GERMAN L. Winternitz, MUSTARD. Grand Rapids, Mich

Full outfits for the Collection Depart-

ment 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

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

CHANGE OF FIRM.

Notice is hereby given that the stock and accounts of the firm of Fox & Bradford have been purchased by H. H. Freedman and W.A.Higbee, who will continue the business under the firm name of H. H. Freedman & Co. All accounts due the late firm must be paid to H. H. Freedman & Co., who bespeak for themselves a continuance of the patronage accorded the old firm.

H, H. FREEDMAN & Co.

GRAHAM ROYS,

BELKNAP

Wagon and Sleigh Co.

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.

**T* Special attention given to Repairing, Painting and Lettering.

Shops on Front St., Grand Rapids, Mich.

STANLEY N. ALLEN, Proprietor.

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

Orders by Mail and Express Promptly At tended to.

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

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., Commissiom Merchants, JEWELER

157 South Water St., CHICAGO. Reference: FIRST NATIONAL BANK.

We carry a full 'ineof 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.

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

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

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



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



CHARLES A. COYE,

A. Coye & Son,

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

Flags & Banners made to order. 73 CANAL ST.,

WINTERNITZ,

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 fo their town on this Yeast by applying to above address None genuine unless it bears above label.

We have just purchased a large invoice of

Send us a Trial Order.

Spring Chicken, Moxie and Eclipsealways in stock.

OLNEY, SHIELDS & CO.

Use Heckers' Standard

Manufactures.

EDMUND B. DIKEMAN.

-AND-

44 CANAL STREET,



EATON & LYON. For Sale by all Michigan Jobbers.

Importers, Jobbers and Retailers of

Stationery & Sundries,

The CELEBRATED EMERY \$3 SHOE MANUFACTURED BY
HATCH & EMERY, Chicago and Boston.
D. G. KENYON, Traveling Salesman,
227 Jefferson Street, Grand Rapids, Mich.
Box 14.

BAXTER'S CELEBRATED



ROPER & BAXTER CIGAR CO., 51 and 53 Wabash Ave., Chicago This famous brand is now handled by the leadin druggists and grocers of Michigan. In towns wher the cigar is not handled, I am prepared to give the clusive agency to good parties, druggists preferred.

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

MONNICH & STONE, Flint, Mich.

Send for Sample Order. Voigt, Herpolsheimer & Co.,

Importers and Jobbers of DRY GOODS

Staple and Fancy.

Overalls, Pants, Etc.,

OUR OWN MAKE.

A Complete Line of Fancy Crockery Fancy Woodenware

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit Prices Guaranteed

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

166 South Water St., CHICAGO.

FELSENTHAL, GROSS & MILLER, Bankers.

HEMLOCK BARK!

WANTED.

N. B. CLARK, 101 Ottawa St.,

MUSCATINE

TRY IT! FOR SALE BY ALL FIRST-CLASS GROCERS.

MANUFACTURED BY Oberne, Hosick & Co.

> CHICAGO. A. HUFFORD, General Agent, Grand Rapids.

Proceedings of the Special Con vention of the Michigan Business Men's Association.

The special convention of the Michigan Business Men's Association convened at Royal Arcanum Hall on Tuesday morning, March 15. President Hamilton called the meeting to order, when Rev. A. R. Merriam offered the following earnest invocation:

We thank thee, oh Lord, that Thou hast brought here thy servants together to conimportant interests that are intrusted to them. We thank Thee for the success that has crowned their efforts. We praise Thee and we thank Thee for their prosperity and we ask Thy blessing to be with them through the deliberations of this convention; and we look to Thee, oh Lord, or strength and kindness in all our affairs. We thank Thee, oh Lord, that we may serve Thee in business, as well as in our holy work, and in every pathway of life which is true and honorable, and we bless Thee, oh Lord, that Thou hast intrusted to them, the great interests of Thy kingdomall departments of labor and all departments of trade which in any way shall advance the interest of the commonwealth and that shall in any way bring out the material resources of the land, and we bless Thee for all the many ways in which they have materially prospered.

We ask Thy blessing for these merchants.

these men of business, and that they shall raise the standard by noble dealing. We pray that Thou will help them to realize row much of the true interest of humanity is in their hands. May they by their dealings and among themselves, and with all whom they meet in business life, keep up the standard and so bring in the principles of Jesus Christ, our Lord. We ask Thee to help them through all their daily life, and to advance and ennoble them, and so bring them to a better day, when its influence will rule

In the absence of Mayor Dikeman, Jas. A. Coye delivered the address of welcome as follows:

In behalf of the Retail Grocers' Associa tion, I bid you a hearty welcome to the city of Grand Rapids. May your deliberations be harmonious; may the results which you arrive at benefit not only business men, but all men. Gentlemen, we bid you welcome to our houses and to our homes, and I hope that as the result of this visit to our city you will have a lasting remembrance of the good will that may be shown to you by the people of Grand Rapids, once more bidding you thrice welcome and trusting that by your presence here to day you will be greatly benefited.

President Hamilton then called upon Geo E. Steels, of Traverse City, to respond to the welcome in behalf of the Association, who spoke as follows:

I am very poorly prepared to make any remarks at all this morning, but I feel constrained at the invitation of our President to say a few words in response.

Let me say to you, Mr. Coye, representing as you do these cutzens of the ing as you do not use towns. Gentlemen, do you was your hospitality, not simply to see, but we come here to learn. We look over your beautiful streets up and down these avenues beautiful streets up and down these avenue ing as you do these citizens of Grand Rapness and so regarded at all points of the State. We come to enjoy your hospitality, agreeing that Grand Rapids is the central point of our enterprise, and a desirable meeting place for carrying it forward. What are our aims? What did we come here for? First, we represent our own interests. We represent back of that the The undersigned will pay the high- What are our aims? What did we come ways advocated that the people of their forming the highest market price for HEMLOCK here for? First, we represent our own in-BARK loaded on board cars at any strength of the cities of the State of Michiside track on the G. R. & I. or C. & W. gan. Very much I would hope that soon our representation in that respect will be M. Railroads. Correspondence solicited.

We represent ideas which we can enlarge and which we can develop to the good of every man, and every eitizen of our State. It is not selfishness in this respect, but we are able to say that we have something for you, if you come and join us. We could not, in enjoying your hospitality, feel that we are trespas

animated the first body and pervades this body to-day. It will never die until this loose and indiscriminate credit system is a thing of the past; not until the cash system thing of the past; not until the cash system that and manieral distance and mani has shelved one-half of the delinquents, and the merchant's unmistakable "no" has relegated the other half; not until legisla- rich the pockets of a few, with but little proper committees. No committees should be over-burdened. One work well done is better than many left unfinished. The man-better than many left unfinished. The man-legisla- rich the pockets of a few, with but little proper committees. No committees should be over-burdened. One work well done is better than many left unfinished. The man-legisla- rich the pockets of a few, with but little proper committees. No committees should be over-burdened. One work well done is better than many left unfinished. The man-legisla- rich the pockets of a few, with but little proper committees.

tion has accomplished that which is the dealer's right; not until jealousy and impositials which we consider so important to the business man.

Soon after our September meeting, a prize of \$5 was offered for the best set of blanks that might be presented at this meetice and high morals.

That offer is now, open, and I hereby to use the profit to the merchant, lacking in the essentials which we consider so important to the use to me, as to all of the work through mittees on both I bersely and in the essentials which we consider so important to the business man.

Soon after our September meeting, a prize of \$5 was offered for the best set of blanks that might be presented at this meetical that the profit to the merchant, lacking in the essentials which we consider so important to the business man.

town should stand by the town and those who stand by them. We believe that your home merchants, the men who have the best interests for the more general ones, will be productive of most good in the standard principle. I would be remiss in my duty, if I failed to make recognition of the good work done by our local bodies. It has been almost best interest of your town at heart, who help to pay the taxes, help to support the churches and, in fact, who go down into their pockets nearly every day, in order to help along some object in which the people are interested are the men who deserve and

remember as though it were but yesterday Competition snatches man from barbarism, our first meeting of the "Associated Associations" of Michigan, in September last. We remember the hospitality and generosity of the Retail Grocers' Association and jobbing trade of this city; we recollect the how, even, when the first combined blow was struck at the abuses and false methods in trade; we recall no tears as falling from our cheeks when we parted with our "promising friend." We remember, too, with gratitude, the instrument that led us through the wilderness to a completed orthrough the wilderness to a completed or- rier between the merchants; it has led to ganization. It was a day to be remembered. It marked an era in the business man's so rapidly in the social strata. Men are The Best Laundry Soap on the Market. ed. It marked an era in the business man's so rapidly in the social strata. Men are sary changes in the latter, for the govern-sary changes in the latter chan I see before me the pioneers in the move- department; greed, selfishness, cupidity are next annual meeting such changes in both report was accepted and adopted. ment, scores of new faces greet us from every side, yea, and more to us than numbers, back of all L recognize the spirit, that

tion, "pay, progress, principle."

As we meet to-day, business men of Michigan, entertaining no party or sectional motive, desiring only to work out the best and highest methods in business, stimulated by the finest record of any existing State body, let us more fully outline the work and state our position.

the dishonest debtor; we demand right and justice always. The dead-beat is ever in the majority where no association exists; where they do exist and men are loyal to each other, the case is reversed and the merchant is ahead. Real happiness falls to man but twice in his natural lifetime: once, when he gets the better of a first-class, fulls sure, he an accentable one. It will not only but twice in his natural lifetime: once, when he gets the beiter of a first-class, full-sure, be an acceptable one. It will not only

dustrial or professional pursuits may at the option of the local bodies call the Association his.

The Association does not assume any sovereignty; it will invite and urge co-operation from the local bodies, as the existence and efficacy of each will depend largely upon the other; it will watch with leadous are change of these lists, among the local association for professional pursuits may at the option of the local bodies call the Association to a sum of the existence and unsystematic use, it has spent its force and we look in vain for another, assuming that, through the system in vogue, we not only have received, but will continue to receive, additions to our lists of delinquents. Realizing the benefit that may be derived in an exception of the sum of the local association of the local bodies, as the existence and efficacy of each will depend largely the option of the local bodies at once to raise this tax on membership from October 1st, the end of our fiscal year, to a sum not less than twenty-five cents, nor more than forty, at the discretion of this body.

I do not want to pass over a subject that expectation of the local bodies, as the existence and efficacy of each will depend largely the expectation of the local bodies are the system in vogue, we not only have received, but will continue to receive, additions to our lists of delinquents. Realizing the local association from the local bodies, as the existence of the system in vogue, we not only have received, but will continue to receive, addition to a sum not less than twenty-five cents, nor more than forty, at the discretion of this body.

I do not want to pass over a subject that the profession of the local bodies, as the existence of the local bodies are the local bodies are the local bodies.

with the best results. I know of no trade out pausing a moment, asking you to think cate. Let every local body have papers prewith the best results. I know of no trade organization having more avenues for usefulness and permanency, better calculated for the general good, than the association of business men in Michigan. To bear out the truth of this assertion, we have only to point you to the new enterprises which have sprung into existence through the combined efforts of banker, merchant, manufacturer and professional man. This is especially true in small and moderate-sized out pausing a moment, asking you to think of that have occurred within the last six months on all sides of us, the long list of culprits who have been unearthed through our vigilance; both made by the abuse of a system which, for perniculated through our vigilance; both made by the abuse of a system which, for perniculated through our vigilance; both made by the abuse of a system that has shipwrecked the business life of many a sprung man, checked industries and devastated homes, and which, if not abandoned, will undermine confidence in trade circles sham doctors and sham lawyers, by requir-

help along some object in which the people are interested, are the men who deserve and should have your patronage." And, I say, don't forget your printer. You want to cultivate the newspaper man; he is the most important factor you have, and do not fail to appreciate the power he holds for your interests. Take him into your councils; patronize him freely. You will not do 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

MUSCATINE

ROLLED OATS.

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

Musch provided process, and used by everybody. Put up in barrels, half barrels and cases.

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

Musch provided process, and used by everybody. Put up in barrels, half barrels and cases.

Musch provided process, and used by everybody. Put up in barrels, half barrels and cases.

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

Musch provided process where the transpassion of the manufacture of the place where they reside prover the holds for four interests. Take him into your counting sow have united out, and one will for you. It is with mingled feelings of pride and the provided process where the place where they reside prover in the trade out was a provided provided that the position which you occupy before the trade of your sections. To you are committed interests that outweigh as the personal profit. Competition the keenest upon every side, we could not stop if would, we would not if we could. Work work is the motto. Grind out the dollar, which we have an an interest in common with the business men of the place. In eities of say ten interest in outweight as the event of which you occupy by fore the trade of your sections. To you are committed interests that outweight as the event of which we have an adequation of all it will be made our offail to appreciate the power he holds for our interest in common with the business, are for bin than he will for you will not do not relatively out of your sections. To you are committed interests that outweight as the world. Work work is the motto. Grind out the dollar, which we have faulting creditor, the dishonest dealer or the oppressor of men. We have been work-ing in this cause and it is fair to presume that we have been thinking. We have gathered let us not relax our utmost energies in carry

who shall at this meeting report such neces-

ost valuable suggestions reports to-day will reveal After six months, we are called here to review our work, to test the truth of our convictions prior to organization, to outline our future, and to give such impetus and character to the work as will send its influence into every business house in our State.

during this session, anticipating, however, that no marked change in the system will that no marked change in the system will there, to whom all matters pertaining to railroads, express, telegraph and passenger rates be referred for such action in our bestate. State.

When, through The Tradesman some eighteen months ago, I suggested such an organization as we have to-day, I well knew that I voiced the sentiment of an army of men in Michigan who were ready to raise the banner of the B. M. A. with its inscription, "pay, progress, principle."

As we prose to day, business men of

work and state our position.

A half-year's experience and reflection bave better prepared as to commit this organization to the intelligent public. We pride ourselves first on our broad platform; our objects are so diversified that no one line of business men can claim the body theirs alone—the grocer may claim it as his, the butcher may claim it as his, the butcher may claim it as his, the merchant can urge the stronger claims, but the business man, in the honorable mercantile, industrial or professional pursuits may at the option of the local bodies call the Associa-

sovereignty; it will invite and urge co-opters, and in from the local bodies, as the exist tence and efficacy of each will depend largely be used to from the local bodies, as the exist tence and efficacy of each will depend largely be the interest of each organization; it will you the other; it will watch with jealous eye the interest of each organization; it will spot the check the tendencies toward unlappy results in trade through loose the check the tendencies toward unlappy results in trade through loose the delinque of the state Secretary. E. A. Stowe, who will, upon a larger scale than over coals of fire; it will necessate the cast deader, however small; it will pursue the dead-beat with a "blue sheet" in one hand and a "promise to pay" in the other; it will seek to place the delinquent upon his honor, it will each cast with a "blue sheet" in one hand and it osecretaries sufficient copies for each will end as a "promise to pay" in the other; it will seek to place the delinquent upon his honor, if the has any); it will endeavor to legislate as well as educate; it will seek to give life to the local badies; it will seek to give life to the local badies; it will seek to give life to the local badies; it will seek to protect the army of noble (?) dead-beats from delinquent merichants who tempt him to buy on time; it will protect the honest trader from the disholones; it will seek to protect the army of noble (?) dead-beats from delinquent merichants who tempt him to buy on time; it will protect the honest trader from the disholones; who tempt him to buy on time; it will protect the honest trader from the disholones; who tempt him to buy on time; it will protect the honest trader from the disholones; it will also seek to protect the army of noble (?) dead-beats from delinquent merichants who tempt him to buy on time; it will protect the honest trader from the disholones; it will seek to protect the army of the protect the honest trader from the disholones; it will also seek to protect the army of the protect t utacturer and professional man. This is especially true in small and moderate-sized towns. Gentlemen, do you want your town to prosper? That small community of which you are a member will best succeed when a little professional man. This is especially true in small and moderate-sized towns. Gentlemen, do you want your town to prosper? That small community of which you are a member will best succeed when a continuous true is the "Credit System." better protection. We protect men against sham doctors and sham lawyers, by requiring that is already greatly weakened. I need not not name it; you have already divined it—in the market place? Then, with a well-equipped department or departments. Organization is the panacea for all these for analyzing foods, a good State law and

Committee on Constitution and By-Laws, of 1,669; total receipts to date, \$172.30;

Treasurer Schuster reported total receipts bers, back of all, I recognize the spirit that our finer insight in moral and financial disappointment until their final report at the our finer insight in moral and financial disappointment until their final report at the ing a balance on hand of \$97.90. The re-

As our field for usefulness enlarges, our port was accepted and adopted. President Hamilton announced the fol-

On Credentials-Jas. A.

On Order of Business-S. E. Parkill, C. L. Bailey, E. T. Van Ostrand.

On Resolutions - Julius Schuster, J. V. Crandall, P. P. Morgan. On President's Address-J. W. Richards,

Geo. W. Crouter. O. K. Buckhout. On Blanks-Jas. Osburn, H. H. Pope, E.

The President then stated that the con-

presenting the State associations of New our local Association last September. the platform. Upon being called upon for remarks, the gentlemen spoke as follows:

about \$500. Our Association is in a flourishing condition, and I think we have been greatly benefited by it.

the fatigue of a thousand-mile ride, but I feel highly paid for what I have seen and heard. I can assure you that for many months we have seen, through your trade journal, THE MICHIGAN TRADESMAN, the business men of New York State have men-tioned that they might come here to Michigan to learn something of the great work that is being done. I only wish that you could get from me as much as I am sure I shall get from you. I thank you for your kindly reception, and hope, at some future time, to speak more at length.

Mr. Smith—Permit me to thank you for

your cordial reception. My purpose in com-ing here to-day is to look on. Our State President, Mr. John A. Harbaugh, could not be with us here to-day. I received a tele-phone just before I left that he was quite ill, and, living in the suburbs, he could not even send a letter of regret. Our local Association is prospering. We started with fifty-one members and we now have in the neighborhood of five hundred, and in the matter of collections, we have collected over \$10,000 in delinquent accounts.

Mr. Daub—I am a man of very few words.

I merely came here to-day to look on and see what I could find out.

Reports from local associations were the next thing on the programme, and were re sponded to in the following order:

Irving F. Clapp, Allegan-We have been organized but a short time. We were organized by Mr. Stowe on December 10. We had some little trouble for the first two of the State, and we invited all in at the meeting. We had representatives of our men, and representatives also from those I shall consider of the dead-beat assoeffect of frightening a good many of our loss when and at first we only grived. We have now about sixty-five members. I few each week. I think our success is owing somewhat to the fact that we laid aside for the time being the collection department of the Association, and merged into a village improvement association. Since that time improvement association. Since that time improvement association. Since that time we have emerged into a Business Men's Association. Our collection department, as far as it has gone, has been a success. I can not now say how much has been collected, for we have not full reports. We are perfectly satisfied with the Association. Today we need to be a succession of the pioneers in this work. There were but two associations in existence at the time we organized. We organized.

H. C. Peckman, Freeport-We have a small organization, with a membership of fifteen. We are very well satisfied. Every business man in town belongs, with one exception. It seems that a delegation of deadbeats called upon this man, and at last re-ports he has their entire trade, and I think

we are well rid of them.

L. W. Sprague, Greenville—I hardly Association was organized last October. It and we have several other smaller institu-was a success right from the start. We have was a success right from the start. We have been eminently successful in the collection of bad debts. I have got over \$150 in cash. We are very much interested in the work. We have taken in very nearly all the business men in our city. We have had applications from lawyers and physicians, and fave laid their names on the table until after this meeting, because we did not know tion, and I think professional men, as well as husiness men, can derive great benefit by after this meeting, because we did not know whether it was right to admit them. There is one man who came and started in business in our city and the dead-beats went to him in a body, and wanted to trade with him. He has got their trade now, but I feel sorry for him, because he will have a hard time before he collects his bills from them. In my judgment, gentlemen, we should sell

or cash just as near as we can.
O.K. Buckhout, Kalamazoo—Our Association has been running for nearly a year. We started just with the grocers, and when we started we had sixty-two members, and we have now got all the grocers in town. We have had very good success in collecting, and we have maintained our organization, and we have got quite a dead-beat list, and we are getting some money out of our deadbeat list, which we never did before. Our organization has done quite a considerable in collecting. We have done further—we have got a little better prices than we used to get at the time of our organization. We were then selling about \$1.15 worth of gran-ulated sugar for \$1. We have all stopped selling goods below cost, and are now get-ting at least cost for the staples. I think

old way under any circumstances.

Fred. Cutler. Jr., Ionia—Our organization are concerned, we feel very much encoun take in members promiscuously, nor to be too anxious to increase the membership, is a lections have been very good.

C. L. Bailey, Mancelona—I would say increase our membership. We had a list of about 300 delinquents, and when it was pubganization and we are doing good work. We can show what an Association can do.

A few months ago we were paying to the two railroads running into our town 95 cents in January left and now have nineteen manufactured. It is a superficient to the part of the part for freight, while at Sarahac they Ifad a members. So far as I am concerned, I cheaper rate. The Business Men's Association took hold of the matter and to-day we men together, and making them more social,

C. E. Brewster, Kingsley—I think there are several reasons why I should not reply to the request for a report from Kingsley. I to give you a report of Traverse City. I are several reasons why I should not reply to the request for a report from Kingsley. In the first place, I was brought up in the navy and we are great sticklers for form. A subordinate should not make a report when the President is here. I am nothing but the Secretary. He should make the report. We Buck; he will say something further.

Secretary. He should make the report. We Buck; he will say something further. have had considerable trouble in our Association. We found that some of the worst dead-beats that we had were in our organiz ation, and while I am proud of Northern Michigan, I think we have more dead-beats to the square foot than any other place in Michigan. We are now on good solid found-

York and Pennsylvania, respectively. He used the blanks which were then in style, thanked the gentlemen for their presence and asked them to take seats with him on about \$500. Our Association is in a flour-

Mr. Dexter—I have hardly recovered from the fatigue of a thousand-mile ride, but I feel highly paid for what I have seen and heard. I can assure you that for many heard. I can assure you that for many three months old. We have entered heartily into the work. We have a good class of a ray I am able to learn, members, and, so far as I am able to learn, work which you are doing, and many of the all are well satisfied with the success of the Association. Members have told me within the last few days that they have received pay from a number of delinquents. Quite a number of them have come up in a good-natured way and paid their old accounts. We have a good class of members and good moral support behind it. I am well satisfied that we are getting on as well as we can. I am satisfied that the best way, and one that is a long stride towards the cash business, is to induce people to pay when they get the goods. I have no ill report. We are all

well satisfied. C. E. Ramsey, Kalkaska-1 can only say for our Association that we are more than pleased with our work. We have an organization of about forty. I have heard no complaint so far. Every one takes an interest in the work. We are very well satis-

C. L. Streng, White Lake—I would have preferred to have our President make the report, as I have only been in business in our town about two years. I commenced with a cash business and I find that it works very well, and I can say that I don't think that I have got a dead-beat on my books. We organized last year. I have attended several of the meetings and find from the reports of the different merchants that the organization is doing good work. They have collected a great number of old debts, some that had been standing eight or ten years. weeks. The first meetings we held were public, as I presume is usual in other parts deal of good work. I think it is going to make better payers of the dead-beats. think this has been the experience of the business men of White Lake.

E. S. Houghtaling, Oceana-I don't know ciation—a few of which, after the closing of our meeting, organized in opposition to the Business Men's Association, which had the business men, and at first we only gained a is moving along quite as well as we could

day we number 61, and we are represented here to-day by seven delegates.

To-ence at the time we organized. We organized ized in the first place for the collection of debts, and we are very much gratified at the success of that system. We have had some lines of improvement in our town, and indi-rectly through the effort of our Association we have got several manufactories to locate in our town—one the Star Cutter Co., which is one of the largest institutions in the world of the kind. I think that speaks well L. W. Sprague, Greenville—I hardly know what to say that will be new. Our Association was organized last October. It

> tion. We have a full delegation, which will arrive this afternoon. H. S. Church, Sturgis-We organized last June with the help of Mr. Stowe. We have twenty-six members and are getting along

connecting themselves with this organiza

N. H. Beebe, Big Rapids—All I have to say is that we are in a prosperous condition at present. All our members think it is a great benefit to them.

E. W. Pickett, Wayland-I did not con here this morning to make a report for our We have a small organization. Association. I think we shall have no trouble in-settling

all of our accounts.

J. L. Hurd, Charlevoix-I will say that, although our Association is not large in numbers, all of our business men have joined. We number now about thirty. We have been organized only about months. We have just got out our first de-linquent list. There are something like 200 names on the list. Quite a large number have reported that all had settled or made selling goods below cost, and are now getting at least cost for the staples. I think we have been immensely successful. We have got prices which we ought to have, and I think it could not be got back in the old way under any circumstances.

been organized considerably over a year and been organized considerably over a year and out with most all of the business men of our we have made it a good success. We num-bered something over thirty members. I think the suggestion of the President not to handle this co-operative system. Our col-

good one. I think it would have been better for us if we had not been so anxious to increase our membership. We had a list of about 360 delinquents, and when it was publication. Our efforts have been confined mostly to the collection department. We number twentylished it made quite a commotion in Ionia. hive members. We have been more standing than some of the Associations by securing We went on until this January, when we organized again under the name of the Business Men's Exchange and we number to-iness Men's Exchange and we flowrighing orthe members seemed to be well satisfied that they have joined.

have the same rate that Grand Rapids has. and with regard to collections the results

cess and we go heart and hand with the rest of the ideas of this society, and as we have been a pioneer we propose to be one of the old settlers.

Say that Traverse City is something into the idea about her old lady when she was asked about her health, and she replied that she was enjoying very poor health. I don't know what that means. We have taken in some pro-

Buck; he will say something further.

C. K. Buck—We now have eighty-nine

members and we have been organized over two years. It has helped our collections very much and it has made a great deal better feeling among our dealers; but the work that we have done already is not up to the work which we hope to do. I think we vention was honored with the presence of Newton Dexter, of Albany, and Percy F.
Smith and Henry Daub, of Pittsburg, reSmith and Henry Daub, of Pittsburg, reC. L. Martin, Elk Rapids—We organized the prices up to the standard. I think, as has been said here to-day, that it is folly to attempt to sell goods without the legitimate margin, and at the end of the year we can see that we have had some remuneration for the year's work. In conclusion, I would say, I don't think there is a member of our Association but feels that it is a good one and he will stick to it.

Mr. Blain-I would like to ask Mr. Steele if they feel any better in health since they took in the lady physician?

Mr. Steele—In reply to the gentlemen, I would say that she has not operated on me

vet. [laughter]. J. L. Alger, Petoskey-Petoskey is enjoying good health in a business way. We have a membership of fifty in our Association and nearly all of the business men of our place are members of the Association. We are all very well satisfied, as far as I have been able to learn. The collection business, perhaps, has been attended to more than any thing else. We found at first that some or the delinquents were inclined to get angry and some of them talked of forming a co-operative store, but there are some that are showing the white feather. I presume that if a co-operative to the constitution and by-law store was formed that it would be controlled mended by the State Association.

by the principal business men of the city.

H. E. Hesseltine, Casnovia—Our Association was organized by the help of Mr.
Stowe in January last. We have two applications now for membership. We are follows: all satisfied with the workings of the Association.

Geo. A. Sage, Rockford-I have not attended much to collections myself, but as far as I have heard, collections have been very good. What I have done myself has been very good and the business men are well satisfied with the work of the Associawell satisfied with the work of the Association and it is doing good work. I think in We are using our Blue Letter to good adthe future we will have all of the busines men in our town as members.

W. C. Congdon, Cedar Springs-Our Association is young, but it has done good work already, and collections have been splendid, and the moral effect has been I great. We are in line and marching along

C. G. Bentley, Hastings-I don't know as I have very much to say. Our secretary forgot to give me any credentials, but I have brought what will answer and that is the money for 18 new members. As to the collection of bad debts I don't know of a single instance where one of the members have complained but that they have had good success in the collection of bad debts. We are gaining very fast and getting along

Fred D. Voss, Grand Haven-Our Association has been organized since last No-vember. We organized with some twenty members and we now have forty-five. The collection department of our Association has been very satisfactory.

The following communication was read by the Secretary:

GRAND RAPIDS, March 14, 1887. The Owashtanong Boat Club, by order of their Board of Directors, hereby extend the privileges of their club rooms to the mempers of the Michigan Business Men's Association during their stay in our city.

W. E. Kelsey moved that the invitation of thanks be tendered the Club for its hospitality, which was adopted.

The convention then adjourned until af-

nounced the following gentlemen entitled to seats in the convention:

Allegan—I. F. Clapp, J. H. Eppink, S. D. Pond, W.W.Warner, I. P. Griswold, H. H. Pope, E. T. Van Ostrand. Battle Creek-R. C. Parker, H. E. Mer-

Bellaire—E. J. Childs, A. J. Dole. Big Rapids—E. P. Clerk, N. B. Beebe, J. F. Clark, A. H. Webber, J. H. Megargle, O. D. Glidden, F. W. Joslin.

Boyne City-J. L. Handy. Cadillac—A. W. Newark, C. H. LeBar, L. G. Law, J. H. Plett. Casnovia-D. B. Galentine, W. H. Bene

Cedar Springs-T. W. Provin, L. H. Chapman, W. C. Congdon. Charlevoix—G. W. Crouter.

Cheboygan—H. Chambers. Coopersville—R. D. McNaughton, G. W. Watrous, W. R. Boyington, Wm. Mines, A. Wagner.

Dorr-Francis Goodman, E. S. Botsford. Flint-G. R. Hoyt, J. W. Blake J. L. Willett, C. H. Wick.

Greenville—L. W. Sprague, C. J. Clark, Will Bradley, E. J. Clark, L. Van Wormer. Hartford—W. D. Codman, T. S. Roberts. Hastings-C. G. Bentley.

Oceana—W. E. Thorp, E. S. Houghtaling, W. J. Haughey, H. H. Bunyea, A. Paton, J. Robinson, B. F. Archer.

not made one kick. I hope all will get along as good as we do.

H. Chambers, Cheboygan—I will say this

Owosso—Jas. Osborn, S. E. Parkill, H. W. Parker, C. S. Williams, C. J. Stuart. Petoskey—J. L. Alger.
Plainwell—E. A. Owen, M. Bailey, H.

Reed City-J. W. Richards. Rockford-Geo. A. Sage, C. N. Hyde, John J. Ely Saranac-O. J. Br. tz.

-H. S. Church, Jas. Ryan, C. W. Sturgis-W. Clark, Wm. Jorn.

Traverse City—Geo. E. Steele, C. A. hope to do a great deal better in the future. Hammond, C. K. Buck, S. Barnes, Wm.

G. R. Hoyt, Flint—We are not very old—its in this report and may have touched on

H. Wharton

White Lake-A. T. Linderman, C. L.

HONORARY. Allendale—1. J. Quick. Casnovia—H. E. Hesseltine. Crosby-A. C. Barkley. Evart-Frank Hibbard. Monroe-Paul P. Morgan. Sand Lake-J. V. Crandall

VISITING DELEGATES. Albany-Newton Dexter. Pittsburg—P. F. Smith, Henry Daub. Chicago—Robert M. Floyd.

The Committee reported adversely to the dmittance of the Retail Dealers' Commercial Agency of Grand Rapids until the mempers organize in regular form, conforming to the constitution and by-laws recom-

The report was accepted and adopted. Reports from the remaining local associations represented were then called for, as

H. A. Hydorn, Grand Rapids-Brothers of the Knights of the Scales, we have a membership of a little over a hundred in Grand Rapids, and we think we are doing a very good work. We commenced a little over a year ago, with a small membership. We organized in The Tradesman office, vantage, having collected several thousand dollars. I think we are all alive and kickdollars. ing. I think we are doing as well as can be expected, being all young men, and I hope you will bear with us until we get older.

R. D. McNaughton, Coopersville—We organized last October with a membership of twenty-nine. We now have a membership of forty-five. We have made a good many collections by the help of the Association, and we think it is a pretty good thing down

H. B. Fargo, Muskegon-I am sorry to say that I cannot give you as good a report from our Association as I wish I could. We started out in pretty good shape and had quite an organization, but shortly after it was taken sick and came very near dying. We finally got together and made up our minds that we would have it die respectably and then quit, but we have tried to make it live. I think after this we will be able to

make a better report.

L. B. Chapel, Ada—Let me state that we are the smallest Association in the State. 1 suppose you will expect the least from us. We have nine members. Our existence has been very satisfactory to the members. So far we have succeeded in uniting our efforts in a small way, as we are the smallest Association. I came here to learn what we can

do to further benefit ourselves.

Geo. W. Albrecht, Bellaire—Our Association is in first-class shape. We organized three months ago, and we have a member-ship of fifteen. I think that with one exbe accepted and laid on the table. C. L. ception it has all of the business mem in the matter of collections. Every member of the Association has stated that he has received far more benefit than the cost of the Association. The report as a whole of our Asso-

ciation is a good one. C. W. Dunham, East Jordan—I will say

membership of twelve. We are doing a to report this just, this equitable, this savgood collection business and getting in a good many bad debts. We have now about eighteen members and are prospering and doing a good business.

G. D. DeGoin, Tustin-I can say that our Association is in a very prosperous condition. We have not used the collection blanks very freely as yet. All of the business men think that it is a good idea to be banded together for the advancement of the town.

O. J. Bretz, Saranac-I will say, gentlemen, that I was not selected as a delegate the State Legislature, which convenes Januby the Association, but on learning this forenoon that none of the delegates would be here, and having some business in the behavior of the delegates would be here, and having some business in the latest Legislature, which convenes Januby the kind, citing cases wherein men's religious views had kept them aloof from such the state Legislature, which convenes Januby the kind, citing cases wherein men's religious views had kept them aloof from such the state Legislature, which convenes Januby the Association, but on learning this forenoon that none of the delegates would be here, and having some business in the be here, and having some business in the city, I thought I would call in and do what ity, I thought I would call in Association that

1. The enacting of a law making more entry, I thought I would call in and do what every law to the subject of th I could. I will say for our Association that we are still at work. We organized last of the State of New York on the subject of East Jordan—C. W. Dunham, R. R. Glenn. summer. I can assure you that we are weights and measures, with the provision working and doing the best we can. Of that a barrel, dry measure, shall have a ca-

Frankfort—Jacob May, Chas. Burmeister.
Freeport—J. Yarger, H. C. Peckham.
Grand Haven—F. D. Vos, F. A. Hutty,
G. Justema, G. A. Bottje, G. Vanden Bosch. Grand Rapids—Jas. A. Coye, E. J. Herrick, E. A. Stowe, E. E. Walker, B. F. Emand have tried in different ways to get manuery, B. S. Harris, H. A. Hydorn, C. L. Lawton, A. Rasch, Thos. Keating, Jas. Farnsworth, Harry DeGraaf. have a regular meeting once a week, and have a good attendance. I am sorry to say that there are not more delegates have a

Jas. Osburn, Owosso-I can say about the Holland—J. G. Van Putten, J. R. Kleyn, same as the rest of the gentlemen in regard W. Bangs, D. Bertsch, W. Rogers.
Ionia—W. E. Kelsey, Fred. Cutler, Jr.,
A. S. Wright, W. W. Williams, Geo. F. think we started the first part of February Phelps.
Kalamazoo—M. S. Scoville, O. K. Buckhout, Julius Schuster, W. C. Davis, P. L. Haines, J. J. Vankersen, H. A. Odell.
Kalkaska—C. E. Ramsey, Will. H. Pipp,
S. A. Johnson, A. W. Clark.
Kingsley—Chas. E. Brawster C. H. Kingsley—Chas. E. Brawster C. H. Scoville, O. K. Buckhout, Julius Schuster, W. C. Davis, P. L. Kingsley—Chas. E. Brawster C. H. Scoville, O. K. Buckhout, Julius Schuster, W. C. Davis, P. L. Hink we never had an early closing association was formed, and soon after this was was started we how have a membership of fifty-five. I think we never had an early closing association was formed, and soon after this was was started we how close at 7 p. m., which is a good thing agent, or other nerson whatsoever in the committee on Trade Interests be instructed to use any and every legitimate and honorable means to suppress the practice of the selling of merchandise of any kind whatsoever by wholesalers, jobbers, manufacturers, packers, or any salesman, agent, or other nerson whatsoever in the committee on Trade Interests be instructed to use any and every legitimate and honorable means to suppress the practice of the selling of merchandise of any kind whatsoever by wholesalers, jobbers, manufacturers, packers, or any salesman, agent, or other nerson whatsoever in the committee on Trade Interests the instructed to use any and every legitimate and honorable means to suppress the packers of the selling of merchandise of any wholesalers, packers, or any salesman, agent, or other nerson whatsoever by wholesalers, packers, or any salesman. Kingsley—Chas. E. Brewster, C. H. for every one. It has done one thing—it Camp, H. P. Whipple. think that is one great thing we have accomplished for Ionia. I can say in the collection line that we have met with good successions as the collection line that we have met with good successions. I can say in the collection line that we have met with good successions as the collection line that we have met w A good many people have come and paid consideration the existing legal obstructions, their debts and they are now more careful to the cellection of just debts, involved in

very near all the business men in our place, and that we have collected thousands of dol-

tion has not done as well as I would like to report. We have had a good deal of trouble husband and wife, thereby making it impos-Sparta-J. R. Harrison, L. E. Paige, J. in getting our Association to work. We sible to collect a just debt from either the husband or the wife.

Hammond, C. K. Buck, S. Barnes, Wm. G. R. Hoyt, Flint—We are not very old—its in this report and may have touched on the territory of others. If this be the case, Tustin—G. D. DeGoin, D. S. Liddle.

Wayland—E. W. Pickett, W. H. Schuh,

Tustin—G. D. DeGoin, D. S. Liddle.

Wayland—E. W. Pickett, W. H. Schuh, that it was a good thing. We start with a membership of seventy-three and we expect to double it before the next meeting, if we Woodland—F. F. Hilbert, D. B. Kilpat- take in all who have applied for member- freighted with peace and goodwill to man-

report:

of the Michigan Business Men's Association reads as follows:

"The Committee on Legislation shall have charge of all attempts to combat inimical, able, and with unstinted congratulations to or secure favorable, legislation; shall report our noble co-workers, 1,700 strong, your at each annual meeting what legislation affecting business men has occurred, and submit such recommendation in regard thereto as shall appear to them to be proper." Notwithstanding the present is not an annual meeting, the duly appointed Com-

mittee on Legislation assume that a report will be expected from them on this occasion they therefore beg to submit the following: To the present time, no measure has been reported to the Legislature, so far as your Committee is advised, that is inimical to the interests of this Association. They have, however, been informed through the columns of the press that the Hon. Judson Grenell, of Detroit, introduced either a bill, or an amendment to the garnishee law now in force, having for its object the exemption of heads of families from the provisions of said statute. Acting on the assumption that this bill, or amendment—rethe attendance has been large and the markable for the gross injustice and the in-calculable damage it would do to the thousands of struggling dealers in the State—would not be reported, if reported at all, by the judiciary committees of the respective to secure permanent results. She has been sands of struggling dealers in the State-

sociation, whose instruction they await.

garnishee causes. The effect of this amendment will be to allow the debtor exemption rect dishonorable business methods, the A will have a strong incentive to deal justly and to carry out any contract he may enter In view of the fact that multitudes draw their pay by the week, and that the tendency is in the direction of paying at least semi-monthly instead of monthly, it ed. cannot but be apparent to any business man present, or absent, that this amendment is of profoundly vital interest, meaning, as it aggregate amount—debts that are now absolutely beyond the pale of law and unjustly Tuesday Afternoon.

After the report of the Committee on Programme, the Committee on Credentials announced the following gentlemen entitled to seats in the convention:

Ada—L. B. Chapel.

Ada—L. B. Chapel.

Allegan—I. F. Clapp, J. H. Eppink, S. D. Pond, W.W. Warner, I. P. Griswold. H.

D. Pond, W.W. Warner, I. P. Griswold. H.

D. Pond, W.W. Warner, I. P. Griswold. H.

C. W. Dunham, East Jordan—I will say that we have one of the oldest Associations of the oldest Associations of the oldest Associations of the oldest Association and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishonesty and permitting the debtor, in a manner scandalous and premeditated, to dishone the Michigan Scandalous and premeditated, to dishone the Michigan Scandalous and premeditat ests, to proceed to Lansing to urge upon the Judiciary Committee of the respective houses ing and beneficial amendment, favorably and to champion it in the interest of honesty and fair-play, by their commanding and in-

fluential position. 3. Your Committee respectfully commend to your notice and suggest the follow-

That an authorized committee, the chairman of which shall be an attorney, be innext regular meeting for consideration, with organization a secret one, or anything of

course, we are reaping benefit from our letters and making a good many collections.

3. That the local Associations, through course, we are reaping benefit from our let-ters and making a good many collections.

J. H. Plett, Cadiliac—I can say this much J. H. Plett, Cadiliac—I can say this much enact a law on this subject, that weights and measures in all their bearings shall be uniform throughout the nation.

giving of gifts by retail dealers for the pur-

merchandise at retail by itinerant merchants. 6. To enact a law regulating the rental of telephones and regulating railroad passenger rates.

ests be instructed to use any and every legitipractice of the selling of merchandise of any The Tradesman office with the Strokind whatsoever by wholesalers, jobbers, bridge calendar for 1887, which eclipses all employ, directly or indirectly, to any private family, restaurant, hotel, or, if deemed advisable, public institution.

Mancelona—C. L. Bailey, E. J. Wilenski.

Muskegon—H. B. Fargo, Wm. Peer, A.

Towle.

Towle.

Mancelona—C. L. Bailey, E. J. Wilenski.

Our collections are excellent and men have emption laws of this enlightened common-wealth, under the following heads:

1. In the unjust property rights of as good as we do.

H. Chambers, Cheboygan—I will say this much for our organization—we are booming.

A little less than a year ago we started with the cocount of or settled for by promissory a membership of forty and we now have the account of, or settled for by promissory

lars.

2. Cases in which the husband claims his homestead is not liable, though actually much to say from the fact that our Association.

2. Cases in which the husband claims his homestead is not liable, though actually lands, and rated at \$2.50 per acre. That on the worth \$10,000, because the deed therefor is

kind, with blessings rich and countless and Chairman Kelsey, of the Committee on with powers for ultimate good, that, set in Legislation, then presented the following motion in any worthy direction under the firm hand and intelligent guidance of its distinguished President, will prove simply Section 6 of article 5, of the constitution and absolutely irresistible and uncomprom ising. With a Godspeed to you in your untiring zeal to bring this Association to a standard, high, acknowledged and honor

WILLIAM E. KELSEY, J. V. CRANDALL, J. F. CLARK, Committee

J. V. Crandall offered the following resolution, which was adopted:

Resolved-That this subject be called up for discussion to-morrow morning, at nine o'clock, and that the Legislative Committee select and offer such parts of said report for consideration as they deem best.

(Report continued next week.)

The Business Men.

From the Grand Rapids Telegram-Herald. A semi-annual meeting of the Michigan Business Men's Association has been held in this city during the past two days and branches of the Legislature for consideration, your Committee have taken no action, preferring to lay the matter before the Asprehensial the pioneer both in local organizations and in the State association, in that hers was first organized and is now the largest busiociation, whose instruction they await.

2. On the advice of the President and take pleasure in stating that a Grand Rapthe Secretary of the Association, your Committee, by its chairman, has effected, through the courtesy of Hon. A. J. Webber, Representative of the eastern district of Ionia county, the introduction in the Legislature of an amendment to Howell's Annotated Statutes, governing proceedings in growing status of the Statutes, governing proceedings in growing status of the Statutes, governing proceedings in growing status of the President and take pleasure in stating that a Grand Rapids man, and a editor, too, is at the bottom of much of this work—E. A. Stowe, of The MICHIGAN TRADESMAN. Of the sixty-six local associations in Michigan, sixty-one were organized by Mr. Stowe personally, and he can now look upon the vigor and strength of his work with honest delight and in the sum of one dollar per day, the num- manufacture and sale of adulterated goods ber of days to be limited to twenty-five labor days. To illustrate: A is working for B sale of shoddy articles, the collection of at \$2 per day, drawing \$12 every Saturday night. A owes C \$5 for merchandise, for which he refuses to pay. Under the present law, A, being a married man, has in every settion in garnishee against him and we are glad to say that Grand Rapids has every settion in garnishee against him and the same of the collection of debts and to effect the annihilation of the dead-beat. So far its work has met with admirable success, its future is bright and we are glad to say that Grand Rapids has every action in garnishee against him, an exemption of \$25, thus barring out the creditor from July to eternity. Under the pro- Grand Rapids. The men who came many posed amendment C will be able to institute action against A and B. A will be exempt \$1 per diem for six days. C can collect all in excess of the six days' exemption and the costs. When it is understood that A has to be sued but once, it will readily be seen that A will have a strong incentive to deal justly.

Organization Notes.

Alba merchants are anxious to form an association and will shortly be accommodat-

The Watervliet Record is endeavoring to interest the business men of that town in does, the collection of debts, startling in the the formation of a Business Men's Associa-

The Secretary of the Michigan Business protected by it, thereby placing a premium on dishonesty and permitting the debtor, in

> vitations have been received from both places and the Executive Committee will probably designate its choice within a month

Allegan Gazette: W. W. Warner is often Men's Association meeting, the other evening, discussion was upon qualification of members, some rather favoring exclusivestructed to draft recommendations, which shall be submitted to this Association at its ness. Mr. Warner objected to making the a view to their submission, if adopted, to the kind, citing cases wherein men's religevery church in town, including Deacon Ed. Bailey. Nevertheless, Brother Warner bluntly remarked, instituting a comparison, "Now, 'spose some of us should get religion." Everybody winced.

Purely Personal. Geo. R. Mayhew is expected back from

for a few days.

his extended Western trip Saturday. W. A. Higbe, of the wholesale cigar house of H. H. Freedman & Co., is in town

or a few days.
W. T. Lamoreaux was called to Battle Creek Monday by the serious illness of his Will be glad to know that there is a new and helpful friend at his command that will assist him in wife, who is temporarily sojourning there. Building up Business H. W. Wagleigh, the Boston end of the Cappon & Bertsch Leather Co., is in town for a few days, inspecting the business of

the corporation. Frank I. Maybury, State agent for the Strobridge Lithographing Co., has favored The Merchant's Guide to Successful Advertising. previous efforts in that line.

Hides. Pelts and Furs.

visable, public institution.

Light hides are firm and heavy hides are down Dressing and Store Decoration.

Light hides are firm and heavy hides are down Dressing and Store Decoration.

It furnishes all the news of the day from a nation of advertisers. woolen goods having affected the wool mar- MERCHANTS' PUBLISHING CO., ket. Tallow is quiet. Furs are without relative change.

NOTICE.

To Restore Lands to the Public Domain. Pursuant to instructions from the Commissioner of the General Land Office, dated March 8, 1887, the following lands will be restored to the public domain and become subject to set-

The lands to be restored are as follows:

NORTH OF BASE LINE AND WEST OF MICHIGAN PRINCIPAL

-	PARTS OF SECTION	SEC	TOWN	RANG	EACRES
•	All of	1	34	4	642.73
1	**	33	34	4	631,58
		11	34	4	640.00
t	**		84	4	640.00
Į,			34	- 4	640.00
1	*	23	34	4	640.00
3	"		31	4	640.00
٠,	**	27	34	4	640.00
ľ	*	35	84	4	649.00
-	W1/2 of ne14, nw14 and	0,	01		040.00
ı	e% of sw14	3	35	4	332.78
	All of	5	35	4	643.20
l		7	35	4	621.85
	W½ ne¼, se¼ of ne¼		-		Ole E . C.
1	and 81/2	9	35	4	440.00
,	Swi of nwi and siz	11	35	4	360.00
	All ot	13	35	4	640.00
•	E1/2 of ne1/4 and se1/4	15	35	4	240.00
7	Ny of ne% and n% of		0.2	•	
-	nw1/4	17	35	4	160,00
	All of	19	35	4	96.17
ı	Wis of seld, neld and wis	23	35	4	560.00
•	E% of nw and e%	25	35	4	400.00
•	All of	35	35	4	506.56
)	All of	00	00	•	000.00
r	of se14	25	. 36	4	320.00
•	S½ of	27	36	4 -	320.60
		31	36	4	311.85
	Ali of		36	4	640.00
	W1/2 of nw1/4	35	36	4	80.00
			00		00.00
				1:	2.426.66
	U. S. LAND OFFICE,				
-0		14			

Reed City, Mich., March 14, 1887. NATHANIEL CLARK.

W. H. C. MITCHELL. Receiver.

MISCELLANEOUS.

Advertisements of 25 words or less inserted in this column at the rate of 25 cents per week or 50 cents for three weeks. Advance pay-Advertisements directing that answers be sent in care of this office must be accompanied by 25 cents extra, to cover expense of postage,

FOR SALE-One-third interest in a gristmill, doing a good business. For sale at a bargain. Fine location. Small capital re-quired. Call on or addres Wm. H. McCormick & Co., Fennville, Mich.

FOR SALE—\$1,600 will buy my property, practice and drug stock, if sold before the 1st of May. Established 3½ years, and doing good business. Address M. D., 177 Fourth St., Grand Rapids, Mich.

FOR SALE-WATCHMAN'S CLOCK, Imhauser patent, nearly new. J. L. Buchanan, 463 N. Front St., Grand Rapids.

FOR SALE—Drug, book and stationery store doing good business in best location in a doing good business in best location in a thriving Northern Michigan railway town. Address "Junction," care Tradesman. 188*

ROR SALE—Well-selected general stock, located at a place tributary to a large farming trade. Stock will inventory about \$6,000. Address for full particulars, " J.," care "The Tradesman." FOR SALE—Clean stock of dry goods, clothing, hats and caps and boots and shoes, situated at Plainwell, a lively town with two railways. Stock will inventory about \$3,500. For terms of sale, apply to W. H. Hoops, at Bulkley, Lemon & Hoops, Grand Rapids. 177tf

ROR SALE—A thirty-year old grocery stand in Kalamazoo. A two-story frame store, with good tenement rooms above, and a good tenement house on same lot, also barn. Three blocks from M. C. depot. \$3.500, part down, balance in easy payments. Possession given in May. J. Van Zolenburg, Petoskey. 174tf

FOR SALE-Best bargain ever offered for repert stock in growing town in good farming community in Northern Michigan. Stock will inventory about \$6,000. Sales last year were \$60,000. Address "The Tradesman,"

WANTED-Situation with a wholesale house to sell on the road, or any position with chance to rise. Have had experience on road. Moderate salary. Address "S," TRADESMAN office, Grand Rapids.

WANTED—Situation by young man in a grocery or general store. Four years' experience. Best of references. Address S., Box 354, Fremont, Newaygo Co., Mich. 187* WANTED-Situation by young man as tray-

WANTED-A man having an established W ANTED—A man having an established trade among lumbermen to add a special line and sell on commission. To the right man a splendid chance will be given to make money without extra expense. Address "B," care Michigan Tradesman.

an unconscious humorist. At the Business FOR RENT-Good and beautiful location on The lake shore in Emmet county, for a business requiring \$600 or \$800 capital. For information address Gideon Noel, Good Hart, Mich.

WANTED-Stock in Kent County Savings Bank. Address, stating terms demand-ed, "Purchaser," care "The Tradesman."



and Making Money.

Every merchant who wishes to advertise with more nd better success should send for a sample copy of the "AMERICAN ADVERTISER,"

An eight-page monthly paper devoted to the subject of good advertising for country merchants.

It gives a multitude of good suggestions.

It furnishes a great variety of ready written advertisements for every purpose and of every description.

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60&10

The Michigan Tradesman.

Mercantile and Mannfacturing Interests of the State.

E. A. STOWE, Editor.

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

WEDNESDAY, MARCH 23, 1887.

resident, L. M. Mills; Vice-President, S. A. Sears; Secretary and Treasurer, Geo. H. Seymour; Board of Directors, H. S. Robertson, Geo. F. Owen, J. N. Bradford, A. B. Cole and Wm. Logie.

Subscribers and others, when writing advertisers, will confer a favor on the pub lishers by mentioning that they saw the adver

ent in the columns of this paper. THE STATE CONVENTION.

The special convention of the Michigan Business Men's Association is a thing of the past, but its influence is sure to be felt until every dead-beat is annihilated, every trade

country. They did not come from idle curi- fumes and extracts at Denver. osity, but to participate in the benefits to be derived from such an interchange of opinions, and the high character of the papers and reports presented, as well as the discussions held, furnish abundant proof that the proceedings were remarkable in point of scope and thoroughness. A singular feature of the occasion was that no one who was assigned a topic or report failed to respond, which is certainly an unusual occurrence.

The crowded condition of THE TRADES MAN's columns will preclude an extended review of the convention at this time, but the salient points should briefly be referred

President Hamilton presided with dignity and discretion and won many friends by his impartial rulings and his successful endeavor to draw out all there was to a subject, without permitting the discussion to degenerate into personalities or untoward allusions.

The report of the Committee on Legislation convinced the convention that it had the good of the Association at heart, and that it would spare no pains to accomplish the results deemed desirable. The efforts of Chairman Kelsey to secure the reduction of the garnishee exemption allowed a married have sold out to Cole & Edwards. man are such as will commend him to every member of the Association.

The report of the Committee on Trade Interests, which was wholly prepared and presented by Chairman Barnes, treated mainly of adulterations and the remedy, which the writer assumed to be afforded by national legislation. The convention took issue with Mr. Barnes on this point, however, adopting resolutions which call for the abolition of the evil as the result of individual action and State legislation.

The reports of the temporary committees were marked by a degree of carefulness and candor seldom witnessed in a convention of so miscellaneous a character and call for the

Many of the papers presented exhibited deep study and research, and will be productive of further thought and discussion.

The entertainment provided by the Retail Grocers' Association, and the courtesy of the O-wash-ta-nong Club, will linger long in the memory of every delegate present.

THE TRADESMAN regrets that it cannot present a complete report of the convention which the proceedings will be reproduced— business. reporter-necessitates such a course. It is hoped that the report can be completed with- ceeding. in the compass of three issues.

The New York Retail Grocers' Advocate, in referring to the convention of the Michigan Business Men's Association, said: "We hope Michigan will put herself on record in favor of the National Food Act." The Advocate is destined to disappointment. The so-called "National Food Act" was thor- and grocery business. oughly discussed by the convention and received a discolored optic-in other words, a grocery business and disposed of his real bad black eye. Michigan merchants see no estate interests here. reason why Congress should be appealed to for a remedy which already exists within building a new store, which they will occupy

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

A. C. Horton succeeds F. T. Taylor in the brokerage business. Annie Southwick (Mrs. Albert) is suc

Barnhart & Co. furnished the stock.

Holmes & De Goit, hardware dealers at

Cody, Ball, Barnhart & Co. furnished the

in the Caulfield block, corner Canal and Erie

from town a year ago, has returned and enceeded in the crockery business by C. Van Every & Co. have started a branch

meat business at the corner of Spring and

Robt. Johnson has engaged in the gro-Kalamazoo-J. E. Van Bochove, travelcery business at Cadillac. Cody, Ball, ing representative for Phelps & Bigelow for

Jas. Van Winsheym has engaged in the Fife Lake-W. W. Lewis, a former grogrocery business at 423 Fifth avenue. cer of this place, has engaged to travel for Cody, Ball, Barnhart & Co. furnished the H. H. Lardner & Co., of Detroit, taking business. He is expected back Wednes

Tustin, have added a line of groceries. will shortly close out his stock of groceries, the Grand Rapids Packing & Provision Co., dry goods boots and shoes and will engage taking a portion of the territory formerly in mercantile pursuits here. Walsh & Spoon is the style of the firm

Sturgis-The H. M. Millizen grocery who has engaged in the grocery business stock, which had a half-dozen owners in as the grocery business on Grandville avenue, many weeks, has finally landed in the hands but for the past year with Arthur Meigs & of Daniel Millizen, by foreclosure, and been shipped to an unknown destination.

Sault Ste. Marie—Arnold Gage has reon the road for Arthur Meigs & Co., has The Eaton & Christenson Cigar Co., shipped to an unknown destination.

which is owned by Grand Rapids men, but Sault Ste. Marie-Arnold Gage has rewhich is owned by Grand Rapids men, but operates at Lincoln, Neb., now employs tired from the hardware firm of H. G. Wait accept a similar position with the Detroit

S. A. Holt and Fred Smith have formed ship with F. L. Higgins and will continu copartnership under the firm name of the business under the same firm name. Holt & Smith and purchased the grocery

Wm. Mears, of Boyne Falls, has purchased of Lester J. Rindge the mills and Co., where he was employed as a clerk. Manistique-M. J. Lyons, John Costello property of the Northern Manufacturing Co., at Boyne Falls, and will operate the same to its fullest capacity. W. C. Denison has lately sold a 45 horse-

power engine to S. P. Swartz, for use in his planing mill, and a 40 horse-power goods house of The Leahy Company, is engine to Will. McKay, for the use of the Sherwood Manufacturing Co. J. L. Davis, for the past four years en-

gaged in the buying and shipping of produce at Hopkins Station, has leased the vacant store at 33 Ottawa street and will embark in the same business here on a larger scale, beginning operations about April 1.

Oscar C. Warren, formerly chemist for abuse is remedied and business in general is Jennings & Smith, and Robert Phillips, formerly office assistant in the same estab- poses As predicted by The Tradesman, the lishment, have formed a copartnership convention attracted the largest gathering under the firm name of Warren & Phillips of retail business men ever held in this and engaged in the manufacture of per- stock company to be known as The Leahy

> Christian Bertsch and Frederick Krekel Geo. M. Lewis; Secretary and Treasurer, broke ground for their new block on Pearl Emma Neumester. The business will be street on Monday. The building will be under the supervision of Geo. M. Lewis. 22x100 feet in dimensions and four stories high, connected by archways with the block now occupied by Rindge, Bertsch & Co. which block will also be raised another story. The added room will exactly double the floor space used by that house.

AROUND THE STATE.

Jackson-Jos. Smith, grocer, has sold

Logan-C. Keller is selling his genera

stock at auction. Decatur-A. S. Hathaway, dry goods dealer has sold out

Kellersville-Samuel Scott is trying dispose of his hardware stock.

Berrien Center-H. V. Rapp succeed Rapp & Son in general trade.

Six Lakes-Frank V. Handy, grocer and flour and feed dealer, has failed. Tecumseh-The Tecumseh Dry Goods

Co. succeeds N. M. Sutton & Co. Jackson-Tuttle & Co., fruit dealers Niles-T. C. Dudley succeeds C. Stierlie

& Co. in the boot and shoe business. Greenville-D. D. Horton & Co. succeed

E. Rutan in the hardware business. Berrien Center-John L. Bishop succeed Uriah Shaffer in the grocery business.

Otsego-Freeman Leighton is preparing to engage in the grocery business here. Jackson-Silvia Powers (Mrs. Noah) grocer, is succeeded by Squire B. Carter.

Utica-John D. Hosely has bought out the hardware business of Adam Wagner. Menominee-Bird Bros., dealers in groceries, crockery and grain, have dissolved. Cassopolis-Pollock Bros., grocers, have

dissolved, Pollock & Robinson succeeding. Battle Creek-H. S. Warner succeeds G. C. Steele in the fancy goods and notion busi-

Climax-Warren Smith is now proprietor of the drug stock formerly owned by J. F.

Manchester-Macomber Bros, have bought

out Wm. H. Pottle, dealer in dry goods and Lapeer-Geo. W. Higley succeeds Strong

in a single issue, but the fullness with & Higley in the boot and shoe and grocery

Whitehall-Benton & Frost, jewelers and stationers, have dissolved, Geo. W. Frost suc Ogontz-Henry F. May, formerly of

Grand Rapids, has been appointed postmaster. Newberry-Truman & McLaughlin suc

Sault Ste. Marie-H. J. La Londe suc

ceeds La Londe & Roach in the dry goods Irving-W. S. Hecox has closed out his

West Sebewa-W. H. Chilson & Son are

with a general stock. Sault Ste. Marie-W. S. Everts, formerly

of Grand Rapids, will engage in the drug business about April 1. Maybee-L. E. Palmer, dealer in hard

ware and agricultural implements, has sold out to E. W. Crinklam. Otsego-Rev. Armstrong, who removed

gaged in the grocery business. Sturgis-Haner & Bennett, who recently succeeded Daniel Berger in the furniture

business, are in turn succeeded by Berger &

several years, will shortly engage in the gro-

Cheboygan-P. Lavelle, of Maple Valley,

& Co. Mr. Wait has formed a copartner- Soap Co.

Luther-Ora Marsh, who had arranged to business of Holt & Parish, at 670 Cherry go in business on his own account, has been arrested for stealing \$500 worth of goods from the store of the Chemical & Lumber

> and J. Lyons will open a grocery store about the middle of April, It will be under who will move his stock of goods here.

Muskegon-Wm. L. Leahy, of the dry East buying goods. He leaves about the first of May for an extended European tour. first of May for an extended European tour, with the intention of remaining absent about

Sherwood-W. R. Mandigo, the grocer and druggist, is the possessor of an even dozen blue racer snakes whose combined length is sixty-one feet. The reptiles were picked up on the river bank in a frozen condition and will be donated to the Sherwood College for scientific and experimental pur

Muskegon-Wm. L. Leahy & Co. have merged their dry goods business into Company, which is officered as follows: President, C. S. Montague: Vice-President.

MANUFACTURING MATTERS. Coral-Edward Roys succeeds Roys Bros in the shingle mill business.

Custer-Inglish & Cantwell have purchased the Custer Lumber Co.'s mill.

Bronson-The business men are to orga ize a stock company for the manufacture

Lapeer-Rorick, Dryden & Co., carriage nanufacturers, have dissolved, James & George Rorick & Co. succeeding.

Kalkaska-The Smith Lumber Co. has laid nearly five miles of its new logging railroad, using fifty pound rails. Manistee-Joseph Broadhead has retired

from the firm of Batty & Broadhead, say manufacturers. The business will be con tinued by Wm. Batty. Alpena-Comstock Bros. and the Minor

Lumber Co. will start their mills as soon as the ice is out of the booms, both having an ample supply of logs. Jackson-F. L. Elms has bought out the

carriage manufacturing department of the Michigan Manufacturing Co., manufacturers of agricultural implements, wagons, car-

STRAY FACTS.

Climax-S. Wise, butcher, has removed Harbor Springs-A. T. Long, baker, ha

old out to H. F. Murdock. Standish-Geo. F. Cross succeeds Cross & Dver in the lumber business.

East Jordan-R. Glenn has bought ou the bakery business of J. Ketchum. Ann Arbor-Wm. Wagner, merchant

tailor, is succeeded by Wagner & Co. Dowagiac-Colby & Buskirk, millers nave dissolved, H. F. Colby & Son succeed

Detroit--H. Scherer & Co. succeed Rohns & Scherer, dealers in carriage goods and

Ionia-Mrs. L. M. Stinchcomb has sold her millinery business to Mrs. M. Drawbolt Sault Ste. Marie-H. C. Kennedy suc

ceeds R. J. McKeon as lessee of the Hotel

Morenci-Church & Pegg, dealers in agricultural implements, are succeeded by Church Bros.

Detroit-Johnson & Stenton succeed Stenton, Goff & Son in the produce commis Evart-O. Morton and Chas. Lessia, jr.

have joined hands in the restaurant and confectionery business. Kellersville-Arthur Gustin has bought the grocery stock of C. G. Scott and will

add lines of dry goods and crockery. Blissfield-Geo. Lane is the president of stock company which has been organized

for the purpose of boring for gas or oil. Chase-Seymour Bros., of Manistee have bought 2,500,000 feet of standing pine near here, for which they paid \$15,000.

Detroit-Geo. W. Robinson & Co., lumber dealers, have dissolved, G. A. McKinlock retiring. Geo. W. Robinson continues the business under the same style.

Coopersville-J. V. B. Goodrich and Byron Goodrich have formed a conartnership under the firm name of Goodrich & Son, to succeed to the lumber firm of Walter &

Hopkins Station-Peter Dendel is arranging to build an addition to his store on the rear, as soon as spring opens, 30 feet long and 20 feet wide. A year hence he expects to build a brick block on the lot south of his store, which he will occupy with dry goods, groceries, boots and shoes and drugs, using the present store for furniture and hard

The Gripsack Brigade.

Frank Conlon has gone to Chicago or

John Garvey, Jr., has gone on the road for covered by Chas. S. Robinson.

Jas. D. Wadsworth, formerly engaged in

MOSELEY BROS.

Fruits, Seeds, Oysters & Produce,

ALL KINDS OF FIELD SEEDS A SPECIALTY.

the management of J. Lyons, of Detour, If you are in Market to Buy or Sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

GRAND RAPIDS

C. AINSWORTH.

Wool, Grain, Seeds & Produce.

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ABSOLUTE SPICES

Absolute Baking Powder. 100 per cent. Pure.

Manufactured and sold only by

ED. TELFER, Grand Rapids.

WM. SEARS & CO Cracker Manufacturers,

Agents for

AMBOY CHEESE

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

PURE SWEET. This Starch having the light Starch and Gluten



One-Third Less Can be used than any other in the Market.

FIRMENICH MNFG. CO. Factories: Marshalltown, Iowa; Peoria, Ills.

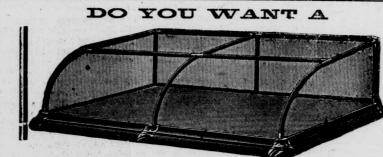
Clark, Jewell & Co. STRONG.

HESTER & FOX

MANUFACTURERS' AGENTS FOR SAW AND CRIST MILL MACHINERY TEAM ENGINES & BOILERS. Carry Engines and Boilers in Stock for immediate delivery.

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

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for sample Pulley and become convinced of their superiority. 130 OAKES ST., GRAND RAPIDS, MICH.



If so, send for Catalogue and Price-List to

S. HEYMAN & SON, 48 Canal St., Grand Rapids.

F. J. LAMB & CO.

D. D. Mallory & Co.'s

DIAMOND BRAND OYSTERS

Also Fruits and Country Produce.

ay & Co. quote as follows. f. e. b, Bailey: STAVES.	Clar's, small, \$18 00; large, \$26 00. dis Ives', 1, \$18 00; 2, \$24 00; 3, \$30 00. dis
k flour bbl. staves	American File Association List di Disston's
k flour bbl. staves	New American di Nicholson's du Heller's dis Heller's Horse Rasps. dis
heads, square 9 M @20 00	Heller's Horse Raspsdis
HEADS. heads, square \$\mathbb{H}\$ M & \(\partial 220 \) 00 \\ \text{ob}\$ \$\mathbb{H}\$ M & \(\partial 230 \) 00 \\ \text{e}\$ barrel, set \$\mathbb{H}\$ 4 \\ \text{ood}\$ heading \$\mathbb{H}\$ 3 \\ \text{ood}\$ 4 \\ \text{ood}\$ \\ \text{ood}\$ 6 \\ \tex	GALVANIZED IRON. Nos. 16 to 20, 22 and 24, 25 and 26, 12 Discount, Juniats 50@10, Charcoal 66
HOOPS. Dak and hickory tee, 8f't. M 19 00@12 00	Stanley Rule and Level Co's
oak and hickory tee, 8 f't. M 19 00@12 09 oak and hickory " 734f't. M 9 00@11 00 y flour bbl. M 6 00@ 7 00 und " M 5 50@ 6 00 t racked, 6½ f't. M 3 50@ 4 50 elm 5 00@ 3 60	Maydole & Co.'s
RAPPETS	Maydole & Co.'s dis Kip's dis Yerkes & Plumb's dis Mason's Solid Cast Steel 30 Blacksmith's Solid Cast Steel, Hand 30
oak, pork, hand made	D. A. HANGERS.
nd lard, ½ bbls., " 75@ 90 d, one head 100@1 10 30@ 35	Gate, Clark's, 1, 2, 3dis
25@ 50	Barn Door Kidder Mig. Co., wood track Champion, anti-friction dis Kidder, wood track dis Kidder, wood track dis Gate, Clark's, 1, 2, 3 per doz., 1 State per doz., 1 Screw Hook and Strap, to 12 in. 4½ 14 and longer.
WOODENWARE.	and longer. Screw Hook and Eye, ½ net Screw Hook and Eye ½ net Screw Hook and Eye ½ net Screw Hook and Eye ½ net Screw Hook and Eye, ½ dis
rd Tubs, No. 1. 5 75 rd Tubs, No. 2. 4 75 rd Tubs, No. 3. 3 75 rd Pails, two hoop. 1 35 rd Pails, three hoop. 1 60	Screw Hook and Eye, %net Strap and Tdis
rd Pails, three hoop. 1 60 round wood 4 00 Bowls, assorted sizes 2 00 Pails, ash 2 50	HOLLOW WARE. Stamped Tin Ware. Japanned Tin Ware. Granite Iron Ware. HOES.
Pine 1 00	Granite Iron Ware
Pounders	Grub 1
Pins 60 ocks 1 00 oards, single 1 75 oards, double 2 25	KNOBS—NEW LIST. Door, mineral, jap. trimmings dis Door, porcelain, jap. trimmings Door, porcelain, plated trimmings. Door, porcelain, trimmings. Drawer and Shutter, percelain dis Picture, H. L. Judd & Co.'s. Hemacite dis
BASKETS. 10 Market 40 10 narrow band 160	Door, porcelain, plated trimmings Door, porcelain, trimmings Drawer and Shutter, percelaindis
, narrow band	Hemacite
marrow oaton	Russell & Irwin Mfg. Co.'s new list. dis Mallory, Wheeler & Co.'s. dis Branford's dis Norwalk's dis LEVELS.
, willow No. 2	Norwalk's
	Adze Eye
HARDWOOD LUMBER. urniture factories here pay as follows stock:	Adze Eye. \$16 00 d Hunt Eye. \$15 00 d Hunt's. \$18 50 dis
ood, log-run	Sperry & Co.'s, Post, handled
Nos. 1 and 2 @25 00 Ash, log-run @13 00 , log-run 25 00@35 00 Nos. 1 and 2 45 00@50 00	Coffee, P. S. & W.Mfg. Co.'s Malleables Coffee, Landers, Ferry & Clark's Coffee, Enterprise
log-run	MOLASSES GATES.
sort, 10g-run	Stebbin's Genuinedis Enterprise, self-measuringdis NAILS-IRON.
Nos. 1 and 2. 620 00 clear, flooring 625 00 white, selected 625 50 k, log-run 618 00 k, Nos. 1 and 2 624 00 k, Nos. 1 and 2 625 00 k, Nos. 1 and 2 675 00 k, Nos. 1 and 2 675 00 k, culls 625 00 lm, log-run 613 00 Ash, log-run 14 00 616 00 cood, log-run 623 00 0ak, log-run 623 00 0ak, log-run 6217 00	Stebbin's Genuine dis Enterprise, self-measuring dis NAILS—IRON. Common, Bra and Fencing. 10d to 60d \$\ \mathref{B}\$ ke 8d and 9 d adv. 6d and 7d adv
k, quarter sawed	6d and 7d adv. 4d and 5d adv. 3d advance.
, Nos. 1 and 2.	2d fine advance
Ash, log-run	Clinch nails, adv. Finishing 10d 8d 6d 4d Size—inches 3 2½ 2 1½ Adv. W keg \$1 25 1 50 1 75 2 00 Steel Nails—2 75.
L AND BUILDING MATERIALS.	Zinc or tin. Chase's Patent
Knowlson quotes as follows:	Brass or Copper
nite Lime, car lots	Reaperper gross, Olmstead'sPLANES.
Cement, per bbl	Ohio Tool Co.'s, fancy. Sciota Bench. di Sandusky Tool Co.'s, fancy. Bench, first quality. di Stanley Rule and Level Co.'s, wood
per bbl	Bench, first qualitydi Stanley Rule and Level Co.'s, woodd
hite Lime, per bbl. 1 00 hite Lime, car lots. 85 hite Lime, car lots. 85 lle Cement, per bbl. 1 30 Cement per bbl. 1 30 Cement, per bbl. 1 30 g. 1 05@1 10 ing hair, per bu. 25@ 30 per bbl. 1 75 aster, per ton 3 50 aster, car lots 2 5@ ck, per M. \$25 @ \$35 y, per bbl. 3 00 COAL.	Fry, Acme. di Common, polished d Dripping 3
COAL. cite, egg and grate, car lots. \$5 75@6 00 cite, stove and nut, car lots. 6 06@6 25 l, car lots. 6 00@6 25 imp, car lots. 3 10@3 25 irg or Cumberland, car lots. 4 50@5 00 d Cement. 3 50@4 00	Dripping. RIVETS. Iron and Tinned. dis Copper Rivets and Burs. dis
imp, car lots	Copper Rivets and Bursdis PATENT FLANISAED IRON. "A" Wood's patent planished, No. 24 to.
	PATENT FLANISAED IRON. "A" Wood's patent planished, Nos. 24 to: "B" Wood's pat, planished, Nos. 25 to 2 Broken packs %c 署 b extra. ROPES.
Bardware.	Sigal 1/ in and larger
prices are for cash buyers, who pay ly and buy in full packages.	Manilla. SQUARES. Steel and Iron dis Try and Bevels dis Mittee dis Squares dis
AUGEDS AND DITE	Mitre
d style	Nos. 16 to 14
	Nos. 15 to 17. 4 20 Nos. 18 to 21. 4 20 Nos. 22 to 24 4 20 Nos. 25 to 26 4 40 No. 27. 4 60
	All sheets No. 18 and lighter, over 3 wide not less than 2-10 extra. SHEET ZINC.
BALANCES	In casks of 600 bs, \$ b
BELLS	
dis \$ 60&10&10 dis 70 dis 30&15 dis 25 argent dis 60&10 BOLTS.	Swedes, all kinds die Gimp and Lace dis Cigar Box Nails dis Finishing Nails dis
BOLTSdis \$ 60	Common and Patent Bradsdis Hungarian Nails and Miners' Tacks. die
hoe 40	Common and Patent Brads. dis Hungarian Nails and Miners' Tacks die Trunk and Clout Nails dis Tinned Trunk and Clout Nails dis Leathered Carpet Tacks dis
at Barrel Boltsdis 60 arrel Boltsdis 40 arrel, brass knobsdis 40	TINNER'S SOLDER. No. 1, Refined
aindis 40	TIN PLATES.
tt Square	Cards for Charcoals, \$6 75. IC, 10x14, Charcoal. IX, 10x14, Charcoal.
dis 60&10 oordis 60&10	IC, 12x12, Charcoal
BRACESdis \$ 40	IC, 14x20, Charcoal

COOPERAGE.

G. D..... Musket..

Curry, Lawrence's... Hotehkiss

Com. 4 piece, 6 in... Corrugated......... Adjustable

DRILLS

These

Bird Cages.

Roofing, 14x20, IC Roofing, 20x28, IX S, P. & W. Mfg. Co.'s. Mouse, choker.... Mouse, delusion.... Coppered Spring Stee Tinned Spring Steel... 60 Gate Hooks and Eyes.

60& 5 60&10 60&10 1C, 14x20, choice Charcoal Terne 1C, 20x28, choice Charcoal Terne dis 67% dis 40&10 WRENCHES.

Baxter's Adjustable, nickeled. Coe's Patent Agricultural, wrought, dis
75&10
75&10

MISCELLANEOUS.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors. Office in Eagle Building, 49 Lyon St., 3d Floor

Telephone No. 95.

WEDNESDAY, MARCH 23, 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, Grang Rapids.
Treasurer—Julius Schuster, Kalamazoo,
Executive Committee—President, First Vice-President
Secretary, N. B. Blain and W. E. Kelsey,
Committee on Trade Interests—Smith Barnes, Traverse
City; P. Ranney, Kalamazoo; A. W. Westgate, Che
boygan.

boygan. 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 aumiliary thereto:

Ada Business Men's Association.

Allegan Business Men's Association. President, Irving F. Clapp; Secretary, E. T. VanOstran Bellaire Business Men's Association. President, John Rodgers; Secretary, G. J. Noteware.

Merchant's Protective Ass'n of Big Rapids Boyne City Business Men's Association.

President, R. R. Perkins; Secretary, F. M. Chase. Burr Oak Business Men's Association. President, C. B. Galloway; Secretary, H. M. Lee.

Retail Grocers' Association of Battle Creel

Cadillac Business Men's As'n. ident, A. W. Newark; Secretary, J. C. McAdam Casnovia, Bailey and Trent B. M. A.

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 Che-

boygan. President, J. H. Tuttle: Secretary, H. G. Dozer. Coopersville Business Men's Association Retail Grocers' Trade Union As'n of Detroit. Prosident, John Blessed; Secretary, H. Kundinger.

Dorr Business Men's Association. dent, L. N. Fisher; Secretary, E. S. Botsford Retail Grocers' Association of E. Saginaw President, Richard Luster; Secretary, Chas. H. Smith

Elk Rapids Business Men's Protective As'n. Frankfort Business Men's Association. resident, Wm. Upton; Secretary, E. R. Chandler. Flint Mercantile Union. Chairman, W. C. Pierce; Secretary, J. N. Blake

Freeport Business Men's Association. esident, Foster Sisson; Sec'y, Arthur Ckeseborou Grand Haven Business Men's Association President, Fred. D. Voss; Secretary, Fred A. Hutty. Retail Grocers' Ass'n of Grand Rapids. resident, Jas. A. Coye; Secretary, E. A. Stowe. Greenville Business Men's Association. resident, L. W. Sprague; Secretary, E. J. Clark. Hartford Business Men's Association. resident, V. E. Manley: Secretary, I. B. Barnes.

Hastings Business Men's Association. sident, L. E. Stauffer; Secretary, J. A. VanArma Holland Business Men's Association. sident, Jacob Van Putten; Secretary, A. Van Dur Hubbardston Business Men's Association President, Boyd Redner: Secretary, L. W. Robinson.

Kalamazoo Retail Grocers' Association. resident, P. Ranney; Secretary, M. S. Scoville. Leslie Business Men's Association. Lowell Business Men's Protective Ass'n.

Luther Protective As'n.
President, W. B. Pool; Secretary, Jas. M. Verity Lyons Business Men's As'n.
President, A. K. Roof; Secretary, D. A. Reynold Mancelona Business Men's Association. Manistique Business Men's Association. resident, F. H. Thompson; Secretary, E. N. Orr. Manton's Business Men's Association. sident, F. A. Jenison: Secretary, R. Fuller. Muir Business Men's Association, lent L. Town: Secretary, Elmer Ely.

Grocers' Ass'n of the City of Muskegon. President, H. B. Fargo; Secretary, Wm. Peer. Merchant's Union of Nashville President, Herbert M. Lee; Secretary, Walter

Oceana Business Men's As'n.
President, W. E. Thorp; Secretary, E. S. Houghtali Ovid Business Men's As'n.

Owosso Business Men's Association. President, Jas. Osburn; Sec'y, S. Lamfrom. Otsego Business Men's Association. President, J. M. Ballou; Secretary, J. F. Conrad. Petoskey Business Men's Association.

Plainwell Business Men's Association. Reed City Business Men's Association.

St. Charles Business Men's Association, resident, B. J. Downing; Secretary, E. E. Burdick. Business Men's Protective Ass'n of Sarana 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 As'n. President, D. C. Loveday; Secretary, C. W. Sutton. Sherman Business Men's Association.

Sturgis Business Men's Association. President, Henry S. Church; Secretary, Wm. Jorn Traverse City Business Men's Association President, Geo. E. Steele: Secretary, C. T. Lockwood.

Tustin Business Men's Association. ident. G. A. Estes; Secretary, Geo. W. Bevins. Vermontville Business Men's Association President, W. H. Benedict; Secretary, W. E. Holt.

White Lake Business Men's As'n. sident, A. T. Linderman, Whitehall; Secretary, W. Nicholson, Whitehall.

Woodland Business Men's Association. dent. John Velte: Secretary, I. N. Harter. Grand Rapids Butchers' Union.

ORGANIZATION OBSERVATIONS.

Pertinent Suggestions by a Merchant.

GOOD HART, March 9, 1887. E. A. Stowe, Grand Rapids: DEAR SIR-I read with a great deal of interest, of the organization of Business Men's Associations throughout the State and hope to see every business man in the State united in local and State organization

before a great while.

The need of organization has long been apparent to me and now that it is begun, I ope the work may be thorough. I wish you could inspire the Palo dealers with the progressive spirit of the hour. If you can, I will most gladly contribute my part of the incidental to organization, as I would like well to try the moral effect of the "Blue Letter" on some individuals, who aided materially in compassing my commercial ruin and now imagine themselves safe, be-

cause I am away.

If the organization does no more than bring a large number of dead-beats to time and prevent generous dealers from being victimized by them, much good will be ac-complished—sufficient to warrant the orcomplished—sufficient to warrant the organization. But that is not all. It will take on scope with age. The object of organization, as set fourth in Art. II of the constitution and by-laws, reviewed by the officers of the Michigan Business Men's Association and reported in The Tradesman of last week are good—almost perfect. In officers of the Michigan Business and San Sociation and reported in The Tradesman of last week are good—almost perfect. In addition to section 5 and 6 of the Article affecting profits, there ought to be one looking to the regulation of the rates of

Every intelligent business man is conscious that his business has a moralizing or demoralizing effect on the public and it behooves every one of them, as far as possi-ble, to try to prevent the latter and promote the former. Times almost without number merchants hear the declaration made by well-to-do men—farmers, particularly—that "good men pay bad men's debts." If this were true, there would never be a failure were true, there would never be a failure or even temporary embarrassment resulting from bad accounts, hence no just complaint against the D. B. While it is not a fact that "good men pay bad men's debts," it is true that the purchaser of moderate means pays the profits on the purchase made by men of large means. These self-styled good men are always prating about the advantages of the cash system and as they pay vantages of the cash system and as they pay cash for what they buy they must have goods cheaper than the poor man who cannot always do it. Consequently, the majority of dealers, in order to catch and hold their their majority of dealers, in order to catch and hold their trade, cut away their margin to such an extent that the purchases of the poor, aggregating \$20 or \$25, affords him more profit than the purchases of the good (?) man, aggregating \$50 or \$100.

The custom that so largely prevails of allowing rebates on orders given on stores,

s an abuse that ought to be corrected.

While the peddler nuisance is handled so others buying goods in considerable quantities and selling them out to employees at a higher rate—I have heard the complaint than the local dealer charges ought to be cor-

The mercantile class are generally the ones that are most willing to vote taxes up-on themselves to build school houses and support, properly, high and other schools, and are expected above all other classes to give to every "worthy object" which comes along. Therefore, if Section 7 of the aforementioned Article II is to have any binding force, the class of men who do all to bring about the results anticipated by the action ought to have all the profits belonging to their profession. The State Pharmaceutical Association has struck at the custom among some druggist of giving physicians a commission on prescriptions sent to them and so ought the Business Men's to them and so ought the Business Men's Association to strike at the rebate system. There is no kind of reason why the rich man who proposes building a \$5,000 or \$10,000 house should have the material at the minimum profit and the poor man who wants to build a \$300 or \$400 house having to pay the maximum profit. It is, I am gayers a custom that is accepted as I am aware, a custom that is accepted as right, but it is absolutely wrong from a moral standpoint. It simply increases the distance between the poverty endured by the poor man and the extravagance indulged

Various organizations are struggling in one vain way and another to equalize the privileges of the people of the country, where all men are declared to be born free aud equal, but are making to my mind, so far as I am informed, but poor success. It remains for the merchant class to correct many evils and irregularities, of which the aforementioned are prominent, and if they lo not, they must neither be surprised no chagrinned, if an element yet unorganized hould demand such reforms.

Yours truly, GIDEON NOEL.

Cutting Prices, and the Result.* To complete a year's business, and show a satisfactory balance on the right side of the ledger, is, of course, the primary object of every person who engages in trade, but n these days of an over-active competition and an over-crowded field for the retailer, i requires something approaching financial ability and a careful study of economy and detail, for the average merchant to arrive at

he desired result.

Any intelligent individual who has watched the drift of trade for the past few years can readily see why, among the legions of can readily see why, allong the regions of people who are seeking the custom of the consumer, there are, numerically, so few who can reasonably be classed as successful business men. While population has increased, the ranks of the "middlemen" has been augmented four-fold. While taxes, and other unavoidable expenses, have other unavoidable expenses, have doubled or quadrupled, profits have steadily decreased. "Dead-beats" have multiplied; the itinerant and irresponsible peddler is working every cross-road in the country; agricultural products are low, and the farmer is still sighing for war prices; the habits of the day have induced personal and family expenditures not commensurate with the ine of the dealer; the "long-winded credit system continues to lock up his capi al and obstruct him in every effort to profit by discounts or cash prices, and added to all his there is a steady addition to the ranks of those who appear to imagine that to be entitled to the appelation of a "live merant" requires a public and widespread putation as a "cutter of prices."

To lay down fixed and invariable rules regarding prices would be, of course, an absolute impossibility, but the individual who cannot, or will not, conduct his business on the principle that a certain margin of profit is absolutely necessary for his financial sucss has certainly mistaken his vocation. His failure, either partial or total, is only

*Paper by F. H. Spencer, of Saranac, read at onvention of Michigan Business Men's Asso-

question of time, and his eventual collapse is mourned only by the chronic bargain seeker and his creditors.

The causes which have evolved the genus

"cutter" are too numerous for a comprehensive detail in this paper. Suffice it to say that among them are ginorance, envy, credulity, gullibility and folly. Ignorance of plain principles of business; envy for competitor's prosperity; credulity in placing implicit reliance in bargain hunter's statements; gullibility in impaining that a conments; gullibility in imagining that a concession to the demands of the chronic grum-bler at prices makes him a friend and permanent customer, and folly in—figuratively speaking—sawing off the limb on which he is seated.

To determine when discounts to customers are called for and legitimate is a ques tion that is reasonably answered by an exer-cise of ordinary common sense. The dealer who favors a patron who is a regular pur-chaser of a certain article is not necessarily a "cutter" as the term is understood among tradesmen; neither is he one who, as a matter of courtesy, divides profits with a brother merchant. Transactions of this nature are purely personal ones, and are warranted by custom, reason and ordinary business rules. The individual of whom we complain, and whom we instly regard as a position of the control of the cont and foe alike.

But while we can easily point out the evils of an indiscriminate cutting in prices, and predict with an almost absolute certainty its eventual effect upon those who persist ty its eventual effect upon those who persist in it, we can, unfortunately, suggest no specific remedy. We say to the "cutter," "You are disorganizing trade; you are injuring your neighbor without benefitting yourself; such conduct from a business point of view is simply absurd; you are deliberately preparing yourself for a disastrous failure," and his reply is usually substantially that of a somewhat noted ex-political ally that of a somewhat noted ex-political boss: "Well, what are you going to do about it?"

We can do nothing, except to enter a protest against an ill-advised and unwarranted system of eredit, which assists almost any moneyless knave or fool, who chooses, in a wild and reckless competition with merchants who are endeavoring to do business on business principles.

The poet has observed that "the evils which men do live after them;" certain it is that the evils entailed upon trade by the cutter and slasher of prices almost invariably survive his business decease. He leaves more or less lamenting creditors; he leaves a bankrupt stock to flood the local market with cheap goods; he leaves his customers with an erroneous impression as to what is right and equitable between the declaration right and equitable between the dealer and onsumer, and he very often leaves an impression that admirers of old-fashioned mereantile honor and integrity are fast becoming extinct.

A couple of centuries or so ago a gentleman named Pope made the assertion that "whatever is, is right," a proposition that has formed the creed of generations of optimists, but the merchant of to-day who has the property content with the cutter and come in frequent contact with the cutter and slasher of prices is rarely an optimist.

TIME TABLES.

-		
3		_
9	Chicago & West Michigan.	1
,	Leaves. Airives.	
4	†Mail 9:10 a m 3:55 p m	1
ı	†Day Express	
9	*Night Express	
5		1
-		1
	*Daily. +Daily except Sunday.	1
-	Pullman Sleeping Cars on all night trains. Through	1
_	parlor car in charge of careful attendants without ex-	1
	tra charge to Chicago on 12:50 p. m., and through coach	
-	on 9 a. m. and 11 p. m. trains.	
t	Newaygo Division.	
U	Leaves. Arrives.	
S	Express 3:45 p m 4:50 p m	ш
_	Express 8:00 a m 10:50 a m	
	All trains arrive and depart from Union Depot.	
1	The Northern terminus of this division is at Baldwin.	1
	where close connection is made with F. & P. M. trains	1
r	to and from Ludington and Manistee.	1
1	W. A. GAVETT, Gen'l Pass. Agent.	1
	J. B. MULLIKEN, General Manager.	1
n	o. D. Modellin, General Printer	1
	· ·	

1	to and from Ludington and Manistee. W. A. GAVETT, Gen'l Pass. Agent. J. B. MULLIKEN, General Manager.
1	Grand Rapids & Indiana.
1	Arrives. Leaves.
١	
1	Traverse City Express 9:20 a m 11:30 a m
1	Cincinnati Express
١	Petoskey and Mackinaw Express. 3:40 p m 5:05 p m
1	Saginaw Express
١	Saginaw Express
ı	Saginaw express runs through solid.
ı	
ì	m tugin has chair car for Petoskey and Mackinaw City.
ı	5:05 p m train has sleeping and chair cars for Petoskey
1	and Mackinaw.
ı	GOING SOUTH.
1	Cincinnati Express 7:15 a m
ı	Fort Wayne Express
ı	Cincinnati Express 4:40 pm 5:00 pm
ı	massesses City and Mackinaw Ex. 11:00 pm
1	
	I s.oo n m train has Woodruff sleeper for Cincinnati.
۱	Muskecon, Grand Kapids & Indiana.
,	Leave. Arrive.
١	7:25 a m 9:15 a m
	1:00 p m 1:00 p m
	1 5 00 5 m
l	Leaving time at Bridge street depot 7 minutes later. C. L. Lockwood, Gen'l Pass. Agent.

Lak	e Shore & M	lichigan	Southe	rn.
	Kalamaz	oo Divisi	on.	
Leave.			A	rrive.
Ex. & Mail	N. Y. Mail.	N	. Y. Mail.	N. Y. Ex
4:35 p m	7:45 a m Gran	nd Rapids.	9:45 a m	6:10 p m
5:55 p m	9:02 a m Alle	gan	8:28 a m	5:00 a m
7:05 p m	10:06 a m Kals	mazoo	7:30 a m	4:00 p m
8:30 p m	11:35 a m Whi	te Pigeon.	5:55 a m	2:20 p m
2:30 a m	5:05 p m Tole	do1	1:00 p m	9:45 a m
8:30 a m	9:40 p m Clev	eland	5:40 p m	5:35 a m
2:50 p m	3:30 a m Buff	alo1	1:55 a m	11:10 p m
5:40 a m	6:50 p m Chic	ago1	1:30 p m	6:50 a m
A local f	reight leaves G	rand Rapid	sat1p1	n, carry
ing passer	orers as far as	Allegan. A	ll trains	daily ex
cept Sund		MCKENNEY	, General	Agent.

Detroit, Grand Haven & Milwaukee.

5:10 a m

Michigan Central.

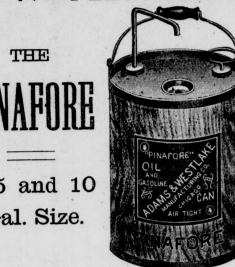
Mixed.

*Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapids Express to and from Detroit. Direct connections made at Detroit with all through trains East over M. C. R. R., (Canada Southern Div.)

D. W. JOINNSTON, Mich. Pass. Agt., Grand Rapids.

O. W. RUGGLES, Gen'l Pass. and Ticket Agt., Chicago.

With Wood Jacket, T IMPROVEMENTS FOR 1887.



THE

JACKET.

H LEONARD & SONS. GRAND RAPIDS, MICH.

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

ORANGES



PEA NUTS

OYSTERS

SPRING & COMPANY

JOBBERS IN

Hosiery, Carpets, Etc.

6 and 8 Monroe St., Grand Rapids.

EEDS!



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

GARDEN SEEDS.

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 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,

Detroit, Mackinaw & Marquette.

Going West.

Going East.

How a m. St. Ignace...

St. 60 p m. St. 50 p m.

St. 60 p m. St. 50 p m.

St. 60 p m.

Harquette.

St. 60 p m.

Harquette.

St. 60 p m.

Harquette.

St. 60 p m.

Houghton ...

St. 60 p m.

St. 60 p m.

St. 60 p m.

Harquette.

St. 60 p m.

St.

OIL & GASOLINE CANS, RINDGE, BERTSCH & CO.,

BOOTS

BOSTON RUBBER SHOE CO.

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

WITH OF WITHOUT BULKLEY, LEMON & HOOPS,

Importers and

Wholesale Grocers.

Sole Agents for

Lautz Bros. & Co.'s Celebrated Soaps. Niagara Starch Co.'s Celebrated Starch. LEMONS "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, Hides, Furs, Wool & Tallow,

NOS, 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.



PRESENTS WITH BAKING POWDERS

Order a Case.

White Star' Baking Powder.

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

Family Baking Powder.

the Seed business for years, is now with us in this new department.

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.

GRAND RAPIDS, MICH. Arctic Manufacturing Co., Grand Rapids.

The Michigan Tradesman.

Effect of Labor Organizations on Trade.* But a short period has elapsed since your organizing meeting here in Grand Rapids, and to such proportions have you grown, it is but natural you should feel proud of the Michigan Business Men's Association, the zeal of your Secretary, Mr. Stowe, and the browledge that your good work had been such as the secretary. knowledge that your good work has been heralded abroad, and also that you have perfected the first permanent state organization of this character in the United States, and, so far as I can learn, in the world.

Under all forms of government there must necessarily exist statesmen, lawyers, journalists, farmers and laborers; but who directly support the government, who represent the men of force and the country but the trades-people? I know there is no one class among the whole that has and is the power

among the whole that has and is the power as embodied in the retail grocers and merchants of this country.

You are to the people what the bowl of gruel is to the infant—you feed and nurture. Without the grocer and all the edible products of the world given out by him, we would be more like the African aborigines, or the American savages, eating or wearing or the American savages, eating or wearing anything, without either taste or discrimination, and being nothing but the reflection of the common substances consumed. "Show me what you eat, and I will tell you

what you are."

Knowing that you occupy such a prominence in the welfare of the people and play so great a part in the present and future government of our country, it is your duty to so conduct yourselves and your business that you can always be looked upon as worthy of that high position. Bear in mind, if you cannot be honest from nature, be so from self-interest, because honesty invariably self-interest, because honesty invariably pays. Tell the truth; telling the truth gains friends; while an untruth, when discovered, is never forgotten or forgiven. A merchant who deals in pure products and honest goods and becomes so known to the people insures success. The retail grocer and merchant becomes the contract of the people insures success. have always been a sustaining power to the working classes; and here follows what you are all vitally interested in, the question of the indiscriminate granting of credits by the retailer to the laborer and the poorer classes

among his customers.

In conversation with a leading retail grocer, he stated: "I know, from actual experience, what it is to be a grocer during strikes. We are, to a large extent, dependent upon the laboring classes as buyers. When a strike is ordered and these ways. When a strike is ordered, and these men owe us money, if we refuse to give them more goods, unless they pay what is owed, they will move away and not pay us at all; if we continue to trust them, the chances are even, whether we will get the money back or not; at any rate, we become the sustaining power of the strike, as we are

sustaining power of the strike, as we are obliged to support the strikers."

Now, I ask you, is it right that you should allow yourself to be forced into a position where your merchandise is taken by irresponsible parties, and whether you can consistently then go to the wholesaler and manufacturer from whom you are buying goods, and demand an extension of credit or goods, and demand an extension of credit or more merchandise without payment, because more merchandise without payment, because you have allowed yourself to do what you know is wrong. But, you ask, "What shall we do? What can we do?" Do this: Do not lack courage to face emergencies that may come up; do not give credit where it is not deserved, for fear of giving offense; first be just to your business trusts before you are generous; do not lose sight of the fact that your capital in business only represents a small proportion of your interest; remember the trust others have placed in remember the trust others have placed in you, by giving credit and consideration. The guarding of this trust is what makes business honor, business integrity, and the standing which every man in trade should endeavor to attain, to keep and to feel proud of. It is in the province of the retail dealers to show customers the advisability of unjust persecutions, boycotts and unrea-sonable strikes; and that nothing benefits a

if dissatisfied with our position or employment, to leave, but we have no right to prevent others from working or to obstruct, in sold to dealers, and they are repacked with any way, the business of the state of the st out a solution of the social and labor prob-lems of the day. In the State of New Hampshire, with only half the population diseases have existed, and he considers the of the city of Chicago, there was more money in the savings banks than in all of Illinois, while in Massachusetts the savings of the laboring classes and the poor amounted now pending before the Legislature preventtive that it is not a lack of wages but a want of care of what they receive, that causes the distress and the dissatisfaction on the part passage and strict enforcement. of so many working people. The average wages paid workingmen in the State of New Hampshire are far under those earned by the striking classes, and yet, with the fore-thought and care of the New Hampshire Yankees, they have grown rich by saving a

pittance from their earnings.

Mayor Hewitt, of New York, on the 23d workingmen of this country and are glad that the wages of labor are steadily on the increase. We rejoice that capital has so increased that it daily becomes cheaper to those who are compelled to borrow, because labor pays when the cost of capital is reduced: but the duced; but the benefit which would thus, under natural laws, accrue to the people, is largely if not entirely neutralized by laws of compulsory strikes and enforced idleness." Bradstreet gives the results of the strikes

in 1886 as follows: Number of employes out in January, 47,000; February, 10,000; March, 50,000; May, 216,000; June, July and August, 16,000; September, 3,000; October, 23,000; November, 20,000; December, 10,000. During the year about 450,000 people were idle for a greater or a less period, through strikes and lockouts; and the loss in wages, not to figure the immense amount of shrinkage by the stoppage of business and traffics of all kinds, must have been enormous. Business suffered materially from this cause, and building industries were seriously checked. Taken as a whole, the respect of the year way not forwards to the record of the year was not favorable to labor agitations, and it is doubtful whether the cause of labor was not harmed more than it was benefited by the conflicts which

were precipitated.
"Facts! Facts! Give me facts," says Grad-

You have them.

Before bidding you good-bye, let me give you this as a business motto and sentiment: God and Our County. Honor before gain.

Never forget for one moment the glorious right given you by our forefathers, that of 354 MAIN ST., American citizenship, and never permit the

*Paper read by Robert M. Floyd before Michigan Business Men's Association.







every package.

He is to-day recognized by a OLD BARRELS setting about a store are unsightly, bemighty army of consumers OLD BARRELS setting about a store are unsightly, besides the projecting nails on them are
dangerous to clothing. The enterprising

and retailers over the land as grocer realizes the value of handsome and convenient fixtures, and to meet this demand the the PUREST and BEST Package Coffee sold--A QUICK SELLER--satisfying the Conthe PUREST and BEST Package Coffee sold--A QUICK SELLER-satisfying the Con-sumer--Profitable to the Merchant. It will be found all that is claimed for it.

We want every Merchant in Michigan, as well as everywhere else, who is not now handling "LION" out cost to himself. They are made air-tight, tongued and grooved, beautifully grained and to try a sample shipment, assuring them that they will be more than pleased with the result. See quotations in price-current in this paper. A BEAUTIFUL PICTURE-CARD in fruit, bread and a hundred other articles. Further, they take up no more floor-room than a barrel, and do away with these unsightly things in a store.

Beautiful "Easter Cards" GIVEN AWAY FREE WITH LION COFFEE, From March 5 to April 10 (Easter Sunday).



In every Case of "Easter Card" Coffee there is a 2-color Poster for retailer to display in his store, and also Advertising

LION COFFEE is For Sale by all WHOLESALE GROCERS Everywhere.

WOOLSON SPICE

action of any society or body to abridge these rights of personal action and thought, which are the God-given privileges of our glorious country.

Contagion in Barrels.

rom the Chicago Journal. Health Commissioner De Wolf yesterday addressed a communication to the Sanitary committees of the Legislature on a highly important subject. Dr. De Wolf states people so much as a peaceful attitude, quietness, attention to work and duties and a saving of a portion of their earnings.

We as American citizens have the right. Dr. De wort states that it is the practice of families purchasing flour, lard, butter, etc., in quantities, to sell their flour barrels, butter firkins and We, as American citizens, have the right, lard tierces to persons who regularly call any way, the business of anyone else. It similar articles. In very many cases, the moldy places, and frequently are purchased practice of refilling these receptacles as to twenty-five millions. This is proof posi- ing the sale of these second-hand barrels, and the Health Commissioner will urge its

> Knowledge by itself is only a small power; it is character that converts it into a

great power. MOSELEY BROS.



KOCH A. B. CO. PEORIA. ILL. Liberal discount to the trade, or parties

first putting up these brackets in any local-

WIDTAS OF SHELVING.

PATENTED OCT. 19, 1887.

Manufactured by

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.

Dissolution of Co-partnership.

Notice is hereby given that the co-partner-ship heretofore existing between James Fox and L. C. Bradford, under the firm name of Fox & Bradford, is this day dissolved by mu-tual consent.

Dated Mar. 7, 1887.

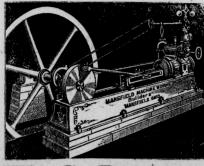
L. C. BRADFORD.

Having sold our stock to H. H. Freedman & Co., who will continue the business at the old stand, we bespeak for our successors a continuance of the generous patronage accorded us in the past.

Fox & Bradford.

To the Trade.

PORTABLE AND STATIONARY ENGINES From 2 to 150 Horse-Power, Boilers, Saw Mills Grist Mills, Wood Working Machinery, Shaft ing, Pulleys and Boxes. Contracts made for Complete Outfits.



0, 88, 90 and 92 South Division Street GRAND RAPIDS,

EXCLUSIVELY

WHOLESA IN MICHIGAN.

Cor. Ionia and Louis Sts., Crand Rapids.

P. STEKETEE & SONS,

JOBBERS IN

DRY GOODS,

AND NOTIONS,

88 Monroe St.,

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

GRAND RAPIDS, MICH.

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

ORDER A SAMPLE OF

OUR PURE SMOKING TOBACCO,	, -	-	15c
ON TIME FINE CUT,		-	- 60c
UNCLE TOM " ,-	-	-	37c
NOX ALL "		-	- 350
CINDERELLA "	-	-	25c
IRON PRINCE CIGARS,		\$35	per M

Denison, J. H. THOMPSON & CO., Wholesale Grocers, 59 Jefferson ave., Detroit, Mich.

ORDER

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

33c per pound.

Our Leader Shorts,

Our Leader Cigars,

16c per pound.

\$30 per M.

The Best in the World.

Clark, Jewell & Co.,

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

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.

FULLER & STOWE COMPANY,

Engravers and Printers

Engravings and Electrotypes of Buildings, Machinery, Patented Articles, Portraits Autographs, Etc., on Short Notice. Cards, Letter, Note and Bill Heads and other Office Stationery a Leading Feature.

49 Lyon Street, Up-Stairs, Grand Rapids, Mich.

The Michigan Tradesman. VISITING BUYERS. the market during the past week and placed orders with the various houses:

D. R. Stocum, Rockford. F. F. Hilbert, Hilbert & Holly Bros., Wood-

D. P. Kilpatrick, Woodland. S. Barnes, Hannah & Lay Merc. Co., Traverse

City. C. J. Buck, Buch & Kyselka, Traverse City A. K. Montague, Despres & Montague, Trav

P. L. Haines, Haines & Phetteplace, Kala

water.
H. H. Bunyea, Pentwater.
B. F. Archer, Ferry.
A. Paton, Paton & Andrus, Shelby.
Jas. Osborn, Osborn & Sons, Owosso.
S. E. Parkill, C. P. Parkill & Son, Owosso.
C. S. Williams, Carosco.

J. Stuart, Owosso. W. Parker, Owosso.

Mr. Dekruit, Moerdyk & Del J. E. Thurkow, Morley. M. F. Dowling, Middleville. H. B. Smith, Muskegon. John Demstra, Forest Grove. J. W. Robinson, Stetson. N. Bouma, Fisher. G. W. Stevens, Austerlitz. A. C. O'Dell, Kalamazoo. G. M. Huntley, Reno. Earle & Earnon, Rodney. Gordon Sinclair, Bangor.

Earle & Earmon, Rodney.
Gordon Sinclair, Bangor.
Silas DeLong, Bangor.
A. W. B.ain, Dutton.
L. F. Davoil & Co., Boyne Falls.
Jno. Bierema, Muskegon.
Geo. S. Smith, Vicksburg.
J. H. Megargie, Big Rapids.
C. Hanson, Leroy.
E. H. Ayres, Howard City.
C. Durkee, Altona.
Cymps P. Eddy. Churleyoix

C. Durkee, Altona.
Cyrus P. Eddy, Charlevoix.
Sam. Headley, Hart.
Chas. A. Libby, Ishpeming.
E. P. Blake, St. Ignace.
Jas. Shaw. Negaunee.
Frank Brown Marquette.

Frank Brown, Marquette. Frank Dicks, Cheboygan.

Frank Dicks, Cheboygan.
M. Gezon, Jenisonville.
Gus. Begman, Bauer.
R. S. Shiffert, Bridgeton.
H. E. Hozan, So. Boardman.
Emmet Hagadorn, Fife Lake.
Mr. Woodruff, Woodruff & Monk, Saranac.
Sisson & Lilley Lumber Co., Sisson's Mills.
Geo. E. Harris, Ashland.
Nagler & Beegler, Caledonia.
U. DeVries, Jamestowr.
A. DeKruif, Zeeiand.
T. A. Jamison, So. Boardman.
J. H. Passage, Greenville.
J. C. Benbow, Cannonsburg.
Geo. Carrington, Trent.
Geo. P. Stark, Cascade.
Narrangang & Son, Byron Center.
G. S. Putnam, Fruitport.
Farrowe & Dalmon, Allendale.
S. J. Martin, Sullivan.
A. B. Shed, Kalamazoo,
J. L. Miutlin, Kalamazoo,
Hugh Beggs, Kalamazoo,
John Ensing, Kalamazoo,
C. F. Sears. Kockford.
J. A. Shattuck, Sand Lake.
J. P. Cordes, Alpine.
J. M. Reid, Grattan.
C. K. Hoyt, Hudsonville,
Hoag & Judson, Cannonsburg.
C. R. Bunker, Bailey.
Geo. M. Reynole, S. Belmont.
John Gunstra, Lamont.
L. M. Wolf, Hudsonville.
D. J. Peacock, Ashland.
H. Bakker, Drenthe.
Wm. VerMeulen, Beaver Dam.
Geo. Cook, Grove.

Wm. VerMeulen, Beaver Dam. Geo. Cook, Grove. John M. Cook, Grand Haven.

John M. Cook, Grand Haven.
Edgar & Allyn, Dushville.
C. S. Comstock, Pierson.
G. VanPutten & Sons, Holland.
N. O. Ward, Stanwood.
W. H. Struik, Forest Grove.
Norman Harris, Big Springs.
Dr. I. J. Leggett, Paris.
Geo. Pringle, Pringle Bros., Mui

Geo. Pringle, Pringle Bros., Muir. Frank Alberts, Muskegon. J. H. Edsell, Greenville. E. S. Collins, Hastings.

Fred Stoner, Grand Havens. P. Williams, Ionia.

J. L. Alger, Petoskey. E. A. Owen, Plainwell.

F. B. Watson, Three Rivers. Geo. Weitz, Caledonia. J. W. Robinson, Stetson. J. Smith, Ada. J. Smith, Ada.
W. H. Sprague, Fenton.
Velzy Bros., Lamont.
Dickenson & Wilcox, Colon.
Hamilton & Mulliken, Traverse City.
D. P. Hopkins, Plainwell.
Wm. Karsten, Beaver Dam.
J. Raymond, Berlin.
M. V. D. Bosch, Zeeland.
S. Cooper. Jamestown. The following retail dealers have visited F. P. Hopper, Middleville.
O. House, Chauncey.
M. P. Anderson, Anderson Bros., Midland.
E. J. Childs, Bellaire.
J. L. Handy, Boyne City.
J. H. Plett, Cadillac.
D. B. Galentine, Bailey.
Dr. G. W. Crouter, Charlevoix.
W. H. Benedict, Casnovia.
R. D. McNaughton, Coopersville.
G.W. Watrous, Watrous & Lillie, Coopersville.
W. R. Boynton, Coopersville.
G. R. Hoyt & Sons, Flint. M. V. D. Boset, Zeefand.
S. Cooper, Jamestown.
L. Mauer, Fisher.
O. F. & W. P. Conklin, Ravenna.
Bliss & Owen, Plainwell.
S. Frost, Stanton.
A. Newell, Burnip's Corners.
P. Dyk, Spring Lake.
Robert Neil, Ashland.
J. May, Frankfort. J. May, Frankfort. W. R. Boynton, Coopersville. G. R. Hoyt & Sons, Flint. J. W. Blake, Flint. J. L. Willett, Flint. J. L. Willett, Flint.
C. H. Wick, Pierce & Wick, Flint.
J. B. Yeiter, Yeiter & Look, Lowell.
J. Q. Look, Lowell.
C. G. Stone, C. G. Stone & Son, Lowell.
S. W. Taylor, Taylor & Kopf, Lowell.
E. J. Wilenski, Mancelona.
H. B. Fargo, H. B. Fargo & Co., Muskegon.
Wm. Pier, Muskegon.
A. Towl, Muskegon.
W. E. Thorpe, Hart.
E. S. Houghtaling, Hart.
C. L. Streng, Montague.
A. C. Barkley, Crosby.
Frank Hibbard, Evart.
Paul P. Morgan, Monroe.
J. V. Crandall & Son, Sand Lake.
H. E. Hesseltine, C. K. Hesseltine & Son,
Casnovia.
D. B. Stoeum, Rockford. EAST SAGINAW, March 16, 1887.

Completion of the East Saginaw Organiza

E. A. Stowe, Grand Rapids: DEAR SIR-Yours, inviting our Association to be represented at the State meeting, received. At the time of receiving, we were not fully organized. We perfected our organization, however, last evening, by the election of the following officers:

President—Richard Luster. Vice-President-G. W. Meyer. Secretary—Chas. H. Smith. Treasurer-Wm. Neuman. Executive Committee—Richard Luster, Chas. H. Smith, Wm. Neuman, Wm. Rebec,

Chas. E. Smith. Business Committee-Alex. Draper, H. E. Borden, Geo. W. King.
Committee on Trade Interests—Fred.
Peck, Joe W. C. Pendall, E. Krekow. At our next meeting, we shall, no doubt, make application for admission to the State Association. We expect to have seventy five members within sixty days.

Very truly yours, Chas. H. Smith, Sec'y.

COUNTRY PRODUCE.

A. K. Montague, Despres & Montague, Traverse City.
O. P. Carver, Traverse City.
D. S. Liddle, Tustin.
Holmes & DeGoit, Tustin.
C. H. Wharton, Yeakey & Wharton, Wayland.
E. W. Pickett, Wayland.
W. H. Schuh, P. H. & W. H. Schuh, Wayland.
L. B. Chapel, Ada.
Irving F. Clapp, Allegan.
J. H. Eppink, Allegan.
S. D. Pond, Allegan.
I. P.Griswold, Sherwood & Griswold, Allegan.
E. T. VanOstrand, Allegan.
E. T. Clark, Big Rapids. Apples-Good truit is scarce, readily bring ing \$3@ \$3.50 per bbl. Ruta Bagas—\$1 % bbl. Beans-Country hand-picked command \$1.15 bu., and city picked \$1.50. Beets-45c \$\ bu.

Buckwheat-2¼c ₩ b. Butter-Dairy is very scarce, no jobber b ng able to fill all his orders. All offerings ar quickly grabbed up at 24@25. Cabbages-\$3@\$5 \$3 100, according to size. Celery-Very scarce, readily commanding 25c \$ doz.

E. T. VanOstrand, Allegan.
E. P. Clark, Big Rapids.
J. F. Glark, Big Rapids.
A. H. Webber, Big Rapids.
J. H. Megargle, Big Rapids.
R. R. Glenn, Glenn & Porter, East Jordan.
C. W. Dunham, Dunham & Co., Martin.
C. L. Martin, with A. Hanlon, Elk Rapids.
Dr. H. C. Peckham, Freeport.
John Yarger, Freeport.
John Yarger, Freeport.
F. D. Vos, F. D. Vos & Co., Grand Haven.
F. A. Hutty, Hutty & Dickinson, Gd. Haven,
G. Justema, Jr., & Co., Grand Haven.
G. Van Den Bosch & Bro., Grand Haven.
W. D. Codman, Hartford.
T. S. Roberts, Hartford.
D. Bertsch, Holland.
J. G. VanPutten, G. VanPutten & Sons, Holland.
W. Bosch, Ergen & Bangs, Holland. Cheese-Fall stock of Michigan full cream i firm at 131/2@14c. J. G. VanPutteh, U. Van de land.
W. Bangs, Kremer & Bangs, Holland.
J. R. Kleyn, Holland.
W. E. Kelsey, W. E. & F. Kelsey, Ionia.
Fred. Cutler, Jr. Ionia.
A. S. Wright, Ionia.
W. W. Williams, Ionia.
G. F. Phelps, Ionia.
M. S. Scoville, Scoville & Passage, Kalamazoo.
O. K. Buckhout, Buckhout Bros., Kalamazoo
Julius Schuster, Desenberg & Schuster, Kalamazoo Cider-121/2c P gal. Cranberries—Choice Bell and Bugle are steady at \$10@\$10.50 \$2 bbl. Cucumbers-\$1.75 % doz. Dried Apples-Evaporated, 13c ₽ t; quarter d and sliced, 6@7c \$ 1.

Dried Peaches-Pared, 14c. Eggs—Jobbers are generally paying 12c and selling for 13c. The demand is good, but orices are likely to go lower. Honey-Good demand at 10@13c. Hay-Baled is moderately active at \$14

nazoo.
W. C. Davis, Kalamazoo.
H. A. O'Dell, Kalamazoo.
A. W. Clark, Clark Bros., Kalkaska.
C. E. Ramsey, Kalkaska.
Chas. E. Brewster, Kingsley.
C. H. Camp, Kingsley.
W. J. Haughey, W. J. Haughey & Sons, Pentwater. per ton in two and five ton lots and \$13 in car lots. Lettuce-20c ₽ lb Maple Sugar—9c ₩ lb. Onions-Good stock is scarce, readily con manding \$1.10 \$ bu. Parsley-30c ₩ doz. Potatoes-Buyers are paying 36@38c for Bur

oanks and 40@42c for Rose. Pop Corn-2%c 帮助. Radishes-45c ₽ doz. Spinach-\$1.25 \$ bu. Sweet Potatoes-Jerseys \$4 \$ bbl. Strawberries-45c % qt. Squash-Hubbard, 2c \$ 1.

GRAINS AND MILLING PRODUCTS. Wheat-Lower, City millers pay 78 cents for Lancaster and 75 for Fulse and Clawson. Corn-Jobbing generally at 46@47c in 100 bu. lots and 40@42c in carlots. Oats-White, 40c in small lots and 32@33c in Rye-48@50c # bu. Barley-Brewers pay \$1.25 % cwt.

J. L. Alger, Petoskey.
E. A. Owen, Plainwell.
M. Bailey, Plainwell.
H. D. Storms, Plainwell.
J. W. Richards, Paine & Co., Reed City.
J. R. Harrison, Sparta.
L. E. Paige, Sparta.
H. S. Church, Sturgis.
Jas. Ryan, Sturgis.
Jas. Ryan, Sturgis.
Wm. Jorn, Jorn Bros., Sturgis.
R. C. Parker, Battle Creek.
H. E. Merritt, Battle Creek.
H. E. Merritt, Battle Creek.
H. Chapman, Cedar Springs.
L. H. Chapman, Cedar Springs.
L. H. Chapman, Cedar Springs.
L. W. Sprague, Sprague Bros., Greenville.
C. J. Clark, Clark Bros., Greenville.
L. VanWormer, VanWormer Bros, Greenville.
Will. Bradiey, Wm. Bradley's Sons, Greenville.
Geo. A. Sage, Rockford.
C. N. Hyde, Rockford.
John J. Ely, Rockford.
O. J. Bretz, Saranae.
G. F. Mann, Lisbon.
Mr. DeKruit, Moerdyk & DeKruif, Zeeland.
J. E. Thurkow, Morley.
M. F. Dowling. Middleville. Flour-Higher. Patent,\$5.20 % bbl. in sacks and \$5.40 in wood. Straight, \$4.20 % bbl. in sacks and \$4.40 in wood. Meal-Bolted, \$2.75 \$ bbl. Mill Feed-Screenings, \$13 % ton. Bran, \$14 Corn and Oats, \$18 % ton.

HIDES, PELTS AND FURS.

Perkins & Hess pay as follows:

HIDES.

Green ... \$ 5 5½ 6 | Calf skins, green
Part cured ... 7 0 7½
Full cured ... 7 % 8
Dry hides and kips ... 8 @12
SHEEP PELTS.

OYSTERS AND FISH. F. J. Dettenthaler quotes as follows: New York Counts..... H. F. H. & Co.'s Selects....

Favorite. Prime
Scleets, bulk, \$\varpsi\$ gal.
Standards, bulk, \$\varpsi\$ gal
New York Counts, \$\varpsi\$ 100.
" shell, \$\varpsi\$ 160. | Clams, shell, # 100 | 80 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 1

FRESH MEATS. John Mohrhard quotes the trade selling

REMOVAL.

We shall remove to the HOUSE-MAN BLOCK, corner Pearl and Ionia Sts., April 15.

Curtiss & Dunton, WHOLESALE PAPER & WOODENWARE

Wholesale Dealer in

33 NORTH IONIA STREET,

CRAND RAPIDS. MICH.

J. T. BELL & CO.,

Wholesale Fruits and Produce, EAST SAGINAW, MICH.

A. D. SPANCLER & CO. PRODUCE, NUTS, BERRIES, ETC. Consignments Solicited.

Wall Paper & Window Shades

200 and 202 North Washington Ave., East Saginaw, Mich.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order. 68 MONROE STREET, GRAND RAPIDS.

Nelson Bros. &

HIRTH & KRAUSE. DEALERS IN

Hides, Furs and Tallow

118 Canal St., Grand Rapids.

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. 217 and 219 Livingstone Street. Grand Rapids, Michigan.

CARY & LOVERIDGE

GENERAL DEALERS IN Fire and Burglar Proof



CEO. E. HOWES,

JOBBER IN

Foreign and Domestic Fruits.

SPECIALTIES:

Oranges, Lemons, Bananas. 3 Ionia St., CRAND RAPIDS, MICH.

CERMAN COFFEE,

Best Package Goods on the Market.

TOLEDO SPICE CO., TOLEDO, OHIO.

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

Groceries. derring, round, ½ bbl...
Herring, round, ½ bbl...
Herring, Holland, bbls...
Herring, Holland, kegs...
Herring, Scaled WHOLESALE PRICE CURRENT. Mackerel, shore, No. 1, 1/2 bbls AXLE GREASE.
 Crown
 80 | Paragon
 2 10

 Frazer's
 90 | Paragon
 25 lb pails
 90

 Diamond
 60 | Fraziers
 25 lb pails
 1 25

 Modoc
 4 doz
 2 50
 BAKING POWDER. FLAVORING EXTRACTS. Jennings' D. C., 2 oz ... 2 pint, round. 1 to cans, (tall,) 2 doz No. 3 panel. No. 8 " No. 10 " BLUING Grand Haven, No. 8, square. 3 gro. Grand Haven, No. 200, parlor. Grand Haven, No. 3.00, parlor. Grand Haven, No. 3.00, parlor. Grand Haven, No. 7, round. Grand Haven, No. 3,0, park Grand Haven, No. 7, round Oshkosh, No. 2 Oshkosh, No. 8 Swedish Richardson's No. 8 square Richardson's No. 9 do Richardson's No. 7½, round. Richardson's No. 7 do Woodbine, 300 BROOMS. No. 2 Hurl. . . . 1 75 Common Whisk. No. 1 Hurl. . 2 00@2 25 Fancy Whisk. No. 2 Carpet . 2 25 Mill. No. 1 Carpet . 2 50 Warehouse Parlor Gena . 3 00 Black Strap... Cuba Baking. CANNED FISH Porto Rico.
New Orleans, good.
New Orleans, choice
New Orleans, fancy CANNED FISH.
Clams, 1 D, Little Neck
Clam Chowder, 3 D.
Cove Oysters, 1 D standards.
Cove Oysters, 2 D standards.
Lobsters, 2 D, pienie.
Lobsters, 2 D, pienie.
Lobsters, 1 D star.
Lobsters, 2 D star.
Mackerel, 1 D fresh standards.
Mackerel, 5 D fresh standards.
Mackerel, 5 D fresh standards.
Mackerel, 3 D soused.
Salmon, 1 D Columbia river.
Salmon, 2 D Columbia river.
Sardines, domestic 4s. " ½ " . 3 00 cases 2 25@3 25 PICKLES. Medium . PIPES. Imported Clay 3 gross. Imported Clay, No. 216, 3 gross... Imported Clay, No. 216, 2½ gross. American T. D. Choice Carolina. CANNED FRUITS. Apples, gallons, standards... Blackberries, standards.... Cherries, red standard..... Damsons.... DeLand's pure. Egg Plums, standards Gooseberries.
Green Gages, standards 2 b.
Peaches, Extra Yellow
Peaches, standards
Peaches, seconds
Peaches, pie.
Pineapples, standards 60 Pocket, F F Dairy. 28 Pocket. 100 3 to pockets. Saginaw or Manistee

Diamond C.
Standard Coarse.
Ashton, English, dairy, bu. bags.
Ashton, English, dairy, 4 bu. bags.
Higgins' English dairy bu. bags.
Higgins' English dairy bu. bags.
Rock, bushels.
Warsaw, Dairy, bu. bags. Whortleberries

CANNED VEGETABLES.

Asparagus, Oyster Bay.
Beans, Lima, standard.
Beans, Lima, standard.
Beans, Lewis' Boston Baked.
Corp, Archer's Trophy.

"Morning Glory.
"Acme.
"Maple Leaf.
"Excelsior.
"Onondaga.
"Darby.
"Osborn.
"New Process.
"Bartlett.
Peas, French. SAUCES. Parisian, ½ pints...... Pepper Sauce, red small. Pepper Sauce, green Pepper Sauce, red large ring. Catsup, Tomato, quarts Halford Sauce, pints... Halford Sauce, ½ pints. Tomato, quarts .

Cassia, China in mats...... Batavia in bundles... Saigon in rolls. Cloves, Amboyna. Zanzibar ... @25 @26 @27 @27 @28 @28 @23 @24 @24 @20 Pepper, Singapore, black. SPICES-PURE GROUND. Cassia, Batavia. Saigon Cloves, Amboyna
Zanzibar
Ginger, African
Cochin
Jamaica | COFFEES | Green | Green | Green | Golden Rio | 17 @ 19 | Golden Rio | 18 @ 20 | Santos | 15 @ 17 | Santos | 20 | Maricabo | 16 | Maricabo | 16 | Maricabo | 18 @ 21 | Java | 25 @ 30 | O. G. Java | 28 @ 30 | O. G. Java | 25 @ 29 | Mocha | 23 | Mocha | 27 @ 28 | COFFEES = PACKAGE | COFFEES | COFFEES = PACKAGE | COFFEES = PACKAGE | COFFEES | COFF " and Trieste...... " Trieste...... Nutmegs, No. 2....

Nutmegs, No. 2...... Pepper, Singapore black... white...

" Corn .

Cayenne...

"STARCH.

Muzzy, Gloss, 48 tb boxes, 1 tb pkgs...

"48 " 3 tb

"40 tb

"bulk

"27 tb crates, 6 tb boxes.

"Corn, 40 tb boxes, 1 tb pkgs...

20 tb 1 tb

Kingsford's Silver Gloss, 1 tb pkgs...

"6 tb boxes...

"bulk

"Pure, 1 tb pkgs...

Pure, 1 h pkgs...
Corn, 1 h pkgs...
Royal, Gloss, 1 h packages...
bulk...

Firmenich, new process, gloss, 1 b.

Cut Loaf
Cubes
Powdered
Granulated, Standard
Confectionery A.
Standard A.
No. 1, White Extra C.
No. 2, Extra C.
No. 3 C.
No. 4 C.
No. 5 C.
No. 5 C.
New Orleans, in hds.
SYRUPS.

" 3 tb.... " 6 tb.... " bulk, boxes or bbls

SUGARS.

Mocha 25 | Mocha COFFEES—PACKAGE. 60 lbs 100 lbs 300 lbs

" " sifted.
" French, extra fine...
" Uushrooms, extra fine...
" uunpkin, 3 th Golden....
uucotash, standard.....

Michigan full cream...... York State, Acme.....

Schepps, ls..... Is and ½s...

1/2s... Is in tin pails.

CHOCOLATE.

COCOANUT.

Boston
Graham
Oat Meal
Pretzels, hand-made
Pretzels, Cracknels
Lemon Cream
Sugar Cream
Frosted Cream
Ginger Snaps
No. 1 Ginger Snaps
Lemon Snaps
Lemon Wafers
Jumbles
Extra Honey Jumbles
Frosted Honey Cakes
Cream Gems
Bagleys Gems
Seed Cakes
Seed Cakes
Seed Cakes
Seed Cakes
Seed Cakes
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 7
 8

 ger Snaps
 7

 naps. **.
 12½

 ikes
 8½

 yafers
 13½

 boney Jumbles
 11½

 Honey Cakes
 13½

 iems
 13½

 iems
 13½

 iems
 13½

 iems
 13½

 jes
 12½

 jumbles
 13½

 jems
 13½

 jes
 13½

 jes
 12½

 jumbles
 13½

 jumbles Lemon Peel Orange Peel Prunes, French, 60s "French, 80s "French, 110s and 120s...

Raisins, Denesia Raisins, London Layers... Raisins, California "Raisins, Loose Muscatels. Raisins, Ondaras, 28s... Raisins, Sultanas... Raisins, Valencia, new Haisins, Valencia, new Haisins, Valencia, new Haisins.

Star Old Solder Sam Boss.

Next ...

Jolly Tar.

Jolly Time ...

Favorite

Black Bird ...

Live and Let Live

Quaker ...

Hiawatha ...

Big Nig ...

Spear Head ...

P. V ...

Spring Chicken Big Deal. Navy Clippings. Leader Hard Tack. Old Tar.
Arthur's Choice...
Red Fox...
Gold Dust...
Gold Block.
Seal of Grand Rapids 4 bbls. 2c extra
OATMEAL
Muscatine, bbls. 5 50
Muscatine, bbls. 5 50
Muscatine, bbls. 5 50 Lorillard's American Gentlemen...
Maccoboy..... " cases 2 25@3 25 Gail & Ax' Railroad Mills Scotch... @1 75 SOAPS. .3 85 Extra Chicago Fam-3 85 Extra Chicago Fam4 00 ily 2 94
3 85 Napkin 4 75
3 3 67 Towel 4 75
3 3 55 White Marseilles 5 50
3 05 White Cotton Oil 5 50
2 93 Railroad 3 50
3 70 U. G. 3 45
3 85 Mystic White 4 65
3 45 Saxon Blue 2 60
3 45 Saxon Blue 2 60
3 45 Saxon Blue 3 75
4 55 4 75 4 25
2 53 Star 3 75 75 Circus
Big Five Center.
Nickel.
Shamrock.
Blue Danube...
London Family.

SPICES-WHOLE.

Bath Brick imported do American do No. 1.
do No. 2.
Condensed Milk, Eagle brand.
Cream Tartar 5 and 10 b cans.
Candles, Star.
Candles, Hotel... Camphor, oz., 2 b boxes Extract Coffee, V. C.... do Felix ... Gum, Rubber 100 lumps Gum, Spruce.
Hominy, \$\mathcal{p}\$ bbl.
Jelly, in 30 \$\mathcal{b}\$ pails.
Pearl Barley.
Peas, Green Bush.
Peas, Split Prepared.
Powder, Keg.
Powder, ½ Keg.
Sage CANDY, FRUITS AND NUTS. Putnam & Brooks quote as follows: Twist, Cut Loaf

31 Capper.... 31 Jupiter ... 39 Night Cap.

Clipper Corner Stone

Spring Chicken Eclipse Turkey

Yum Yum.

Dixie . . Old Tar

olong

White Wine.

York State Apple.

MISCELLANIOUS.

ongo

Our Leader. Old Vet....

Sam Boss

37 Splendid
34 Hed Fox
34 Big Drive
34 Chocolate Crear
34 Nimrod
29 Big Five Center
30 Parrot
32 Buster
42 Black Prince
32 Climax
32 Climax
32 Kacorn

Acorn Horse Shoe

37 Vinco 34 39 Merry War 26 36 Ben Franklin 32 36 Moxie 34 30 Black Jack 32 39 Musselman's Corker 30

.30 Unit .27 Eight Hours .26 Lucky .15 Two Nickel .30 Duke's Durham .26 Green Corn Cob Pip

@ 35 @ 45 @1 30

.25@30 .35@45 .15@20

20@45

25@30

50 gr.

90 75 @70

@11 @12 @35 @80 @1 20 @25 @35

Royal, 25 lb pails
Royal, 200 lb bbis
Extra, 25 lb pails
Extra, 200 lb bbis
French Cream, 25 lb pails
Cut loaf, 25 lb cases
Broken, 25 lb pails
Broken, 25 lb pails
Broken, 25 lb pails @ 9 @ 8 @10 @ 9 @114 @10 @10 FANCY-IN 5 TO BOXES. Lemon Drops.
Sour Drops.
Peppermint Drops.
Chocolate Drops.
H M Chocolate Drops.
Gum Drops.
Licoriee Drops.
Lozenges, plain.
Lozenges, printed.
Imperials.
Mottoes.
Cream Bar. Cream Bar.. Molasses Bar Hand Made Creams.

... @6 50 ...3 25@3 50 ... @3 25 ...4 25@4 50 ...4 50@4 75 @ 8 @ 51/4 @ 61/4 91/2/2010

(5) 5 1/4 Pine Apples, # doz...

1) (6) 5 1/4 Almonds, Tarragona...

(6) 4 1/4 Ivaea...

(7) California... " Ivaca California @17 @17 @11½ 6 4½ 4½ 4% 4% Chestnuts, per bu..... Fiberts, Sicily..... Barcelona.... 101/2@11 Walnuts, Grenoble. " California.
Pecans, Texas, H. P.
" Missouri.
Cocoanuts, \$\greentarrow{9} 100.

Prime Red, raw \$\greentarrow{1}{8} \text{Theorem of the constraints}.

Prime Red, raw \$\greentarrow{1}{8} \text{Theorem of the constraints}.

Choice do do Fancy H.P. do do Choice White, Va.do
Fancy H.P. Va do H. P. Va. .8 @ 9 .5 50@6 00 @ 4%

ILLUMINATING.

LUBRICATING.

Gasoline.
Capitol Cylinder.
Model Cylinder.
Shield Cylinder.
Eldorado Engine.
Peerless Machinery.
Challenge Machinery.
Paraffine
Black, Summer, West Virginia.
Black, 15° C. T.
Zero.

Drugs & Medicines

State Board of Pharmacy. State Board of Pharmacy.
One Year—Jacob Jesson, Muskegon.
Two Years—James Vernor, Detroit.
Three Years—Ottmar Eberbach, Ann Arbor.
Four Years—Geo. McDonald, Kalamazoo.
Five Years—Stanley E. Parkell, Owosso.
President—Ottmar Eberbach.
Secretary—Jacob Jesson.
Treasurer—Jas. Vernor.
Next Meeting—At Detroit, July 5 and 6.

Michigan State Pharmaceutical Ass'n. President—Frank J. Wurzburg, Grand Rapids. First Vice-President—Mrs. C. W. Taylor, Loomi Second Vice-President—Henry Harwood, Ishpe Third Vice-President—Frank Inglis, Detroit. = Secretary-8. E. Parkill, Owoso. Traesurer—Wm. Dupont, Detroit. Executive Committee—Geo. W. Crouter, J. G. J

xecutive Committee—Geo. W. Croudly of the form of the

Grand Rapids Pharmaceutical Society. ORGANIZED OCTOBER 9, 1884

Board of Censors—ITESIGER, ICC.

Testary.

Board of Trustees—The President, John E. Peck, M. B. Kimm, Wm. H. VanLeeuwen and O. H. Richmond.

wen, Isaac Watts, Wm. E. White and Wm. L. White Committee on Trade Matters—John E. Peck, H. B. Fairchild and Hugo Thum.

Committee on Lexislation—R. A. McWilliams, Theo. Kemink and W. H. Tibbs.

Committee on Pharmacy—W. L. White, A. C. Bauer and Isaac Watts. Committee on Pharmacy—W. L. White, A. C. Bauer and Isaac Watts. Regular Meetings—First Thursday evening in each month.

Detroit Pharmaceutical Society.

ORGANIZED OCTOBER, 1883.

President—A. F. Parker.

First Vice-President—Frank Inglis.
Second Vice-President—J. C. Mueller.
Secretary and Treasurer—A. W. Allen.
Assistant Secretary and Treasurer—H. McRae.
Annual Meeting—First Wednesday in June.
Regular Meetings—First Wednesday in each month.

President, H. M. Dean; Secretary, Henry Kephart. Clinton County Druggists' Association.

Jackson County Pharmaceutical Ass'n.

Mason County Pharmaceutical Society. Mecosta County Pharmaceutical Society

President, C. H. Wagener; Secretary, A. H. Webber.

Monroe County Pharmaceutical Society. Muskegon County Druggists' Association

President, I. C. Terry; Secretary, Geo. L. LeFevre.

Newaygo County Pharmaceutical Society. President, F. W. Fincher; Secretary, Frank Cady.

Saginaw County Pharmaceutical Society Shiawassee County Pharmaceutical Society

Tuscola County Pharmaceutical Society. President, E. A. Bullard: Secretary, C. E. Stoddard,

The Drug Market.

There have been but few fluctuations in the drug market the past week and all articles are steady, after the late boom. Quinine is weak and lower for foreign brands and is quoted from 50 cents per ounce in 100 ounce cans up to 60 cents in ounce vials. At the last London bark sales there were large offerings and sales at lower prices. Carbolic acid is selling in New York to arrive n about a month 5 cents below present prices. It is believed that the spring demand will counteract this and prices will remain about the same. Citric acid, after a sharp advance, has again declined and is weak at present prices. Oxalic acid is scarce and firmly held. Carbonate ammonia is unprecedentedly low and we reduce our quotations again this week. Balsams are all steady. Capaiba is a trifle lower. Cuttle bone is weak. The advance was too rapid. Gum arabic is firmer, but not quotably changed. Buchu leaves are offered at different prices, although the largest holders Oils sassafras and pepening in price. Other oils are steady. Gum opium is very firm at previous quotations, with another advance probable. In morphine, P. & W. will not accept orders for as high as 10 cents per ounce premium. large increase over last year.

Local Organization in Muskegon County.

tion. The objects of this Association shall to civit, but the musk is suitable for pere to unite the druggists of Muskegon and ricinity in efforts for the promotion of professional and business interests.

Geo. Wheeler, T. D. Quinn, Wm. B. Wil-Perhaps its time has not yet come. son, Fred. Brundage & Co., F. G. Neumeister, F. C. VanDeinse, C. L. Brundage, J. R. Tweedale & Co., A. W. Stevenson, W. Sibley, Jacob Jesson, A. Eckerman, O. C. Williams, I. F. Hopkins, J. M. Cook.

at the secretary's desk. It was resolved to keeping the teeth clean, with a view to the

MAN that the Committee on Permanent Or- asked: "How soon should the first tooth ganization consists of J. R. Tweedale, Fred brush be used?" "As soon as there are Brundage and W. A. Sibley, which is a teeth to use it upon," should be the reply. sufficient guaranty that the work entrusted An ideal tooth powder should be alkaline, to their care will be well done.

Musk Disappearing from the Market.

but in no instance has the experiment been enamel itself; and those preparations which successful. The habits of the creature are are eulogized as making teeth white or prealtogether opposed to the possibility of do- venting deposit of tartar should be avoided. mestication. It inhabits the shady mountain forests, is seldom found on a lower altitude than 8,000 feet, but most frequently between 10,000 and 14,000 feet, its domicile bordering upon the region of eternal snow. It is not a gregarious animal, but ginning of the present century ultramarine lives in couples, mostly occupying its lair in the day-time and roaming about at night in search of food. Add to this that the musk was very troublesome and expensive, bedeer rivals the chamois in swiftness and climbing powers, and it will be seen that musk-hunting is by no means a sinecure. The musk deer multiplies but slowly; the dam generally gives birth to one or two young ones a year, which is another argument for the probability of the total disappearance of the animal at no distant date.

The following figures will convey an idea year: In 1885, the quantity of musk shipped from Shanghai amounted to 2,266 catties, or 48,336 ounces. A record kept by an American firm of musk buyers gives 394 grains as the average weight of the Chinese musk pods passing through their hands; consequently, taking these figures as a basis, a holocaust of 53,673 deer has been sacrificed to furnish the Shanghai exports for a single year! And this number represents only a noiety of the whole, for very large quantities of musk are exported through other channels, by way of Russia and British India. The greater part of the Chinese musk pods offered in the London drug sales are very small, and have been taken from animals still far removed from maturity. The musk sac, which is carried by the male animal only, contains, at first, a thickish, pale-colored fluid, which changes into musk about the third year. Under that age the animal is not worth killing, and even then it does not generally yield more than oneeighth of an ounce of musk. The average weight of the pod of a full-grown animal is about nine-tenths of an ounce, although occasionally, a specimen yields over two

China is by no means the exclusive hom of the musk deer. Its habitat extends from the Altai mountains on the Siberian frontier in the north, to the southern slopes of the Himalayas, Assam, the Shan States and Tonquin, thus covering vast tracts of territory outside the possible jurisdiction of Chinese game laws. It is a fact that the finest pod musk is shipped from Shanghai, but it distinction simply to its proximity to the Chinese town of Nanking, which appears to have been, for years, the central spot where the Chinese musk dealers received the yield of different districts, especially of the province of Se-chuen, also of Thibit. If, therefore, the Chinese Government should place restrictions upon musk hunting, the trade route of the article might be diverted to Russia and British India, but it is quite likely that the supply would not sensibly dimin-

are firm at our quotations. Senna leaves of musk in the world. She imported in 1880 C. W. Taylor for Isabella, Frank Hibbard so many different kinds of diseases. There are still high, with no prospects of lower 7291/3 kilos of the article, and re-exported for Osceola and J. W. Dunlop for Clare. 209 kilos. The average quantity imported permint are lower. Oil wormwood is hard- into the United States is said to be 6,883 ounces.

It has been imagined that, in the event of a cessation in the supply of Asian musk, a substitute might be found in the product of over twenty-five ounces at one time and are the American musk rat, or fiber zibethicus, busy filling contracts. Outside holders ask frequenting the marshy borders of North American rivers and resembling the beaver Ipecae root exhibits a further advancing in its habits. The musk yielded by this tendency. Canary seed is lower, on account animal may be designated as a by-product, of large stocks. Cloves, pepper, ginger, the creature being hunted principally for its China cassia are all a trifle lower. Trade skin, unlike its Asian fellow-sufferer, of in this line is remarkably good, showing a which no other part than the musk-sac has any commercial value.

The American musk may be used for soapscenting and for some other purposes, The druggists of Muskegon county have although it is but a sorry substitute, at long been aware of the benefits to be derived best, for the Chinese article. In the West from local organization, and all that was Indies, a species of rat, and, in North needed was some one to take the initial steps. Africa, an antelope, have attracted the at-That stage in the proceedings was taken tention of musk dealers, as possible successlast week, when the following circular was ors of the musk deer. A few years ago, it was reported that a consignment of musk Believing it to be to the best interests of derived from a Mississippi alligator had the drug trade, we, the undersigned, drug-been received in Germany! "The pods," we for Thursday, March 17, for the purpose of forming a County Pharmaceutical Associadiffered from that of true musk, being allied velopment of the alligator musk industry.

Tooth Powders.

Prophylactic medicine, an English journal says, is of greater value to the public than was held last Thursday afternoon, with its due; hence, the subject of tooth powders organize under the name of the Muskegon prevention of future trouble, is overlooked County Druggists' Association, and a com- by too many, even in the higher classes, Later-Jacob Jesson writes The Trades- of things? The dental surgeon is often

finely pulverized, that it may not mechani-So long as musk remains one of the most cally abrade; anti-septic, to prevent decom prized perfumes, and commands an almost position of food lodged between the teeth, fabulous value on the European market, the and perhaps to destroy the microbes which musk deer is likely to be hunted down in are always found choking the tubules of spite of all restrictions, though probably, carious dentine; it should contain nothing like the beaver and the bird of paradise, its irritating to the gums; and, lastly, it should entire extermination is only a question of be pleasant to the taste, or it will not be used. Fluid dentifrices do not, as a rule, It is said that several attempts have been clean the teeth effectually, unless they conmade to rear the musk deer in captivity, tain some ingredient which acts upon the

The Process of Making Ultramarine. Kuhlow's German Trade Review refers to the discovery of the present method of making ultramarine as follows: At the bewas procured by the puddling or washing of the azure-stone. This method, however, sides the stone was getting scarce, so that the discovery of Gmelin appeared on the scene none too soon. The latter, when in Paris, indiscreetly imparted the secret of his invention to the chemist Lussac, who straightway communicated it to the scientist Guimet, who received a grant of 6,000 fr. from the Paris Academy of Science as a reward for his "discovery." Although later of the enormous number slaughtered every on Gmelin's claims to originality were everywhere accepted, he could not at the time make people believe that it was he who should have had the 6,000 frs., his antago nist claiming that the process had been known to him since 1876—another case (like the telephone) where the fruit of the industry and genius of our scientists has been snatched away by foreigners.

No Field for Women.

There is one field in which, so it is said, woman, lovely woman, will never find employment. She can never be an anothe cary's clerk, because she's not able to keep a secret. A pharmacy is a regular confessional, and into the ears of the discreet attendant are poured weighty secrets which it would never do to intrust to the possession of the gadding, gossipy female. In the regular course of his business the dispenser of pills and powders knows all about people's bodily afflictions and weaknesses, and becomes acquainted with little sins and things of that kind which the interested parties would not have the world know for anything. Then, too, he learns who paints, who powders, who eats opium, who use belladonna to brighten the eyes, or arsenic to whiten the skin, who is obliged to use insect powder at home, and various things of that kind, which would be too great a temptation for a talkative women to give

The Clare County Organization. John W. Dunlop, who is working up the ubject of local organization in Clare county. writes that the thirty registered pharmacists is quite possible that this port owes that of that county take a lively interest in the proposed organization, and will do all that lies in their power to render the society a vere sickness of pleuro-pneumonia, when my pulse ran up to 130 and my temperature to success. Mr. Dunlop has invited the druggists of Osceola and Isabella counties to join with their Clare brethren. The first meeting will be held at Clare some time next

Dunlop has issued a call to the druggist of Osceola, Isabella, Gladwin and Clare counties, asking them to meet at Clare on Friday, March 25, for the purpose of organiz-France is probably the largest consumer ing an association. The call is signed by any way as good as Tiger Oil for the cure of

Exasperated Apples.

"Give me two pounds of exasperated apples," said an old lady to the grocer. He weighed out two pounds of evaporated apples and she was content.

Good Words Unsolicited. E. D. Hawley, druggist, Stanton: "Your pa per is a good one." I. B. Dillman, grocer, Goshen, Ind .: "I find

t a very good paper." K. E. Vander Linde, grocer, Muskegon: s of much interest to me.'

This country exported nearly \$500,000 worth of hops in 1886. Japanese cod liver oil

APPROVED by PHYSICIANS.



MENTHOL INHALER

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

Air Mentholized by passing through the Inhaler abe, in which the Pure Crystals of Menthol are 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. Fer Cinculars and Testimonials address H. D. Cushman, Three Rivers, Mich. Trade supplied by

CINSENC ROOT. We pay the highest price for it. Addre Peck Bros., Druggists, Grand Rapids, Mich.

Hazeltine & Perkins Drug Co., G'd Rapids. And Wholesale Druggists of Detroit and Chicago.

Michigan Drug Exchange 375 South Union St., Grand Rapids.

AGENTS FOR THE Standard Petit Ledger.

Cassia Acutifol, Tinnivelly.

FOR SALE-Stock of \$1,600 in town of 800 inhabitants in Ohio. Will make terms

FOR SALE—Very desirable stock of about \$2,000, well located on one of the principal business streets of Grand Rapids. Good location. Doing good business.

WE HAVE also secured the agency for J. H. Vail & Co.'s medical publications and can furnish any medical or pharmaceutical work at publishers' rates.

Michigan Drug Exchange, 357 South Union St.. -

TIGER OIL.

the Tiger Den.

J. A. CROOKSTON. man or beas: Grand Rapids.

THE LATEST DISCOVERY.

Laparle's Celebrated Preparation, Safe and Indispensable to LADIES. CALUMET CHEMICAL CO., Chicago, this paper

OTTENBERG'S CIGARS.

Hazel Kirke La Rosa Celeste Sweet Catawba

10 cents. 5 cents.

Having secured the Sole agency for S. OTTENBERG & Scillae, (po. 35). Mex..... Scillae, (po. 35). Mex..... Scillae, (po. 35). Symplocarpus, Foetidus, po Valeriana, English, (po. 30). German. German. BROS.' Celebrated Cigars, I take pleasure in recommending them to the Trade, as the Finest and Best

5 and 10 Cent Cigars

In accordance with the call, a meeting curative, although they are slow to give it Ever placed on the Market. They are made of the Finest Qual-Jacob Jesson in the chair and Geo. Wheeler may be of some interest. The necessity of ity of Imported Tobacco without artificial flavor.

CIVE THEM A TRIAL.

County Druggists' Association, and a committee on permanent organization was appointed, to report at a meeting to be held on Thursday, March 24.

I will send to any responsible first-class dealer a sample of I will send to any responsible first-cla tendant do a great deal to combat this state 60 days. We send advertising matter with above Cigars.

Morris H. Treusch.

since acids dissolve the tooth substance; SOLE AGENTS

GRAND RAPIDS, MICH.

Grass do do Hard! ,for slate use. Yellow Reef, do

Æther, Spis Nitros, 3 F. Æther, Spis Nitros, 4 F. Alumen Alumen, ground, (po. 7). Annatto

Antimoni, po... Antimoni et Potass Tart. Argenti Nitras, 3...

Balm Gilead Bud.

Centraria

Cetaceum .. Chloroform

Hycerina

Frana Paradisi.

Indigo..... Iodine, Resubl.

ydrarg Chlor. Mite

ydrarg Chlor. Cor.... ydrarg Oxide Rubrum

Macis.
Magnesia, Sulph, (bbl. 1½).
Mannia, S. F.
Morphia, S. P. & W.
Moschus Canton.
Myristica, No. 1.
Nux Vomica, (po. 20).
OS. Senji.

Pix Burgun
Plumbi Acet.
Potassa, Bitart, pure
Potassa, Bitart, com
Potass Nitras, opt
Potass Nitras,
Pulvis Ipecac et opii
Pyrethrum, boxes, H. & P. D. Co., doz.
Pyrethrum, pv
Ouassiae

Picis Liq., quarts... Picis Liq., pants...

Quassiae Quinia, S, P, & W Quinia, S, German Rubia Tinctorum. Saccharum Lactis, pv. Salacin. Sanguis Draconis. Santonine.

Sinapis.
Sinapis, opt.
Sinapis, opt.
Snuff, Maccaboy, Do. Voes.
Snuff, Scotch, Do. Voes.
Soda Boras, (po. 10).
Soda et Potoss Tart.
Soda Carb.
Soda, Bi-Carb.
Soda, Ash.
Soda Sutubes.

Spts. Myrcia Imp.... Spts. Vini Rect, (bbl. 2 25).

OILS.

PAINTS

Lard, extra.
Lard, No. 1
Linseed, pure raw.
Linseed, boiled
Neat's Foot, winter strained.
Spirits Turpentine.

Red Venetian... Ochre, yellow Marseilles... Ochre, yellow Bermuda... Putty, commercial...

Putty, commercial
Putty, strictly pure
Vermilion, prime American.
Vermilion, English
Green, Peninsular
Lead, red strictly pure.
Lead, white, strictly pure.
Whiting, white Spanish.
Whiting, Gliders'
White, Paris American
Whiting Paris English clift.
Pioneer Prepared I saints.

Pioneer Prepared I aints ... Swiss Villa Preparer Paints ... VARNISHES.

No. 1 Turp Coach.... Extra Turp.... Coach Body... No. 1 Turp Furniture... Extra Turk Damar...

Strychnia, Crystal. Sulphur, Subl.... Sulphur, Roll....

Terebenth Venice.

Whale, winter.

3 00@3 75

80@1 00

50@ @ 10@

Sapo, M...... Sapo, G..... Seidlitz Mixture.

Chloral Hydrate Cryst

Glassware flint, 70&10 by box. 60&10, less.

MISCELLANEOUS.

~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	~~~	~
Declined—Quinine German, citric a bonate ammonia, oil sassafras, canary	cid, e	aı
ACIDUM.	seed.	•
	00	
Aceticum	8@	1
Benzoicum, German	80@1	
Carbolicum	55@	6
Citricum	65@	7
Hydrochlor	3@	
Nitroeum	10@	1
Oxalieum	11@	1
Salicylicum1	85@2	1
Tannicum1	40@1	6
Tartaricum	5000	5
AMMONIA.		
	900	
Aqua, 16 deg	3@	
18 deg	4@	
Carbonas	11@	1
Chloridum	12@	1
BACCAE.		
Cubebae (po. 1 751	85@2	1
Juniperus	600	
Xanthoxylum	25@	3
BALSAMUM.		
Copaiba	5000	5
Poru	@1	5
Peru Terabin, Canada	38@	4
Tolutan		4
Tolutan	40@	4
CORTEX.		
Abies, Canadian		1
Cassiae		1
Cinchona Flava		1
Euonymus atropurp		3
Myrica Cerifera, po		2
Prunus Virgini		1
Quillaia, grd		ī
Sassfras		1
Ulmus		i
Ulmus Po (Ground 12)		î
EXTRACTUM.		•
y and the same of	010	
Glycyrrhiza Glabra	24@	2
po	83@	0
Haematox, 15 b boxes	8@	
18	@	1
1 1/28	@	1

FERRUM.

Cape, (po. 20)..... Socotrine, (po. 60)

Catechu, 1s, (1/2s, 14; 1/4s, 16).

HERBA—In ounce packages.

MAGNESIA.

upatorium ......

Absinthum

Amydalae, Dulc... Amydalae, Amarae.

Auranti Cortex.

Morrhuae, gal.. Myrcia, 3.....

hlorate, (Po. 22)

Ipecac, po.
Jalapa, pr.
Maranta, ¼s.
Podophyllum, po.
Rhei

cut.

pv.

Sanguinaria, (po. 25)

Anisum, (po. 22)

oriandrum

Foenugreek, po. Lini

Frumenti, W., D. & Co. Frumenti, D. F. R. Frumenti Juniperis Co. O. T. Juniperis Co. Saacharum N. E.

Spt. Vini Galli Vini Oporto... Vini Alba....

Serpentaria Serpentaria Senega Smilax, Officinalis, H.... Mex.

Gentiana, (po. 15).
Glychrrhiza, (pv. 15).
Hydrastis Canaden, (po. 35).
Heliebore, Alba, po.
Inula, po.

Arum, po

Rosmarini

icis Liquida, (gal. 50)

POTASSIUM.

RADIX.

SEMEN.

WANTED-Registered pharmacists and assistants who are sober, industrious and willing to work. A Scandinavian or German

FOR SALE-Very desirable stock of about \$5,000 in town of 3,000 inhabitants in Texas. Can be bought on very reasonable terms. FOR SALE—Stock of about \$1,800 in town of 12,000 inhabitants, (county seat,) in Wisconsin. Can be bought on liberal terms.

Salvia officinalis, ¼s and ½s. FOR SALE-Stock of about \$800 in small town in western Indiana, in midst of fine farming region. Will sell on very liberal terms.

Aloe, Barb, (po. 60). FOR SALE—Stock of about \$1,700 in town of \$00 inhabitants in Western Michigan. Doing good business. Can be bought on very reasonable terms. 

A LSO-Many other stocks, the particulars of which we will furnish on application. TO DRUGGISTS—Wishing to secure clerks we will furnish the address and full particulars of those on our list free.

Grand Rapids

What J. A. Crookston Has to Say While in

CADILLAC, Jan. 24, 1887. Well, Doctor, I am around again, but my wife had to use a lot of Tiger Oil. It is the most wonderful medicine I ever knew. It surpasses everything else. During my se-104° the pain was so excruciating that nothing would relieve except Tiger Oil, which never failed. The physician gave but little hope of my recovery, but through his attention and the constant application of Tiger Oil I pulled through, and am gaining strength by using Tiger Oil, which I know is doing me good, and will do good to all who use it properly; for of all medicines that I have ever known in over forty years' experience as a retail and wholesale druggist, I have never known of a single one to be m seems no limit to its power over disease.

Therefore knowing as I know of W I do but my duty in recommending it to all my fellow men as publicly as possible, that they may have the benefits of such a valuable medicine as Tiger Oil has proven itself to be wherever it has been used, both for Of the Hazeltine & Perkins Drug Co.,

# Japan Dryer, No. 1 Turp. PAINT

We have a full stock of this well-known brand of

### MIXED PAINT and having sold it for over SIX YEARS can recommend it to our customers as be-

ing a First Class article. We sell it On the Manufacturers' Guarantee:

When two or more coats of our PIONEER PRE-PARED PAINT is applied as received in original packages, and if within three years it should crack or peel off, thus failing to give satisfaction, we agree to re-paint the building at our expense, with the best White Lead or such other paint as the owner may se-lect. In case of complaint, promot notice must be T. H. NEVIN & CO.,

Mfrs. & Corroders of Pure White Lead. Pittsburg, Pa Write for prices and Sample Card to

# Hazeltine & Perkins Drug Co.

Wholesale Agents, Grand Rapids.

Try POLISHINA, best Furniture Finish made.

# DRUG CO.,

WHOLESALE

# Druggists!

42 and 44 Ottawa Street and 89, 91, 93 and 95 Louis Street. IMPORTERS AND JOBBERS OF

# Drugs, Medicines, Chemicals, Paints, Oils, Varnishes, and Druggist's

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Grand Rapids Brush Co., Manufacturers of Hair, Shoe and Horse Brushes.

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WE ARE SOLE OWNERS OF

Which is positively the best Remed: of the kind on the market

We desire particular attention of those about purchasing outfits for new stores to the fact of our UNSURPASSED FACIL-ITIES for meeting the wants of this class of buyers WITHOUT DELAY and in the most approved and acceptable manner known to the drug trade. Our special ef-forts in this direction have received from hundreds or our customers the most satis

# Wine and Liquor Department

We give our special and personal attention to the selection of choice goods for the DRUG TRADE ONLY, and trust we merit the high praise accorded to us for so satisfactorily supplying the wants of our customers with PURE GOODS in this department. We CONTROL and are the ONLY AUTHORIZED AGENTS for the sale of

# WITHERS DADE & CO.'S

Henderson Co., Ky., Sour Mash and Old-Fashioned Hand-Made, Copper-

### Distilled WHISKEY.

We not only offer these goods to be excelled by NOOTHER KNOWN BRAND in the market, but superior in all respects to most that are exposed to sale. We GUARANTEE perfect and complete satisfaction and where this brand of goods has been once introduced the future trade has been assured.

### We are also owners of the Favorite Druggists'

Which continues to have so many favorites among druggists who have sold these goods for a very long time. Buy our

# Gins, Brandies & Fine Wines.

We call your attention to the adjoining list of market quotations which we aim to make as complete and perfect as possible. For special quantities and quotations on such articles as do not appear on the list,

# Patent Medicines,

Etc., we invite your correspondence. Mail orders always receive our special

# Hazeltine & Perkins Drug Co.

There are certain tendencies in modern snail-pace post to the electric telegraph— has multiplied the evil as well as the good tendencies of trade and brought about a condition of things which calls for the serious and thoughtful attention of business men.

Among the evils which should receive at-tention is the present loose method of compromising with debtors. There are at least two sides to every question, and this subject seems to have three points of view—the jobber, the retailer and the debtor himself. Let us first consider the matter from the job-

ber's standpoint:

I do not think anyone will disagree with me in the statement that the present sys-tem of obtaining and continuing credits is altogether too reckless, and that the anxiety of the jobber to sell goods is altogether too marked. Suppose a man goes into a jobbing establishment with the announcement that he has several hundred dollars in money and proposes to engage in business at a certain place. As soon as the jobber ascertains that the man's statement that he has money is true, he immediately falls in with the idea, advises him to embark in trade without delay, and offers him twice as many goods as he has money to pay for. No pains are taken to ascertain whether the man has any adaptability for business. No time is lost in ascertaining whether the place the man names is a desirable location for the business proposed. If the jobbar already business proposed. If the jobber already has a good customer there, who buys largely and pays promptly, that fact is also over-looked. The controling idea in the mind of the wholesaler is to transfer the money from the wholesater is to that jobber's safe with the least possible delay. Little heed is paid to the consequences—to the question of fu-ture payments—to the effect of the action on the good customer in the same town—the only thing thought of is how to obtain possession of the man's money before some other jobber is given the same opportunity. The jobber puts himself at rest on the question of payments by asserting that all men pay well when they first begin business, and that whenever the man begins to get slow he can pull out and let some other house bear the brunt of poor management; that in case he does not pull out soon enough, he can compromise his account and thus avoid

I am aware that some of my friends among he jobbing trade will accuse me of overdrawing the picture, and perhaps the charge may be true in individual instances; but I have no hesitation in saying that in nine cases out of ten the facts are as I have stated

As to the short-sightedness of such business methods, there could seem to be no difnot sell the stock, another one will," but even this excuse will not pass muster in the case of many of the miserable apologies for merchants which the jobbing trade of every Western market is continually setting adrift.

Let us now look at the subject from the aspect of the reputable merchant. I have in mind a country village where the entire trade was in the hands of two dealers, who ness on his own account. A traveling man acted as the mediator and brought them to take long to find a jobber who would sell them a stock on promises and probabilities. them a stock on promises and probabilities—and, as is frequently the case, the same house was selling the other merchants in the same town. The boys opened up their stock and sought to attract patronage by ployers. When remonstrated with, they justified their course by stating that the venture was the jobber's risk—not theirs—that only at Eski-Scher, in Asia Minor, where promise with their creditors and go on there are large deposits, and whence it is in the event of failure they would comagain. And the opportunity for compromising presented itself inside of a year. The
business was again opened up under circumstances which the young men considered
more favorable, but within a year another
compromise was effected, the boys retired
from business, and the stock was closed out regret of the merchants and the great delight of their patrons. The boys were gone, but the effect of their action still remained. In their attempt to influence trade in their elements and the great definition of their attempt to influence trade in their celain pipe bowls, either plain white or direction, they cut off the entire profit on every staple. The other merchants were gaily painted, rising in price from 4d. to 10s. compelled to meet the prices, and found per dozen; 5,000,000 wooden pipes of infinthemselves unable to get the margins back to decent limits after the boys had closed price, the common kinds being extremely their business career. Their patrons, who had theretofore looked upon them as fair traders, accused them of "charging extortionate prices before competition compelled to the prices before competition compelled of clay or lava, plain at about 3d. and better the components of the prices of the patrons." them to come to time," and the confidence thus lost they will probably never regain. Besides doing business at a loss during the existence of the illegitimate competition, they cover, etc.), from 5d. to £25 per dozen. found themselves in about the same plight that the Celtic cover who had lost his

goes into business with the deliberate pur-pose of throwing the consequences on others, into a rich brown blush upon the surface, on the principle of "Nothing ventured, nothing gained," and "If I win, it's mine; if I pipe becomes almost invulnerable, without lose, it's yours." And yet I am personally cognizant of scores of such instances, and at Vienna for a necal several cases in point at this moment. I have frequently talked with men who had compromised, or were seeking combined to the control of t promises, with their creditors, and they in-variably assured me that they were forced into failing by allowing the jobber too great lenity in sending them goods, being always assured that in case they did not succeed. their creditors would help them out of their

I am not inclined to take such statements as wholly trustworthy, but I am thoroughly convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt on the convinced that it is time to call a halt subject of compromises. Conducive alike to reckless buying and still more reckless selling—much of the cutting in prices may be traced directly to this cause—they fur our merchants are crowding. I do not wish to be understood as condemning settlements in cases of misfortune, but the man who fails dishonestly or through his own fault, should be compelled to pay 100 cents on the

# The Michigan Tradesman. Factor Talesman.

# There are certain tendencies in modern business methods which business men cannot fail to deprecate. I do not wish to contwenty or fifty years ago were free from these tendencies, but the change from the extent of the presidence of the content of the presidence of the content of the content

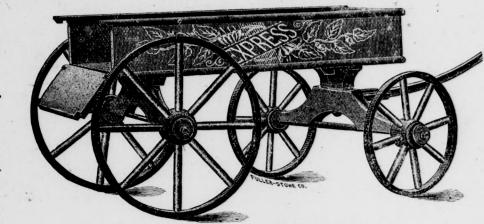


### PURCHASING DEPARTMENT.

For the convenience of our customers we have added a Purchasing Department to our business, and placed the same under care of Mr. Frank A. Stone.

Our facilities for obtaining all kinds of merchandise at Bottom Prices are so excellent that our friends are invited All correspondence promptly to make use of them. ference of opinion. A partial excuse is found in the statement, "If one jobber does answered and prices quoted, no matter whether the article wanted is in our line or not. Send to us and we will look it up for you.

W 



& SONS,

NO. 2, IRON AXLE EXPRESS WAGON

### BOY'S WAGONS.

The Wagons are well-made and neatly finished, Front Wheels Turn Under, Curved Front Wood Axle.

- No. X. Size of Box 10x12 inches, Wheels 8 and 12 inches, Sold only in crates of 1 doz. each, per doz. . . . . \$4 50
- No. O. Size of Box 12x24 inches, Wheels 10 and 14 inches, Curved Wood Axle, Front Wheels turn under, packed in crates of 1/2 doz. Sold only by the erate; price per doz......\$7 50
- No. 2. Size of box 12x26 inches, Wheels 10 and 14 inches, Iron Axle, Iron Boxes in hubs, Front and Rear Axles Curved and strongly braced, packed 1/2 doz. in crate, sold by crate only, price per doz. . . . . \$9 00
- No. 3. Same style as No. 2, only box 13½x27 inches. Nicely painted outside and inside. Adjustable Tongue Brace. Packed ¼ doz. in crate. Sold by crate only. Price per doz.....\$12 00
- No. 4. Same construction as No. 3. Size of box 141/2 x29, Wheels 12 and 16 inches. Packed ¼ doz. in erate. Sold by crate only. Per doz........\$15 00

### TOY CARTS.

No. 30. Body 5x9 inches, 6 inch wheels, no tires, painted

UZ UZ

C

A

RT

in bright colors. Sold by the dozen only. Per doz. 95 No. 20. Same as No. 30, except wheels have tin tires Price per dozen......\$1 20

No. O. Body 5x10 inches, 6 inch wheels, tin tires, price per dozen.....\$1 50

No. 1. Body 51/2x11 inches, 6 inch wheels, tin tires, price

- per dozen.....\$1 60 No. 11/2. Body 7x12 inches, 8 inch wheels, tin tires, price
- per dozen......82 00 No. 2. Body 7x14 inches, 8 inch wheels, tin tires, price

trade was in the hands of two dealers, who started with small capital, but paid their bills promptly. As their accumulations increased, they began discounting their bills. They understood each other well enough to avoid cutting in prices, and their patrons came to look upon them as close buyers and sellers, and congratulated themselves on being able to deal with men so reliable and accommendating. In course of the standard price of surface of penalty of remaining out of business. If every merchant had this alternative staring him in the face, there would be fewer failures. Men without experience or business ability would not rush into trade so precipitately. Goods would not be slaughtered so ruinously, because the dealer would realize that in doing so he would jeopardise his chances of success. ing able to deal with men so reliable and accommodating. In course of time, the clerk in each establishment conceived the idea of the would result in great benefit to the business in each establishment conceived the idea of the would result in great benefit to the business in each establishment conceived the idea of the would result in great benefit to the business in each establishment conceived the idea of the would result in great benefit to the business in each establishment conceived the idea of the would result in great benefit to the business in each establishment conceived the idea of the would result in great benefit to the business in each establishment conceived the idea of the would great the woul

*Paper read by E. A. Stowe before the March convention of the Michigan Business Men's Association.

### Manufacture of Pipes.

From the London Times.

Ruhla, a mountain village of Thuringia, only at Eski-Scher, in Asia Minor, where business, and the stock was closed out mous, the yearly average being 540,000 real celain pipe bowls, either plain white or gaily painted, rising in price from 4d. to 10s. price, the common kinds being extremely as the Celtic gentleman who had lost his in the making of pipes; the best is known What can we now say for the man who by its facile absorption of the nicotine juice

### Worthy of Stockton.

being hard. A specimen of this kind sold at Vienna for £50, although it was not very

From the New England Grocer. Robert M. Floyd's story, entitled "Was It a Warning or a Dream?" published in The MICHIGAN TRADESMAN, is worthy of Frank Stockton, a well-known novelist. Interest it is event to present the provided to the market. Indeed, it is equal to many of that novelist's productions and the ending reminds one of

The growth of the 'personal character is largely molded by the gradual recognition nish a loophole through which too many of of moral laws, by the sense of the mystery

### DETTENTHALER, 117 Monroe St., Grand Rapids.



JOBBER OF OYSTERS!

FISH, AND GAME

Mail Orders Receive Prompt Attention See Quotations in Another Column.

# THE NEW Company.

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

## Headlight

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

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

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

Grand Rapids Soap Co.



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

The accompanying illustrations represents the

## Boss Tobacco Pail Cover.

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

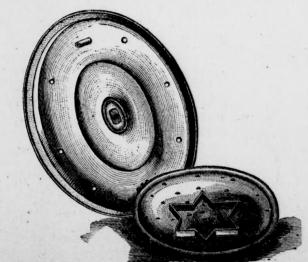
It will pay for itself in a short time. You cannot afford to do without it. For particulars, write to

# The Standard of Excellence ARTHUR MEIGS & CO.

Wholesale Crocers,

sole Agents,

77 to 83 SOUTH DIVISION STREET, GRAND RAPIDS



# KINGSFORD'S



### STARCII.

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.