

# The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, MARCH 16, 1887.

NO. 182.

## BEANS WANTED.

Highest Market Price Paid  
for Beans, Picked or Unpicked.

W. T. LAMOREAUX, Agt.

71 Canal Street,  
GRAND RAPIDS, - MICH.

EDMUND B. DIKEMAN,

GREAT WATCH MAKER,

JEWELER.

44 CANAL STREET,  
GRAND RAPIDS, - MICH.

ORGANIZATION OUTFITS.

Full outfits for the Collection Department of a Business Men's Association, containing all the late improvements, supplied to order for \$13. The outfit comprises: 1,000 "Blue Letter" Notification Sheets, for member's use.  
500 Copyrighted Record Blanks,  
500 Association Notification Sheets, and  
500 Envelopes.  
Money can be sent by draft, post-office or express order.

Fuller & Stowe Company,  
49 Lyon Street, - Grand Rapids, Mich.

MOSELEY BROS.

SEEDS, FRUITS, OYSTERS,  
And Produce.  
36, 28, 30 and 32 OTTAWA ST., GRAND RAPIDS

Use  
Heckers'  
Standard  
Manufactures.

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.

STEAM LAUNDRY,

43 and 45 Kent Street.

STANLEY N. ALLEN, Proprietor.

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

Orders by Mail and Express Promptly Attended to.

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

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

TANSY CAPSULES  
THE LATEST DISCOVERY.

Dr. Lapar's Celebrated Preparation, Safe and Always Reliable. Indispensable to LADIES.  
Send 4 cents for sealed Circular. Mention this paper.

CALUMET CHEMICAL CO., Chicago.

DISSOLUTION NOTICE.

The copartnership existing between Klaas E. VanderLinde and Cornelis DeJongh, Jr., under the firm name of VanderLinde & DeJongh, has this day been dissolved by mutual consent, Klaas E. VanderLinde retiring. All debts due to and against the firm will be settled by Cornelis DeJongh, Jr., who will continue the business at the old stand.  
KLAAS E. VANDERLINDE,  
CORNELIS DE JONGH, JR.  
MUSKEGON, Feb. 25, 1887.

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 AND TENTS

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

Flags & Banners made to order.

73 CANAL ST., - GRAND RAPIDS.

POTATOES.

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

Agents for Walker's Patent Butter Worker.

Earl Bros., Commission Merchants,

157 South Water St., CHICAGO.

Reference: FIRST NATIONAL BANK.

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.

We have just purchased a large invoice of

"PLANK ROAD PLUG"

Send us a Trial Order.

Spring Chicken, Moxie and Eclipse always in stock.

OLNEY, SHIELDS & Co.

GRAND RAPIDS, MICH.

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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 perfectly pure, is well prepared, and of excellent quality.

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

SWEET 16  
SOAP

The Best Laundry Soap on the Market.

TRY IT!

FOR SALE BY ALL FIRST-CLASS GROCERS.

MANUFACTURED BY

Oberne, Hosick & Co.

CHICAGO.

A. HUFFORD, General Agent,  
Box 14, Grand Rapids.

POTATOES.

We give prompt personal attention to the sale of POTATOES, APPLES, BEANS and ONIONS in car lots. We offer best facilities and watchful attention. Consignments respectfully solicited. Liberal cash advances on Car Lots when desired.

Wm. H. Thompson & Co.,

166 South Water St., CHICAGO.

Reference  
FELSENTHAL, GROSS & MILLER, Bankers.

HEMLOCK BARK!

WANTED.

The undersigned will pay the highest market price for HEMLOCK BARK loaded on board cars at any side track on the G. R. & I. or C. & W. M. Railroads. Correspondence solicited.

N. B. CLARK,

101 Ottawa St., Grand Rapids.

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



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 exclusive agency to good parties, druggists preferred.

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

MUSCATINE

OATMEAL.

Best in the world. Made by new and improved process of kiln-drying and cutting. All grocers keep it. Put up in barrels, half barrels and cases.

MUSCATINE

ROLLED OATS.

Made by entirely new process, and used by everybody. Put up in barrels, half barrels and cases.

For Sale by all Michigan Jobbers.

TOO MUCH SALT.

The Production Largely Exceeds the Demand.

From the Saginaw Herald.  
A Herald reporter lately had a talk with Hon. W. R. Burt, President of the Michigan Salt Association, on the salt business of the country, and, in answer to the enquiry, "Is it true that there have been significant fluctuations in the price of salt?" Mr. Burt said: "Yes, there has been a decided decline. It is now 50 cents, the lowest price in the history of the country."

"What is the cause of this great decline?" The cause is, substantially, over-production. Statistics show that the annual consumption of salt in the United States is only 10,000,000 barrels, aggregating about 2,800,000,000 pounds, or about fifty pounds to every individual in the land. On the other hand, there is at present a capacity for manufacturing at least 12,000,000 barrels. The imports are about, or nearly, 3,000,000 barrels, which makes the total supply, in case the works are all run to their full capacity and the same amount is imported, 15,000,000 barrels, or one-third more than the entire consumption. Of course, there is a probability that all the works will not be run to their full capacity; but, placing the figures on the amount produced last season, there will be manufactured at least 9,000,000 barrels, and there is no prospect of a less amount being imported."

"What is the reason for this large import of salt?"

"This foreign salt is largely used on the sea coast from New Orleans to Maine, and as there is no salt manufactured, to any extent, around the coast, and the freights from the principal manufacturing points are so high, the manufacturers in this country cannot compete with the imported salt; hence, the large amount shipped in along the water board."

"The outlook for the coming season is, therefore, not very bright?"

"No. Michigan manufactured last season some 4,000,000 barrels, and the coming season will exceed this amount by 500,000 barrels. The Warsaw district made 1,200,000 barrels last season, and will increase this to 2,000,000; so, it is seen that, in these two great salt-making districts alone, there is a promised increase for the coming season of about a million and a half barrels. Add to this the amount we are carrying over from last year's production, 1,300,000 barrels, and you will see the enormous supply that will be thrown upon the country the coming year. There can be but one result from this over-production—prices will be low. In the nature of things, this is the logical sequence. If we make one-third more salt than the country can consume, there can be no other result."

"What does this over-production demonstrate?"

"In my judgment, the question will resolve itself into the problem of cheaper salt-making, and the coming year will demonstrate who can make salt cheapest. The price of salt has reached that point where this problem must be solved. There is now but one course open."

"And that is?"

"Somebody must stop manufacturing salt. As it is now impossible for the quantity of salt made to be consumed, there is no other remedy. There is no evading the fact—somebody must stop—and this season will decide which locality and which parties must shut down."

"How is the salt business here?"

"We've got the price down to that point that we take the volume of business. Our sales for February were over double those for the previous month, and there is every probability that we can more than hold our own, with the outlook before the salt business."

"Where does most of the Michigan salt go?"

"Oh, all through the West, namely, the States of Minnesota, Dakota, Wisconsin, Iowa, Nebraska, Illinois, Missouri, Kansas, Colorado, Michigan, Indiana and the Indian Territory. These named are supposed to have a population, at the present time, of about 16,000,000, and every six persons are supposed to consume one barrel of salt annually, making the consumption in these twelve States and Territories about 3,000,000 barrels, leaving the balance of the production to be disposed of in other States, which amount must be sold low to meet the keen competition from the other salt districts."

"How does the Inter-State commerce law affect the shipments from the Valley?"

"It will affect us but little, and, if anything, will give us an advantage over competing points, as we have a shorter haul to the Western markets. In case of increased rail rates to points west, we can ship by water; but I do not anticipate any trouble in this matter."

"What did you learn during your recent trip to the Warsaw district?"

"They are forming an organization there the same as we have here, with the hope that it will benefit them, and I have no doubt that it will."

C. S. Comstock, general dealer, Pierson: "It is the best paper of the kind that I have ever had."

Maxims for Merchants.

From the Dry Goods Chronicle.  
In buying goods, no matter what they are, think always, first: Are they just what my customers want? Can I dispose of them readily? Can I find anybody who will take them off my hands at a profit?

See that you buy right down to rock-bottom figures every time. See that you obtain a paying profit, whilst taking care that you offer indisputable value. Then stick to your price and the public will soon learn to trust you.

No retailer can expect to succeed in business who does not buy judiciously. Shrewd buying is a vital principle. Buy the best and freshest goods, buy to meet the demand of customers, and avoid, if possible, getting unsaleable goods.

Integrity of character and truth in the inner man are the prerequisites for success in any calling, and especially so in that of the merchant. These are attributes of the man which never fail to command respect and win admiration.

The clerk or salesman who is afraid of doing too much is near of kin to him who seeks to do nothing, and was begot in the same family. They are neither of them in the remotest degree a relation to the man whose willingness to do everything possible to his touch places him at the head of the active list.

See that your store is kept cheerful, clean, airy and bright, and that your clerks are civil, and carry with them an agreeable mode of addressing your constituents. No man values a little considerate treatment more than the poor man, and why should he not obtain it when he enters your store with an honest dollar for investment?

A very high degree of skill has been introduced into every kind of business, and to succeed amid all this energy, ability and fertility of resource, it is needful for a man to enter his pursuit to-day as full-fledged and equipped mentally as possible; energy, tact and a little knowledge of arithmetic are not enough.

The policy which the majority of wholesale merchants adopt in settling with insolvent debtors has long been the subject of well-founded complaint on the part of honest retailers, and in the absence of any act for the equitable distribution of assets of insolvent estates, the remedy for this evil is more obvious than it is easy of application.

More interest is being manifested by the trade in the question of the adornment of stores. The old idea that there is no need of displaying taste in the arrangement of goods and placing the best foot forward is exploded. Competition has now become too close for a merchant to neglect any art by which he can attract more trade to his place of business.

To make a cheap store successful, goods must be purchased right, and at bottom figures. To do this year in and year out a man must have ready cash, whereas the man of fine trade must buy 75 per cent. of his goods from the best makers at established prices, and he can, as a rule, obtain reasonable credit and a like extension too, if required.

There is only one spirit that achieves a great success. The clerk or salesman who seeks only how to make himself most useful, whose aim is to render himself indispensable to his employer, whose whole being is animated with the purpose to fill the largest possible place in the walk assigned to him, has, in the exhibition of that spirit, the guarantee of success.

It is a good plan in opening an account with any new customer of moderate means, to mentally fix a limit to the account; and in every case where the merchant is called to "carry" the customer, he should be told pleasantly and frankly, as if a matter of course, that it is desired that a limit shall be agreed upon, as to both time and amount of credit, which is not to be overstepped.

When a customer drops in to see how you are getting along, not to buy, man or woman, allow him or her to take up a carton or a piece of goods and place it for you, while you stand off and see how it "strikes you;" if passable, be satisfied with the arrangement; that man or woman will go away, and by allowing them that little kindness, will advertise your business in a way that would otherwise cost you considerable.

It is easy enough to fix a scale of prices that will cover cost of rent, taxes, depreciation in stock, and every other item of expenditure, in theory, because, theoretically, when an article is bought it is also paid for, but in practice every merchant knows that a certain, though variable, proportion of the goods sold at his store will never be paid for and will appear on his books as bad debts.

The Growth of Corporate Business.

A close observer of business affairs, in writing upon the subject of corporations in one of our trade exchanges, indulges in the following remarks:

"That much of the business of the country formerly transacted by single individuals or partnerships is rapidly going to a corporate basis is a striking and suggestive fact. It is not surprising that large enterprises, such as railroads, steamships, telegraphs, and, generally speaking, all kinds of business which require an expensive

plant and large amounts of capital, should be conducted by incorporated companies with capital stock. No one individual or firm could or would furnish capital sufficient to carry on these colossal undertakings of themselves. Without the expedient of incorporation the most useful and beneficial schemes would fall to the ground. What the capital of a few men cannot accomplish the accumulated earnings of hundreds and thousands can accomplish. A great deal is said about the oppression of corporations, and the word is in many minds synonymous with odious monopoly. This may be true of some classes of corporations, and more especially of those which are engaged in the business of transportation; but a corporation is far from being an evil thing in itself. On the contrary, a legitimate corporation, properly managed, is an instrument which is often indispensable in working out valuable results. But the growth of corporations during the last twenty years has been something phenomenal. The law has extended the branches of business which may be incorporated until at the present time scarcely any are excepted or denied the privilege. The smallest enterprises, those needing but little capital, are incorporated every day. Partnerships are thus transformed where there would seem to be no necessity for the change. Every valuable invention gives rise to a "company," and individuals are swallowed up and lost in the corporations which they organize.

What are the peculiar advantages which tempt business men to this method of transacting their affairs, for there can be no doubt that the system is becoming more and more popular? In the first place, there is the feature of limited liability for debts. An individual does not risk his private fortune by carrying on business in this way. Men who are not willing to risk everything as partners are at the same time perfectly willing to take their chances of success with limited amounts. Then, again, the system of capital stock enables the incorporators to raise money in cases where otherwise they could not, by the sale of stock. Indeed, in many instances companies have been organized for no other purpose than to sell stock to unwary investors for the profit of the organizers alone. But whatever may be the advantages and merits of incorporation, it has many defects and is peculiarly prone to abuse. The absence of individual responsibility frequently leads to disregard for the rights of others, and it is notorious that corporations do what a single man or a firm of partners would not dare to attempt. The feature of limited liability, unless the corporation has large resources, has had the effect oftentimes of diminishing the confidence which would otherwise be felt in the financial responsibility of the company, and in this way tends to limit credits readily accorded to a firm. Gilt-edged security is demanded on loans and advances, and the company itself is thus hampered by the rule which seems to have been devised exclusively for the protection of the stockholders. Moreover, the powers of a company are limited by its charter, and the validity of its acts depends upon the authority thus conferred upon it.

It is difficult often to say whether the obligations and debts of a company contracted by its officers can be enforced against it, as those officers may have exceeded the powers given to them by the by-laws. Nothing is more frequent than repudiation by companies of notes, etc., given by its officers, and the consequent litigation. The courts have held again and again that persons dealing with a corporation are bound and presumed to know its charter and by-laws, and to contract in relation to them. If there is any want of authority or any defect or irregularity in the proceedings the creditor may be restricted to his remedy against the individual officer alone. And it is well known that many small corporations, acting without legal advice, fall into serious errors and act in entire disregard or ignorance of the law. In fact, the method of doing business properly under incorporation is so complicated and so exposed to danger that the disadvantages would seem to outweigh the advantages in cases where the business could be carried on in any other way.

Young Oysters.

In the extensive oyster culture experiments of the United States Government, particular attention is being given to methods for preserving the young. Wire baskets three feet square and six inches deep are used for collecting the spat, which adhere closely to the sides and bottom, thus enabling the operatives to prevent the accumulation of mud, the great foe of the oyster industry, by frequent shakings of the baskets. An average oyster is expected to yield 10,000,000 young.

Some Other Day.

"Anybody lose a dollar?" he called at the rear door of the street car as he held up a new bill.

"Yes, sir, I did," replied three different men in chorus.

"Oh, you did. Sorry for you, but this is a \$2 bill and I've had it for a week. Beats all how careless some folks are of their dollars!"



# 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, MARCH 16, 1907.

**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.

## SETTLEMENT BY NOTE.

A leading wholesale grocery house of De-  
troit writes THE TRADESMAN as follows on a  
subject which is of interest to every deal-  
er, jobbing or retail:

As we see you are very prominent in  
forming Grocers' and Business Men's Asso-  
ciations throughout the State, we would  
like you to suggest to the retail grocers the  
benefit that would be derived by them, if  
they would give their notes (that is, those  
who buy on time) for their purchases when  
made. By that means, it enables the jobbers  
to use the notes, who could then sell closer  
to the retail trade than they could where  
they have to carry so much on their books  
and wait until the time expires before they  
can realize on the sales made.

This is only a suggestion of ours, which  
you can use if you see fit without mention-  
ing our names, and if you think it could be  
brought about, then sound the jobbers at  
Grand Rapids, Kalamazoo, Jackson, East  
Saginaw, Saginaw City and Bay City, and  
let us know what they think about it, and  
we will then commence the same here  
amongst the wholesale and retail trade. We  
think if it could be brought about it would  
be to the benefit of both parties. When we  
purchase goods on time, the Eastern mer-  
chants demand either note or acceptance for  
every bill as soon as purchased, if not dis-  
counted.

THE TRADESMAN is glad to commend  
this plan and will promptly pursue the en-  
quiries suggested by the writer. The ad-  
vantage of such a method to the retailer is  
readily apparent—if the merchant is com-  
pelled to close his accounts with notes and  
meet them promptly, he will be more apt to  
insist upon similar treatment from his cus-  
tomers, the inevitable result of which will  
be shorter credits and more prompt pay-  
ments all around.

## BEFORE THE CONVENTION.

Before this issue of THE TRADESMAN  
will have reached some of its readers, the  
second convention of the Michigan Business  
Men's Association will be a thing of the  
past. The numerous letters and announce-  
ments which have appeared in THE TRADES-  
MAN during the past few months, together  
with the programme given in another col-  
umn, are proof positive of the fact that the  
papers and discussions presented at the  
convention will give organization such a  
boom as it has never before experienced in  
this country. Michigan has lead every State  
in the Union in this respect in the past, and  
there is every indication that she will not  
relinquish the position she has acquired in  
the future.

One of the most important subjects which  
will come before the convention will be the  
question of adulterations. A good deal is  
being said as to the efficacy of legislation  
in preventing adulterations, but the experi-  
ence of Michigan—which has a strong law  
on the subject—is that the attempt to sup-  
press the evil in this manner is a farce. The  
only way to lessen adulteration is to *cease*  
*handling adulterated goods*, and if the con-  
vention is wise it will take that view of the  
matter and put itself on record in that way,  
rather than make itself ridiculous by ap-  
pealing to Congress for a remedy which al-  
ready exists in the hands of every retail  
merchant in the country.

## WELCOME TO THE BUSINESS MEN!

In the name of the Retail Grocers' Asso-  
ciation of Grand Rapids and kindred organ-  
izations, as well as in behalf of the whole-  
sale and retail trade of Grand Rapids, THE  
TRADESMAN welcomes the delegates to the  
special convention of the Michigan Business  
Men's Association, and trusts that their re-  
membrance of this visit may always be  
fraught with pleasure. Every preparation  
has been made to render the occasion both  
pleasant and profitable, and no further pains  
will be spared which would in the remotest  
degree contribute to that result.

Gentlemen, enjoy every moment while  
with us, and carry away pleasant memories  
of Grand Rapids and her people.

Frankfort has re-enforced the M. B. M. A.  
since the last report with twenty-five mem-  
bers, and Cedar Springs with twenty-seven  
members, and Cadillac, Allegan, Grand  
Haven, Manton, Saranac and Oceana have  
remitted for additional members, swelling  
the total State membership to 1,638. This  
gives the State body the co-operation of  
fifty-one of the sixty-six local associations  
now in existence in the State.

When THE TRADESMAN asserted, last  
fall, that the M. B. M. A. would have 1,500  
members by the March convention, some of  
its friends shook their heads and declared  
that 500 would be nearer the correct figure.  
Up to Monday morning of this week, the  
membership reached 1,638 and more coming!

Henry Henkel and C. H. Bushley have ar-  
ranged to put in a creamery at Howard City,  
the expectation being that everything will  
be in readiness to begin operations by April  
15.

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

John Walsh will open his new grocery  
store on Canal street this week.

S. H. Sweet, of Kalkaska, is closing out  
his grocery and restaurant business and will  
move here.

The Arthur Wood Carriage Co. succeeds  
Arthur Wood in the wholesale and retail  
manufacture of carriages.

Dennis Haskill has engaged in the gro-  
cery business at Gerkey. Bulkley, Lemon  
& Hoops furnished the stock.

J. W. Brown, feed-mill operator at Grant  
Station, has put in a complete flaring mill  
outfit, furnished by Hester & Fox.

Geo. Wynekoop has engaged in the gro-  
cery business on Turner street. Bulkley,  
Lemon & Hoops furnished the stock.

T. R. Ellis & Co., book binders, have dis-  
solved, Jas. McCarron retiring. The busi-  
ness will be continued under the same style.

McGaw & Austin have engaged in the  
grocery business on West Bridge street.  
Bulkley, Lemon & Hoops furnished the stock.

Putnam & Brooks have leased two  
stores in the northern end of the Blodgett  
block and will remove their confectionery  
and fruit business to that location about  
May 1.

Goebel & Co. have established a branch  
wall paper, paint and oil store at Kalamazoo,  
occupying the premises at 108 East  
Main street, formerly occupied by B. Desen-  
berg & Co.

E. R. Huntley has sold his beef and pork  
packing establishment at 84 and 86 South  
Division street to C. M. Towne, late of  
Minneapolis, who will take possession April  
1, and continue the business on a larger  
scale than ever before.

W. Conine, for eight years engaged in  
trade at Traverse City, has re-engaged in the  
fruit, confectionery, tobacco and cigar busi-  
ness at that place. Putnam & Brooks fur-  
nished the confectionery and H. Schneider  
& Co. the tobaccos and cigars.

C. B. Hirschfeld's new enterprise at Sault  
Ste. Marie will be in the nature of a stock  
company, the other stockholders being dry  
goods and clothing jobbers at Chicago and  
Milwaukee. The style of the corporation  
will be the Giant Stock Co. A general line  
of goods will be handled.

The Michigan Drug Exchange announces  
the sale of the R. C. Hunter drug stock to  
Dr. M. Crane, of Bonanza. The stock was  
formerly located here, but afterwards re-  
moved to Lakeview, where the Hazeltine  
& Perkins Drug Co. seized it on attachment  
and returned it to this city. Dr. Crane will  
consolidate the stock with his own.

Geo. E. Howes foreign and domestic  
fruit establishment, at 3 North Union street,  
is now in full blast. Mr. Howes imports  
his own foreign fruit and will handle same  
on an extensive scale, selling both the jobbing  
and retail trade. The business will be un-  
der the direct personal supervision of C. N.  
Rapp, who has come on from Battle Creek  
for that purpose, and will operate in con-  
junction with Frank J. Lamb.

### AROUND THE STATE.

Merrill—H. C. Fessenden, meat dealer, is  
dead.

Royalston—T. J. Sherman, general dealer,  
has sold out.

Waterloo—Gorton & Snyder succeed John  
A. Walz in general trade.

Pinckney—G. W. Sykes succeeds Lakin  
& Sykes in general trade.

Davisburg—D. L. Davis succeeds Wm. S.  
Walls in general trade.

Frederick—Hanson Bros. succeed Hanson  
Bros. & Co. in general trade.

Armada—Paton & Walton, grocers and  
meat dealers, have sold out.

Fenwick—Thompson Bros. & Co. succeed  
C. R. Herrick in general trade.

Detroit—B. Siegel & Co. succeed S. Mi-  
chael & Co. in the cloak business.

Byron Center—C. O. Smedley has sold  
his grocery stock to T. J. Smedley.

East Saginaw—Himmelman Bros., dry  
goods dealers, have been attached.

Lapeer—Smith & Haynes succeed Green  
& Rulison in the clothing business.

Bellaire—F. E. Woolsey succeeds Wool-  
sey & Stewart in the drug business.

St. Louis—Jas. F. Fenn succeeds Homer  
Strong in the boot and shoe business.

Byron Center—Byron McNeal has sold his  
general stock to Seward McNett & Bro.

Climax—J. F. Clark has traded his drug  
stock for Smith & Jebb's dry goods stock.

Sturgis—Daniel Milliken has bought the  
grocery stock of H. M. Milliken & Edwards.

Bellevue—Phelps & Barney, general  
dealers, have dissolved, Frank Phelps con-  
tinuing.

Sturgis—The boot and shoe firm of Hol-  
iday & Roff has been dissolved, S. Holiday  
continuing.

Gagetown—L. E. (Mrs. W. H.) Van  
Steenburg, general dealer, is succeeded by  
H. Freeman.

Vermontville—Will. M. Bale has admit-  
ted Dennis Hager to partnership in his gro-  
cery business.

Muskegon—Vander Linde & De Jonge,  
grocers, have dissolved, and are succeeded  
by C. De Jonge, jr.

Sparta—C. O. Cain has sold his general  
stock to S. Bitley, his former partner, who  
will continue the business.

Polo—Wm. Alechin & Son have purchased  
the hardware business of Tasker, Howorth  
& Co., taking immediate possession.

Saranac—Gifford & Van Drezer have ef-  
fected a settlement with nearly all their  
creditors on the basis of 30 per cent.

Sturgis—Wesley Wright, of the hardware  
firm of W. Wright & Sons, is dead. The  
business will be continued by Wright Bros.

Nashville—W. A. Aylsworth has engaged  
in the clothing, hat and cap and boot and  
shoe business. Aaron Whitner and Walter  
Burrows will manage the business.

Burnip's Corners—Allen Twining has  
sold his two-thirds interest in the general  
stock of F. C. Goodman & Co. to John  
Goodman. W. H. Goodman will continue  
as manager.

Stanton—E. D. Hawley has purchased  
the interest of his partners—Messrs. Bruce  
and Seeley—in the drug and grocery stock  
of Hawley & Co., and will continue the  
business under the style of E. D. Hawley.

Paw Paw—C. F. Young, formerly on the  
road for Edson, Moore & Co., but now the  
proprietor of the Duncan Stearns & Co.  
general stock, has added a large line of gro-  
ceries from the jobbing house of Arthur  
Meigs & Co., Grand Rapids.

Greenville—Johnson Bros., grocers, issue  
the following pronouncement: "We have  
changed the name of our firm to L. Johnson  
& Brother, instead of Johnson Bros., as we  
have had too much trouble with our mail  
getting mixed up with the other firm of  
Johnson Bros."

### MANUFACTURING MATTERS.

East Saginaw—The Allington & Curtis  
Dust Separator Co. has been incorporated  
under the State laws.

East Saginaw—The Witham & Bowen  
Co. succeeds the Witham & Anderson Co.  
in the lumber business.

Boyne City—White & Perkins are, run-  
ning their sawmill full time, turning out 16,  
000 feet of lumber per day.

Potoski—Fell, Hill & Co. will move  
their shingle mill to a point seven miles  
southeast of town in the spring.

Jackson—F. L. Elms succeeds the Mich-  
igan Manufacturing Co. in the manufacture  
of carriages, wagons and agricultural imple-  
ments.

Muskegon—Pittsburg parties have lately  
been here, looking up a site for a lumber  
yard. Since the Pennsylvania Company  
now has a line to this point, dealers from  
Pennsylvania think that yards here can be  
profitably started.

### FURNITURE FACTS.

Manchester—J. Trautwein & Co., furni-  
ture dealers and undertakers, are reported  
selling out.

Muskegon—N. G. Vanderline, for several  
years in the employ of the Truesdell fur-  
niture establishment, has engaged in the fur-  
niture business on this own account in the  
Opera House block.

### STRAY FACTS.

Detroit—Henry Elsey, trunk dealer, has  
assigned.

Howell—M. H. Clark & Son succeed J. M.  
White in the hotel business.

Vermontville—H. G. Barber will shortly  
engage in the banking business.

Reed City—Wm. Adams succeeds D. M.  
Adams in the restaurant business.

Manistee—R. G. Peters is succeeded by  
the R. G. Peters Salt and Lumber Co.

Hudson—Jerome J. Wood, the popular  
book-seller, was elected President of the  
village last week by a majority of 149.

Saranac—A correspondent writes: "When  
the Lee & Brown bank went into liquida-  
tion, Chas. Blakeslee, our village marshal,  
held two checks, one against Lee & Brown,  
the other against the Saranac Savings Bank,  
both aggregating over \$250. The checks  
were for money belonging to the village,  
and a suit was instituted against Lee &  
Brown to obtain judgment for both checks.  
After a well contested suit, Monday, the  
jury brought in a verdict in favor of Blakes-  
lee, for the full amount."

Saranac—A correspondent writes: "About  
six weeks ago Frank Grommon sold out his  
interest in a restaurant and dry saloon to  
Shuarts & Monroe, Shuarts furnishing most  
of the money and Monroe the experience.  
Monroe recently came to the conclusion that  
he had exchanged places with Shuarts, so  
that the money was on his side, ordered  
Shuarts out of the ranch and proceeded to  
run the establishment on his own hook.  
Shuarts then made a bill of sale of the goods  
to Randy Taylor, and Monroe executed an-  
other bill of sale to Lester Anderson, and  
locked up the establishment. Taylor ob-  
tained the aid of an officer and obtained  
possession. Shuarts appears to be rather  
an unfortunate sort of fellow, as he has  
managed to get through with a farm, with  
the exception of what little he may obtain  
from the sale of the restaurant."

### The Gripsack Brigade.

S. McM. Toal, representing Gowans &  
Stover, the Buffalo soap manufacturers, is  
in town for a few days.

"Anything else you want?" For further  
particulars, enquire of C. Crawford or the  
proprietor of the Constantine hotel.

L. C. Bradford, formerly of the firm of  
Fox & Bradford, has engaged to travel for  
Bulkley, Lemon & Hoops, taking the posi-  
tion of general cigar salesman and manager  
of the cigar department.

Frankfort joins the State Association.  
FRANKFORT, March 9, 1907.

E. A. Stowe, Grand Rapids:

DEAR SIR—I herewith hand you draft for  
\$2.50, the same being our per capita tax for  
twenty-five members in joining State Asso-  
ciation.

Our Association is doing nicely. The  
more we investigate the merits of the organ-  
ization, the better we like it.

Yours truly, E. C. CHANDLER, Sec'y.

## THE STATE CONVENTION.

### Names of Some of the Delegates—Pre- liminary Programme.

THE TRADESMAN goes to press a day  
earlier than usual this week, in order that  
the editor and his force may assist in wel-  
coming the delegates to the special conven-  
tion of the Michigan Business Men's Asso-  
ciation, which convenes on Tuesday. From  
present indications, every local association  
in the State will be represented. Nearly all  
have announced the election of delegates  
and sent for reduced rate certificates, but  
only the following have accompanied their  
communications with the names of the per-  
sons selected:

Ada—D. F. Watson.  
Allegan—J. F. Clapp, J. H. Eppink, S.  
D. Pond, H. B. Peck, I. P. Griswold, H.  
H. Pope, E. T. Van Ostrand.  
Bellaire—J. F. Childs, A. J. Dole.  
Cadillac—A. W. Newark, C. H. LeBar,  
L. G. Law, J. H. Platt, J. C. McAdam.  
Cassopolis—D. B. Galentine, W. H. Bened-  
ict.

Cedar Springs—T. W. Provin, L. H.  
Chapman, W. C. Congdon.  
Cheboygan—H. Chambers. Alternate—  
J. H. Tuttle.  
Coopersville—R. D. McNaughton, G. W.  
Watrous, W. R. Boyington, Wm. Mines, A.  
Wagner.

Dorr—Francis Goodman, E. S. Botsford.  
East Jordan—C. W. Dunham, Reuben  
Glenn, John Chamberlain.

Frankfort—Jacob May, Chas. Burmeister.  
Freeport—J. Yarger, H. C. Peckham.

Grand Rapids—Jas. A. Coye, E. J. Her-  
rick, E. A. Stowe, E. E. Walker, B. F. Em-  
ery, B. S. Harris, H. A. Hydorn, C. L.  
Lawton, A. Rasch, Thos. Keating, Jas.  
Farnsworth, Harry DeGraaf.

Greenville—L. W. Sprague, C. J. Clark,  
Will Bradley, E. J. Clark, L. Van Wormer.  
Alternates—S. R. Stevens, G. W. Stevens,  
L. Johnson, E. Rutan, K. Paine.

Oceana—W. E. Thorp, E. S. Houghtal-  
ing, B. O. Sands, H. H. Bunney, A.  
Paton, Wm. Wheeler, B. F. Archer.

Lowell—J. Q. Look, C. G. Stone, A. C.  
McDonald, S. W. Taylor, S. E. Morgan, J.  
B. Yeiter.

Mancelona—C. L. Bailey.  
Owosso—Jas. Osborn, S. E. Parkhill, H.  
W. Parker, N. B. Payne, C. J. Stuart.

Plainwell—E. A. Owen, M. Bailey, H.  
W. Chamberlain.

Reed City—H. C. Stoddard, (J. W. Rich-  
ards, alternate).

Rockford—Geo. A. Sage, C. N. Hyde,  
John J. Ely.

Saranac—F. Henry Spencer, S. M. Craw-  
ford, D. G. Huhn.

Sturgis—H. S. Church, Jas. Ryan, C. W.  
Clark, Wm. Jern.

Traverse City—Geo. E. Steele, C. A.  
Hammond, S. Barnes, E. W. Hastings, C.  
K. Buck, S. C. Despres, E. L. Sprague, S.  
E. Wait, D. E. Carter, C. E. Lockwood.

Tustin—G. D. DeGoin, D. S. Little.  
White Lake—A. T. Linderman, C. L.  
Streng.

### LAY DELEGATES.

Battle Creek—R. C. Parker, H. E. Mer-  
ritt.

Hubbardston—L. W. Robinson, W. J.  
Tabor, C. F. Wheeler.

Pewamo—Albert Retan, E. R. Holmes.

### HONORARY.

Allendale—J. J. Quick.

Casnovia—H. E. Hesselstine.

Crosby—A. C. Barkley.

Evart—Frank Hibbard.

Monroe—Paul P. Morgan.

### THE PROGRAMME.

As near as can be decided upon, previous  
to the convention, the order of exercises  
will be as follows:

TUESDAY, 9 O'CLOCK A. M.  
1. Call to order by President Hamilton.  
2. Prayer by Rev. A. R. Merriam.  
3. Address of welcome by Mayor E. B.  
Dikeman.

4. Response in behalf of Association by  
5. Address of President.  
6. Report of Secretary.  
7. Announcement of Committee on Credi-  
entials, 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 Inter-  
ests.  
3. Report of Committee on President's  
Address.

4. Answers to Queries and opening of  
Question Box.  
5. Adjourned to banquet, tendered by the  
Retail Grocers' Association.

WEDNESDAY, 9 O'CLOCK A. M.  
1. The Legality of our Collection System.  
2. "Material Benefits of Local Organi-  
zation"—W. E. Kelsey, Ionia.

3. "Competition in Business"—O. F.  
Conklin, Coopersville.  
4. "Relation of the Banker to the Busi-  
ness Public"—C. A. Hammond, Traverse  
City.  
5. "Compromises and What They Lead  
To"—E. A. Stowe, Grand Rapids.  
6. "Look out for Tares"—Paul P. Mor-  
gan, Monroe.

7. Answers to Queries and opening of  
Question Box.  
WEDNESDAY, 1:30 O'CLOCK P. M.  
1. "Shorter Hours for the Merchant"—  
Jas. Osborn, Owosso.  
2. "Is it Possible to do a Cash Business?"  
—N. B. Blain, Lowell.  
3. "The Business Man in Politics"—Jas.  
A. Coye, Grand Rapids.

4. "Does it Pay to Sell Goods for Fun  
Instead of Profit"—Julius Schuster, Kala-  
mazoo.

5. "Effect of Labor Organizations on  
Trade"—Robert M. Floyd, Chicago.

6. Can our Collection System be Improved  
Upon?—L. W. Sprague, Greenville.

### QUERIES TO BE ANSWERED.

The following queries will be taken up as  
opportunities are presented, and answered  
in a satisfactory manner:

1. Are the insurance rates on store prop-  
erty too high? Accepted by Frank Hibbard,  
Evart.

2. Are female clerks to be preferred to  
male assistants under any circumstances?  
Accepted by Frank Hibbard, Evart.

3. Should outlawed accounts be consid-  
ered by our local associations? Accepted by  
N. B. Blain, Lowell.

4. How old should an account be before  
the collection system of an association  
should be used? Accepted by N. B. Blain,  
Lowell.

5. Is a wife entitled to credit who be-  
comes the custodian of her husband's prop-  
erty, in order to allow him to evade the pay-  
ment of his debts?

6. Ought the newspapers—not trade jour-  
nals—to publish wholesale quotations?  
Accepted by A. C. Barclay, Crosby.

7. Is it feasible and desirable to quote the  
wholesale price of merchandise—hardware  
and drugs accepted—by means of characters  
not understood by the public at large? Ac-  
cepted by A. C. Barclay, Crosby.

8. Is it possible to wholly abolish the  
credit system?

9. How can the credit system best be cur-  
tailed?

10. Is cutting in prices ever justifiable?

11. Should an attorney—a member of an  
association, but not the appointed attor-  
ney—be allowed to use our system of blanks for  
collecting other than his own personal ac-  
counts?

12. Does an accepted note imply a settle-  
ment of account and thus debar one from  
using our system to collect the overdue  
note? Should our system for collecting be  
limited to open accounts? Accepted by J.  
V. Crandall, Sand Lake.

13. Should a firm join a local association  
as a firm or should each member join in-  
dividually?

14. In case the firm joins by the payment  
of one fee and dues, should each member of  
the firm be entitled to voice and vote?

15. In the case of a firm joining as a firm,  
should a member of the firm be allowed to  
use the collection system for the collection  
of his private accounts?

16. Should not the term "dead-beat list"  
be tabooed? Are not "delinquent list" and  
"poor-pay list" preferable expressions?

17. Is the cash business conducive to cut-  
ting? Accepted by W. E. Kelsey, Ionia.

18. Is the present exemption allowed a  
married man under the garnishee law just  
to all parties? Accepted by J. V. Crandall,  
Sand Lake.

19. What constitutes a business man? That  
is, what constitutes the dividing line with  
those who wish to become members of our  
local organizations?

THE BANQUET.  
The banquet tendered the Association by  
the Retail Grocers' Association will be given  
at Sweet's Hotel, and will prove not the  
least interesting feature of the gathering.  
The toasts and responses have not yet all  
been selected, but some idea of the enter-  
tainment may be gathered from the follow-  
ing incomplete list:

The Dead Beat—Jas. A. Coye.  
The Ladies—S. E. Parkhill.  
Our Children—Robt. M. Floyd.  
The Traveling Man—L. M. Mills.  
The Off Horse—J. V. Crandall.  
The Jobbing Trade—Amos S. Mussel-  
man.

The State Association—Frank Hamilton.







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WEDNESDAY, MARCH 16, 1887.

**Michigan Business Men's Association.**  
President—Frank Hamilton, Traverse City.  
First Vice-President—Paul P. Morgan, Monroe.  
Second Vice-President—E. J. Herrick, Grand Rapids.  
Secretary—E. A. Stowe, Grand Rapids.  
Treasurer—Julius Schuster, Kalamazoo.  
Executive Committee—President, First Vice-President, Secretary, Treasurer, and E. A. Stowe, Grand Rapids.  
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, E. P. Clark; Secretary, A. S. Hobart.

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

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

**Retail Grocers' Association of Battle Creek.**  
President, Geo. H. Rowell; Secretary, C. A. Hoxsie.

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

**Casnovia, Bailey and Trent B. M. A.**  
President, H. E. Hesselteine; 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 Blossed; Secretary, H. Kundinger.

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

**Retail Grocers' Association of E. Saginaw.**  
Chairman, Richard Luster; Secretary, Chas. H. Smith.

**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, L. Martin.

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

**Flint Mercantile Union.**  
Chairman, W. C. Pierce; Secretary, J. N. Blake.

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

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

**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.

**Hartford Business Men's Association.**  
President, V. E. Manley; Secretary, L. B. Barnes.

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

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

**Hubbardston Business Men's Association.**  
President, Boyd Redner; Secretary, L. W. Robinson.

**Ionia Business Men's Exchange.**  
President, Wm. E. Kelsey; Secretary, Fred. Cutler, Jr.

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

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

**Kingsley Business Men's Association.**  
President, C. H. Camp; 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. S. Orr.

**Manton's Business Men's Association.**  
President, F. A. Johnson; 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. Palmer; Secretary, Wm. Paer.

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

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

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

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

**Osego Business Men's Association.**  
President, J. M. Ballou; Secretary, J. F. Conrad.

**Petoskey Business Men's Association.**  
President, Jas. Buckley; Secretary, A. C. Bowman.

**Pewamo Business Men's Association.**  
President, Albert Retan; Secretary, E. R. Holmes.

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

**Reed City Business Men's Association.**  
President, C. J. Fleischner; Secretary, H. W. Hawkins.

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

**St. Charles Business Men's Association.**  
President, B. J. Downing; Secretary, E. E. Burdick.

**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. Nichard.

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

**Sherman Business Men's Association.**  
President, H. B. Sturtevant; Secretary, W. G. Shane.

**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. Holl.

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

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

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

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

**BUSINESS LAW.**  
Brief Digests of Recent Decisions in Courts of Last Resort.

**BOYCOTTING BEFORE THE LAW—CONSPIRACY.**  
The Supreme Court of Errors of Connecticut has affirmed the conviction of three members of Typographical Union No. 47, of New Haven, who were found guilty of conspiracy in boycotting the New Haven Journal and Courier because of the refusal of that paper to pay union rates to its printers.

**COVENANT NOT TO ENGAGE IN BUSINESS.**  
The Chancery Division of the High Court of Justice (England) lately held that a covenant not to engage in or be in any way concerned or interested in a particular business was broken by the employment of the person making the covenant in such a business at a weekly salary.

**THE LAW OF STRIKES—ILLEGAL COMBINATIONS.**  
Judge Brown, of United States District Court for the Southern District of New York, rendered an important decision in the case of Old Dominion Steamship Co. vs. McKenna et al. Suit was brought against the defendants to recover \$20,000 damages which the plaintiff company claimed it sustained by their interference with its business as a common carrier during the late strike. The defendants, who had been arrested, moved to vacate the order of arrest on the ground, among other things, that they were acting within their legal rights, and that the plaintiff's case was so doubtful that the order of arrest could not be sustained. Judge Brown denied this application, holding that the acts alleged against the defendants gave the plaintiff company a legal cause of action against them. In his decision the judge said: (a) The plaintiff was engaged in the legal calling of common carrier, owning vessels, lighters, and other craft used in its business, in the employment of which numerous workmen were necessary, who, as the complaint avers, were employed "up on terms as to wages which were just and satisfactory." (b) The defendants not being in plaintiff's employ, and without any legal justification, as far as appears—a mere dispute about wages, the merits of which are not stated, not being any legal justification—procured plaintiff's workmen in this city and in southern ports to quit work in a body for the purpose of inflicting injury and damage upon the plaintiff until it should accede to the defendants' demands, which the plaintiff was under no obligation to grant, and that the procurement of workmen to quit work, being designed to inflict injury on the plaintiff, and not being justified, constituted in law a malicious and illegal interference with the plaintiff's business, which is actionable. (c) After the plaintiff's workmen, through the defendant's procurement, had quit work, the defendants, for the further unlawful purpose of compelling the plaintiff to pay such a rate of wages as they might demand, declared a boycott on the plaintiff's business and attempted to prevent the plaintiff from carrying on any business as common carriers, or from using or employing its vessels, lighters, etc., in that business, and endeavored to stop all dealings of other persons with the plaintiff, by sending threatening notices or messages to its various customers and patrons and to the agents of various steamship lines and to wharfingers and warehousemen usually dealing with the plaintiff, designed to intimidate them from having any dealings with it, through threats of loss and expense in case they dealt with plaintiff by receiving, storing or transmitting its goods or otherwise; and that various persons were deterred from dealing with the plaintiff in consequence of such intimidations and refused to perform certain existing contracts and withheld their former customary business, greatly to the plaintiff's damage. (d) The acts last mentioned were not only illegal, rendering the defendants not only liable in damages, but also misdemeanors at common law. (e) Associations have no more right to inflict injury upon others than individuals have; all combinations and associations designed to coerce workmen to become members or to interfere with, obstruct, vex or annoy them in working or in obtaining work because they are not members, or in order to induce them to become members, or designed to prevent employers making a just discrimination in wages paid to the skillful and the unskillful, to the diligent and the lazy, to the efficient and the inefficient, and all associations designed to interfere with the perfect freedom of employers in the proper management and control of their lawful business, or to dictate in any particular the terms upon which their business shall be conducted, by means of threats of injury or loss, by interference with their property or traffic, or with their lawful employment of other persons, or designed to abridge any of these rights, are illegal combinations or associations, and all acts done in furtherance of such intentions by such means and accompanied by damage are actionable.

**Prize Offers for Original Articles.**  
For the purpose of acquainting the readers of THE TRADESMAN with the best methods to pursue to secure the largest results, it has been decided to offer a series of prizes for the best series of articles on general merchandising, to be followed by a similar offer for contributions on other subjects of interest to business men. For the best treatise on the general dealer, with suggestions as to the most desirable methods of buying, paying, displaying stock, selling, trusting, etc., THE TRADESMAN offers \$10 cash; for the second best, \$6; for the third best, \$4. All contributions must be under the following conditions:  
1. Contestants must be yearly subscribers to THE TRADESMAN.  
2. The name of the contributor must accompany each article, but a *nom de plume* may be used for publication, if desired.  
3. No prize will be awarded unless there are at least ten contestants.  
4. The awards will be made by vote of the readers of THE TRADESMAN.

**Battle Creek to Join the State Body.**  
BATTLE CREEK, Mar. 9, 1887.  
E. A. Stowe, Grand Rapids:  
DEAR SIR—Our meeting last evening was well attended and interest is coming up. We elected two delegates to the State convention—H. E. Merritt and R. C. Parker, who were instructed to say that we wish to join the State association.  
Yours, R. C. PARKER.

**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.**

**HIRTH & KRAUSE,**  
DEALERS IN  
**Hides, Furs and Tallow,**  
Prompt returns made on Consignments.  
118 Canal St., Grand Rapids.

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

**SEEDS!**

I would respectfully call your attention to the fact that I am handling a complete line of  
**GARDEN SEEDS.**

Representing the well-known house of James Vick, of Rochester, anyone wishing Seeds in large or small quantities can obtain them, true to name, by placing his order with us. Mr. John A. Brummeller, who has been in the Seed business for years, is now with us in this new department.

Hoping you will favor us with your orders, which will have our prompt attention, I am

Very respectfully yours,

**ALFRED J. BROWN, Seedsman,**  
16 and 18 North Division St.,  
**GRAND RAPIDS, MICH.**

**SPRING & COMPANY**  
JOBBER IN  
**DRY GOODS,**  
Hosiery, Carpets, Etc.  
6 and 8 Monroe St., Grand Rapids.


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.

**SNOW-SHOVELS, SLEDs, FIRE-KINDLERS,**  
FOR SALE BY  
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Importers and  
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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.**

**PERKINS & HESS,**  
DEALERS IN  
**Hides, Furs, Wool & Tallow,**  
NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.  
WE CARRY A STOCK OF CAME TALLOW FOR MILL USE.

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LATEST IMPROVEMENTS FOR 1887.

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**H. LEONARD & SONS,**  
GRAND RAPIDS, MICH.  
Manufactured by the Adams & Westlake Mfg. Co., Chicago.



# The Michigan Tradesman.

## TWIN TOWNS.

Hubbardston and Pewamo both Organized.

Agreeable to invitation, the editor of THE TRADESMAN met the business men of Hubbardston last Thursday afternoon and assisted in the organization of an Association. Boyd Redner was designated to act as chairman and L. W. Robinson as secretary. At the conclusion of Mr. Stowe's explanation of the objects of concerted action, a motion to organize was unanimously carried and the following gentlemen announced themselves as charter members: B. Redner, L. W. Robinson, E. Matthews & Son, L. E. Gardner, W. J. Tabor, Wheeler & Holbrook, Robbins & Bolender, B. V. Rider, J. A. Tabor, M. H. Cahalan, J. M. Holbrook, R. Gardner & Son, Graham & Bunk, O. C. Townsend. Election of officers resulted as follows, the selection of Committees on Business and Trade Interests being deferred until the next meeting:

President—B. Redner.  
Vice-President—C. F. Wheeler.  
Secretary and Treasurer—L. W. Robinson.  
Executive Committee—President, Secretary, M. H. Cahalan, O. C. Townsend, C. F. Wheeler.

The Blue Letter and accompanying blanks were adopted for the use of the collection department and the Executive Committee was instructed to procure the printing of the same.

The editor of the local paper was requested to print the constitution and by-laws in his next issue.

L. W. Robinson, W. J. Tabor and C. F. Wheeler were elected delegates to the State convention, and the meeting adjourned.

## PEWAMO IN LINE.

The editor of THE TRADESMAN drove back to Pewamo the same evening and addressed a meeting of the business men of that town on the advantages of organization. E. R. Holmes was selected to officiate as chairman and R. H. Spencer as secretary. Albert Retan moved that an organization be effected without delay, which was adopted, when E. G. Taft moved that the constitution recommended by Mr. Stowe—which is given in full below—be adopted, which was carried. The following gentlemen then handed in their names for charter membership: M. D. Taft & Son, E. R. Holmes & Co., Albert Retan, C. P. Somers, E. H. Stevens, S. W. Rogers, Hauck & Fox, W. J. Holly, Stephens & Chamberlin, E. E. Rogers, C. N. Gleason, Dr. R. H. Spencer, R. G. Mattison.

Election of officers resulted as follows:  
President—Albert Retan.  
Vice-President—E. G. Taft.  
Secretary and Treasurer—E. R. Holmes.  
Executive Committee—President, Secretary, C. P. Somers, S. W. Rogers and W. J. Holly.

The election of the remaining committees was deferred until the next meeting.

The editor of the local paper was requested to print the constitution and by-laws in his next issue.

The Blue Letter and blanks recommended by Mr. Stowe were adopted and ordered printed and the meeting adjourned.

## MODEL CONSTITUTION.

The following constitution and by-laws contain several improvements over all previous drafts:

### PREAMBLE.

WHEREAS, comparison of ideas and methods and concert of action are essential to the well being of any community, and

WHEREAS, We believe that a Business Men's Association will accomplish these objects; therefore

RESOLVED—That we, business men of Pewamo and vicinity, duly assembled on March 10, 1887, do hereby organize ourselves into such an Association, and adopt the constitution and by-laws following:

### CONSTITUTION.

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

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

1. To encourage well-directed enterprises; to promote the proper progress, extension and increase of the trade and growth of this city.
2. To increase acquaintance and foster the highest commercial integrity among those engaged in the various lines of business represented.
3. To encourage the merchant to adopt shorter hours for doing business.
4. To promote the proper observance of all national holidays and more frequent intervals for rest and recreation.
5. To take concerted action against discriminations by railway and express companies.
6. To induce equitable insurance rates and settlements.
7. To secure immunity from inferior and adulterated goods, short weights, counts and measures, fictitious brands and labels and misrepresentation in public and private.
8. To influence legislation in favor of better collection laws, affording more safety to creditors in general.
9. To introduce the cash system, wherever practicable.
10. To guard against unnecessary extensions of credit to unworthy persons, through the interchange of information gained by experience and otherwise.
11. To maintain a collection department for the collection of doubtful accounts and the blacklisting of dead-beats who prey upon business men.
12. To prevent the jobber selling at retail to private families.
13. To compel the peddler to assume a portion of the burdens borne by the merchant.
14. To discourage the demoralizing practice of cutting in prices and encourage the maintenance of legitimate profits.

ARTICLE III.—MEMBERSHIP.  
Any firm or individual doing an honorable business may become a member of this Association on the two-thirds vote of the members present at any regular meeting, by paying to the Secretary the sum of \$1 membership fee, and agreeing to pay \$5 cents quarterly dues in advance, and any assessments which shall be voted by the Association to meet expenses.

Every person or firm becoming a member of this Association shall be honorably bound to conform to the rules, regulations and by-laws.

ARTICLE IV.—OFFICERS.  
The officers of this Association shall consist of a President, a Vice-President, a Secretary, a Treasurer, and an Executive Committee of five members (of which the President and Secretary shall be two), a Business Committee of three members and a Committee on Trade Interests of three members. These officers shall be elected annually by ballot and shall hold office until their successors are elected.

ARTICLE V.—DUTIES OF OFFICERS.  
Section 1—The President shall preside at all meetings, if present; in his absence, the Vice-President.  
Section 2—The Secretary shall receive all money due the Association from any source and pay the same to the Treasurer, taking his receipt therefor; keep a record of all meetings; conduct all correspondence; keep a list of all members in a book provided for that purpose; and notify all committees of their appointment.  
Section 3—The Treasurer shall receive all monies from the Secretary, giving his receipt therefor; pay all bills when approved by the Executive Committee, and report the condition of the treasury at each regular meeting.  
Section 4—The Executive Committee shall have charge of the collection department and the compilation and publication of the directory; shall provide rooms for the Association; audit all bills and examine the books and accounts of the Secretary and Treasurer previous to each annual meeting.  
Section 5—It shall be the duty of the Business Committee to look after all matters pertaining to the growth and well-being of Pewamo; to use all possible inducements to secure the location of mills, factories and other improvements; and to endeavor to secure any needed concessions in freight, express and insurance rates.

Section 6—The Committee on Trade Interests shall have charge of all matters pertaining to local and State legislation; shall proceed with the peddler as the Association may direct, and shall settle disputes between members.

Section 7—Both officers and committees shall, at any time, make such recommendations to the Association as may seem to them to be desirable.

ARTICLE VIII.—CONFESSION.  
No compensation for services shall be paid any officer, except the Secretary.

ARTICLE IX.—MEETINGS.  
Section 1—The annual meeting of the Association shall be held on the first Friday of each January.  
Section 2—The regular meetings of the Association shall be held on the first Friday of each month. Special meetings shall be called by the President on the written request of five members.

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

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

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

ARTICLE XII.—BY-LAWS.  
Five members shall constitute a quorum for the transaction of business.

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

ARTICLE XIV.—DELINQUENTS.  
Sec. 1 The Association emphatically asserts that it hopes to collect all debts due the members without publicity, and that it neither desires or intends, in any instance, to permit its members to intentionally annoy or persecute any person indebted to members of the Association.

Sec. 2 That no injustice may be done to, or advantage taken of, any debtor, by any member of the Association, it shall be the duty of every member, before reporting a person to the Association as a delinquent, to send him the first official notification sheet, known as the "Blue Letter," setting forth the fact that he owes the Association a stated sum and that he is granted fifteen days from the date entered on such letter in which to pay the debt, or to satisfactorily arrange for its payment; that if after the expiration of the fifteen days thus granted, the debtor shall have failed to pay or to have arranged for payment the member shall report him to the Secretary (giving in each case his full name, occupation and place of residence), when that officer shall mail him the second official notification sheet, setting forth the fact that he is indebted to the member named in the sum stated, and that unless he pays, or arranges to pay the amount within ten days he will be reported to the Executive Committee as a delinquent; and in the absence of extenuating circumstances, that Committee shall then place the debtor's name on the Delinquent List.

Sec. 3 The second circular letter sent to the debtor shall be enclosed in the envelope of the Association, on which shall be printed, "If not called for in ten days, return to the Pewamo Business Men's Association," and the non-return of any circular letter thus mailed shall be deemed sufficient evidence that the said letter was received by the debtor addressed.

Sec. 4 Disputed accounts shall be investigated by the Executive Committee, whose report on the same shall be acted upon by the Association.

Sec. 5 Any member trusting a man whose name appears on the Delinquent List shall be fined \$10.

National Legislation Not the Thing.  
President Hamilton has been in communication with several able authorities on the subject of adulterations, and has received the following reply from the State Dairy Commissioner of New Jersey:

PATTERSON, N. J., March 5, 1887.

Frank Hamilton, Traverse City:

DEAR SIR—Your favor received, and I take pleasure in answering your questions:

1. "Do you consider the present adulteration of food an evil and worthy of legislation?" I answer, most certainly, that legislation is needed, and, further than that, a rigid enforcement of any law bearing on the subject of food adulteration should be provided for.

2. "Is the present adulteration injurious to the body, the pocket, or both?" Most forms of adulteration are sins against the pocket; but, occasionally, the adulterants are poisonous, either immediately, or after continued use. Thus, the use of salicylic acid as a preventive is followed by constitutional disturbance, and the adulteration of food by this article has been prohibited in France and Germany.

3. "Is not the deception involved the greater wrong?" Deception is a great wrong, but it is inferior to the damage to health inflicted by some impure foods.

4. "How shall it best be controlled—by national, state or local agitation?" The best agitation is that brought about by a well-enforced state law. As soon as the people find that some work is being done, they will enquire and learn just how far adulteration is carried in this country. National legislation is not needed except to forbid the importation of debased or impure foods, or to prevent the sale of such articles in Washington and the Territories. The national government has no jurisdiction over the states. Local agitation or police work in the cities may do good when the authorities are to be trusted, but, as a rule, little can be hoped for improvement from this source.

The best thing that the merchants of Michigan can do is to impoverish your very efficient State Board of Health to look after the food in the State, and if you give them enough money to carry on the work, I will guarantee you that the sale of adulterated foods will be checked.

Dr. H. B. Baker, secretary of your State Board of Health, is well known as an efficient officer, and Prof. V. C. Vaughan, of Ann Arbor, a member of your State Board, can be entrusted with any legislation you may need, with the certain result of having the work well done. Yours truly,  
WM. K. NEWTON.

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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.

**ORDER**

<b>Our Leader Smoking</b> 15c per pound.	<b>Our Leader Fine Cut</b> 33c per pound.
<b>Our Leader Shorts,</b> 16c per pound.	<b>Our Leader Cigars,</b> \$30 per M.

**The Best in the World.**

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**P. STEKETEE & SONS,**

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Peerless Carpet Warps and Geese Feathers  
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**AND**

**FRUIT**

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

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Engravings and Electrotypes of Buildings, Machinery, Patented Articles, Portraits, Autographs, Etc., on Short Notice.  
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