





# THE SECOND SUCCESS.

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. Cronter, O. K. Buckhout.  
On Blanks—Jas. Osburn, H. H. Pope, E. A. Stowe.

The President then stated that the convention was honored with the presence of Newton Dexter, of Albany, and Percy F. Smith and Henry Daub, of Pittsburg, representing the State associations of New York and Pennsylvania, respectively. He thanked the gentlemen for their presence and asked them to take seats with him on the platform. Upon being called upon for remarks, the gentlemen spoke as follows:

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 months we have seen, through your trade journal, THE MICHIGAN TRADESMAN, the work which you are doing, and many of the business men of New York State have mentioned 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 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 coming 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 telephone 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 responded 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 weeks. The first thing we did was to get public, as I presume is usual in other parts of the State, and we invited all in at the meeting. We had representatives of our business men, and representatives also from those I shall consider of the dead-beat association—a few of which, after the closing of our meeting, organized in opposition to the Business Men's Association, which had the effect of frightening a good many of our business men, and at first we only gained a 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 we have emerged into a Business Men's Association. Our collection department, as far as it has gone, has been a success. Every business man in town has been collected, for we have not full reports. We are perfectly satisfied with the Association. Today we number 61, and we are represented here to-day by seven delegates.

H. C. Peckham, Freeport—We have a small organization, with a membership of fifteen. We are very well satisfied. Every business man in town has been collected. It seems that a delegation of dead-beats called upon this man, and at last reports he has his entire trade, and I think we are well rid of them.

L. W. Sprague, Greenville—I hardly know what to say that will be new. Our Association was organized last October. It 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 have laid their names on the table until 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 for 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 have now got all the grocers in town. We have had very good success in collecting, and we have got quite a dead-beat list, and we are getting some money out of our dead-beat list, which we never did before. Our organization has been a considerable success 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 granulated sugar for \$1. We have all stopped 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.

Fred. Cutler, Jr., Ionia—Our organization was one of the first in the State. We have been organized considerably over a year and we have made it a good success. We numbered something over thirty members. I think the suggestion is not to take in members promiscuously, nor to be too anxious to increase the membership, as a 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 300 delinquents, and when it was published it made quite a commotion in Ionia. We went on until this January, when we organized again under the name of the Business Men's Exchange, and we number today fifty strong. We have a flourishing organization 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 9 cents for freight, while at Saranac they had a cheaper rate. The Business Men's Association took hold of the matter and to-day we have the same rate that Grand Rapids has. I think that is one great thing we have accomplished for Ionia. I can say in the collection line that we have met with good success 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.

C. E. Brewster, Kingsley—I think there 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 have had considerable trouble and a great deal of work. We found that some of the worst dead-beats that we had were in our organization, 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 foundation. Our collection department is very satisfactory to all of us, and we are heart and hand in sympathy with this work.

C. L. Martin, Elk Rapids—We organized our local Association last September. We used the blanks which were then in style, and collections have been very good under that system. We have collected so far about \$500. Our Association is in a flourishing condition, and I think we have been greatly benefited by it.

Mr. Bailey, Plainwell—Our Association is in a flourishing condition, considering that it is one of the youngest, being less than three months old. We have entered heartily into the work. We have a good class of members, and so far as I am able to learn, all are well satisfied with the success of the Association. Members have told me within the last few days that they have received pay for 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—I can only say that we are doing as well as 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 satisfied.

L. Strong, 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. I find that the Association has done a great deal of good work. I think it is going to make better payers of the dead-beats. I think this has been the experience of the business men of White Lake.

E. S. Houghtaling, Oceana—I don't know that I can say anything new. We are well pleased with the workings of our Association. It has worked quite harmoniously. We have now about sixty-five members. It is moving along quite as well as we could expect.

N. B. Blain, Lowell—Being present at our first meeting of the State organization, I gave quite a detailed statement of our doings and I hardly think it would be necessary to make a very elaborate report, but I will say, for the benefit of those gentlemen who were not present at that meeting, that we are one of the pioneers in this work. There were but two associations in existence at the time we organized. We organized in the first place for the collection of debts, and we have very much gratified the success of that system. We have had some lines of improvement in our town, and indirectly through the effort of our Association we have got several manufacturers 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 for a town of 3,000 people. We have another company there which will this season put out in the neighborhood of 3,000 cutters, and we have several other smaller institutions which are doing very much for our town. We include professional men in our Association, and I think it is a good plan for local Associations to include professional men in their membership. I was talking with a doctor the other day and I said that he had derived great benefit from the Association, and I think professional men, as well as business men, can derive great benefit by connecting themselves with this organization. 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 finely.

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 come here this morning to make a report for our Association. We have a small organization. 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 three months. We have just got out our first delinquent list. There are some things like 300 cents on the list. Quite a large number have reported that all had settled or made arrangements to settle. We feel quite encouraged, and think the organization has done a great deal of good. We are very anxious to improve upon all our forms of doing business. So far as our collections are concerned, we feel very much encouraged; it has paid us very much.

Jacob Van Patten, Holland—We started out with most all of the business men of our place. We have had some drawbacks. I would like to ask how is the best way to handle this co-operative system. Our collections have been very good.

C. L. Bailey, Mancelona—I would say that Mancelona is a new Association. Our efforts have been confined mostly to the collection department. We number twenty-five members. We have been more fortunate than some of the Associations by securing all of the business men in our town. We are well satisfied with the way that our collections have been taken care of and all of the members seemed to be well satisfied that they have joined.

J. L. Handy, Boyne City—We organized in January last and now have nineteen members. So far as I am concerned, I think it has done good in bringing business men together, and making them more social, and with regard to collections the results have been very good.

Geo. F. Steele, Traverse City—I would say that Traverse City is something like the 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-

fessional men and one lady physician, so you see we are progressing. I will not attempt to give you a report of Traverse City. I will leave that for another gentleman, but I wish to say to you that we are trying to bring about a better system of collecting our debts. I will introduce my friend, Mr. Back; 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 have as much trade in proportion to our size as any town in the State. I think it is to the best interests of the town that we keep 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 feel 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 yet. [laughter.]

J. L. Alger, Petoskey—Petoskey is enjoying good health, and 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 of the delinquents were inclined to get angry and some of them talking back. I have no co-operative store, but there are some that are showing the white feather. I presume that if a co-operative store was formed that it would be controlled by the principal business men of the city.

H. E. Hesselstine, Casnovia—Our Association was organized by the help of Mr. Stowe in January last. We have two applications now for membership. We are 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 Association and it is doing good work. I think in the future we will have all of the business 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 great. We are in line and marching along finely.

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 finely.

Fred D. Voss, Grand Haven—Our Association has been organized since last November. 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 Owashanong Boat Club, by order of their Board of Directors, hereby extend the privileges of their club rooms to the members of the Michigan Business Men's Association during their stay in our city.

C. W. CLAUCEY, Sec'y.

W. E. Kelsey moved that the invitation be accepted and laid on the table. C. L. Bailey moved as an amendment that a vote of thanks be tendered the Club for its hospitality, which was adopted.

The convention then adjourned until afternoon.

## 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. Chapell.  
Allegan—J. F. Clapp, J. H. Eppink, S. D. Pond, W. T. Warner, L. P. Griswold, H. H. Pope, E. T. Van Ostrand.  
Battle Creek—R. C. Parker, H. E. Merrill.

Bellaire—E. J. Childs, A. J. Dole.  
Big Rapids—E. P. Clark, N. B. Beebe, J. F. Clark, A. H. Webster, 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. Platt.  
Carnovia—D. B. Galentine, W. H. Benedict.

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

Dorr—Francis Goodman, E. S. Botsford, East Jordan—C. W. Dunham, R. R. Glenn, Elk Rapids—C. L. Martin.  
Flint—G. R. Hoyt, J. W. Blake, J. L. Willett, C. H. Wick.

Frankfort—Jacob May, Chas. Burmeister, Freeport—J. Yarger, H. C. Peckham.  
Grand Haven—F. D. Vos, F. A. Hutty, G. Justina, G. A. Bottje, G. Vanden Bosch, Grand Rapids—Jas. A. Coye, E. J. Herick, E. A. Stowe, E. B. Walker, B. F. Emery, B. S. Harris, H. A. Hydon, C. L. Lawton, A. Rasch, Thos. Keating, Jas. Farnsworth, Harry DeGraaf.

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

Holland—J. G. Van Putten, J. R. Kley, W. Bangs, Bertsch, W. Rogers, Ionia—W. E. Kelsey, Fred. Cutler, Jr., A. S. Wright, W. W. Williams, Geo. F. 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. Brewster, C. H. Camp, H. P. Whipple.  
Lewistown—H. B. Gould.

Lowell—J. Q. Look, C. G. Stone, A. C. McDonald, S. W. Taylor, S. E. Morgan, J. B. Yeiter.  
Mancelona—C. L. Bailey, E. J. Wilenski, Muskegon—H. B. Fargo, Wm. Peters, A. Towle.

Oceana—W. E. Thorp, E. S. Houghtaling, W. J. Haughey, H. H. Bunyea, A. Paton, J. Robinson, B. F. Archer.  
Owosso—Jas. Osborn, E. J. Parkill, H. W. Parker, C. S. Williams, C. S. Stuart.  
Petoskey—J. L. Alger.  
Plainwell—E. A. Owen, M. Bailey, H. D. Storms.  
Rockford—G. J. W. Richards.  
Rockford—G. A. Sage, C. N. Hyde, John J. Ely.  
Saranac—O. J. Briz.  
Sparta—J. R. Harrison, L. E. Paige, J. F. Mann.  
Sturgis—H. S. Church, Jas. Ryan, C. W. W. Clark, Wm. Jern.  
Traverse City—Geo. E. Steele, C. A. Hammond, C. K. Buck, S. Barnes, Wm. London, D. E. Carter, A. K. Montague, O. P. Carver.  
Tustin—G. D. DeGoin, D. S. Liddle.  
Wayland—E. W. Pickett, W. H. Schuh, C. H. Wharton.  
White Lake—A. T. Linderman, C. L. Streng.  
Woodland—F. F. Hilbert, D. B. Kilpatrick.

## HONORARY.

Allendale—J. L. Quick.  
Carnovia—H. E. Hesselstine.  
Crosby—A. C. Barkley.  
Ewart—Frank Hibbard.  
Monroe—Paul P. Morgan.  
Sand Lake—J. V. Crandall.

## VISITING DELEGATES.

Albany—Newton Dexter.  
Pittsburg—F. Smith, Henry Daub.  
Chicago—Robert M. Floyd.

The Committee reported adversely to the admittance of the Retail Dealers' Commercial Agency of Grand Rapids until the members organize in regular form, conforming to the constitution and by-laws recommended by the State Association.

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

H. A. Hydon, 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, and to-day we have a membership of 119. We are using our Blue Letter to good advantage, having collected several thousand dollars. I think we are all alive and kicking. I am 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 country.

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. Chapell, Ada—Let me state that we are the smallest Association in the State. I 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 in the State. We are still but 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 and to carry out any contract he may enter into. In view of the fact that multitudes draw their pay by the week, and that the tendency is in the direction of paying by the week, instead of monthly, it cannot but be apparent to any business man present, or absent, that this amendment is of profoundly vital interest, meaning, as it does, the collection of debts, starting in the aggregate amount—debts that are now absolutely beyond the pale of law and unjustly protected by it, thereby placing a premium on dishonesty and permitting the debtor, in a manner scandalous and premeditated, to victimize and rob his friend and benefactor. Your Committee commend this matter to your careful attention, and earnestly recommend that you authorize the Committee on Legislation, supported by the Executive Board and the Committee on Trade Interests, to proceed to Lansing to urge upon the Judiciary Committee of one respective houses to repeal this just, equitable, this saving and beneficial amendment, favorably and to champion it in the interest of honesty and fair-play, by their commanding and influential position.

3. Your Committee respectfully commend to your notice and suggest the following: That an authorized committee, the chairman of which shall be an attorney, be instructed to draft recommendations, which shall be submitted to this Association at its next regular meeting for consideration, with a view to their submission, if adopted, to the State Legislature, which convenes January 1, 1889.

1. The enacting of a law making more equitable and just fire insurance rates.

2. The enacting of a law adopting that of the State of New York on the subject of weights and measures, with the provision that a barrel, dry measure, shall have a capacity of three flush dry measure bushels.

3. That the local Associations, through the State Association, petition Congress to enact a law prohibiting the sale of merchandise at retail by itinerant salesmen.

4. To enact a law regulating the rental of telephones and regulating railroad passenger rates.

5. That 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, direct or indirect, who employ their own employ, directly or indirectly, to any private family, restaurant, hotel, or, if deemed advisable, public institution.

6. That this Committee take into careful consideration the existing legal obstructions, to the collection of just debts, involved in the fearfully and wonderfully conceived exemption laws of this enlightened commonwealth, under the following heads:

1. In the unjust property rights of women, as exhibited in the non-liability of the property of a wife for the family debts, for food, wearing apparel, professional services, or rents, contracted by, charged to the account of, or settled for by promissory note by the husband and father of said family.

2. Cases in which the husband claims his homestead is not liable, though actually worth \$10,000, because the deed therefor is made out and recorded jointly to both the husband and wife, thereby making it impossible to collect a just debt from either the husband or the wife.

The Committee desire to say that it is possible in this report and may have touched on the territory of others. If this be the case, their only apology is their heartfelt interest in the welfare of this splendid organization—an organization which has during its brief career spread its protecting wings over so large an expanse and over so great a number of worthy beneficiaries—an organization freighted with peace and goodwill to mankind, with blessings rich and countless and kind, with untold good, that set in motion in any worthy direction under the firm hand and intelligent guidance of its distinguished President, will prove simply and absolutely irresistible and uncompromising. With a Godspeed to you in your untiring zeal to bring this Association to a standard, high, acknowledged and honorable, with unstinted congratulations to our noble co-workers, 1,700 strong, your Committee beg to submit their report.

WILLIAM E. KELSEY,  
J. F. 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.

A semi-annual meeting of the Michigan Business Men's Association has been held in this city during the past two days, and the attendance has been large and the interest greater than many sanguine delegates had anticipated. In this matter of association among business men Michigan has been the first to make decided steps and to secure permanent results. She has been the pioneer both in local organizations and in the State association. In that she was first organized and is now the largest business men's association in the world. We 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 satisfaction. This association aims to correct dishonorable business methods, the manufacture and sale of adulterated goods under false names, the manufacture and sale of shoddy articles, 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 enjoyed its visit here and will welcome the members at any time they want to come to Grand Rapids. The men who came many miles from other states to attend the convention have shown praiseworthy interest in their Wolverine brethren and the words of advice and information given by them will prove of use to the Michigan association.

## Organization Notes.

Alba merchants are anxious to form an association and will shortly be accommodated.

The Watervliet Record is endeavoring to interest the business men of that town in the formation of a Business Men's Association.

The Secretary of the Michigan Business Men's Association has responded to a request for a constitution and full set of blanks for the use of the Colorado associations in the formation of a State organization.

The September convention of the Michigan Business Men's Association will probably be held at either Flint or Owosso. Invitations have been received from both places and the Executive Committee will probably designate its choice within a month or two.

Allegan Gazette: W. W. Warner is often an unseasonable humorist. At the Business Men's Association meeting, the other evening, discussion was upon qualification of members, some rather favoring exclusiveness. Mr. Warner objected to making the organization a secret one, or anything of the kind, citing cases wherein men's religious views had kept them aloof from such societies. There were present members of every 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 his extended Western trip Saturday.

W. A. Higbe, of the wholesale cigar house of H. H. Freedman & Co., is in town for a few days.

W. T. Lamoreaux was called to Battle Creek Monday by the serious illness of his wife, who is temporarily sojourning there.

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 Strobbridge Lithographing Co., has favored THE TRADESMAN office with the Strobbridge calendar for 1887, which eclipses all previous efforts in that line.

## Hides, Pelts and Furs.

Light hides are firm and heavy hides are sluggish. Calf skins are unsalable. Wood and pelts are low and weak, the slow sale of woolen goods having affected the wool market. 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 settlement and entry as other unoffered public lands, and rated at \$2.50 per acre. That on the 25th day of April, 1887, at 2 o'clock p. m., said lands will be subject to entry.

The lands to be restored are as follows:

The Committee desire to say that it is possible they have transcended their strict limits in this report and may have touched the territory of the future. This is the case, their only apology is their natural interest in the welfare of this splendid organization—an organization which has during brief career spread its protecting wings over so large an expanse and over so great number of worthy beneficiaries—an organization freighted with duty and goodwill to mankind, with blessings rich and manifold, with powers for ultimate good, that, set motion in any worthy direction under their firm hand and intelligent guidance of this distinguished President, will prove simple and absolutely irresistible and unconquerable. With a speed to you in your untiring zeal, bring to the attention of this standard, high, acknowledged and honorable, and with unstinted congratulations to our noble co-workers, 1,700 strong, your Committee beg to submit their report.

WILLIAM E. KEELSEY,  
J. V. CRANDALL,



# The Michigan Tradesman.

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

E. A. STOWE, Editor.

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Advertising rates made known on application.

WEDNESDAY, MARCH 23, 1887.

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

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

## 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 abuse is remedied and business in general is conducted on a broader basis.

As predicted by THE TRADESMAN, the convention attracted the largest gathering of retail business men ever held in this country. They did not come from idle curiosity, 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 TRADESMAN'S columns will preclude an extended review of the convention at this time, but the salient points should briefly be referred to.

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 garnishment exemption allowed a married 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 heartiest recognition.

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 in a single issue, but the fullness with which the proceedings will be reproduced—from the verbatim notes of a stenographic reporter—necessitates such a course. It is hoped that the report can be completed within 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 thoroughly discussed by the convention and received a discolored optic—in other words, a bad black eye. Michigan merchants see no reason why Congress should be appealed to for a remedy which already exists within their own State.

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

A. C. Horton succeeds F. T. Taylor in the brokerage business.

Annie Southwick (Mrs. Albert) is succeeded in the crockery business by C. Bickley.

Van Every & Co. have started a branch meat business at the corner of Spring and Oakes streets.

Robt. Johnson has engaged in the grocery business at Cadillac. Cody, Ball, Barnhart & Co. furnished the stock.

Jas. Van Winsheim has engaged in the grocery business at 423 Fifth avenue. Cody, Ball, Barnhart & Co. furnished the stock.

Holmes & De Golt, hardware dealers at Tustin, have added a line of groceries. Cody, Ball, Barnhart & Co. furnished the stock.

Walsh & Spoon is the style of the firm who has engaged in the grocery business in the Canfield block, corner Canal and Erie streets.

The Eaton & Christenson Cigar Co., which is owned by Grand Rapids men, but operates at Lincoln, Neb., now employs four traveling men.

S. A. Holt and Fred Smith have formed a partnership under the firm name of Holt & Smith and purchased the grocery business of Holt & Parish, at 670 Cherry street.

Wm. Mears, of Boyne Falls, has purchased of Lester J. Rindge the mills and 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 engine to Will. McKay, for the use of the Sherwood Manufacturing Co.

J. L. Davis, for the past four years engaged 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 Jennings & Smith, and Robert Phillips, formerly office assistant in the same establishment, have formed a copartnership under the firm name of Warren & Phillips and engaged in the manufacture of perfumes and extracts at Denver.

Christian Bertsch and Frederik Krekel broke ground for their new block on Pearl street on Monday. The building will be 2x100 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 out.

Logan—C. Keller is selling his general stock at auction.

Decatur—A. S. Hathaway, dry goods dealer, has sold out.

Kellersville—Samuel Scott is trying to dispose of his hardware stock.

Berrien Center—H. Y. Rapp succeeds Rapp & Son in general trade.

Six Lakes—Frank V. Handy, grocer and flour and feed dealer, has failed.

Teumseh—The Teumseh Dry Goods Co. succeeds N. M. Sutton & Co.

Jackson—Tuttle & Co., fruit dealers, have sold out to Cole & Edwards.

Niles—T. C. Dudley succeeds C. Stierlin & Co. in the boot and shoe business.

Greenville—D. D. Horton & Co. succeed E. Rutan in the hardware business.

Berrien Center—John L. Bishop succeeds 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 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 business.

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

Manchester—Maconber Bros. have bought out Wm. H. Pottle, dealer in dry goods and carpets.

Lapeer—Geo. W. Higley succeeds Sturgis & Higley in the boot and shoe and grocery business.

Whitehall—Benton & Frost, jewelers and stationers, have dissolved, Geo. W. Frost succeeding.

Ogontz—Henry F. May, formerly of Grand Rapids, has been appointed postmaster.

Newberry—Truman & McLaughlin succeed J. Truman & Co. in the grocery and saloon business.

Sault Ste. Marie—H. J. La Londe succeeds La Londe & Roach in the dry goods and grocery business.

Irving—W. S. Heox has closed out his grocery business and disposed of his real estate interests here.

West Sebawa—W. H. Chilson & Son are building a new store, which they will occupy 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 hardware and agricultural implements, has sold out to E. W. Crinklam.

Otsego—Rev. Armstrong, who removed from town a year ago, has returned and engaged in the grocery business.

Sturgis—Haner & Bennett, who recently succeeded Daniel Berger in the furniture business, are in turn succeeded by Berger & Haner.

Kalamazoo—J. E. Van Boeche, traveling representative for Phelps & Bigelow for several years, will shortly engage in the grocery business.

Fife Lake—W. W. Lewis, a former grocer of this place, has engaged to travel for H. H. Lardner & Co., of Detroit, taking Dakota as his territory.

Cheboygan—P. Lavelle, of Maple Valley, will shortly close out his stock of groceries, dry goods boots and shoes and will engage in mercantile pursuits here.

Sturgis—The H. M. Milliken grocery stock, which had a half-dozen owners in as many weeks, has finally landed in the hands of Daniel Milliken, by foreclosure, and been shipped to an unknown destination.

Sault Ste. Marie—Arnold Gage has retired from the hardware firm of H. G. Wait & Co. Mr. Wait has formed a copartner-

ship with F. L. Higgins and will continue the business under the same firm name.

Luther—Ora Marsh, who had arranged to go in business on his own account, has been arrested for stealing \$500 worth of goods from the store of the Chemical & Lumber Co., where he was employed as a clerk.

Manistique—M. J. Lyons, John Costello and J. Lyons will open a grocery store about the middle of April. It will be under the management of J. Lyons, of Detroit, who will move his stock of goods here.

Muskegon—Wm. L. Leahy, of the dry goods house of The Leahy Company, is East buying goods. He leaves about the first of May for an extended European tour, with the intention of remaining absent about a year.

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 purposes.

Muskegon—Wm. L. Leahy & Co. have merged their dry goods business into a stock company to be known as The Leahy Company, which is officered as follows: President, C. S. Montague; Vice-President, Geo. M. Lewis; Secretary and Treasurer, Emma Neumester. The business will be under the supervision of Geo. M. Lewis.

## MANUFACTURING MATTERS.

Coral—Edward Roys succeeds Roys Bros. in the shingle mill business.

Custer—English & Cantwell have purchased the Custer Lumber Co.'s mill.

Bronson—The business men are to organize a stock company for the manufacture of brooms.

Lapeer—Rorick, Dryden & Co., carriage manufacturers, 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, saw manufacturers. The business will be continued 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, carriages, etc.

## STRAY FACTS.

Climax—S. Wise, butcher, has removed to Battle Creek.

Harbor Springs—A. T. Long, baker, has sold out to H. F. Murdoch.

Standish—Geo. F. Cross succeeds Cross & Dyer in the lumber business.

East Jordan—R. Glenn has bought out the bakery business of J. Ketchum.

Ann Arbor—Wm. Wagner, merchant tailor, is succeeded by Wagner & Co.

Dowagiac—Colby & Buskirk, millers, have dissolved, H. F. Colby & Son succeeding.

Detroit—H. Scherer & Co. succeed Rohms & Scherer, dealers in carriage goods and iron.

Ionla—Mrs. L. M. Stinchcomb has sold her millinery business to Mrs. M. Drawbolt & Co.

Sault Ste. Marie—H. C. Kennedy succeeds R. J. McKeon as lessee of the Hotel Superior.

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

Detroit—Johnson & Stenton succeed Stenton, Goff & Son in the produce commission business.

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 a 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. McKinnon retiring. Geo. W. Robinson continues the business under the same style.

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

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 hardware.

## The Gripsack Brigade.

Frank Conlon has gone to Chicago on business. He is expected back Wednesday.

John Garvey, Jr., has gone on the road for the Grand Rapids Packing & Provision Co., taking a portion of the territory formerly covered by Chas. S. Robinson.

Jas. D. Wadsworth, formerly engaged in the grocery business on Grandville avenue, but for the past year with Arthur Meigs & Co., succeeds Mr. Hawkins with that house.

W. G. Hawkins, for several years past on the road for Arthur Meigs & Co., has severed his connection with that house to accept a similar position with the Detroit Soap Co.

# MOSELEY BROS., WHOLESALE

## Fruits, Seeds, Oysters & Produce, ALL KINDS OF FIELD SEEDS A SPECIALTY.

If you are in Market to Buy or Sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

26, 28, 30 & 32 Ottawa Street, GRAND RAPIDS.

# C. AINSWORTH,

JOBBER OF

## Wool, Grain, Seeds and Produce.

82 SOUTH DIVISION ST.

Grand Rapids, - Mich.

# ABSOLUTE SPICES

And

# 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. NEW PROCESS STARCH. SWEET.

This Starch having the light Starch and Gluten removed,

# One-Third Less

Can be used than any other in the Market.

Manufactured by the

# FIRMENICH MFG. CO.

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

FOR SALE BY

# Clark, Jewell & Co.

STRONG. SURE.

# HESTER & FOX,

MANUFACTURERS' AGENTS FOR

# SAW AND CRIST MILL MACHINERY,

Send for Catalogue and Prices.

# ATLAS ENGINE WORKS

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

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

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

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

# DO YOU WANT A

If so, send for Catalogue and Price-List to

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

# F. J. LAMB & CO.

STATE AGENTS FOR

# D. D. Mallory & Co's DIAMOND BRAND OYSTERS

Also Fruits and Country Produce.

# COOPERAGE.

D. Quay & Co. quote as follows: F. O. B. Bailey:

STAVES.  
Red oak four bbl. staves..... M 6 25  
White oak four bbl. staves..... M 5 25  
White oak four bbl. staves, s'd and f't..... M 6 25  
White oak four bbl. staves, s'd and f't..... M 6 25  
Produce barrel staves..... M 6 25  
Tight bbl. and h'd to match..... M 6 25

White oak and hickory four bbl. staves..... M 6 25  
White oak and hickory four bbl. staves..... M 6 25  
Hickory four bbl. staves..... M 6 25  
Ash, round..... M 5 25  
Ash, flat raked, 6 1/2 ft..... M 3 50  
Coiled elm..... M 5 00

Spring & Lindley quote as follows:  
White oak, pork, hand made..... 1 00  
Beef and lard, 1/2 bbls..... 1 50  
Custom, one head..... 1 00  
Flour..... 30 35  
Produce..... 25 30

# WOODENWARE.

Standard Tubs, No. 1..... 5 75  
Standard Tubs, No. 2..... 4 75  
Standard Tubs, No. 3..... 4 75  
Standard Pails, two hoop..... 1 25  
Standard Pails, three hoop..... 1 25  
Pails, ground wood..... 4 00  
Maple bowls, assorted sizes..... 2 50  
Butter Pails, ash..... 1 00  
Butter Pails, iron..... 1 00  
Rolling Pins..... 1 00  
Potato Mashers..... 2 25  
Clothes Pinders..... 2 25  
Clothes Pins..... 1 00  
Mop Stocks..... 1 00  
Washboards, single..... 1 75  
Washboards, double..... 2 25

Diamond Market..... 40  
Bushel, narrow band..... 1 00  
Bushel, wide band..... 1 00  
Clothes, splint, No. 1..... 3 25  
Clothes, splint, No. 2..... 3 25  
Clothes, splint, No. 3..... 3 25  
Clothes, willow No. 1..... 3 50  
Clothes, willow No. 2..... 3 50  
Clothes, willow No. 3..... 3 50  
Water Tight, bu..... 3 75  
" half bu..... 2 25

# HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock:

Basswood, log-run..... 12 00  
Birch, log-run..... 15 00  
Birch, Nos. 1 and 2..... 12 00  
Black Ash, log-run..... 12 00  
Cherry, log-run..... 25 00  
Cherry, Nos. 1 and 2..... 45 00  
Cherry, cull..... 2 00  
Maple, log-run..... 12 00  
Maple, soft, log-run..... 11 00  
Maple, Nos. 1 and 2..... 11 00  
Maple, clear, flooring..... 12 00  
Maple, white, selected..... 12 00  
Red Oak, log-run..... 12 00  
Red Oak, Nos. 1 and 2..... 12 00  
Red Oak, quarter sawed..... 26 00  
Walnut, log-run..... 12 00  
Walnut, Nos. 1 and 2..... 12 00  
Walnut, cull..... 12 00  
Grey Elm, log-run..... 14 00  
White Oak, log-run..... 12 00  
White Oak, log-run..... 12 00

# COAL AND BUILDING MATERIALS.

A. B. Knowlson quotes as follows:

Ohio White Lime, per bbl..... 1 00  
Ohio White Lime, car lots..... 85  
Louisville Cement, per bbl..... 1 30  
Akron Cement, per bbl..... 1 30  
Buffalo Cement, per bbl..... 1 30  
Car lots..... 1 00  
Plastering hair, per bu..... 2 50  
Stucco, per bbl..... 1 75  
Sand plaster, car lots..... 3 50  
Land plaster, car lots..... 3 50  
Fire brick, per M..... 25  
Jumbo brick, per bbl..... 3 00

# COALS.

Anthracite, egg and grate, car lots..... \$5 75  
Anthracite, stove and nut, car lots..... 6 00  
Cannel, car lots..... 3 10  
Ohio Lump, car lots..... 3 10  
Blossburg or Cumberland, car lots..... 4 50  
Portland Cement..... 5 00

# IRON.

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

Ives', old style..... 60  
N. H. C. Co..... 60  
Douglas'..... 60  
Pierces'..... 60  
Snell's..... 60  
Cook's..... 60  
Jennings', genuine..... 60  
Jennings', imitation..... 60

# BALANCES.

Spring..... 40  
Railroad..... 14 00  
Garden..... 33 00

# IRON.

Hand..... 60  
Cow..... 70  
Cull..... 70  
Gong..... 30  
Door, Sargent..... 60  
Stove..... 60  
Carriage new list..... 70  
Plow..... 40  
Sleigh Shoe..... 40  
Wrought Barrel Bolts..... 40  
Cast Barrel Bolts..... 40  
Cast Square Spring..... 40  
Cast Chain..... 40  
Wrought Barrel, brass knob..... 40  
Wrought Square Spring..... 40  
Wrought Sunk Flush..... 40  
Wrought Bunk and Plated Knob..... 40  
Ives' Door..... 60

# BRACES.

Barber..... 40  
Backus..... 40  
Spofford..... 40  
Am. Ball..... 40

# WELLS.

Well, plain..... 3 50  
Well, swivel..... 4 00

# CAST LOOSE PIN.

Cast Loose Pin, figured..... 70  
Cast Loose Pin, Berlin bronzed..... 70  
Cast Loose Pin, genuine bronzed..... 70  
Wrought Narrow, bright fast joint..... 70  
Wrought Loose Pin..... 70  
Wrought Loose Pin, acorn tip..... 70  
Wrought Loose Pin, japanned..... 70  
Wrought Loose Pin, japanned, silver tipped..... 70  
Wrought Taper..... 70  
Wrought Inside Blind..... 70  
Wrought Brass..... 70  
Blind, Clark's..... 80  
Blind, Parker's..... 80  
Blind, Shepard's..... 70

# CAPS.

Ely's 1-10..... per m \$8 00  
Hick's C. F..... 60  
G. D..... 35  
Musket..... 60

# RIM FIRE, U. M. C. & WINCHESTER NEW LIST.

Rim Fire, U. M. C..... 50  
Central Fire..... 50  
Socket Firmer..... 50  
Socket Firmer..... 50  
Socket Firmer..... 50  
Butcher's Tanged Firmer..... 50  
Butcher's Tanged Firmer..... 50  
Cold..... 20

# COMBS.

Curry, Lawrence's..... 40  
Hotchkiss..... 40

# COCKS.

Brass, Racking's..... 40



# The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

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

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, Grand Rapids.  
Treasurer—Julius Schuster, Kalamazoo.  
Executive Committee—President, First Vice President, Secretary, N. B. Blain and W. E. Kelsey.  
Committee on Trade Interests—Smith Barnes, Traverse City; P. Ranney, Kalamazoo; A. W. Westgate, Chicago.  
Committee on Legislation—W. E. Kelsey, Ionia; J. V. Crandall, Sand Lake; J. P. Clark, Big Rapids.  
Committee on Membership—H. S. Church, Sturgis; B. F. Emery, Grand Rapids, the Secretary.

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

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

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

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

**Merchant's Protective Ass'n of Big Rapids.**  
President, E. P. Clark; Secretary, A. S. Hobart.

**Bozette 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 Creek.**  
President, Geo. H. Howell; Secretary, C. A. Hoxie.

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

**Cassopolis, Bailey and Trent B. M. A.**  
President, H. E. Hesselthorpe; Secretary, E. Farnham.

**Cedar Springs Business Men's Association.**  
President, T. W. Provin; Secretary, L. H. Chapman.

**Charlevoix Business Men's Association.**  
President, John Nichols; Secretary, R. W. Kane.

**Business Men's Protective Union of Cheboygan.**  
President, J. H. Tuttle; Secretary, H. G. Dozer.

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

**Retail Grocers' Trade Union Ass'n of Detroit.**  
President, John Blesed; Secretary, H. Kundering.

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

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

**Eastport Business Men's Association.**  
President, P. H. Thuron; Secretary, Geo. L. Thurston.

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

**Frankfort Business Men's Association.**  
President, Wm. Upmeyer; Secretary, E. B. Chandler.

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

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

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

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

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

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

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

**Holland Business Men's Association.**  
President, Jacob Van Putten; Secretary, A. Van Buren.

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

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

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

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

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

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

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

**Luther Protective Ass'n.**  
President, W. B. Pool; Secretary, Jas. M. Verity.

**Lyons Business Men's Ass'n.**  
President, A. K. Root; Secretary, D. A. Reynolds.

**Mancelona Business Men's Association.**  
President, W. E. Watson; Secretary, C. L. Bailey.

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

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

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

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

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

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

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

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

**Otsego Business Men's Association.**  
President, J. M. Hallon; Secretary, J. F. Conrad.

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

**Pewawee Business Men's Association.**  
President, Albert Rotan; Secretary, E. R. Holmes.

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

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

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

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

**St. Johns Merchants' Protective Association.**  
President, H. L. Kersh; Secretary, C. M. McMillan.

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

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

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

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

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

**Sturgis Business Men's Association.**  
President, Henry S. Church; Secretary, Wm. Jora.

**Traverse City Business Men's Association.**  
President, Geo. E. Steele; Secretary, C. T. Lockwood.

**Tustin Business Men's Association.**  
President, G. A. Estes; Secretary, Geo. W. Bevins.

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

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

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

**Woodland Business Men's Association.**  
President, John Vetter; Secretary, L. N. Harter.

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

## ORGANIZATION OBSERVATIONS.

Pertinent Suggestions by a Provincial 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 hope 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, because 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 accomplished. But that is not all. It will take on scope with age. The object of organization, as set forth 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 addition to section 5 and 6 of the Article affecting profits, there ought to be one looking to the regulation of the rates of profit.

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 possible, 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 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 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 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, is an abuse that ought to be corrected.

While the peddler nuisance is handled so sternly, the equal nuisance of farmers and others buying goods in considerable quantities and selling them out to employees at a higher rate—I have heard the complaint—that the local dealer charges ought to be corrected.

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 go 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 druggists of giving physicians a commission on prescriptions sent 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 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 by the rich.

Various organizations are struggling in one vain way and another to equalize the privileges of all the people of the country, where all men are declared to be born free and 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 do not, they must neither be surprised nor chagrined, if an element yet unorganized should 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 in these days of an over-active competition, it requires something approaching financial ability and a careful study of economy and detail, for the average merchant to arrive at the 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 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 doubled or quadrupled, profits have steadily decreased. "Dead-beats" of the mercantile class are everywhere. The peddler is 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 income of the dealer; the "long-winded" credit system continues to lock up his capital and obstruct him in every effort to profit by discounts or cash prices, and added to all this there is a steady addition to the ranks of those who appear to imagine that to be entitled to the appellation of a "live merchant" requires a public and widespread reputation 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 success, has certainly mistaken his vocation. His failure, either partial or total, is only a

\*Paper by F. H. Spencer, of Saranac, read at convention of Michigan Business Men's Association.

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, ignorance, 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 imagining that a concession to the demands of the chronic grabber 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 question that is reasonably answered by an exercise of ordinary common sense. The dealer who favors a patron who is a regular purchaser of a certain article is not necessarily a "cutter," as the term is understood among traders; 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 justly regard as a parasite on trade is he who believes the act of selling the primary, and profits the secondary, consideration of the mercantile profession. He, and his tribe, are the guerrillas of traffic, and although his warfare is usually brief and inglorious, it is waged against friend 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 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 substantiated by 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 credit, 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 demise. 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 dealer and consumer, and he very often leaves an impression that admirers of old-fashioned mercantile 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 come in frequent contact with the cutter and slasher of prices is rarely an optimist.

## TIME TABLES.

Chicago & West Michigan.

Trains	Leaves	Arrives
Mail	9:10 a.m.	3:55 p.m.
Express	9:10 a.m.	9:45 p.m.
Night Express	11:00 p.m.	5:45 a.m.
Muskegon Express	9:00 p.m.	11:00 a.m.

Daily, except Sunday.

Pullman Sleeping Cars on all night trains. Through parlor car in charge of card attendants without extra charge to Chicago on 12:30 p.m., and through coach on 9 a.m. and 7 p.m. trains.

Newaygo Division.

Trains	Leaves	Arrives
Express	2:45 p.m.	4:50 p.m.
Express	6:00 a.m.	10:30 a.m.

All trains arrive Union Depot.

The Northern terminus of this division is at Baldwin, where close connection is made with F. & M. trains to and from Ludington and Manistee.

W. A. GAYETT, Gen'l Pass. Agent.

J. B. McLELLAN, General Manager.

Grand Rapids & Indiana.

GOING NORTH.

Trains	Leaves	Arrives
Traverse City Express	9:30 a.m.	7:00 a.m.
Traverse City and Mackinaw	12:30 p.m.	11:30 a.m.
Cincinnati Express	7:30 p.m.	5:30 p.m.
Potosky and Mackinaw Express	3:40 p.m.	7:30 a.m.
Saginaw Express	11:35 a.m.	4:30 p.m.

7 a.m. train has chair car for Traverse City. 11:30 a.m. train has chair car for Potosky and Mackinaw City.

5:00 p.m. train has sleeping and chair cars for Potosky and Mackinaw.

GOING SOUTH.

Trains	Leaves	Arrives
Cincinnati Express	7:15 a.m.	11:45 a.m.
Fort Wayne Express	10:30 a.m.	5:00 p.m.
Cincinnati Express	4:40 p.m.	5:00 p.m.
Traverse City and Mackinaw Ex.	11:00 p.m.	7:10 a.m.

7:10 a.m. train has sleeper chair car for Cincinnati.

5:00 p.m. train has Woodruff sleeper for Cincinnati.

Muskegon, Grand Rapids & Indiana.

Trains	Leaves	Arrives
Express	9:15 a.m.	1:00 p.m.
Express	7:30 p.m.	3:10 p.m.
Express	5:30 p.m.	7:10 p.m.

Leaving time at Grand Rapids depot 7 minutes later.

C. L. LOCKWOOD, Gen'l Pass. Agent.

Lake Shore & Michigan Southern.

Kalamazoo Division.

Trains	Leaves	Arrives
Ex. & Mail, N. Y. Mail	7:45 a.m.	N. Y. Ex.
4:35 p.m.	7:45 a.m.	Grand Rapids, 9:45 a.m.
5:55 p.m.	9:02 a.m.	Allegan, 8:38 a.m.
7:05 p.m.	10:06 a.m.	Kalamazoo, 7:30 a.m.
8:00 p.m.	11:35 a.m.	White Pigeon, 9:45 a.m.
9:30 a.m.	5:05 p.m.	Toledo, 11:00 a.m.
8:30 a.m.	9:40 p.m.	Cleveland, 4:40 p.m.
9:30 a.m.	3:30 p.m.	Buffalo, 11:10 a.m.
9:30 a.m.	6:50 p.m.	Chicago, 11:30 p.m.

A local freight leaves Grand Rapids at 1 p.m., carrying passengers as far as Allegan. All trains daily except Sunday.

J. W. McKENNEY, General Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.

Trains	Leaves	Arrives
Steamboat Express	6:25 a.m.	10:25 a.m.
Through Mail	10:40 a.m.	3:50 p.m.
Evening Express	3:15 p.m.	3:50 p.m.
Limited Express	9:30 p.m.	9:55 p.m.
Mixed with coach	10:40 p.m.	11:00 a.m.

GOING WEST.

Trains	Leaves	Arrives
Morning Express	1:05 p.m.	1:10 p.m.
Through Mail	5:00 p.m.	5:05 p.m.
Steamboat Express	10:40 p.m.	5:50 a.m.
Mixed	5:10 a.m.	5:35 a.m.
Night Express	5:10 a.m.	5:35 a.m.

Daily, Sundays excepted.

Passengers taking the 6:25 a.m. Express make close connection at Owosso for Lansing and Detroit for New York, arriving there at 10:30 a.m. the following morning. The Night Express has through sleeping car and local sleeping car from Detroit to Grand Rapids.

D. POTTER, City Passenger Agent.

Geo. B. REEVE, Traffic Manager Chicago.

Michigan Central.

DEPART.

Trains	Leaves	Arrives
Detroit Express	6:15 a.m.	1:10 p.m.
Day Express	11:00 a.m.	10:10 p.m.
Atlantic Express	10:10 p.m.	10:10 p.m.
Mixed	6:50 a.m.	6:50 a.m.

ARRIVE.

Trains	Leaves	Arrives
Pacific Express	6:00 a.m.	6:00 a.m.
Mail to Detroit	3:00 p.m.	3:00 p.m.
Grand Rapids Express	10:15 p.m.	10:15 p.m.
Mail to Detroit	5:15 p.m.	5:15 p.m.

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. E. R. (Canada Southern Div.).

D. W. JOHNSON, Mich. Pass. Agent, Grand Rapids.

O. W. HIGGINS, Gen'l Pass. and Ticket Agent, Chicago.

Detroit, Mackinaw & Marquette.

GOING WEST.



## 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 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 tradespeople? I know there is no one class 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 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 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 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 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 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 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 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 unreasonable strikes; and that nothing benefits a 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, if dissatisfied with our position or employment, to leave, but we have no right to prevent others from working or to obstruct, in any way, the business of anyone else. It is conclusively shown by Professor Swing, that savings banks are potent in working out a solution of the social and labor problems of the day. In the State of New Hampshire, with only half the population 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 to twenty-five millions. This is proof positive 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 of so many working people. The average wages paid workmen in the State of New Hampshire are far under those earned by the striking classes, and yet, with the forethought 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 ult., said: "We all sympathize with the workmen 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 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 employees 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 record of the year was not favorable to labor agitation, and it is doubtful whether the cause of labor was not harmed more than it was benefited by the conflicts which were precipitated.

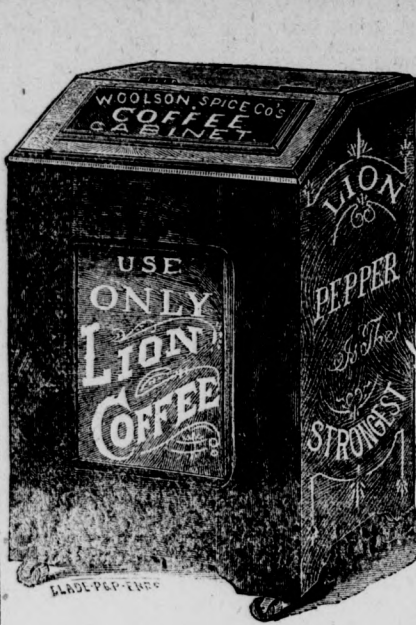
"Facts! Facts! Give me facts," says Grading.

You have them. Before bidding you good-bye, let me give you this as a business motto and sentiment: God and Our Country.

Honor before gain.

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

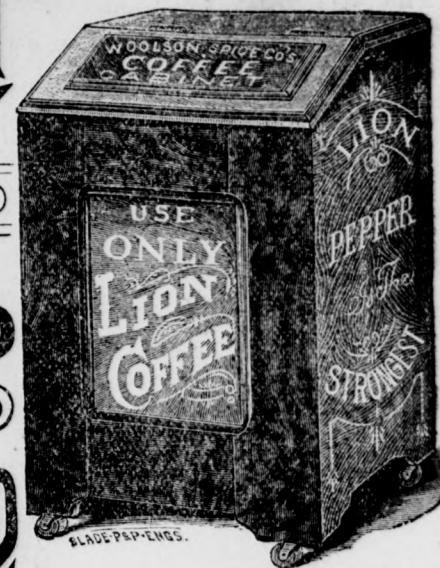
\*Paper read by Robert M. Floyd before Michigan Business Men's Association.



**MOCHA  
JAVA  
AND RIO  
COMBINED**



**BEST  
IN  
THE  
WORLD**



**MERCHANTS! WE WANT A WORD WITH YOU AS TO LION COFFEE!**

**LION COFFEE** is to-day recognized by a mighty army of consumers and retailers over the land as the PUREST and BEST Package Coffee sold--A QUICK SELLER--satisfying the Consumer--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" 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 every package.

**OLD BARRELS** setting about a store are unsightly, besides the projecting nails on them are dangerous to clothing. The enterprising grocer realizes the value of handsome and convenient fixtures, and to meet this demand the WOOLSON SPICE CO. have designed their LION COFFEE CABINET, of which the accompanying cut gives but a partial idea. In this Cabinet is packed 120 one-pound packages of LION COFFEE, and we offer the goods at a price enabling the grocer to secure these Cabinets without cost to himself. They are made air-tight, tongued and grooved, beautifully grained and varnished, and are put together in the best possible manner. Their use in every grocery, after the coffee is sold out, is apparent; just the thing to retail oatmeal, rice, prunes, hominy, dried 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 Matter for Distribution among Consumers.

**LION COFFEE is For Sale by all WHOLESALE GROCERS Everywhere.**  
**MANUFACTURED BY THE**  
**WOOLSON SPICE CO., TOLEDO, OHIO.**

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.  
From 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 that it is the practice of families purchasing flour, lard, butter, etc., in quantities, to sell their flour barrels, butter firkins and lard tins to persons who regularly call for them. These barrels, etc., are again sold to dealers, and they are repacked with similar articles. In very many cases, the doctor says, these receptacles are kept in moldy places, and frequently are purchased from families in whose houses infectious diseases have existed, and he considers the practice of refilling these receptacles as highly injurious to public health. A bill is now pending before the Legislature preventing the sale of these second-hand barrels, and the Health Commissioner will urge its passage and strict enforcement.

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

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

**MOSELEY BROS.**

SEEDS, FRUITS, OYSTERS,

And Produce.

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



354 MAIN ST., PEORIA, ILL.

Liberal discount to the trade, or parties first putting up these brackets in any locality.

**SEEDS**

For the Field and Garden.

The Grand Rapids Seed Store,

71 Canal Street,

Offers for Sale all Kinds of Garden Seeds in Bulk.

Medium Clover,

Mammoth Clover,

Alsike Clover,

Alfalfa Clover,

White Dutch Clover,

Timothy,

Red Top,

Blue Grass,

Orchard Grass,

Hungarian Grass,

Common Millet,

German Millet,

Flax Seed.

Dissolution of Co-partnership.

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

Dated Mar. 7, 1885. JAMES FOX, L. C. BRADFORD.

To the Trade.

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.

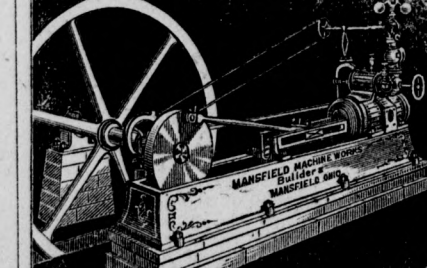
Peerless Carpet Warps and Geese Feathers American and Stark A Bags

A Specialty.

PORTABLE AND STATIONARY

**ENGINES**

From 2 to 150 Horse-Power, Boilers, Saw Mills, Grist Mills, Wood Working Machinery, Shafting, Pulleys and Boxes. Contracts made for Complete Outfits.



W. O. Denison,

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

**C., B., B. & CO.**

LARGEST EXCLUSIVELY

**WHOLESALE GROCERY HOUSE**

IN MICHIGAN.

Cor. Ionia and Louis Sts., Grand Rapids.

ORDER

Our Leader Smoking 15c per pound.

Our Leader Fine Cut 33c per pound.

Our Leader Shorts, 16c per pound.

Our Leader Cigars, \$30 per M.

The Best in the World.

Clark, Jewell & Co.,

SOLE AGENTS FOR

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

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,**

Designers

**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.

Address as above

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

**ORDER A SAMPLE OF**

OUR PURE SMOKING TOBACCO, - - - 15c

ON TIME FINE CUT, - - - 60c

UNCLE TOM " - - - 37c

NOX ALL " - - - 35c

CINDERELLA " - - - 25c

IRON PRINCE CIGARS, - - - \$35 per M

**J. H. THOMPSON & CO., Wholesale Grocers,**

59 Jefferson ave., Detroit, Mich.







## Drugs & Medicines

**State Board of Pharmacy.**  
One Year—Jacob Jenson, Muskegon.  
Two Years—James V. Van Dine, Detroit.  
Three Years—Otmar Eberbach, Ann Arbor.  
Four Years—Geo. McDonald, Kalamazoo.  
Five Years—Stanley E. Parkhill, Ionia.  
President—Otmar Eberbach.  
Secretary—Stanley E. Parkhill.  
Treasurer—Jas. Vernon.  
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, Loomis.  
Second Vice-President—Henry Harwood, Ishpeming.  
Third Vice-President—Frank Ingalls, Detroit.  
Secretary—S. E. Parkhill, Ionia.  
Treasurer—Wm. Dupont, Detroit.  
Executive Committee—Geo. W. Taylor, J. G. Johnson, Frank Wells, Geo. Gundrum and Jacob Jenson.  
Local Secretary—J. M. Harwood, Petoskey.  
Next Place of Meeting—At Petoskey, July 12, 13 and 14.

**Grand Rapids Pharmaceutical Society.**  
ORGANIZED OCTOBER 9, 1884.

President—Geo. G. Stokette.  
Vice-President—H. E. Locher.  
Secretary—Frank H. Scott.  
Treasurer—Henry B. Fairchild.  
Board of Officers—President, Vice-President and Secretary.  
Board of Trustees—The President, John E. Peck, M. B. Kimm, Wm. H. Van Leusen and O. H. Richmond.  
Wm. Isaac Watts, Wm. E. White and Wm. L. White.  
Committee on Trade Matters—John E. Peck, H. B. Fairchild and Wm. H. Van Leusen.  
Committee on Legislation—John E. Peck, M. Williams, Theo. Kniskern and Wm. H. Van Leusen.  
Committee on Pharmacy—W. L. White, A. C. Bauer and Isaac Watts.  
Regular Meetings—First Thursday evening in each month.  
Annual Meeting—First Thursday evening in November.  
Next Meeting—Thursday evening, March 3, at the Tradesmen's office.

**Detroit Medical Society.**  
ORGANIZED OCTOBER, 1883.

President—A. F. Parry.  
First Vice-President—Frank Ingalls.  
Second Vice-President—J. C. Mueller.  
Secretary and Treasurer—A. W. Allen.  
Assistant Secretary and Treasurer—H. McRae.  
Annual Meeting—Wednesday, July 12, 1894.  
Regular Meetings—First Wednesday in each month.

**Berrien County Pharmaceutical Society.**  
President, H. M. Dean; Secretary, Henry Kephart.

**Clinton County Druggists' Association.**  
President, A. O. Hunt; Secretary, A. S. Wallace.

**Jackson County Pharmaceutical Ass'n.**  
President, R. F. Latimer; Secretary, F. A. King.

**Mason County Pharmaceutical Society.**  
President, F. N. Latimer; Secretary, Wm. Heysett.

**Mecosta County Pharmaceutical Society.**  
President, C. H. Wagener; Secretary, A. H. Webber.

**Monroe County Pharmaceutical Society.**  
President, S. M. Sackett; Secretary, Julius Weiss.

**Muskegon County Druggists' Association.**  
Chairman, Jacob Jenson; Secretary, Geo. Wheeler.

**Muskegon Drug Clerks' Association.**  
President, L. C. Terry; Secretary, Geo. L. LeFevre.

**Newaygo County Pharmaceutical Society.**  
President, J. E. A. Raider; Secretary, N. N. Miller.

**Oceana County Pharmaceutical Society.**  
President, F. W. Fletcher; Secretary, Frank Cady.

**Saginaw County Pharmaceutical Society.**  
President, Jay Smith; Secretary, D. E. Prall.

**Shiawassee County Pharmaceutical Society.**  
President, E. A. Bullard; Secretary, C. E. Stoddard.

**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 bar sales there were large offerings and sales at lower prices. Carbolic acid is selling in New York to arrive in about a month 5 cents below present prices. It is believed that the spring demand will contract 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. Carbamate ammonia is unprecedentedly low and we receive our quotations again this week. Balsams are all steady. Capilla is a trifle lower. Cattle bone is weak. The advance was too rapid. Gun arabic is firmer, but not quotably changed. Buchu leaves are offered at different prices, although the largest holders are firm at our quotations. Senna leaves are still high, with no prospects of lower prices at present. Oils sassafras and pepper are lower. Oil wormwood is hardening in price. Other oils are steady. Gun opium is very firm at previous quotations, with another advance probable. In morphine, P. & W. will not accept orders for over twenty-five ounces at one time and are busy filling contracts. Outside holders ask as high as 10 cents per ounce premium. Ipecac root exhibits a further advancing tendency. Canary seed is lower, on account of large stocks. Cloves, pepper, ginger, China cassia are all a trifle lower. Trade in this line is remarkably good, showing a large increase over last year.

**Local Organization in Muskegon County.**

The druggists of Muskegon county have long been aware of the benefits to be derived from local organization, and all that was needed was some one to take the initial steps. That stage in the proceedings was taken last week, when the following circular was issued:

Believing it to be to the best interests of the drug trade, we, the undersigned, druggists of Muskegon, do hereby call a meeting for Thursday, March 17, for the purpose of forming a County Pharmaceutical Association. The objects of this Association shall be to unite the druggists of Muskegon and vicinity in efforts for the promotion of professional and business interests.

Geo. Wheeler, T. D. Quinn, Wm. B. Wilson, Fred Brundage & Co., F. G. Neumeister, F. C. Van Deine, L. Brundage, J. R. Tweeddale & Co., A. W. Stevenson, W. A. Sibley, Jacob Jenson, A. Eckerman, O. C. Williams, L. F. Hopkins, J. M. Cook.

In accordance with the call, a meeting was held last Thursday afternoon, with Jacob Jenson in the chair and Geo. Wheeler at the secretary's desk. It was resolved to organize under the name of the Muskegon County Druggists' Association, and a committee on permanent organization was appointed, to report at a meeting to be held on Thursday, March 24.

Later—Jacob Jenson writes THE TRADESMAN that the Committee on Permanent Organization consists of J. R. Tweeddale, Fred Brundage and W. A. Sibley, which is a sufficient guaranty that the work entrusted to their care will be well done.

## Musk Disappearing from the Market.

So long as musk remains one of the most prized perfumes, and commands an almost fabulous value on the European market, the musk deer is likely to be hunted down in spite of all restrictions, though probably, like the beaver and the bird of paradise, its entire extermination is only a question of years.

It is said that several attempts have been made to rear the musk deer in captivity, but in no instance has the experiment been successful. The habits of the creature are altogether opposed to the possibility of domestication. 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 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 deer 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 of the enormous number slaughtered every year: In 1855, the quantity of musk shipped from Shanghai amounted to 2,366 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 moiety 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 one ounce 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 ounces.

China is by no means the exclusive home 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 is quite possible that this port owes that 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 Tibet. 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 diminish.

France is probably the largest consumer of musk in the world. She imported in 1880 729½ kilos of the article, and re-exported 209 kilos. The average quantity imported 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 the American musk rat, or fiber zibethicus, frequenting the marshy borders of North American rivers and resembling the beaver in its habits. The musk yielded by this animal may be designated as a by-product, the creature being hunted principally for its skin, unlike its Asian fellow-sufferer, of which no other part than the musk-sac has any commercial value.

The American musk may be used for soap-making and for some other purposes, although it is but a sorry substitute, at best, for the Chinese article. In the West Indies, a species of rat, and, in North Africa, an antelope, have attracted the attention of musk dealers, as possible successors of the musk deer. A few years ago, it was reported that a consignment of musk derived from a Mississippi alligator had been received in Germany! "The pods," we read, "are very small and the odor slightly differed from that of true musk, being allied to civit, but the musk is suitable for perfumery." We have not heard of any development of the alligator musk industry. Perhaps its time has not yet come.

**Tooth Powders.**  
Prophylactic medicine, an English journal says, is of greater value to the public than curative, although they are slow to give it its due; hence, the subject of tooth powders may be of some interest. The necessity of keeping the teeth clean, with a view to the prevention of future trouble, is overlooked by too many, even in the higher classes, sometimes from carelessness, sometimes from ignorance. Now, can not the medical attendant do a great deal to combat this state of things? The dental surgeon is often asked: "How soon should the first tooth brush be used?" "As soon as there are teeth to use it upon," should be the reply. An ideal tooth powder should be alkaline, since acids dissolve the tooth substance;

finely pulverized, that it may not mechanically abrade; anti-septic, to prevent decomposition of food lodged between the teeth, and perhaps to destroy the microbes which are always found choking the tubules of carious dentine; it should contain nothing irritating to the gums; and, lastly, it should be pleasant to the taste, or it will not be used. Fluid dentifrices do not, as a rule, clean the teeth effectually, unless they contain some ingredient which acts upon the enamel itself; and those preparations which are eulogized as making teeth white or preventing deposit of tartar should be avoided.

**The Process of Making Ultramarine.**

Kuhlou's German Trade Review refers to the discovery of the present method of making ultramarine as follows: At the beginning of the present century ultramarine was procured by the puddling or washing of the azure-stone. This method, however, was very troublesome and expensive, besides 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 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 antagonist 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 apothecary'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, gossiping 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 uses 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 woman to give away.

**The Clare County Organization.**

John W. Dunlop, who is working up the subject of local organization in Clare county, writes that the thirty registered pharmacists 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 success. Mr. Dunlop has invited the druggists of Oscoda and Isabella counties to join with their Clare brethren. The first meeting will be held at Clare some time next week.

Later—Under date of March 19, Mr. Dunlop has issued a call to the druggist of Oscoda, Isabella, Gladwin and Clare counties, asking them to meet at Clare on Friday, March 25, for the purpose of organizing an association. The call is signed by C. W. Taylor for Isabella, Frank Hibbard for Oscoda and J. W. Dunlop for Clare.

**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 paper is a good one."  
L. B. Dittman, grocer, Goshen, Ind.: "I find it a very good paper."  
K. E. Vander Linde, grocer, Muskegon: "It is of much interest to me."

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

## OTTENBERG'S CIGARS.

Hazel Kirke 10 cents.  
La Rosa Celeste 5 cents.  
Sweet Catawba

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

5 and 10 Cent Cigars

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

GIVE THEM A TRIAL.

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

**Morris H. Treusch,**  
SOLE AGENTS GRAND RAPIDS, MICH.

## APPROVED BY PHYSICIANS.

**Cushman's**  
  
**MENTHOL INHALER**  
In the treatment of Catarrh, Headache, Neuralgia, Hay Fever, Asthma, Bronchitis, Sore Throat and Severe Colds, stands without an equal.

Air Menthholized by passing through the Inhaler tube, in which the Pure Crystals of Menthhol 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, to the great few inhalations, not hurt the Inhaler, and will do more to demonstrate its efficiency than a half hour's talk. Retail price 50 cents. For Circulars and Testimonials address H. D. Cushman, Three Rivers, Mich.

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

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

**Standard Petit Ledger.**

**WANTED**—Registered pharmacists and assistants who are sober, industrious and willing to work. A Scandinavian or German wanted at once.

**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.

**FOR SALE**—Stock of \$1,000 in town of 800 inhabitants in Ohio. Will make terms reasonable.

**FOR SALE**—Stock of about \$800 in small town in western Indiana, in midst of fine farming region. Will sell on very liberal terms.

**FOR SALE**—Very desirable stock of about \$800, well located on one of the principal business streets of Grand Rapids. Good location. Doing good business.

**FOR SALE**—Stock of about \$1,700 in town of 800 inhabitants in Western Michigan. Doing good business. Can be bought on very reasonable terms.

**ALSO**—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.

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

**Michigan Drug Exchange,**

357 South Union St., Grand Rapids

**TIGER OIL.**

What J. A. Crookston Has to Say While in the Tiger Den.

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 severe sickness of pleuro-pneumonia, when my pulse ran up to 130 and my temperature to 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 in any way as good as Tiger Oil for the cure of so many different kinds of diseases. There seems no limit to its power over disease. Therefore, knowing as I know of Tiger Oil, 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 man or beast.

J. A. CROOKSTON,

Of the Hazeltine & Perkins Drug Co., Grand Rapids.

**TANSY CAPSULES**  
THE LATEST DISCOVERY.  
Dr. Laparic's Celebrated Preparation, Safe and Always Reliable. Indispensable to LADIES. Send 4 cents for Filled Circular.

**CALUMET CHEMICAL CO., Chicago.**

## WHOLESALE PRIOR CURRENT.

Declined—Quinine German, citric acid, carbonate ammonia, oil sassafras, canary seed.  
**ACIDUM.**  
Aceticum, German..... 80¢ 10  
Benzolium, German..... 50¢ 10  
Citricum..... 60¢ 10  
Hydrochloric..... 50¢ 5  
Nitricum..... 10¢ 12  
Ovalic..... 15¢ 10  
Salicylicum..... 15¢ 10  
Tannicum..... 10¢ 10  
Tartaricum..... 10¢ 10

**AMMONIA.**  
Aqua, 16 deg..... 30¢ 5  
18 deg..... 40¢ 6  
Carbonas..... 11¢ 13  
Chloridum..... 12¢ 14

**BACCAR.**  
Cubebae, (po. 1 75)..... 18¢ 12  
Juniperus..... 10¢ 7  
Xanthoxylum..... 25¢ 20

**BALSAMUM.**  
Copaiba..... 50¢ 55  
Peru..... 60¢ 50  
Terabin, Canada..... 30¢ 40  
Toluian..... 40¢ 45

**CORTEX.**  
Abies, Canadian..... 18¢  
Cassia..... 11¢  
Cinchona Flavi..... 11¢  
Cinchona Atrop..... 10¢  
Prunus Cerifera, po..... 20¢  
Myrica Virgini..... 12¢  
Quilla, gr..... 12¢  
Sassafras..... 12¢  
Ulmus..... 12¢  
Ulmus Po (Ground 12)..... 10¢

**EXTRACTUM.**  
Glycyrrhiza Glabra..... 24¢ 25  
" po..... 80¢ 35  
Haematox, 15 lb boxes..... 80¢ 9  
" 18..... 10¢ 12  
" 18..... 10¢ 12  
" 18..... 10¢ 12

**FERRUM.**  
Carbonate Precip..... 15¢  
Citrate and Quina..... 23¢ 50  
Citrate Soluble..... 80¢ 80  
Ferrocyanidum Sol..... 50¢ 50  
Sulphate Chloride..... 15¢ 15  
Sulphate, com l, (bbl. 75)..... 14¢ 15  
" pure..... 7¢

**FOLIA.**  
Barosma..... 30¢ 40  
Cassia Acutifolia, Tinnelly..... 30¢ 25  
Cassia..... 30¢ 25  
Salvia officinalis, 1/2 and 1/2..... 10¢ 12  
Ura Ursi..... 80¢ 10

**GUMMI.**  
Acaia, list picked..... 20¢ 10  
" "..... 20¢ 10  
" 3rd..... 20¢ 10  
" Sifted sorts..... 20¢ 10  
Aloe, Barb, (po. 60)..... 50¢ 60  
" Cape, (po. 20)..... 12¢ 12  
" Liquor Potass, (po. 10)..... 10¢ 10  
" Lupulin..... 10¢ 10  
" Lycopodium..... 10¢ 10  
" Magnesia, Sulph, (bbl. 14)..... 20¢ 3  
" Mannia, S. F..... 10¢ 10  
" Morphia, S. F. P. W..... 20¢ 10  
" Myristica, No. 1..... 10¢ 10  
" Nux Vomica, (po. 20)..... 20¢ 20  
" Os Sepes..... 20¢ 20  
" Pepsin Sac, H. & P. D. Co..... 10¢ 10  
" Pils Lit, (po. 10)..... 10¢ 10  
" Pils Lit, pnts..... 10¢ 10  
" Pil Hydrarg, (po. 80)..... 10¢ 10  
" Piper Nigra, (po. 22)..... 10¢ 10  
" Piper Alba, (po. 35)..... 10¢ 10  
" Pix Burgun..... 10¢ 10  
" Plumbi Acet..... 14¢ 15  
" Potassa, Bittart, com..... 10¢ 10  
" Potassa Nitrat, opt..... 80¢ 10  
" Potassa Nitrat..... 10¢ 10  
" Pulvis Ipecac et opii..... 10¢ 10  
" Pyrethrum, boxes, H. & P. D. Co, doz..... 10¢ 10  
" Pyrethrum, pv..... 40¢ 55  
" Quassia..... 10¢ 10  
" Quina, S. P. & W..... 60¢ 70  
" Quina, S. German..... 60¢ 70  
" Quina Tinctura..... 12¢ 10  
" Saccharum Lactis, pv..... 10¢ 10  
" Salsola..... 10¢ 10  
" Sanguis Draconis..... 40¢ 50  
" Santonine..... 10¢ 10  
" Sapo, V..... 10¢ 10  
" Sapo, G..... 10¢ 10  
" Sapo, G..... 10¢ 10  
" Sedlitz Mixture..... 10¢ 10  
" Senega..... 10¢ 10  
" Snuff, Macaboy, Do. Voes..... 10¢ 10  
" Snuff, Scotch, Do. Voes..... 10¢ 10  
" Soda, (po. 10)..... 10¢ 10  
" Soda of Potass Tart..... 10¢ 10  
" Soda (bbl)..... 20¢ 24  
" Soda, Carb..... 40¢ 40  
" Soda, Ash..... 30¢ 30  
" Soda Sulphas..... 10¢ 10  
" Spis. Ether Co..... 50¢ 55  
" Spis. Ether Co..... 50¢ 55  
" Spis. Myrica Dom..... 50¢ 55  
" Spis. Myrica Imp..... 50¢ 55  
" Spis. Vini Rect, (bbl. 2 25)..... 60¢ 60  
" Starchia Crystall..... 10¢ 10  
" Sulphur, Subl..... 24¢ 34  
" Sulphur, Roll..... 24¢ 34  
" Symplocaria..... 10¢ 10  
" Terebenth Venice..... 10¢ 10  
" Theobromae..... 10¢ 10  
" Vanilla..... 10¢ 10  
" Zinc..... 10¢ 10

**OLEUM.**  
Absinthium..... 40¢ 50  
Amygdale, Dule..... 40¢ 50  
Amygdale, Amarae..... 40¢ 50  
Anisi..... 40¢ 50  
Aurantii..... 40¢ 50  
Bergamini..... 40¢ 50  
Cajuputi..... 40¢ 50  
Cedri..... 40¢ 50  
Cenopodii..... 40¢ 50  
Cinnamomi..... 40¢ 50  
Citronelli..... 40¢ 50  
Cinnam Mac..... 40¢ 50  
Copaiba..... 40¢ 50  
Cubebae..... 40¢ 50  
Ezechthitos..... 40¢ 50  
Erigeroni..... 40¢ 50  
Gaultheria..... 40¢ 50  
Geranium..... 40¢ 50  
Gossipii, Sem, gal..... 40¢ 50  
Juniperi..... 40¢ 50  
Lavandula..... 40¢ 50  
Limonis..... 40¢ 50  
Lini, gal..... 40¢ 50  
Mentha Piper..... 40¢ 50  
Mentha Verid..... 40¢ 50  
Morus..... 40¢ 50  
Myrica..... 40¢ 50  
Olive..... 40¢ 50  
Ricini..... 40¢ 50  
Rosmarini..... 40¢ 50  
Rosa..... 40¢ 50  
Sassafras..... 40¢ 50  
Santal..... 40¢ 50  
Sassafras..... 40¢ 50  
Sinapis, ess..... 40¢ 50  
Tigili..... 40¢ 50  
Thyme..... 40¢ 50  
Theobromas..... 40¢ 50

**POTASSIUM.**  
Bichromate..... 72¢ 15  
Bromide..... 42¢ 45  
Chlorate, (po. 22)..... 42¢ 45  
Iodide..... 42¢ 45  
Prussiate..... 25¢ 28

**RADIX.**  
Aithae..... 25¢ 30  
Anchusa..... 15¢ 20  
Atrium, po..... 15¢ 20  
Calamus..... 20¢ 50  
Gentiana, (po. 15)..... 10¢ 12  
Glycyrrhiza, (po. 15)..... 10¢ 12  
Hydrastis Canada, (po. 35)..... 10¢ 12  
Hellebore, Alba, po..... 15¢ 20  
Inula, po..... 10¢ 10  
Ipecac, po..... 10¢ 10  
Jalapa, pr..... 20¢ 30  
Marrubia, 1/2..... 10¢ 10  
Potaphyllum, po..... 10¢ 10  
Rhei..... 10¢ 10  
" cut..... 10¢ 10  
Spigelia..... 50¢ 55  
Sanguinaria, (po. 25)..... 40¢ 20  
Serpentaria..... 40¢ 20  
Senega..... 50¢ 55  
Smilax, Officinalis, H..... 40¢ 40  
Sedilla, (po. 35)..... 10¢ 12  
Symplocarpus, Foetidus, po..... 10¢ 12  
Valeriana, English, (po. 30)..... 10¢ 12  
German..... 15¢ 20

**SEMIN.**  
Anisum, (po. 22)..... 18¢  
Apium (graveolens)..... 12¢ 15  
Bard, Is..... 40¢ 16  
Cardi..... 15¢ 18  
Cardamon..... 10¢ 12  
Coriandrum..... 10¢ 12  
Cannabis Sativa..... 34¢ 35  
Cydonium..... 10¢ 12  
Chenopodium..... 10¢ 12  
Diptera, Odorata..... 10¢ 12  
Foeniculum..... 10¢ 12  
Foenugreek, po..... 80¢ 8  
Lini..... 34¢ 40  
Lini, gr..... 40¢ 40  
Phalaris Canarian..... 40¢ 40  
Rapa..... 50¢ 6  
Sinapis..... 80¢ 9  
" Nigra..... 80¢ 9

**SPRITU.**  
Frumentum, W. D. & Co..... 20¢ 25  
Frumentum, D. F. R..... 10¢ 10  
Frumentum, J. J..... 10¢ 10  
Juniperis Co, O. T..... 10¢ 10  
Juniperis Co..... 10¢ 10  
Sanchen N. E..... 10¢ 10  
Spt. Vini Galli..... 10¢ 10  
Vini Oporto..... 10¢ 10  
Vini Alba..... 10¢ 10

**SPONGES.**  
Florida sheeps' wool, carriage..... 25¢ 25  
Nassau..... 20¢ 20  
Velvet Ext..... 10¢ 10  
Extra..... 10¢ 10  
Grass..... 10¢ 10  
Haro..... 10¢ 10  
Yellow Reef..... 10¢ 10

**MISCELLANEOUS.**  
Ether, Spis Nitros, 3 F..... 20¢ 28  
Ether, Spis Nitros, 1 F..... 30¢ 32  
Alumen..... 24¢ 34  
Alumen, ground, (po. 1)..... 10¢ 10  
Annatto..... 50¢ 60  
Antimony..... 40¢ 50  
Antimony et Potass Tart..... 50¢ 60  
Argent Nitras..... 60



## Compromises and What They Lead To.\*

There are certain tendencies in modern business methods which business men cannot fail to deprecate. I do not wish to convey the idea that the business methods of twenty or fifty years ago were free from these tendencies, but the change from the ox team to the lightning express—from the 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 attention 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 jobber's standpoint:

I do not think anyone will disagree with me in the statement that the present system 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 jobber already has a good customer there, who buys largely and pays promptly, that fact is also overlooked. The controlling idea in the mind of the wholesaler is to transfer the money from the man's pocket to the jobber's safe with the least possible delay. Little heed is paid to the consequences—to the question of future 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 a total loss.

I am aware that some of my friends among the jobbing trade will accuse me of over-drawing 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 them.

As to the short-sightedness of such business methods, there could seem to be no difference of opinion. A partial excuse is found in the statement, "If one jobber does not 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 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 accommodating. In course of time, the clerk in each establishment conceived the idea of bettering his condition by engaging in business on his own account. A traveling man acted as the mediator and brought them together. They had no capital, but it did not take long to find a jobber who would sell 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 cutting below the prices of their former employers. When remonstrated with, they justified their course by stating that the venture was the jobber's risk—not theirs—that in the event of failure they would compromise with their creditors and go again. 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 at "slaughter sale," to the 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 direction, they cut off the entire profit on every staple. The other merchants were compelled to meet the prices, and found themselves unable to get the margins back to decent limits after the boys had closed their business career. Their patrons, who had theretofore looked upon them as fair traders, accused them of "charging extortionate prices before competition compelled 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 found themselves in about the same plight as the Celtic gentleman who had lost his "character."

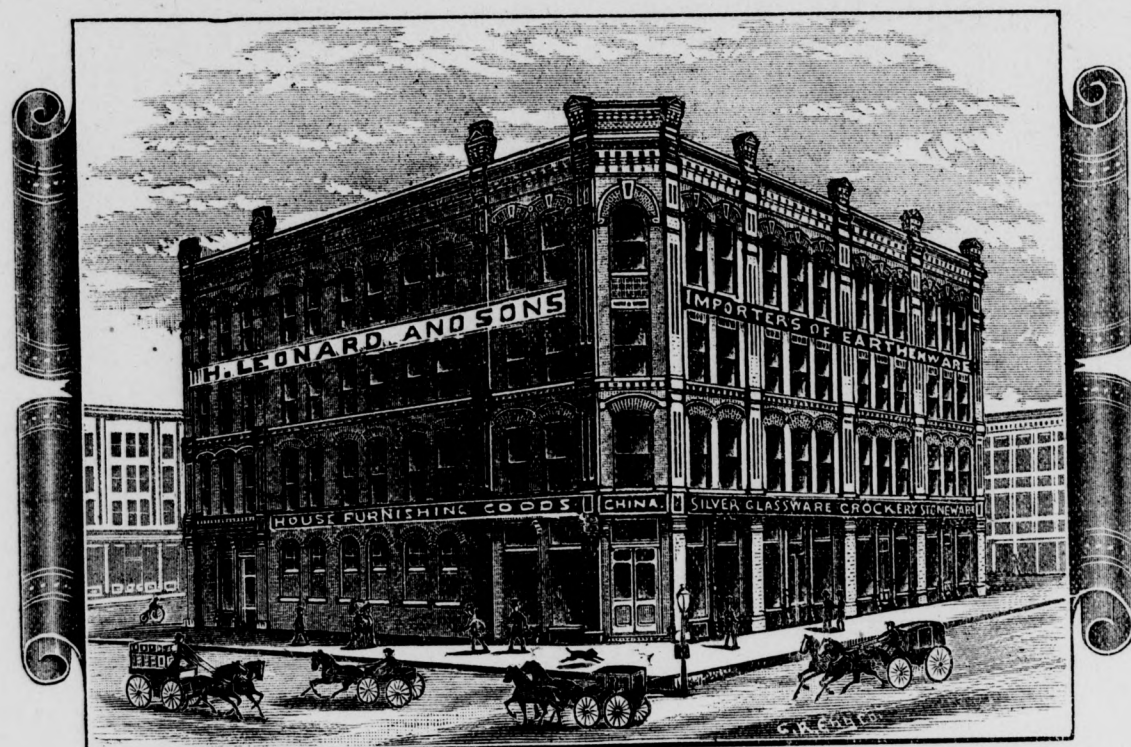
What can we now say for the man who goes into business with the deliberate purpose of throwing the consequences on others, in the event of failure—the man who acts on the principle of "Nothing ventured, nothing gained," and "If I win, it's mine; if I lose, it's yours." And yet I am personally cognizant of scores of such instances, and can recall several cases in point at this moment. I have frequently talked with men who had compromised, or were seeking compromises, with their creditors, and they invariably 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 difficulty.

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 subject of compromises. Conductive alike to reckless buying and still more reckless selling—much of the cutting in prices may be traced directly to this cause—they furnish a loophole through which too many of 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

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dollar, or suffer the 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 jeopardize his chances of success. Finally, an improvement in the present system would result in great benefit to the business public from the moral standpoint, as tending to render failure more disreputable and success more honorable.

\*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, is the center of the pipe manufacture of Germany. The true clay is to be procured only at Eski-Scher, in Asia Minor, where there are large deposits, and whence it is sent direct to the manufactories at Ruhla, of which there are at present forty, employing almost the whole population of the district. The number of pipes and other articles dear to smokers turned out is enormous, the yearly average being 540,000 real meerschaums, varying in price from 3d. to £12 apiece; 500,000 imitation meerschaums, at from 1s. to £1 per dozen; 9,600,000 porcelain pipe bowls, either plain white or gaily painted, rising in price from 4d. to 10s. per dozen; 5,000,000 wooden pipes of infinite variety in size, form, ornamentation and price, the common kinds being extremely cheap, and those artistically carved fetching a comparatively high price; 3,000,000 bowls of clay or lava, plain at about 3d. and better kinds at 3s. per dozen; 15,000,000 pipes composed of separate parts (bowl, stick, cover, etc.), from 5d. to £25 per dozen. There are five qualities of meerschaum used in the making of pipes; the best is known by its facile absorption of the nicotine juice of the tobacco, which gradually develops into a rich brown blush upon the surface, and when this process is well advanced, the pipe becomes almost invulnerable, without being hard. A specimen of this kind sold at Vienna for £50, although it was not very highly carved.

Worthy of Stockton. 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. Indeed, it is equal to many of that novelist's productions and the ending reminds one of the unanswered problem enumerated in "The Lady and the Tiger."

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