Mich.**



## The Michigan Tradesman.

### BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

#### SURVIVING PARTNER.

A surviving partner who purchases the interest of a deceased partner, and in the meantime has dealt with the property, is liable for profits until the purchase. So held by the Supreme Court of Pennsylvania in the case of De Haven's Appeal.

#### KILLING STOCK.

In the case of Indiana, Bloomington & Western Railway vs. Quick, the Supreme Court of Indiana lately held that a railway company in Indiana was not required to fence its track at stations and sidings where freight or passengers were received or discharged, and were not liable to pay for animals which might wander on the track at such places and be killed without negligence on the part of the company.

#### PARTNERSHIP ACCOUNT.

Where the items of an account filed against an estate are claimed to arise out of a partnership between the claimant and the intestate, the stubs on the check-book in connection with the checks, showing that the plaintiff had received money on them, are properly admissible in connection with other evidence as tending to prove that the claimant's demands are unsettled partnership matters.

#### BUSINESS CORPORATIONS.

In the case of St. Louis Carriage Manufacturing Co. vs. Hilbert, the St. Louis Court of Appeals lately decided that business corporations in Missouri cannot exchange their property too their wares for their capital stock so as to diminish or retire the latter, and that such corporations are not estopped from treating contracts of that kind as illegal, unless where they have received the benefit of the consideration, and their setting up the illegality of the contract would work a fraud on the opposite party.

#### CORPORATION—CHARTER—SUBSCRIPTION.

When a charter for a corporation has been obtained, a subscriber for stock contracts with reference to it, and the number of shares to be subscribed or the whole capital stock necessary to do the contemplated business, constitutes an important element in the contract. If the amount fixed by the charter has not been subscribed, or, having been subscribed, subscriptions have been released so as to materially reduce the capital stock without the consent of the subscriber, his subscription will not be enforced against him, and this principle is applicable to the amount of capital stock fixed in the discretion of the company as a condition of the subscription.

#### PROTECTION OF PASSENGERS.

A railway company admitted certain "non-union" workmen to ride upon one of its trains, which was attacked by strikers who were incensed against the non-union men. One of the passengers upon the train, a judge of one of the appellate courts of Illinois, sued the railway company on the ground that the allowing the "non-union" workmen to ride upon the train, thus rendering probable an attack upon the train and its passengers, was, under the circumstances, a violation by the company of its duty to the passengers and an act of negligence. The Supreme Court of Illinois decided in favor of the company, holding, in Chicago & Alton Railway vs. Pillsbury, that a railroad company is not required to exclude from its passengers non-union workmen who are the object of the hatred of a mob lest the mob should board the train and injure the other passengers.

#### Laying Down the Law.

From the Charlevoix Journal.  
We are told that there is some misunderstanding throughout the country as to the purpose and methods of the Business Men's Association. The idea seems to prevail that if a man doesn't pay up everything in full at once, he will be published to the world at large as a "dead-beat," and some who are a little hard up just now are taking advantage of the misunderstanding, and denouncing the Association in no mild terms. In regard to the putting of names on the delinquent list, rule 3, of the by-laws says:

Now, if a man who owes an honest debt will let both these notices go through his hands without making an effort to pay, or in some manner satisfying the claim, it seems to us that he forfeits the consideration of the Association, courts the putting of his name on the delinquent list, and deserves the unpleasant notoriety to follow the publication of his name as a delinquent. If a man can pay and will not it is only justice to the dealer to warn him against allowing further credit. If a man is honest and cannot pay at once he can generally satisfy the dealer and prevent the publication of his name.

#### Hubbardston Talking Organization.

HUBBARDSTON, Feb. 10, 1887.  
E. A. Stowe, Grand Rapids:  
DEAR SIR—What steps are necessary to be taken to organize a Business Men's Association? How long will it take to get it in working order and what is the probable expense of the same?  
Respectfully yours,  
L. W. ROBINSON.  
R. J. Matthews, lumberman, Baldwin: "I appreciate The Tradesman."  
H. Walsh & Son, druggists, Holland: "We consider it the best trade paper published."

### TO THE TROPICS.

Mr. Barnes' Impressions of Barbadoes at Christmas Tide.

From the Grand Traverse Herald.

Across three thousand miles of sea and land I send you Christmas greetings, and though your columns to those of my friends who may be interested in knowing something of this little English world, 14x21 miles, covering 164 square miles, containing 180,000 souls, or 1,055 to each square mile, where, in a compactly built town of 35,000 to 40,000 people, I sit in the costume of a July day, and consider the marvelous difference between here and home.

Here I look out upon the greenest of verdure in the rich fields of cane seven to eight feet high, sweet potatoes in luxuriant growth, either in bloom—the blossom being like a beautiful morning glory with a white calyx striped with purple and one-half the size of our morning glory—or else ripe and being dug, the cassava, sorrel, etc., in the line of plant and shrub—the tamarind, guava, lime, banyan, and bearded tree, and numbers of trees of the deepest green, with heads spreading 70 to 80 feet, so dense as to shut out every ray of sun. Birds are singing in the trees, cattle grazing—also goats, donkeys, horses—while their sable herdsman stand watching to see that they do not encroach on the guinea-corn fields. Four-fifths of the people are barefooted.

My first lines were sent from "L'Abelle Martinique," with its quite too French surroundings and pungent odors, where a not infrequent death occurs from the bite of its local poisonous serpent—the bite being fatal beyond possible relief. Its Swiss tropical scenery and exceeding wealth of foliage and vine produce a picture most pleasing to the eye.

We reluctantly sailed away from its picturesque shores, leaving the sister island of Nevis on our left, as we proceeded onward to Barbadoes, so named from its Spanish bearded tree, "Barba," and "does" (two), meaning two or more with beards. This tree of the banyan variety has pendant tendrils in masses four to ten inches in width and two to twelve feet long, hanging like a beard from its principal limbs, in some cases sweeping the ground.

As an evidence of the hostile history of St. Kitts, Martinique and Barbadoes, going back over 260 years, it is the common thing to see "snubbing posts" on their wharves, made from disused cannon. There are hundreds of them all over the islands, while the street corners are usually protected by a cannon, muzzle upwards, set three feet out of the earth, some of which show dates back into the sixteenth century certainly a wise use of these relics of an age of warlike encroachments.

Out of 160,000 colored people, there are not over 40,000 married, notwithstanding which in thousands of instances they live together by mutual consent as long as they agree.

Still, one thing is especially noteworthy—the air of cleanliness shown in the appearance of the negroes, while occasionally one sees a picanninie, varying from eight months to as many years, entirely free from the embarrassment of the least shred of clothing, enveloped only in patches of sunshine and shade. In the main, all have a moderate amount of clothing, from a coffee sack shirt to a suit entire of burlaps, and so on and up to full dress, comfortable suits and dresses; and as the women wear white in most cases it is astonishing to see how comparatively clean and white it is.

In no other place have I ever seen human beings so literally swarming the streets, lanes, roads, by-ways and country as here. I sit and listen to the jargon of the patois of Barbadoean dialect, mingling with the rattle of carts drawn by the most diminutive of donkeys, loaded with sundries, on top of which is likely to be one to four dark men, women or children in a promiscuous heap, both as to attitude and color, the "hi" of the drivers warning the crowd out of their way, the minor calls of the negroes who are vending their wares as, with their stock on their heads, with forms statuesquely erect, they wind in and out through the crowd, oblivious to cart, carriage, truck or aught else, selling oranges, bananas, yams, mango, alligator pears, etc., or a piece of sugar cane two to four feet long, a chunk of which you find every third person masticating—a handful of charcoal burnt of small limbs and twigs of trees with which to cook in a brazier one's simple meal—a flying fish, or a red snapper, a turtle's fin as a delicacy for an epicurean taste, a bundle of fagots for firewood, a pail of water, or a three-gallon can with a faucet from which they will draw something drinkable for any one of the motley crowd. In many cases the women and girls come six to fourteen miles with a tray or creel on their heads weighing from 30 to 60 pounds, make their sales, get their small purchases, and carry them back to their huts at evening, remaining in town four to eight hours.

Their quarters are mostly ram shackle wooden huts with square roofs, from 5x7 to 7x9, and now and then 10x14 feet, and a door say 5 feet high, leaving 12 to 18 inches at the top for ventilation, and one opening with a wooden or rough latticed blind hung at the top and set off at an angle of 40 degrees to keep out the sun and let in the air, earth floors, generally a wooden bunk or bed made of two pine boards, or earth on which to lie at night.

At Speightstown, up the coast twelve miles, where an occasional whale is caught, there was caught the largest known shark some years since, measuring twenty-five feet in length, and with so open a countenance, that a man measuring five feet eight inches, could walk into his jaws standing upright—truly an inhospitable entrance way.

Our exact locality is longitude 55 degrees west of Greenwich, and latitude 13½ degrees north, being about 900 miles north of the equator, where we plainly see the southern cross every night about midnight. This being one of Her Majesty's domains, we have four British man-of-war training ships in the harbor, and five more are looked for within the next three days, making this their holiday rendezvous. This gives the town quite a naval aspect. New York mails arriving this morning will remain unopened until Tuesday morning, fifty hours from time of arrival, on account of the Christmas and Bank holiday, really making three successive days of closed doors. Of course, we Americans are quite as well treated as are the citizens, but we are desirous to get out letters from home—the dearest word in our tongue.

The island being mostly of coral formation offers abundant study to the lover of the beautiful and wonderful in nature.

S. BARNES.

The *Shroud* gives this good advice to undertakers: "Don't let a false modesty prevent you from presenting your bill before the obligation becomes old and your customer's sorrow for the departed has been so far exhausted as to allow no sympathy for your honest claim."

## CERMAN COFFEE,

—THE—

Best Package Goods on the Market.

Manufactured by

TOLEDO SPICE CO., TOLEDO, OHIO.

Order Sample Case of your Jobber. See quotations in Price-Current.



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

ORANGES

LEMONS

FIGS.

NUTS.

PEA NUTS

OYSTERS

## P. STEKETEE & SONS,

JOBBER IN

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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.

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STATE AGENTS FOR

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# PAPER

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MICH.

See Our Wholesale Quotations elsewhere in this issue and write for

Special Prices in Car Lots.

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

## A. B. KNOWLSON,

3 Canal Street, Basement, Grand Rapids, Mich.

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.











GONE DAFT.

Soliman Snooks Crazy on the Faith Cure Question.

CANT HOOK CORNERS, Feb. 6, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—Cant Hook Corners has lately been shaken from the new-fangled "Faith Cure" and "Mind Cure." The latter seems to be the plain medicine, without any sugar coating, and the other—sometimes called "Christian Science"—is the coated variety. But it seems to be all one medicine and is intended to knock out calomel, jallap, quinine and balsam copaiva at the first round. I and Mrs. Snooks went to hear a learned professor at our church last month on this most abstruse subject, and I was so edified that I have been learning the business. My only trouble is to understand just exactly how to do it. It seems to be a thing that cannot be got down fine into a prescription, like ordinary drugs. Dr. Kobb was there and he said he would write it about like this:

R Faith. Credulity, aa. Q.S. Humbug, O. I. C. Cash, P. D. Q.

Mix. Sig. To be taken as often as the patient can swallow it.

But I don't care for Doc. He is prejudiced against all substitutes for medicine. The speaker told us just exactly how to do it and I took down his words for future study. He said:

The Phrenopathic method consists of projecting your spiritual entity against his immortal ego within the sphere of his proportioned susceptibility.

That seems easy to look at, but I don't understand exactly how a fellow would do, in case the patient had no immortal ego. Or, suppose the patient objected to your projecting your ego against his immortal susceptibility. Or, suppose your entity was out of order and wouldn't project against the immortal ego, in proportion to the sphere of the cube root of your susceptibility. Or, suppose—but I might go on supposing till doomsday and not exhaust all the various complications that might arise in this practice.

The professor further explained that disease was not a "concomitant of the inner man, but a thing apart from his corporeal body."

If that is true, that alfred stummie ache I had last summer from eating cowcumbers, was not in me at all. It was outside somewhere, perhaps in the front yard or woodshed. I wish I'd known it at the time, for I suffered lots, thinking it was inside my corporation.

For the purpose of ascertaining whether there is anything in the claims made by faith cure doctors, I have already begun the new practice and have several patients under treatment. It may be of some interest to the profession to learn some of the results:

Case I. Jacob Samuels, male, aet. 57, disease—mendacity. Patient was wholly unable to tell the truth under any provocation. Treated him three times and he was heard yesterday telling a customer that "so hellup me gratious, dot goat cost me all I ask you for him." This is 37 percent nearer the truth than Mr. Samuels ever came before.

Case II. Sarah Perkins, female, aet. 34, widow, disease—talebearing. Patient attended to every one's business in town except her own. I gave her only seven treatments and now she stays at home like a kitten and minds her own business.

Case III. Mrs. Johnson, married female, aet. 41, troubled greatly by her husband staying out late every night, very nervous. After treatment three evenings only, the trouble all disappeared. Johnson stays in every evening now.

Case IV. Miss Smith, female, aet. 31, melancholly. Case yet in progress.

I think this practice is a big thing and saves medicine. I heard incidentally the other day, that a wonderful case of a remarkable cure happened in Grand Rapids not long ago, where a new leg was grown out on a man in place of one he lost on the railroad. We hardly credit this, though.

As I progress in the art of healing without calomel and quinine, I will write you further.

Yours,

SOLIMAN SNOOKS.

Pertinent Suggestions from a Pioneer Organizer.

Written Especially for The Tradesman.

1. Now is the time for the local associations to do some good work. These long evenings afford the time to perfect methods, work out old plans and lay out new ones. The constitution may need revision, early closing might be in order for two or three months—never a better time. Old accounts may be reviewed and the new collection system applied. The credit business may be thought over and discussed in public; new railways agitated; village improvements—anything of interest to the public is what the business men ought to grasp.

2. Local secretaries should collect all dues promptly. Bad results follow laxness in this direction.

3. Merchants should be prompt in handing to the secretary the list of delinquents, when the time on the first notification sheet has expired. A delay in this will leave the delinquent to infer that we do not mean business.

4. Every member of an association would greatly encourage and assist the officers by their presence at the regular meetings. Is it not an actual duty to do this whenever possible. "Pull together," but don't pull down.

5. Social gatherings are in order. Why not for the business men?

6. "As pleasant and profitable a meeting with business men as I ever attended." So said Hon. Perry Hannah, of the recent anniversary banquet at Traverse City.

7. Do not put figure heads in responsible positions. Push, pluck and perseverance are necessary. So are caution and wisdom, but don't burden the machine with cold tar.

8. Save yourself the annoyance and trouble of sending the delinquent to his long home by refusing him credit.

Answers to Queries by Secretary Lamfrom.

Owosso, Feb. 8, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—Your favor of the 7th inst., as well as Notification Sheets, at hand. This being a dreary, rainy day, causing a stagnation of business, I take the opportunity to give you my opinion on some of your queries.

No. 3. I think "Yes," by all means. There are many parties dishonest, and yet too proud to have their names appear on a Delinquent List and hence will pay where you could not legally recover.

4. There should be judgment used in this case, in ordinary cases ninety days after maturity. Where notices have been sent and were not responded to, that should be sufficient time to use the Association system. There are cases where parties would pay, if they could, but have met with reverses which render them unable to pay. Such cases should be exempt from using the Association system until they are in condition to pay.

5. I think she is entitled to credit, morally and legally. A husband commanding his wife to become custodian of his property compels her in most all cases to do so, and does not make her dishonest, in my opinion. She may be an honest, upright woman and pay her accounts according to contract. Aside from that, she is legally responsible and can be made to pay. But in extending credit by a merchant to a woman in such a case, great care should be taken to have her agree to charge such an account to her individually. Simply charging the account to her without her agreement would be void and you could not recover, as the law presumes that the husband must support the family, and not the wife. Hence without such agreement from her it could not be collected.

8. It is not, nor would it be good business policy.

9. By extending credit only to worthy and responsible parties, knowing them to be such. Where there is any doubt, the merchant should take the benefit and refuse.

10. No, sir, every dealer who aims to do a square and successful business should make a legitimate margin on his goods, unless such goods have in some way depreciated in value.

11. In case his client is a member of an Association, he should be allowed to use our system of blanks, but not otherwise.

13. As a firm.

14. Only one vote for the firm.

15. I do not see any objection to it.

16. No, sir.

Yours very truly,

S. LAMFROM.

Sherman in Line on Organization.

SHERMAN, Feb. 2, 1887.

Frank Hamilton, Traverse City:

DEAR SIR—We have seen the business men here and they all express a desire to organize, as you spoke of. So if you will let us know what time you will come we will see to getting them out and organize.

Yours truly,

GILBERT, HOPKINS & CO.

GERMAN L. Winternitz,

MUSTARD. 106 Kent St.

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WM. L. ELLIS & CO.



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—COPY.—

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,

S. A. WELLING.

JANUARY 31, 1887.

24 PEARL ST., GRAND RAPIDS, MICH.

**BUSINESS CHANGE.**

—COPY.—

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,

HAMILTON CARHARTT.

JANUARY 31, 1887.

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. WELLING & CARHARTT.

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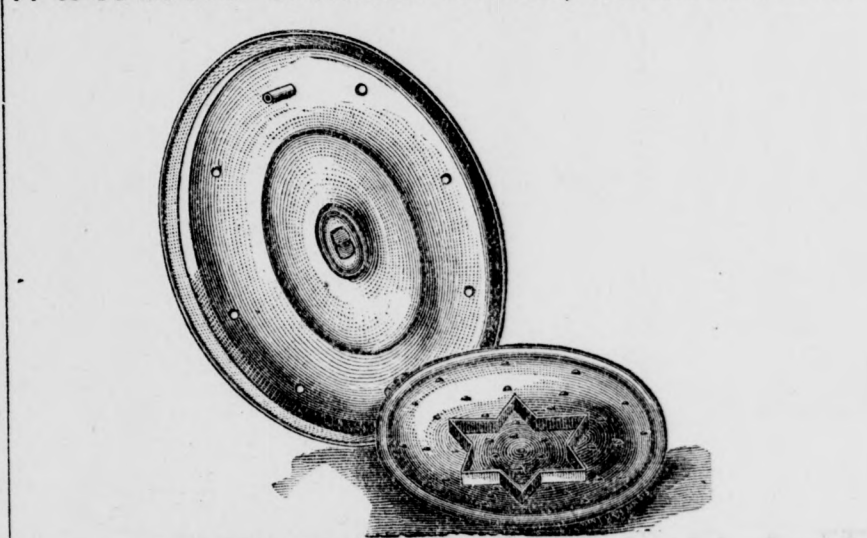
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