Clothing Company



Our Order Department

careful attention and guarantees perfect satisfaction. We are the

LARGEST HOUSE in the STATE DEALING EXCLUSIVELY IN

Ready-Made Clothing

with the spiendid Tallor-Made Clothing we handle the fit is as perfect as in the fin-est custom work. Send in your order for a Spring Suit or Overcoat and make a saving

---GIANT---

The attention of dealers is called to our JOBBING DEPARTMENT. We pay cash for our goods and make CASH PRICES.

With superior advantages and ready cash we are enabled not only to meet Chicago prices but offer your a most complete line of prices but offer you a most complete line of

FURNISHING GOODS.

GIANT CLOTHING COMPANY A. MAY, PROPRIETOR.

Cor. Canal & Lyon Sts., Grand Rapids



The Wide-Awake Merchant Building up Business

and Making Money. Every merchant who wishes to advertise with more

"AMERICAN ADVERTISER."

An eight-page monthly paper devoted to the subject good advertising for country merchants. It gives a multitude of good suggestions.

It furnishes a great variety of ready written advertisements for every purpose and of ev-

ery description.

It gives plain directions and designs for Window Dressing and Store Decoration.

It furnishes all the news of the day from a na

MERCHANTS' PUBLISHING CO., 314 Dearborn St., CHICAGO. Mention this paper when you write for sample

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

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



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



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



MONNICH & STONE, Flint, Mich.

F'ermentum

The Only Reliable Compressed Yeast.

Manufactured by Riverdale Dist. Co.

106 Kent Street, Grand Rapids, Mich

TELEPHONE 566.

Grocers, bakers and others can secure the agency for their town on this Yeast by applying to above address. None genuine unless it bears above label.

Use

Heckers'

Standard

Manufactures.

-AND-

JEWELER

44 CANAL STREET,

JUDD & CO.,
JOBBERS of SADDLERY HARDWARE

And Full Line Winter Goods. 102 CANAL STREET.

GRAND RAPIDS,

Importers,

Jobbers and

Stationery & Sundries,

others with the best goods on the market

at prices way below other manufacturers

fully warranted.

as we do all our own work. All cases

Write for prices or call and see us when

COOK & PRINZ,

POTATOES.

We make the handling of POTATOES, APPLES and BEANS in car lots a special

feature of our business. If you have any of these goods to ship, or anything in the produce line, let us hear from you, and we

will keep you posted on market price and prospects. Liberal cash advances made

Agents for Walker's Patent Butter Worker.

Earl Bros., Commissiom Merchants 157 South Water St., CHICAGO. Reference: FIRST NATIONAL BANK.

Retailers of

MICH.

Send for Sample Order.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of

DRY GOODS

Staple and Fancy.

Overalls, Pants, Etc., OUR OWN MAKE.

A Complete Line of

Fancy Crockery® Fancy Woodenware

Inspection Solicited. Chicago and Detroi

POTATOES.

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

With the splendid Tailor-Made Clothing to the fit is as perfect as in the fintension work. Sand in your order for a

166 South Water St., CHICAGO.

FELSENTHAL, GROSS & MILLER, Bankers.

HEMLOCK BARK!

WANTED.

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

N. B. CLARK,

Grand Rapids. 101 Ottawa St.,

MOSELEY BROS. -WHOLESALE SEEDS, FRUITS, OYSTERS

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

MUSCATINE

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

MUSCATINE ROLLED OATS.

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

For Sale by all Michigan Johbers.

TRY IT!

Oberne, Hosick & Co.

CHICAGO. A, HUFFORD, General Agent,

CHARLES A. COYE,

The President then stated that the advisability of incorporating the Association would be considered for a short time, and asked H. H. Pope, of Allegan, to lead the

H. H. Pope-This takes me by surprise. charter. When one Association makes out their delinquent list, I think that the whole sends out a Blue Letter and the man who receives it goes and gets out a capias and has the man put in jail. Now, if this Asso ciation was incorporated, the man would be ciation was incorporated, the man would be fighting the whole Association, instead of fighting the whole Association, instead of one man, and if we were incorporated we would all use the same form of letters and would all use the same form of letters and some and a state result of his knowing the price I made him a customer of mine. have the same rules. I believe we ought to price I made him a customer of mine. make our Association solid, now that we have got it so well started, and I for one shall say that we ought to have the Association incorporated, so that when a man pit-ches on a fellow, the rest can stand behind

and see him through. [Applause.]

H. C. Peckham—I would say that, now that we have a flourishing organization, we ought to have it incorporated. I may say, what use is the State Legislature, when you have the city council? By all means have the city council? By all means we

should be incorporated.

Newton Dexter—I think that it is absorbed. lutely necessary that the Association should be incorporated. It is just as Mr. Pope has said. If one little organization is pitched onto, the State Association is at its back to onto, the State Association in the pit out. I can give you my own experience about that. I was arrested for blackmail for sending out one of these letters. I had several examinations in a lower court and then it was carried to a higher one. The matter was finally settled by his withdrawing the suit. We immediately got out a new form of letter at a cost of \$500, and then we made the letters "iron clad," so to speak. We have had no trouble since. If the Association is not incorporated, the State does not recognize us and we cannot hold any property. If our Treasurer should run away with our money, the State would do nothing to punish him for us. My advice would be to get incorported at the earliest possible

Geo. E. Steele—I had this matter brought to my attention prominently this winter, from the fact that the State Engineering Society was considering the advisability of whether or not to incorporate, and when we came to look it up we found that there was no law by which we could become incorporated as a single society; but you can pass a law whereby any number of societies can be incorporated, and a society of business men would come under the same act, so that it must be general and not a single society. Then we are prepared to buy or sell property, sue or be sued, and then the officers are the standard search of the same act, so that it must be general and not a single society. can be held responsible for any money that they may hold in trust. I move that the matter be left with a committee, and that the matter be made the special order of ousiness this evening.

Mr. Steele's motion was adopted, when the chair appointed as such committee Messrs. Pope, Steele and Stowe.

A. C. Barclay, of Crosby, then read an answer to query No. 6, relative to the pub- placed in no agreeable position. This report lication of quotations by newspapers, as

were selling it in Grand Rapids for 6 cents, of the Committee. but he believed it was a little higher now, 6½ cents, he believed. But I doubted it a tlemen, as the crystalized conviction of not little and he referred me to the Grand Rapids Eagle. My observation is that this is sion of years. Let me bespeak for it the ids Eagle. My observation is that this is about the way it operates: A good many read them and do not stop to enquire whether they are reading wholesale or retail quotations, but take it for granted that it is for their use. The quotations are readies especially in the weekly papers, where the readers have but little reading and read it through from beginning to end. And no readers have but little reading and read it through from beginning to end. And no few of them think that they ought to get them at the price quoted. And if they cannot, what benefit is it to them? And since all live business men take a trade journal that is supposed to be reliable, does not the harm it does us more than overbalance the good now received from the prices so imposed to the supposed to be reliable, does not the harm it does us more than overbalance the good now received from the prices so imposed to the latter would soon be deserted for others who have the reputation of acting squarely and fairly and without seeking to gain increased of any cobewood to any cobewood to any cobewood that the merchant who offered premiums with his wares does so between once understood that the merchant who offered premiums with his wares does so between the price asked, the latter would soon be deserted for others who have the reputation of acting squarely and fairly and without seeking to gain increased of any cobewood to any cobewood to any cobewood that the merchant who offered premiums with his wares does so between the price asked, the latter would soon be deserted for others who have the reputation of acting squarely and fairly and without seeking to gain increased of any cobewood that the merchant who offered premiums with his wares does so between conceunderstood that the merchant who offered premiums with his wares does so between the purple of the price asked, the should not pay for rejected beans or wormy peas; if sugar syrup, he should not pay for rejected beans or wormy peas; if sugar syrup, he should not pay for rejected beans or wormy peas; if sugar syrup, he should not pay for rejected beans or wormy peas; if sugar syrup, he should not pay for rejected beans or wormy peas; if sugar syrup, he should not pay for rejected beans or wormy peas; if sugar syrup, he should not pay for rejected beans or vormy peas; if sugar syrup, he should not pay for rejected beans or syrup, he should not pay for all min for that is supposed to be reliable, does not the harm it does us more than overebalance the good now received from the prices so imperfectly quoted? I do not wish to be understood to oppose prices from farmers' wagons; that, perhaps, may be a benefit. But if it is best to continue wholesale prices before the public at all, would it not be best before the public at all, in the United States is about \$1.60 per week, there seems no good reason why any creased patronage by restor to a confidence to week, there seems no good reason why any creased patronage by restor to a confidence to a mal fairly and without seeking to gain in data the average CSL. In other words, a man fairly and without seeking to gain in the united States is about \$1.60 per week, there seems no good reason why any creased patronage by restor to a confidence to a subtility to work for a small priori for the sake of in the lath in the united S who need them cannot depend on them and experience so much trouble from them. And FOR SALE BY ALL FIRST-CLASS GROCERS. who cares to have the public know what we pay for our goods?

J. V. Crandall—There are two sides to

this question. Those who remember the old the farmer's Bible and almanac, and that he looked there for all of his prices. When he was going to town to sell his wool, he consulted the columns of the Tribune for his looked. The lower that a man who is in busiprices. I believe that a man who is in busithe people who pick up the paper and read there the prices of certain articles do not know the difference between wholesale and read there are naturally prices and then I think the former State Dairy Comprisioner of New York 1 and adulterated mink and impute water supplies who put up just what they claim to do. The high-minded merchant of to-day not only should but does percent. Through the courtesy of a letter from W. K. persist in selling goods on their merits, call-have had the perusal of a letter from W. K.

they did not publish the quotations of De-troit that they would publish the quotations of New York, which would be very much lower. I think it would be a very hard matter to stop them. I have not found any

way to do it yet. J. L. Alger—I take several trade journals, Bro. Stowe's included. I take special pride in putting them on my counter for the perusal of customers. It does not oother me a bit.

N. B. Blain—I think there are two sides to this question, and while I may have been to him for analysis, ought to know things H. H. Pope—This takes me by surprise. I did not know that I was to speak on this subject. I think it very desirable that the Business Men's Association be incorporated. I thought at first that it would cost too much, but now that we have a membership of 1,700 I think it is time that we had a charter. When one Association makes out

The paper was well received and a vote of pressed with the idea that white clay is not thanks tendered the writer.

given in full last week—contributed by F. the articles are the less impressed with the inherent wrong of using be present through illness. A vote of ed to be one thing, while one-half or twothanks was tendered Mr. Spencer for his thirds of them are nothing better than bran, paper and the sympathy of the Association extended to him in his affliction, when the convention adjourned until evening.

Tuesday Evening.

special Committee on Incorporation presented the following report:

Your Committee, to whom was referred the practicability of the incorporation of the Michigan Business Men's Association, beg leave to report:

1. We consider it of very great importance that the Michigan Business Men's Association should be incorporated at the earliest practicable moment. We do not find in the statutes any

general act by which the objects of this Association can be accomplished and its incorporation effected.

We recommend that the members of this Association present at this meeting unanimously sign a memorial to the Legislature to pass a suitable act of incorporation; which memorial shall be presented in person by one of our members appointed for the purpose, and, if necessary, urged to adop-tion, through the proper Legislative Committee, by the present Legislature.
H. H. Pope,

GEO. E. STEELE, E. A. STOWE,

The report was accepted and the subject made the special order for 10 o'clock Wednesday morning.

Chairman Barnes, of the Committee on Trade Interests, presented the following

report: Mr. President and Gentlemen:

In submitting the following report, I am claims to come from the Committee on Trade Interests. That Committee was made up of Mr. Ranney, of Kalamazoo, Mr. Westgate, Who of us has not had trouble from try- of Cheboygan, and myself. Neither of these ing to depend on them? Do not our observations teach us that, as a class, they are worthless to us? And who of us has not that it represents a one-third interest in and, watched the effect that they have on our customers? One of mine came in a short its value and force, as against what it might time ago, and on learning that I charged 6½ have done, had the writer been aided by the cents for granulated sugar, said that they counsel and ability of the other two-thirds

It is submitted to your kind criticism, gen-

These parties claim that the greatest dan ness and does not take a trade journal is a little behind the times. I think the prices should be printed in plain figures. Lots of

oring matter used in candies, syrups for soda water, etc., he does not regard the adulteration of food in Chicago as largely a solutorar question. In the candidate the sale of impure and adulterated food and the givening the sale of t sanitary question. In these articles there is danger; in other articles where sophistication is found, it is a commercial rather than a sanitary question.

The live grocer of to-day, who possesses much greater facilities for ascertaining facts, in a general way, than any theoretical professor who must base his information upon a small line of samples submitted

best goods and I told him that it was. Then ing the price of many different articles prices, but I regulated my own. He then asked me for my prices on my lower grade of goods and I told him, and I also told him obtain admission to such establishments. Robert M. Floyd read a paper on the loads of middlings, sacks of almond shucks, Effect of Labor Organizations on Trade," tons of inferior corn meal, piles of chicory which was given in full in last week's issue. and carloads of starch, one is strongly imthe most digestible compound, alum or tur-meric particularly nutritous nor that reject-material used therein, and to have their

The secretary then read a paper on "Cut- ed flour, when used for food, is likely to trade marks bear these facts on their labels ting Prices and the Result"—which was produce longevity. We are none the less or bills of sale and compel the jobber and H. Spencer, of Saranac, who was unable to the articles named above, for the purpose of cheapening these products, which are claimmiddlings, clay or vegetable coloring matter. When one looks at the price-list in which rice hulls, oat hulls and such valueless truck are quoted, and understands that hundreds of carloads are used by metropolitan makers who grind food, for the purpose On re-assembling in the evening, the of cheapening their product, and comprehend the villainy of using such articles, which are merely woody fiber and cannot be taken into the stomach of an animal without causing suffering, producing sickness and, in many cases, death, we begin to have a little idea of what adulterated food jurisdiction over the states. means. There are those who think it not improbable that, in some cases, maple saw-

dust is used for this same purpose.

Pursuing our investigations a little farther, we find that, for the purpose of meeting the demand of unprincipled dealers for low priced articles, which are sold and represented to be honest, the wrong has but just commenced. We find handsomely decorated cans of tomatoes, oysters, corn, peas etc., etc., that are put up and furnished to the trade as "slack-filled goods," which can be purchased for one-half or two-thirds the price of honest goods, put up by reputable concerns. When, to this, the dealer adds, by way of inducement, prizes in chromos, crockery, silverware, engravings, musicbozes, mirrors, etc., the matter assumes a still graver form. The latest proposition reported is perhaps the worst yet heard of. It is made by a soap manufacturer, who offers to give a sewing-machine, costing \$45, to every one who will buy ten boxes of his soap at \$4.50 each. This is equivalent to saying that the soap is worth nothing at all. This apparently absurd proposition is, how-ever, no worse in kind, if a little more intense in degree, than is any one of a dozen others with which many of our dealers are familiar. Among others are the following:

100 lbs. assorted spices, one toilet set. 100 lbs. assorted spices, one Elgin gold

watch. 50 lbs. baking powder, fifty wax dolls. 50 lbs. baking powder, one set dishes, 96

Two pails tobacco, one easy chair.

One case tobacco, one oil painting. 1,000 cigars, Grant's history of the war. 1,000 cigars, one cabinet.

This is only a small list of gifts offered in plished. the United States. If you will examine the list, you will see that a retailer can begin housekeeping on "gifts" and kill the unsuspecting consumer, by selling adulterated spices and beling nowder. They are illesting that cheapens food is a blessing, but it is not a blessing for a man to buy an article manufactured out of somespices and baking powder. They are the gittmatte as business methods, demoralizing alike on the merchant and customer, and plain Anglo-Saxon, is this: That, when a should, therefore, be discountenanced by every one who deserves or aspires to be buckwheat bran; if mustard, he should not more than the money's worth, either by sale or ostensible gift, and the fakir would be punished by being let severely alone. If it for alum; if tomatoes, he should not pay

keg of syrup, so-called, of one dealer for considerable less than of another, and ascertains that his purchase holds four and a quarter or four and a half gallons in place of five gallons, or ten pounds of sugar which weighs only nine and a half pounds, or buys a fifty-pound keg of fish on the same basis and learns to his sorrow that it contains only forty pounds, then he begins to realize

ing of prizes, would it not be a wise thing to do? Would it not be wise to educate the business men of to-day to understand that it is not only discreditable to business to sell articles of little worth for the genuine, but that he should sell just as many pounds or gallons as he pretends to and the consumer is made to pay for and that he should sell just what he claims to, so far as qualities are concerned, representing in whether the article sold is pure or if mixed with other material for the purpose of lowering the price? Should the consumer not be taught that he who offers ground goods

for a less price than the unground goods are worth must be perpetrating a fraud, and that, if he offers a prize with his goods, he is probably selling inferior goods as com-pared with the honorable competitor who offers no prizes? If this were done, would not healthy public sentiment be strong enough to aid in abolishing this system? Let the dealer get upon a healthy plane so far as handling adulterated food is concerned, and he will necessarily purchase goods only of jobbing houses whose integrity for handling honest goods is beyond question.

Should Congress not be as ready to pass a national law, compelling all manufacturers to state if their goods offered for sale are pure or adulterated, and, if adulterated, to retailer to do the same, whether it be food ly been in passing the Oleomargarine Bill for that purpose?

Dr. Newton claims that State law and the education of the people are the best methods to control this wrong. Then there would be no need of national legislation, except to importation of debased or impure food. He claims that the national government has no jurisdiction over the states and that the State Board of Health is the best medium to correct this villainy. He seems to entirely forget the two cases instanced below, the Oleomargarine and the Interstate Commerce Law, just passed, which show, conclusively, that national law has

In Dr. DeWolf's opinion, it is best con trolled by a national and a state law and local agitation. But the law should be na-tional rather than state, to be uniform and binding on all. For instance, a law in Illinois against sophistication, with no law Ohio, how could Illinois compete with Office

for the Michigan trade? In this connection, it seems to me pertinent to urge upon all human beings the imperative importance of knowing that the water they drink is pure, beyond question, and free from "septic poison," which is swept into the ground by the rainfall, and which acts as a scavenger on all surface filth contained in cess-pools, barn yards, swill holes and dirty back yards and alleys. The numberless deaths caused by this insidious poison cannot be laid at the door of adulterated food, but are the result of criminal neglect and carelessness on the one hand or want of intelligence on the other.

"The mills of the gods they grind exceeding slow," than which no truism has more force. If this be so, with a passive public who, in too many cases, have "axes to grind," and a ponderous moving general government, who must ordinarily be reached through political mediums and not through the "voice of the people," can we reasonably look for any redress for the abuses of adulterated food and drink products, unless it be reached by a law similar to, as sweeping in its generalities and as overpoweringly needed as the so-called obnoxious oleomargarine law, now being put

into force as a national law? If we wait for the Boards of Health to eradicate the root of this wrong through State legislation, 1 think old Gabriel's trumpet before it is accom-

Judge Finletter, of Philadelphia, in renplain Anglo-Saxon, is this: That, when a pay for white clay or corn-meal; if cinna-mon, he should not pay for almond shucks:

really needed is an insult to the buyer, so cause a reflection upon his intelligence.

When the customer's eyes are opened and he understands that he can buy a five-gallon he country, east, west, north and south, covering the commercial centers from the Pacific to the Atlantic. My attention the Pacific to the detail of many of those was called to the detail of many of those orders, a single sample of which might be of interest; by way of illustration, 500 boxes of ground pepper assorted as follows:

50 boxes with 30 per cent. adulteration. 100

Corresponding orders for other ground A. Coye & Son,
DEALER IN

AWNINGS TENTS

Here the prices of certain articles do not know the difference between wholesale and retail prices, and then I think the farmer who takes his bi-monthly paper is so far dehind that it does not make very much difference.

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

Flags & Banners made to order.

Through the courtesy of Mr. Hamilton, I have had the perusal of a letter from W. K. Newton, State Dairy Commissioner of New who takes his bi-monthly paper is so far dehind that it does not make very much difference.

S. E. Parkill—At the last meeting of the Michigan State Pharmaceutical Association they agreed to try and have the quotations are poisonous; instance, use of salicylic acid as a preservative, which has been prohibited in both France and Germany. The damage is greater wrong the marks which indicated purity, such as: should be provided for. Occasional adulteration branded "XXXX."

S. E. Parkill—At the last meeting of the Michigan State Pharmaceutical Association they agreed to try and have the quotations are poisonous; instance, use of salicylic acid as a preservative, which has been prohibited in both France and Germany. The damage is greater wrong the marks which indicated purity, such as: should be provided for. Occasional adulteration branded "XXXX."

Mewton, State Dairy Commissioner of New weight and measure for which he is persist in selling goods on their merits, call-hand to deshing the courtesy of Mr. Hamilton, I have had the perusal of a letter from W. K.

Newton, State Dairy Commissioner of New weight and reduiteration, all put up in difference where the prices of certain runter form 20 to 80 per cent. adulteration, all put up in difference where the prices of a letter from W. K.

Newton, State Dairy Commissioner of New begins on their merits, call-hand to be a letter from W. K.

Newton, State Dairy Commissioner of New begins on their merits, call-hand the merits of the weight and retail prices, and then I think the farmer who has be

chance presented itself, when I was per mitted to go through another establishment, wherein I saw but a very little indication of a tendency towards adulteration; but, on the contrary, a large amount of goods being manufactured with no intermixture, but pure goods as the label represented.

Added to ground goods, such articles as the following enter largely into consumption: Olive oils, which, in too many cases, are made up from cotton seed oil or other vegetable oils, an evidence of which came to my knowledge in both France and Italy, where I saw large lots of cotton seed oil in hogsheads just received from America and, on inquiry, was informed that it was used quite largely for mixing with olive oil to make pure olive oil for export to the United States. No secret was made of this, and the residue was used in lieu of butter. Another discreditable feature is the making of cheese in which coloring matter is used for the purpose of simulating richness, while, in point of fact, it damages the article. The considers it important to give it a rich color, for which purpose he buys of the druggist annatto, thinking thereby to gratify the huyer's fanguing supercollection. buyer's fancy in supposably securing a choice buyer's fancy in supposably seems that, for class of butter. Later on, it seems that, for the purpose of making some money, the the purpose of making some money, the retailer is necessarily the agent, or medium, retailer is necessarily the description. same farmer buys oleomargarine and turns out "superior butter" at a less cost than he can produce it from his dairy. The dealer certainly cannot find fault with the farmer for adulterating any product which he may be able to, even to furnishing artificial eggs, so long as the farmer buys adulterated food product from him.

This abuse will steadily increase as the years go on, unless it is nipped in the bud by a law as widespread as the Union and as any increase as the Company of the company mnipotent as Congress can make it.

The American people of to-day are good imitators, and, if money can be made by fraud in one direction, it will stimulate the unprincipled man to find some other means by which he can climb up the ladder of for-

With the very great step that Congress still well-grounded hope for the success of the popular demand of the successful, thoughtful, high-minded business man of every business community, in making it plain to the law-makers at Washington that this villainous habit of adulterating food products in any and every form must be legislated upon, and the practice once and forever prohibited under extreme penalties

tary, Mr. Stowe, has called my attention, takes the ground that the stronger the laws against adulteration, the more the evil more concentrated the effort made to check and the business body and resume and regain healthy conditions. No doubt Mr. Spencer may be correct in his conclusions, were the may be correct in his conclusions. legislation of the circumlocution order, running through public sentiment, Boards of Health, State legislation and, finally, at the end of the generation having inaugurated

vate citizen to educate his family or employees to steal. If we neglect to keep people honest by not throwing about them such guards as seem necessary, are we not tire nation are the only ones who are competent to understand or remedy the growing

Robert M. Floyd-I have to thank Mr. Barnes for his explanation in regard to the adulteration of food. I have taken great interest in this matter for years and I have said many things in regard to it. One of the worst adulterated articles is imported oil. That is but one of the many poor articles which are brought into this country as pure imported goods. Twelve or fourteen with the gift system in our State, even the olive oil, made from American cotton seed twelve hours what they had formerly done in five or six. Examinations were made by minent chemists of cheese, bread and beer, which are the staple diet of the poorer classes in London, and they were found upon examination to contain from 40 and 50 per cent. of adulteration, and they found such things as aconite, ten drops of which would kill. Gentlemen, when an agent of which will be given under another near comes into your store to sell you goods, do later on. The convention then adjourned not ask him how cheap they are, but ask him how pure they are. If you do not believe him, take them to your chemists, and find out how pure they are. Show me one place in the United States where any punishment is meted out to any one who sells. ishment is meted out to any one who sells adulterated goods, except in the State of Pennsylvania. I say that goods should be labeled just what they are, and not be labeled "Extra Pure" when they contain 40 per Wednesday Morning.

cent. of adulteration.

Newton Dexter—I would like to say a ject very dear to the heart of the New York the Secretary presented the following opin-Association. While I most thoroughly ion on the "Legality of Our Collection gestions made, I timik there are many that have not yet been mentioned." I think we should call things by their right names. We believe that we can do more good by local legislation than we can do more good by local legislation than we can by national. A few days ago I went into the store of a friend of mine at Troy and failed to find a prize offered with any article he hand for saic, while a little while ago the store was nearly rowed owith articles that were sold with provided with any article he hand to see easily the same and compelling all the same who stayed there Sundays. It is the aim of our Association work has been reported to the induce the grocers to sell nothing but to induce the grocers to sell nothing but to see the server was nearly to the see that were sold adaptives. Association, that, unless his account, will be said adaptive of the see that were sold to see the seed and the prizes. I asked my friend why it was that ded in the way rize goods any more, and he replied. "The Association work has been reported to induce the grocers to sell nothing but to induce the grocers to sell nothing but the seed of the see that were sold to see the seed and the prizes. I asked my friend why it was that ded in the way trize goods any more, and he replied. "The Association work has been reported to induce the grocers to sell nothing but to induce the grocers to sell nothing but the same claim and professional man; to induce the grocers to sell nothing but the same and happiness of the citizant and happiness o agree with many of the remarks and sug- System:"

we have to use strictly pure pepper. I can take ten pounds of this ground pepper, and put it in ten pounds of sausage, and I will defy any man to taste one single part of that pepper in it. Now, is there a man here that wants to sell an article that he calls are the pepper when there is not a particle of penpepper, when there is not a particle of pepper in it? Do not be so hard on the retailers, but just look after some of the manu-

Smith Barnes-I am glad to see this mat

through which the public is reached, the wholesaler, I fear, is very much more to blame than the retailer. Mr. Floyd came from Chicago, some other gentlemen from New York an some other gentlemen from Pittsburg. Each of the jobbers in these towns certainly have rivals. We will suppose that Mr. Jones gets his sales up to fourteen millions of dollars. What does he do now? He says, I could make it eighteen millions if I could touch a class of trade a little lower down, so I will adulterate my goods and mark them XXX and adulterate them so that I can make 15 per cent. more. This gives the retailer a chance to make a larger margin on his goods. Sometimes it is the fault of the retailer, though. A friend of mine went to Grand Rapids and With the very great step that Congress said that he wanted some ground pepper, has just taken in passing the Inter-state Commerce Law, there would seem to be for it. "I don't want to pay that price" he for it. "I don't want to pay that price" he said; "I want some that I can sell for a cents. My neighbor across the street is selling it at 5 cents and I want to meet his prices." We have had a sign painted, sayprices." We have had a sign painted, saying "ask for pure goods," and have it hung up in our store in plain sight.

L. W. Sprague—I think this whole trouble public to deal in snide goods. I don't the giving of prizes with articles of food; think all the blame lays with the retailers. of the law.

Herbert Spencer, in his able essay on
Herbert Spencer, in his able essay on
When a man comes into our store and surWhat do you ask for such an article?
and we reply "forty cents," he says, '
and we reply "forty cents," he says, ' When a man comes into our store and says can go right across the street and buy it for against adulteration, the more the evil thrives. The thinking conservative man, I enjury will on mature careful deliberation. agree with me that the more heroic the gentlemen, you can tell what pepper costs, agree with me that the more heroic the treatment, the simpler and more direct the ptan; the more force with which the axe is laid at the root of this abomination and the laid at the root of this abomin mice. . The fact is, I don't believe that I am by one fell blow—covering the entire Union going to eat any more pepper, any way—this cancerous curse, the sooner will the —this cancerous curse, the sooner will the good name of all honorable concerns be relieved from its spreading fibers, and the earlier will the cicatrice be completely healed to keep it, because if you don't, somebody earlier will the cicatrice be completely healed and the business body be freed from its including the business because the business business because the business busine

> of what the gentlemen have said. Some ation:" years ago, we got out of a certain grade of

C. K. Buck—We are very earnest in this work about pure goods. We always keep both kinds, and if people want cheap goods we sell them, and if they want pure goods, just as much to blame as if we educate them to be thieves? The business men of the encents per pound to advertise Royal baking We handle another powder which gives a 17 cent prize with it. I would like

to know which is the better method? Newton Dexter-I say give the 17 cents to the newspapers, by all means. It costs but a little over 6 cents per pound to make baking powder and as it is sold for 40 cents per pound, you can see that there is quite a little margin to the manufacturer. We 3. The encouraging of customers by st have a law being passed in New York, making the offering of prizes and inducements promptly within thirty days, thereby insur-

the subject matter of his report was made the special order of business for 10 o'clock Wednesday morning.

The Question Box was then opened and several enquiries answered, the substance of which will be given under another head

Wednesday Morning.

On re-assembling Wednesday morning,

no liability would attach to the Association for publishing the Delinquent Lists, but w are of the opinion that under the decision of both the State and Federal Courts, th: lication would not be a privileged communi cation and the Associations would be liable,

Yours truly,

relative to peddling.

Jas. A. Coye-A week ago Tuesday, I bill introduced through the instrumentality of Mr. Kelsey. In an interview with Mr. Webber, of Ionia, he said that the matter had not yet been referred to the Judiciary Committee, but he was in favor of the matter himself and would endeavor to have it receive a favorable notice from the Committee. Again talking with Mr. Webber, he said that in case the report from that Committee was favorable on the bill, they would not put it to passage at once, but they would wait until after the Michigan Business Men's Association met, so that we

going to be sold.

W. E. Kelsey—I can recognize the drift per on "Material Benefits of Local Organiz-

Having been assigned by the architects of

WHEREAS, this object can better be com passed by co-operation than by individual effort, therefore be it Resolved, That the business men of Ionia

form an Exchange, having for its aims the several objects hereinafter enumerated. 1. The collection of debts here and elsewhere, outlawed or otherwise, that are in fact, or believed to be, non-collectable under

legal proceedings, by methods, peaceable, honorable and void of persecution. 2. The control of the credit system within safe practicable limits by instrumentalities

3. The encouraging of customers by strict-

years ago the great working populace of England were attacked with unknown diseases and some of them could only do in

with the gift system in our State, even the great American and Pacific Tea companies.

After further discussion, Mr. Barnes was in order that this Exchange may join the After further discussion, Mr. Barnes was in order that this Exchange may join the tendered a unanimous vote of thanks and Michigan Business Men's Association and enjoy the benefits that must inevitably pro-

ceed therefrom 5. To earnestly seek, by co-operation, the speedy introduction of manufacturing en-terprises in this city; 1. By securing an amendment to the city charter, which shall permit a limited tax to be levied on the property of citizens for public and beneficial provements; 2. By the raising of money subscription, to be held, controlled and disbursed by a committee of responsible cit-izens, as bonuses, when the object sought can be best secured by such course. 3. By the formation of stock companies, each, respectively, with a view to affording work to those unemployed, who, by lack of some-thing to do, are compelled to forego actual necessities, to strangle innate pride, and

against threats for the purpose of extorting money (Howell's Statutes, Section 9093).

Upon the third proposition, if the information contained in the publication be true,

ized nation of the globe; in its course as it ficult to accomplish the object sought. If Sunderlin vs. Bradstreet, 46 New York 188 and cases cited.

Trussell vs. Scarlett 18 Federal Reporter 214 and full vote.

Odgers on Libel and Slander p. 193 and cases there cited.

Sunderlin vs. Bradstreet, 46 New York 188 to to town, from state to state, from nation. Losses will follow and wreck will be the sad fate of many. Nevertheless, blessings have followed and will follow in its wake. And why. Mr. Prositive properties of the sad fate of many in the same line and refused to accede to the early clossing friends to stand by the faithful in the matter of exchange trade. If A and B were in the same line and refused to accede to the early clossing follow in its wake. And why. Mr. Prositive follows are the sad fate of many. Nevertheless, blessings have followed and will follow in its wake. And why. Mr. Prositive forms the same line and refused to accede to the early clossing friends to stand by the faithful in the matter of exchange trade. follow in its wake. And why, Mr. President, is this so? Simply for the reason that the gigantic volume of the business of the privileged to remain in his store for private FLETCHER & WANTY.

On motion of L. W. Sprague, speeches on any subject were limited to five minutes.

The report of the Committee on Legislation was presented in detail and acted upon. The Committees on Legislation and Trade Interests and the Executive Board,

Trade Interests and the Executive Board,

To motion of L. W. Sprague, speeches on any subject were limited to five minutes.

The gigantic volume of the business of the world is done through the channel of the purposes, but his clerks should be allowed to go and his doors should be closed to customers. I commend to all merchants afflictate of the opinion is founded on fact. The following paragraph, taken, I think, from the columns of The Michigan purposes, but his clerks should be allowed to go and his doors should be closed to customers. I commend to all merchants afflictated with a desire for long hours the lectures of Wm. Blakie, of New York, on the subject of overwork, lack of recreation and physical exercise. He boldly proclaims that the disregard of these respites from upon. The Committees on Legislation and Trade Interests and the Executive Board,

Trade Interests and the Executive Board, through Congress a uniform system of Britain the most powerful and the wealthweights and measures. The Lansing Com-mittee was instructed to do all that lay in weights and measures. The base of food:

weights and measures. The base of food:

mittee was instructed to do all that lay in their power to further the bill forbidding the power to further the bill forbidding their power to further the bill forbidding the power than the bill forbidding the power than the bill forbidding the power th suffering and toll undergone for an unjust, arrogant people who regarded neither God evil involved in the unnecessary and sensenor man. In view of these facts I am con- less practice of cutting prices, especially on strained to say that our permanent success was at Lansing on business, and, while and cohesive power, as locals, depend alwas at Lansing on business, and, while there, Mr. Stowe called my attention to the system within presented legitimate limits. The Great Teacher, centuries ago, bade the fund for the establishment of association Christian to seek first the Kingdom of God libraries that shall include trade journals, and his righteousness, and all things should be added unto him. May I not say, seek magazines devoted to romance, poetry and first to duly and properly establish and con-history, ordering that such libraries shall be E. A. Stowe, Grand Rapids:

trol this vexed system, and all these other accessible to all employees of members; can, benefits will accrue to you. The next material benefit in rank that has limited scale, which shall also be open its origin in the local association, is in bringing the business men of a community into close, friendly, cordial relations. In the absence of organization, each man is selfishly seeking to enhance and promote a literal school of instruction. Every association should adopt a divergible design to contact the selfishly seeking to enhance and promote a literal school of instruction. Every association should adopt a divergible design to contact the selfishly seeking to enhance and promote a literal school of instruction. the interests of No. 1. He confines himself ciation should adopt a carefully drawn conmore closely to his pursuits than he ought, stitution, by-laws, standing orders and or-leaving his home early to enter upon his der of business, which should respectively daily routine; taking no recreation for body be adhered to, so that all business may be or mind; giving little attention to his home, excusing his non-attendance at the social serof the generation having inaugurated the movement, through Congress. Without forty-six states and territories to be consulted in rendering a prognosis by way of a national consultation as to the proper treatment of the patient and the possibility of recovery without resorting to the knife; it is very easy to comprehend that but few of the profession would coincide as to the treatment, whether it be by pill and potion or by a clear-cut incision by the hand of the surgeon-general, performing an immediate surgical operation and relieving the body-politie from all possibilities of future suffering. Submitted—That it is just as wrong for the state or nation to be a party to educate its citizens to dishonesty as it is for a private citizen to educate his family or entered the province of the patient of the patient and the possibilities of the patient and the possibilities of the profession would coincide as to the treatment, whether it be by pill and potion or by a clear-cut incision by the hand of the surgical operation and relieving the body-politie from all possibilities of future suffering. Submitted—That it is just as wrong for the trade aright.

Submitted That it is just as wrong for the trade aright.

What the gententen lave said grade of the period that he had any pure demanded as proposed and the attendance antional consultation as to the proper trade in the proper trade the proper trade that he had any pure cimamon. He said that he had, and I looked at it, and it desire to say, at the outset, that I have just recently, in reviewing the constitution of our local association. Questions—it is in the proper trade the proper trade in the proper trade the proper trade the proper trade that he had any pure cimamon. He said that he had, and I looked at it, and it desire to say, at the outset, that I have just recently, in reviewing the constitution of our local organization. Questions—it is from the trade of our local organization. Ques vices of the church, by pleading that his so that as many members as poss how would a happy pride mantle their faces. m there, and why? Bus- a man full; writing maketh him precise, iness, business, business. For God's sake, debating maketh him quick." These are Mr. President, is there not something in qualities which, it should be borne in mind, this fleeting world to do except to toil, are absolutely necessary to every person delve and grow prematurely old for the cold, who desires successfully to participate in delve and grow prematurely old for the cold, the unfeeling, the shriveling, the sometimes damning dollar? A writer, I know not who, once uttered the grand truth: He who does nothing for others, does nothing for himself. How certain it is that there are many, very many, in every community who were as well buried from sight, as for all the good they do. The active local organization is a left to him. Do you say you are too young? they do. The active local organization is a cure for this fatal, this enervating, this deplorable selfishness. It opens up avenues on every hand leading to good deeds to be more beautifully at eighty; Macaully wrote performed. It enables us to earnestly seek the prosperity of our city, by giving personal encouragement to propositions having for their aim the bringing in of manufacturing interests that shall give employment to six, when the finger of God touched him and he slept; Grant was a hero at forty: sons and daughters who are now a burden and he slept; Grant was a hero at forty: to fathers and mothers anxiously praying Stevens, although a cripple and an invity; Stevens, although a cripple and an invity, was intellectually a giant at seventy-five; Garfield had been representative, senator dependent enterests upon the stream by deep contents. dependent outcasts upon the streets by day, in the saloon by night, drowning shame, soned Europe with blood at forty-three in the saloon by night, drowning shame, discouragement, misery, in the damning cup that hurries the son to crime and to the seclusion of the prison cell, and the daughter of the world are on the shoulders of middle to the brothel, in which she yields all that life. It was a grand response that the aged

God and humanity account most precious to woman—virtue, honor, eternal life. Organized effort enables us to control hours of business, that, to all persons engaged in retail business, have, undeniably. been too long and wearing for both employer and employed. The speaker has in his employ a faithful cierk, who, for several years has been obliged to leave his home for business before his children are up. He goes to his dinner before they return from Since Omnipotence created the universal rule—Work! apply for aid to public almoners, or to leave, unwillingly, home and friends to seek the means of subsistance among stangers.

6. To guard with jealous care railroad and freight interests, so that local company to the property of the prop merce may not be endangered and drawn to other and smaller towns that ought to be to his child. Going home in the day time, with wonder and awe, as the Great Comon one occasion, he saw his child—being mander marshalled his starry host across before his own door, he assumed the child the boundless firmament; as Orion, the Plei-

pure goods. We have in New York State what we call an adulteration law and our New York State Association is trying to enforce it. We have analyzed a number of state what we call an adulteration law and our force it. We have analyzed a number of state what we call an adulteration law and our neighbors; in looking to the faithful clerks, is littled within ten days, he will be declared a unseen, in their enormity, by unsuspecting and often deceived fathers and mothers.

The foregoing enumeration of possible good to our neighbors; in looking to the faithful service of his clerks. I am no adpoint the faithful service of his clerks. I am no adpoint the faithful service of his clerks and often deceived fathers and mothers.

The foregoing enumeration of possible good to our neighbors; in looking to the faithful service of his clerks. I am no adpoint the faithful service of his clerks are the entered and much less the faithful service of his clerks. I am no adpoint the faithful service of his clerks are the faithful service of his clerks. I am no adpoint the faithful service of his clerks are the faithful service of his clerks. I am no adpoint the faithful service of his clerks are the faithful clerks, is littled within ten days, he will be declared a unseen, in their enormity, by unsuspecting and often deceived fathers and mothers.

The foregoing enumeration of possible good to our neighbors; in looking to the faithful service of his clerks. I am no adpoint the faithful clerks, is littled within ten days, he will be declared a unseen, in their enormity, by unsuspecting and our every day life, but to discover it in our the less than a self-elected tyrant, who does not describe the steem and much less the good to our neighbors; in looking to the faithful clerks, is littled within ten days, he will be declared a unseen, in their enormity, by unsuspecting and our end of the less than a self-elected tyrant, who does not end out the less than a self-elected tyrant, who does not end out the less than a self-elected tyrant, w Delinquent List of the Association is trying to enforce it. We have analyzed a number of samples of spices and found that some contained over 50 per cent. of adultariation are now asking, which brings them under the law. The members of our Association are now asking. Which brings them under the law. The members of our Association are now asking. Which brings them under the law. The members of our Association are now asking. Which brings them under the law. The members of our Association are now asking. Which brings them under the law. The members of our Association are now asking. Which brings them under the law. The members of our Association are now asking. Which brings them under the law. The members of our Association are now asking. Which brings them under the law. The members of our Association are now asking. Which brings them under the law. The members of our Association are now asking. Which brings them under the law. The members of our Association are now asking. Which brings them under the law. The members of our Association are now asking. Which brings them under the law. The members of our Association are now asking. Which brings them under the law. The members of our Association are now asking. Which brings them under the law. The members of our Association are now asking. Which brings them under the law. The members of the state the goods? and the supplemented by many others, but them from every shade of our enployees; to good to our neighbors; in looking to the faithful service of his clerks. I am no ado the faithful service of his clerks. I am no ado the faithful service of his clerks. I am no ado the faithful service of his clerks. I am no ado the faithful service of his clerks. I am no ado the faithful service of his clerks. I am no ado the faithful service of his clerks. I am no ado the faithful service of his clerks. I am no ado the faithful service of his clerks. I am no ado the faithful service of his clerks. I am no ado the faithful service of his clerks. I am no ado the faithful service As the years go rolling by.
All the loving links that bind us,
While the days are going by,
One by one we leave behind us,
While the days are going by.
But the seeds of good we sow,
Both in shade and shine, will grow—
Will keep our hearts aglow. estrongly am I convinced that, so long a given hour, no one would suffer disadvani canof commerce rolls, so long will the great ship of credit be borne upon its bosom, freighted with the interests of every civil-Will keep our hearts aglow,
While the days are going by,
Going by, Going by,
Going by, Going by,
Oh, the good we all may do,
While the days are going by. [Continued next week.] Greetings from Pennsylvania. PITTSBURG, Pa., March 24, 1887.

There are several other ways that local

associations can be of material benefit: for

enlighten members on laws governing trade

osopher Bacon who said: "Reading maketh

be too old to learn, too old to discharge

every honorable duty, never too young nor

too old to be a blessing to mankind in every

situation in this life of golden opportun

In conclusion, I beg to lay down the

proposition that the local organization is no

the credit system is carried on duly and properly, and within legitimate limits, it is the most ingenius method ever devised for promoting commerce." It is not in one case in ten that failure ensues by reason of the system; but failure does ensue because the system; but failure does ensue because the system; but failure does ensue because the system is not carried on duly and properly, and within legitimate limits, it is the most ingenius method ever devised for promoting commerce." It is not in one case in ten that failure ensues by reason of the system so the system; but failure does ensue because the system; but failure does ensue because the system is not in wise, judicious hands is not carried on duly and properly, is not held within legitimate limits. There is not an ation of the earth to-day that does not see the blessings flowing from the credit system. It is that which has made Great through Congress a uniform system of Britain the most powerful and the wealth-

Alba to Organize Friday.

ALBA, March 24, 1887. to organize as soon as possible and would like to know what steps are necessary standard articles kept in every stock; can the expense, etc. Can you manage to meet

us any time in the near future?

Yours truly, SMITH BROS.

Lawrence Alive to the Benefits of Organization.

LAWRENCE, March. 24, 1887.

DEAR SIR-The business men of this fown are talking of organizing a Business Men's "Association, and we would like you to give us a few pointers. Could you not fix some date to visit our place in the Yours truly, near future?

STERBINS & HOXIE.

Jersey Butter Tubs.



These are the Finest Lathe-Turned Ash Butter Tubs in the market. Every tub is smooth and perfect. Good goods should be put up in good packages.

Special Price in Car Lots.

Grand Rapids.

For the Field or Garden.

f you want to buy Timothy, Hungarian, Millet, Orchard Grass, Kentucky Blue, Red Top, Seed Oats, Rye, Barley,

Ruta Baga

Anything in the Line of SEEDS,

Please do what you can for us in getting the fall meeting held here. Yours truly.

J. L. WILLETT, Sec'y.

Hides, Pelts and Furs.

Hides are unsettled with an unwarranted flurry in some grades. Pelts and wool are dull and weak. The Hudson Bay, Lampson and London sales, which have occurred during the past week, may be summarized as follows: Rat sold 10 per cent. lower than at the previous sales; lynx, 45 per A. Stowe, Grand Rapids:

DEAR SIR—It affords me great pleasure cent.; mink and martin 20 per cent. Coon

Advertisements directing that answers be sent in care of this office must be accompanied by 25 cents extra, to cover expense of postage,

FOR SALB—One-third interest in a gristmill, doing a good business. For sale at a barrain. Fine location. Small capital required. Call on or addres Wm. H. McCormick & Co., Fennville, Mich.

ROR SALE—\$1.00 will buy my property, practice and drug stock, if sold before the 1st of May. Established 3½ years, and doing good business. Address M. D., 177 Fourth St., Grand Rapids, Mich. 184*

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

POR SALE—Drug, book and stationery store doing good business in best location in a thriving Northern Michigan railway town. Address "Junction," care Tradesman. 188* HOR SALE-Clean stock of dry goods, cloth-

Ing, hats and caps and boots and shoes, situated at Plainwell, a lively town with two railways. Stock will inventory about \$3,500. For terms of sale, apply to W. H. Hoops, at Buikley, Lemon & Hoops, Grand Rapids. 177tf

FOR SALE—A thirty-year old grocery stand in Kalamazoo. A two-story frame store, with μood tenement rooms above, and a good tenement house on same lot, also barn. Three blocks from M. C. depot. \$3,500, part down, balance in easy payments. Possession given in May. J. Van Zolenburg, Petoskey. 174tf

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

TO EXCHANGE—For dry goods, groceries, boots and shoes or gent's furnishing goods, desirable residence lot and dwelling house at Grant Station. The house is 16224 with two large wings. Address C. M. Woodward, Kalamo, Mich.

WANTED-Registered Drug Clerk. Address. 'Black.'' Tradesman office. 186'

WANTED-1(0 or 500 cords of dry basswood bolts for excelsior. Donker & Quist, Grand Rapids.

VV to sell on the road, or any position with chance to rise. Have had experience on road. Moderate salary. Address "S," Tradesman office, Grand Rapids. 185*

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

WANTED-Situation by young man as trav-Have had several years' experience. References furnished. Address S. E., care "Trades man." Grand Rapids. 182*

WANTED—Situation as clerk in a drug or drug and book store, by the undersigned, a registered pharmacist, and member of the Michigan State Pharmaceutical Association. Care and precision exercised in compounding prescriptions, Satisfactory references given. Gideon Noel, Good Hart, Mich. 183* WANTED-A man having an established

V trade among lumbermen to add a spec-ial line and sell on commission. To the right man a splendid chance will be given to make money without extra expense. Address "B, care Michigan Tradesman. FOR RENT—Good and beautiful location on the lake shore in Emmet county, for a business requiring \$600 or \$800 capital. For in-formation address Gideon Noel. Good Hart Mich. 183*

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

Valley City Milling Co.



OUR SPECIALTIES: Buckwheat Flour, Rye Flour, Granulated Meal.

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

E. A. STOWE, Editor.

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

WEDNESDAY, MARCH 30, 1887.

Grand Rapids Traveling Men's Association,

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.

held one evening last week, Hon. John Killean's name was mentioned in connection capital of \$5,000, is the latest business venwith the nomination for Mayor, when the ture. anarchist editor of the Workman arose in Mr. Killean on the ground that he is a mem- iness. ber of the Retail Grocers' Association, terms in case of strikes," and "whose organ at \$31,000. -THE TRADESMAN—is the deadly enemy Association does not advocate starving men on the 24th. to bring them to terms in the event of Battle Creek-G. C. Steele, wholesale enemy of organized labor. With these two out to Hiram S. Warner. exceptions, Mr. Hathaway's two statements to get as near the truth before in his life. If he should ever get within sixteen feet of Hastings-W. E. Powers has purchased the truth, the shock to his nervous system the hardware stock of John A. Greble and would kill him quicker than a stroke of will continue the business.

Simultaneous with the failure of the cooperative store at Battle Creek comes information of the inauguration of a new venture of that kind at Holland. If the Jackson, and removed it to this place. Holland people want to save money, they would do well to send for the fool-killer. Except in rare cases, co-operative distribution has not proved successful in this coun-

The representative of a leading wholesale grocery house pays his respects to package coffees this week in a way that will be appreciated by the retail trade. The other side of the question will be given next week in the shape of replies by the manufacturers of package goods.

Chicago's new trade journal, the Independent Grocer, comes out in the same form as THE TRADESMAN and presents a handsome appearance, editorially and typographically.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP. Jennie E. (Mrs. C.E.) Westlake succeeds C. E. Westlake in the drug business at 8

A. B. Wolf has engaged in the grocery business at Carson City. Cody, Ball, Barnhart & Co. furnished the stock.

Rynberg & Vanderveen have bought the grocery stock of Jacob Maus, at the corner continue the business at the old stand. of South Division and Hall streets.

Waldy Janschefsky has engaged in the grocery business at 123 Jefferson street. The venture was a losing one from the start Bulkley, Lemon & Hoops furnished the and the result was predicted months ago.

T. Crane & Son have resumed the grocery business at the corner of Hall street and Madison avenue. Amos S. Musselman & Co.

furnished the stock: Jos. Glowczynski, is about to start in the Friedrich & Co. The business will be con-

corner of Muskegon and Eighth streets. W. T. Lamoreaux has closed out his bean business for the season, having shipped eighty-three car loads since last fall. This lin succeed J. Trueman & Co. in the groamount is more than is handled by any other five dealers in the State.

will be occupied by a gentleman named Stewart with a furniture stock.

and the firm will hereafter be known as iness here. Brautigam Bros. The firm has added a line of dry goods, furnished by P. Steketee

Clark, Jewell & Co. are laboring under the delusion that they will get into their low, has sold out. new quarters in the new Houseman building by April 15. 1f they are settled there brick yard to L. G. Grimes. before May 1, The Tradesman will waive Bessemer-The Gogebic Powder Co. has all claims to prophetic insight.

AROUND THE STATE. Lacota-J. B. Watson, grocer, has sold

Jackson-Jos. Smith, grocer, has sold out

to L. C. Hurd. Cassopolis-C. C. Nelson succeeds the

Cassopolis Furniture Co. Cheboygan-Wm. S. Smith

saw-mill to Lewis P. Swift. Lowell-S. A. Wingler, grocer, has been

closed under chattel mortgage. Lacey-Bristol & Nickerson will engage

in general trade about April 1. Jamestown-C. H. Joldersma

Henry DeKline in general trade. . Linden-Harris & Shepard succeed Myron Harris in the hardware business.

Jackson-S. B. Kauffman, clothing dealer, has been closed by creditors. Ferguson in the hardware business.

Kalkaska-Dora Rosenthal, dealer in dry goods, clothing, etc., is closing out. Lansing-Rouser & Walker, grocers, have

dissolved, F. G. Rouser continuing. Ovid-David A. Armstrong is closing his grocery and restaurant business. Owosso-C. Mahaney succeeds Brown

& Mahaney in the dry goods business. Manistee-Wm. Miller & Co. will embark in the hardware business about April 1. Lansing-Darling & Sindlinger, grocers,

have dissolved, D. M. Darling continuing. Lapeer-Mellick, Mapes & Co., general dealers, have dissolved, H. D. Pike retiring. Laingsburg-R. A. Walters has bought out the grocery business of J. W. Murray.

Franklin-Harvey Higby is succeeded by Highy & Gordon in the dry goods business. Hubbardston-Jas. McDermott has bought the hardware stock of E. Matthews & Son. Holland-A co-operative store, with a

Manistee-Bradlee & Campbell have enthe dignity of his depravity and opposed gaged in the furniture and undertaking bus-

"which advocates starving workmen to ties are \$29,000. He shows assets valued

Orange-Mr. Erdman, of the general firm of organized labor." The Retail Grocers' of Erdman, Kilmartin & Tew, was buried

strikes and The Tradesman is not the and retail dealer in variety goods, has sold

Owosso-J. F. Laubengayer, for several were correct, although he was never known years a druggist here, died on the 22d, after an illness of several weeks.

> Archie-Dr. C. E. Clapp, formerly engaged in the grocery business at Martin, is

> now engaged in general trade here. Dexter-Croakin & Son have purchased the dry goods stock of Croakin & Porter, at

> Bristol & Nickerson, who have engaged in general trade at Lacey, bought their boot and shoe stock of Rindge, Bertsch & Co.

> Otsego-J. Armstrong writes The TRADESMAN that the report that he will engage in the grocery business is erroneous. Dowagiac-Dewey, Defendorf & Lyle, dealers in dry goods and carpets, have dissolved, and are succeeded by Defendorf &

Charlevoix-Will See has purchased the grocery stock of E. M. Clark and will handle ties, posts, wood and bark in connec

Imlay City-J. H. Waterland has bought out the harness business of W. F. Dodge. The latter still retains his boot and shoe South Blendon-John Farowe, of the

former firm of Farowe Bros., is building a new store here and will shortly engage in general trade.

Unionville-F. L. Coy, (Mrs. J. S.,) druggist and banker, is succeeded in the banking business by D. A. Reynolds & Co. She still retains the drug business.

Ryerson-Ada L. Johnson has purchased the remnants of the Johnson Bros.' general stock at assignee's sale for \$500 and will

Battle Creek-The co-operative grange store has been closed on chattel mortgage.

Elk Rapids-Cal. L. Martin has formed a copartnership with Jas. E. Mahan, of Bay Bradford, R. Gannon, R. S. Trask, J. D. City, and well engage in the drug business Champion, H. T. Reed, M. D. Hayward, M. here under the firm name of C. L. Martin A. Teachout, J. C. Townsend, M. M. Cole. & Co.

Traverse City—Oscar Simpson has retired Stanley Erasmus, formerly a clerk for from the boot and shoe firm of Frank grocery business on his own account, at the tinued by Frank and Alfred Friedrich under the firm name of Friedrich Bros.

Newberry-The report in THE TRADES MAN of last week that Trueman & McLaughcery and saloon business is untrue. Trueman & McLaughlin have started in anew.

Battle Creek-A correspondent writes as J. M. Peaslee will shortly build a block follows: The co-operative store has been next to the one now occupied by him as a closed by virtue of a chattle mortgage held grocery store, on Wealthy avenue, which by Henry Dubois. The institution has been in existence ten and a half years and is supposed to be good for all demands against it. Peter Brautigam has sold an interest in H. B. Hoagland, the present secretary and his business at North Dorr to his brother manager, will conduct a coal and wood bus-

STRAY FACTS.

Detroit-Oswald H. Voigt, carriage maker, is dead. Detroit-Thos. H. Candler, dealer in tal-

Petoskey-Watson Snyder has sold his

merged its business into a stock company.

plement business.

ing in the tanning business. Co. has arranged to open a large yard here, others threaten to follow suit. of which H. F. Snyder is to have charge. The company has leased the water frontage between the St. Mary's school grounds and the James Seymour property. Docks will paper.' be built and slips dredged. Operations will

MANUFACTURING MATTERS.

begin in about a week.

Clifford—R. L. Ferguson, succeeds Jas. three new boilers in their river mill and one is just as entertaining and useful to me in in their bay shore mill.

Mancelona-The new wooden butter dish factory will be 115 x 140 feet and will be covered with an iron roof.

Hersey-C. N. Leach has purchased the this city. saw and shingle mill known as the "Cat Creek mill" and will operate the same to its tiss & Dunton, was laid up last week

Lakeside-Stimson Brothers are rebuilding the refuse burner at their mill and are Amos S. Musselman & Co., reports a good Stanley Rule and Level Co.'s. capacity of 100,000 a day.

Organization Notes.

Asiamazoo Herata: The business men of this city who attended the Michigan Business Men's Association convention, at Grand Randle king returned to the stomach. Men's Association convention, at Grand Rapids, have returned greatly pleased with their reception and treatment in the Second City, and highly gratified at the results attained by the meeting.

Elk Rapids Progress: C. L. Martin has returned from Grand Rapids, where he atwere read and in making his report Mr. Martin will present much that will interest our business men.

The editor of THE TRADESMAN has made Luther, Wednesday afternoon; Fife Lake, Thursday evening; Alba, Friday forenoon.

TRADESMAN contains many complimentary participated. mentions of our townsman, Frank Hamilton, President of the Michigan Business Men's Association. The late session of above Association was a great success, many proofs of good work being mentioned. Traverse City, in various ways, is honored by this flourishing organization, which is doing so much for all honest classes of people.

Referring to the recent State convention, the Traverse City Eagle remarks: "Our fellow townsman, Frank Hamilton, President of the State Association, made many friends by the able manner in which he presided over the deliberations of the body. Many valuable papers were read and discussed, and much business of great interest was transacted. The organization is proving one of which Traverse City may well take pride, in having been the starting

W. C. Pierce, President of the Flint Mercantile Union, writes: "Matters are progressing here all O. K. We would be very much disappointed if Flint was not selected for the September convention. Will try and entertain all right. When will the matter be decided?" The selection of the next place of meeting lies with the Executive Committee, who will probably announce

Organization Formed at While Cloud.

With the assistance of the editor of THE TRADESMAN, the business men of White Cloud organized an association of twelve members last Wednesday evening. P. M. Roedel acted as chairman and M. D. Hayward as secretary. After a full explanation of the objects sought by associated effort had been made, A. G. Clark moved that the organization of an association be immediately proceeded with, which was adopted, when the following gentlemen presented themselves for charter membership: P. M. Roedel, A. G. Clark, Jacob Cohen, E. A.

On motion of A. Cohen, the constitution and by-laws presented by Mr. Stowe was adopted for the government of the Associa

H. T. Reed moved that the election of officers be proceeded with, which was adopt-

ed, resulting as follows: President-P. M. Roedel.

Vice-President-J. C. Townsend. Secretary—M. D. Hayward. Treasurer-R. Gannon.

Executive Committee-President, Secre tary, A. G. Clark, Jacob Cohen and M. A. Business Committee-E. A. Bradford, J

D. Champion and R. S. Trask. Jacob Cohen moved that the Committee on Trade Interests be deferred until the next meeting which was adopted.

Jacob Cohen moved that the collection blanks presented by Mr. Stowe be adopted, which was carried, when the Executive Committee was instructed to procure the printing of the same.

The editor of the White Cloud Business was requested to publish the constitution and by-laws in full in his next week's paper and the meeting adjourned.

Imitating Jas. Dibble.

The sensation of the week has been the Elk Rapids-W. A. Sprague has removed exchange of the Harley B. Church boot and his harness business from Kalkaska to this shoe stock for a 200 acre farm in Muskegon county. The deed for 160 acres was made Hubbardston-Campbell & Grill succeed out in his wife's name, and the balance, Boyd Redner & Co. in the agricultural im- which he will hold as a homestead, in his his own name. He refuses to liquidate any Kalamazoo-John Hummer and G. Laep- of his indebtedness, and his son is reported ply, of Holland, are negotiating for the old to have said that his father's creditors have Appledorn tannery, with a view to engagmade enough out of him in the past to make up for the present loss. One creditor has Sault Ste. Marie-The Hibbard Lumber taken judgment against the gentleman, and

Good Words Unsolicited. Geo. Austin, grocer, Sparta: "Like you

Lusher Bros., grocers, Elkhart, Ind.: "It is O. E. White, druggist, Maple Rapids: "Your

paper is a good one. Alpena—Fletcher, Pack & Co. are putting | Geo. A. Deitz, formerly engaged in the Cadillac, but now at Dayton, Tenn., writes: "It Tennessee as it was in Michigan."

The Gripsack Brigade.

T. M. Sheriff, of Kalamazoo, has engaged to travel for the Independent Oil Co., of

M. K. Walton, general traveler for Cur-Nos. 16 to 20, 22 and 24, 25 and 26, 27 List 12 13 14 15 with partial blindness.

st 12 13 14 1 Discount, Juniata 50@10, Charcoal 60.

Blacksmith's Solid Cast Steel, Hand. . 30 c 40&10

Russell & Irwin Mfg. Co.'s new list..dis Mallory, Wheeler & Co.'s......dis

MATTOCKS.

MILLS.

Coffee, Parkers Co.'s... Coffee, P. S. & W. Mfg. Co.'s Malleables Coffee, Landers, Ferry & Clark's... Coffee, Enterprise...

Clinch nails, adv.

Finishing | 10d | 8d | 6d | 4d |
Size—inches | 3 | 2½ | 2 | 1½ |
Adv. % keg | \$1 | 25 | 1 | 50 | 1 | 75 | 2 | 00 |
Steel Nails—2 70.

Sciota Bench.
Sandusky Tool Co.'s, fancy...
Bench, first quality.
Stanley Rule and Level Co.'s, wood.

RIVET

. dis60&10

Zinc or tin, Chase's Patent. Zinc, with brass bottom... Brass or Copper....

Ohio Tool Co.'s, fancy. Sciota Bench.....

Common, polished... Dripping.....

.dis 20&10

EXPANSIVE BITS.

Iron and Tinned....... Copper Rivets and Burs.

Reaper..... Olmstead's.

Fry, Acme..

Branford's Norwalk's

F. H. Lester, Indiana representative for

Maydole & Co.'s... Kip's... Verkes & Plumb's. Mason's Solid Cast adding a shingle mill, which will have a trade and excellent prospects for the future. Joseph L. Proud, formerly on the road for the Mills & Lacey Manufacturing Co., is ly-

stomach.

Dave Haugh suggests that the traveling men vary the monotony of a picnic this summer by a two days' trip to Niagara Falls.

The party can leave the Union depot on a train of sleepers early Friday evening, arrive at the Falls early in the foreneon, spend rive at the Falls early in the forenoon, spend tended a meeting of the Michigan Business the day there and leave in the evening for Kettles Men's Association. Many valuable papers Detroit. Arriving at the latter city Sunday morning, the forenoon can be spent in attending church and the afternoon in driving about the city and riding on the river. Taking the sleepers again late in the evening, the following engagements for this week: the party can arrive in Grand Rapids early Monday morning, in time for the male members of the party to see their wives Next week he hopes to assist in forming as- home and take the outgoing trains. The sociations at Watervliet, Lawrence and De- trip could be made at an expense not to exceed \$20 per couple and would, doubtless, Traverse City Journal: The Michigan prove to be a very enjoyable one to all who

A Manufacturer's Opinion.

One of the largest manufacturers of spices in this country recently remarked to the ed- Stanley Rule and Level Co.'s. itor of THE TRADESMAN:

The subject of adulterations is a commercial question with a moral basis and should, cial question with a moral basis and should, therefore, be treated in the same way as Sperry & Co.'s, Post, handled. moral questions. Instead of attempting to legislation to make men honest, which can never be done, the proper way to proceed is to educate the people up to the advisability of using pure goods, by creating a public sentiment in their favor. A man should be entitled to buy whatever he desires, so long as the purchases are not absolutely injurious, and I defy anyone to point out any adulterant used in the manufacture of spices which has a bad effect on the human system. Adulterations are swindles only—crimes against the purse and not the stomach—and the sooner the public of the stomach and the come to recognize this fact the better it will be for all concerned.

Every manufacturer puts out a brand of spices under his own name which is absolutely pure, and if the trade would insist on buying such goods only, there would be no need of raising any trouble on this score.

The idea of securing legislation which will compel persons to buy certain grades of goods seems repugnant to me, as tending to jeopardize the liberty of the individual. right of individual action was recognized by our forefathers and is in accord with the genius of the constitution. Any their decision the first time they have a abridgement of that right should be vigormeeting. When that will be The Trades-Man is now unable to announce.

Outly opposed and successfully contested.

All attempts at centalization are the fore-runners of eventual anarchy.

Bardware.

runners of eventual anarchy.	Copper Rivets and Bursdis 60
Bardware.	PATENT FLANISAED IRON. "A" Wood's patent planished, Nos. 24 to 27 10 20 "B" Wood's pat. planished, Nos. 25 to 27 Broken packs %c 爭 b extra. ROPES.
These prices are for cash buyers, who pay promptly and buy in full packages. AUGERS AND BITS.	Sisal, ½ in. and larger
AUGERS AND BITS. Ives', old style	Steel and Irondis 70&10
Douglass	Try and Bevelsdis 60 Mitredis 20
Snell's dis 60	SHEET IRON. Com. Smooth. Com.
Cook's die 40	Nos. 10 to 14 \$4 20 \$2 90
Jennings', genuine dis 25 Jennings', imitation dis50&10	Nos. 15 to 17
Spring dis 40	Nos. 22 to 24 4 20 3 05
BARROWS. \$ 14 00 Garden net 33 00	Nos .25 to 26
Gardennet 33 00	All sheets No. 18 and lighter, over 2 inches wide not less than 2-10 extra.
Hand	SHEET ZINC.
Cow dis 70 Call dis 30&15	In casks of 600 lbs, \$ lb
Gongdis 25	American, all kindsdis 60
Door, Sargentdis 60&10	Steel, all kindsdis 60
Carriage new list	Gimp and Lace
Carriage new listdis 76 Plowdis 40	Cigar Box Nailsdis 50 Finishing Nailsdis 50
Plow dis 40 Sleigh Shoe dis 70 Wrought Barrel Bolts dis 60	Common and Patent Bradsdis Hungarian Nails and Miners' Tacks.dis 50
	Trunk and Clout Nailsdis 50
Cast Square Springdis 60	Tinned Trunk and Clout Nailsdis Leathered Carpet Tacksdis 35
Cast Barrel, brass knobs dis 40 Cast Barrel, brass knobs dis 40 Cast Square Spring dis 60 Cast Chain dis 40 Wrought Barrel, brass knob dis 60	TINNER'S SOLDER
Wrought Square dis 60 Wrought Sunk Flush dis 60	No. 1, Refined 12 50 Market Half-and-half 16 00 Strictly Half-and-half 17 50
Wrought Bronze and Plated Knob	
Flush dis 60&10 Ives' Door dis 60&10	Cards for Charcoals, \$6 75.
Barberdis \$ 40	IC, 10x14, Charcoal 5 75
Backus dis 50&10 Spofford dis 50	IC, 12x12, Charcoal 6 25
Am. Balldis net	1A. 10x12, Charcoal 4 23 1C. 12x12, Charcoal 6 25 1X. 12x12, Charcoal 7 75 1C. 14x20, Charcoal 5 75 1X. 14x20, Charcoal 7 25
Well, plain \$350	IX, 14x20, Charcoal 7 25
Well, swivel	IXXX, 14x20, Charcool
Cast Loose Pin flowed die men	14x20, Charcoal 5 75
Cast Loose Pin, Berlin bronzeddis 70&10 Cast Loose Joint, genuine bronzeddis 60&10	DC, 100 Plate Charcoal 6 50
Wrought Loose Pin dis 60&10	DXX, 100 Plate Charcoal 10 50
Cast Loose Pin, Berlin bronzed. dis 60&10 Cast Loose Joint, genuine bronzed dis 60&10 Wrought Narrow, bright fast joint. dis 60&10 Wrought Loose Pin. dis 60&10 Wrought Loose Pin, acorntip. dis 60&5 Wrought Loose Pin, japanned. dis 60&5 Wrought Loose Pin, japanned, silver tipped	DC, 100 Plate Charcoal
Wrought Loose Pin, japanneddis 60& 5 Wrought Loose Pin, japanned, silver	rates. Roofing, 14x20, IC 5 25
tipped	Roofing, 14x20, IC. 5 25 Roofing, 14x20, IX. 6 75 Roofing, 20x28, IC. 11 00 Roofing, 20x28, IX. 14 00
Wrought Inside Blinddis 60&10	Roofing, 20x28, IX
Blind, Clark's dis 80	IC. 14x20, choice Charcoal Terne 5 50
Blind, Parker's dis 80	IX, 14x20, choice Charcoal Terne
Blind, Shepard's	IX, 20x28, choice Charcoal Terne 14 00
Hick's C. F 60	TRAPS.
G. D. 35 Musket. 60	Steel, Game
CATRIDGES.	Hotchkiss'
Rim Fire, United States	Mouse, choker
Rim Fire, U. M. C. & Winehester new list50&10 Rim Fire, United States. dis50&10 Central Fire dis30&10 Central Fire dis30&10 CHISELS. Socket Firmer. dis 70&10	Mouse, choker
Socket Firmerdis 70&10	Bright Market dis 671/4
	Bright Market
Socket Corner dis 70&10 Socket Slicks dis 70&10 Butchers' Tanged Firmer dis 40 Barton's Socket Firmers dis 20	Tinned Market. dis 55
Barton's Socket Firmers. dis 20 Cold. net	Tinned Broom
COMBS.	Coppered Spring Steel dis 50
Curry, Lawrence'sdis 40&10 Hotchkissdis 25	Plain Fence. dis 40&10
Hotchkiss dis 25 COCKS. Brass, Racking's	Plain Fence. Barbed Fence, galvanized 4 40
Bibb's 60	" painted. 3 65 Copper new list net Brass new list net
Reer 40&10	Brassnew list net
Fenns' 60 COPPER. Planished, 14 oz cut to size. \$9 to 28	WIRE GOODS. dis 70&10&10
14x52, 14x56, 14 x60	Screw Eyes
Cold Rolled, 14x48	Gate Hooks and Eyesdis 70&10&10
Bottoms	Baxter's Adjustable, nickeled
Morse's Bit Stockdis 40	Coe's Genuinedis Coe's Patent Agricultural, wrought, dis Coe's Patent, malleabledis 75&10
Taper and Straight Shankdis 40 Morse's Taper Shankdis 40	Coe's Patent, malleabledis 75&10
Com. 4 piece, 6 in doz net \$.85	Bird Cages. 50

METAL BRAND TWO AND THREE PLY

READY ROOFING

Waterproof, Durable and Economical,

OVER 7,500,000 SQUARE FEET APPLIED IN 1886.

Curtiss & Dunton, GRAND RAPIDS, MICH.

C. AINSWORTH.

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Wool, Grain, Seeds & Produce.

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ABSOLUTE SPICES

Absolute Baking Powder. 100 per cent. Pure.

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WM. SEARS & CO. Cracker Manufacturers,

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AMBOY CHEESE

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NEW PROCESS STARCH. SWEET.

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Can be used than any other in the Market.

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HESTER & FOX

SAW AND CRIST MILL MACHINERY EAM ENGINES & BOILERS.

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 convinced of their superiority 130 OAKES ST., GRAND RAPIDS, MICH. Write for Prices.

DO YOU WANT A

If so, send for Catalogue and Price-List to

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F. J. LAMB & CO.

D. D. Mallory & Co.'s

DIAMOND BRAND OYSTERS

Also Fruits and Country Produce.

MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors. Office in Eagle Building, 49 Lyon St., 3d Floor Telephone No. 95.

WEDNESDAY, MARCH 30, 1887.

Michigan Business Men's Association. President—Frank Hamilton, Traverse City.
First Vice-President—Faul P. Morgan, Monroe.
Second Vice-President—E. J. Herrick, Grand Rapids.
Secretary—E. A. Stowe, Grand Rapids.
Treasurer—Julius Schuster, Kalanzoo.
Executive Committee—President, First Vice-Presiden
Secretary, N. B. Blain and W. E. Kelsey.
Dommittee on Trade Interests—Smith Barnes, Travers
City; P. Ranney, Kalamazoo; A. W. Westgate, Chiboygan.
Ommittee on Legislation—W. E. Kelsey.

boygan. Committee on Legislation—W. E. Kelsey, Ionia; J. V Crandall, Sand Lake; J. F. Clark, Big Rapids. Committee on Membership—H. S. Church, Sturgis; B F. Emery, Grand Rapids; the Secretary.

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

Ada Business Men's Association. Allegan Business Men's Association.

President, Irving F. Clapp; Secretary, E. T. VanOstra Bellaire Business Men's Association. President, John Rodgers; Secretary, G. J. Noteware. Merchaut's Protective Ass'n of Big Rapids

Boyne City Business Men's Association.

Burr Oak Business Men's Association. President, C. B. Galloway; Secretary, H. M. Lee. Retail Grocers' Association of Battle Creek President, Geo. H. Rowell; Secretary, C. A. Hoxsie.

Cadillac Business Men's As'n. dent, A. W. Newark; Secretary, J. C. McAdam Casnovia, Bailey and Trent B. M. A. esident, H. E. Hesseltine; Secretary, E. Farnham. Cedar Springs Business Men's Association President, T. W. Provin: Secretary, L. H. Chapman. Charlevoix Business Men's Association. 'resident, John Nichols; Secretary, R. W. Kane.

Business Men's Protective Union of Che-Coopersville Business Men's Association President, E. N. Parker; Secretary, R. D. McNaughton Retail Grocers' Trade Union As'n of Detroit. President, John Blessed; Secretary, H. Kundinger.

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. sident, F. H. Thurston, Central Lake; Secreta ico, L. Thurston, Central Lake.

Elk Rapids Business Men's Protective As'n. President, J. J. McLaughlin; Secretary, C. L. Martin. Frankfort Business Men's Association. esident, Wm. Upton; Secretary, E. R. Chandler.

Flint Mercantile Union. Freeport Business Men's Association. esident, Foster Sisson; Sec'y, Arthur Cheseboroug Grand Haven Business Men's Association President, Fred. D. Voss; Secretary, Fred A. Hutty. Retail Grocers' Ass'n of Grand Rapids.

Greenville Business Men's Association. Hartford Business Men's Association. esident, V. E. Manley: Secretary, I. B. Barnes. Hastings Business Men's Association. esident. L. E. Stauffer; Secretary, J. A. VanArman Holland Business Men's Association.

Hubbardston Business Men's Association President Boyd Redner: Secretary L. W. Robinson Ionia Business Men's Exchange. Jent, Wm. E. Kelsey; Secretary, Fred. Cutler, Jr

Kalamazoo Retail Grocers' Association. President, P. Ranney; Secretary, M. S. Seoville. Kalkaska Business Men's Association. Kingsley Business Men's Association. Leslie Business Men's Association, Lowell Business Men's Protective Ass'n. Luther Protective As'n.
President, W. B. Pool; Secretary, Jas. M. Verity

Lyons Pusiness Men's As'n.
sident, A. K. Roof; Secretary, D. A. Reynolds Mancelona Business Men's Association. resident, W. E. Watson; Secretary, C. L. Bailey. Manistique Business Men's Association. esident, F. H. Thompson; Secretary, E. N. Orr.

Manton's Business Men's Association. President, F. A. Jenison; Secretary, R. Fuller. Muir Business Men's Association, President, L. Town; Secretary, Elmer Ely. Grocers' Ass'n of the City of Muskegon President, H. B. Fargo; Secretary, Wm. Peer. Merchant's Union of Nashville. President, Herbert M. Lee; Secretary, Walter Webs

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

Owosso Business Men's Association. President, Jas. Osburn; Sec'y, S. Lamfrom. Otsego Business Men's Association. President, J. M. Ballou; Secretary, J. F. Conrad. Petoskey Business Men's Association resident, Jas. Buckley; Secretary, A. C. Bowman. Pewamo Business Men's Association. Plainwell Business Men's Association

Reed City Business Men's Association, resident C. J. Fleischauer; Secretary, H. W. Hawkins Rockford Business Men's Association. resident, Geo. A. Sage; Secretary, J. M. Spore. St. Charles Business Men's Association. resident, B. J. Downing; Secretary, E. E. Burdick. St. Johns Merchants' Protective Association President, H. L. Kendrick; Secretary, C. M. Merrill. South Boardman Business Men's Ass'n. President, H. E. Hogan; Secretary, S. E. Niehardt.

So, Arm and E. Jordan Business Men's As'n. President, D. C. Loveday; Secretary, C. W. Sutton. Sherman Business Men's Association. sident, H. B. Sturtevant: Secretary, W. G. Shane

Sturgis Business Men's Association.

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

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

Grand Rapids Butchers' Union ent, John Katz; Secretary, Chas. Velite.

Webster defines competition as "The act seeking, or endeavoring to gain, what another is endeavoring to gain at the same time; common strife for the same object; strife for superiority; rivalry; emulous contest." I like the first definition best—"the act of seeking, or endeavoring to gain, what another is endeavoring to gain at the same time"—the act of brushing up and coming to the front. It is this effort that has made Grand Rapids the commercial metropolis of America, that has enabled her to distance all of her competitors and leave Detroit, Chicago and New York so far behind in the

race. Competition without envy or jeal-ousy will make her a bright and shining star in the commercial firmament, and, with Ravenna and Shawnee, will make a galaxy that in their effulgence shall eclipse all other constellations. Competition not only enables us to gain what another is striving for, but it gives confidence to us as buyers and enables us to hold and keep the trade that belongs to us from drifting into other channels and seeking other markets. Competition will stir us up to have good other channels and seeking other markets. Competition will stir us up to buy good goods and purchase them in the best markets, as close at home as possible. "Keep close to the base of supplies," is an injunction as well to follow in business as in war. Competition will not compel us to give away our goods or sell them below cost; but it will induce us to sell our commodities at close, reasonable, living rates; to work for the interest of our customers; to remember that we are under obligations to them; to try, by energy, truthfulness, honesty, genlemanly demeanor and feelings of good will toward them, to merit a part of their trade. Competition in business should never assume the form of a scramble and strife—an effort "by hook or by crook" to

A business man-a merchant-should be a model man, a man of honor. Doubtless there is no other class of persons who wields such an influence in society as the mer-chants. We should strive to be worthy of the confidence and esteem of all; not only of our patrons, but also of our competitors. Should the fact that another fellow-being has the audacity to enter into the same business be any reason for our unkind treatment ness be any reason for our unkind treatment of him? If our calling is a high and hon-orable one and our neighbor is desirous of pursuing the same, should not this fact be a guarantee of good treatment and fellowship by us? We should ever remember and feel in our hearts that our competitors have just as many rights as we, have hearts and souls, bread to win, perhaps a family to care for and just as good a right to sell goods as we have. 'Behold, how good and how pleasant it is for merchants to dwell together in unity." It is like precious ointment and like the dew of heaven to refresh us on life's oathway.

It is not to be expected that we should assist our neighbors in running their business; still we can, by many kind acts, words and suggestions, perhaps do them good and make them have more faith in humanity. Was it not said of us in the olden time, "There is honor among thieves?" Occas-"There is honor among thieves?" Occasionally may be found a low, selfish soul, to whom this old axiom will not apply, to do good to whom is like "casting pearls before

I once had a competitor who asked me for a certain kind of woman's shoe "to fill an order." I accommodated him by selling him the shoe, dividing the profit with him: and he then, knowingly, sold the shoe for twenty-five cents less than the regular price. After many efforts to be kind and eighborly with him, in spite of his repea ed efforts to take advantage of my kindnes and to injure me, I adopted the Quak method of letting him severely alone, but went no further. I never spoke of his bus ness and never mentioned his name but with respect, but dealt with him as little a sible. Such a course as his might brin to him temporary advantage, but it cou

The man who is reasonably shrewd, i The man who is reasonably shrewd, industrious, honest, kind and true is sure of its being found out, is sure of success, of permanent prosperity. Friendly competition is the life not only of trade but of the trader also. We frequently hear the garbled aphorism, "Opposition is the life of business," but it is quite the reverse. Opposition—competition—with envy and lealousy. tion—competition—with envy and jealousy, is destructive to trade, and, wherever it is encouraged, is disastrous to all prosperity. We once knew a shoemaker who would not we once knew a snoemaker who would not mend a shoe unless it had been purchased of him; also, a tinner who would not mend a piece of tinware that he had not sold; both, industrious and honest and both good fellows, in many respects, but they had a very narrow, selfish idea of business. They would tell the would-be customers to get would tell the would-be customers to get their boots mended where he supposed they had purchased them, and the tinner had about the same reply. They both enjoyed a temporary advantage, as there were no other places in their little towns where such services could be obtained. But the average American citizen has too much in-dependence and spirit to stand such spoke dependence and spirit to stand such snobs, and in a short time they had driven a good many customers away from them, and as soon as another tinner came into town the new comer got most all the business. And so it will ever be. I once had a competitor
—we will call him "Jim" for short. We thought as much of each other as brothers. In a "slack" time we would meet each other between our stores and we had many a good chat. Sometimes he would get a good joke on O. F. and sometimes O. F. would get one on Jim. At Jim's wedding I had the honor of being his best man and it was "the

one on Jim. At Jim's woulding had the honor of being his best man and it was "the right man in the right place," as he could scarcely have got a taller man at a wedding. Though years have flown, it is always a pleasure to meet "Jim," and, looking over the past, neither of us has regrets for having been neighborly and kind to the other. There was another competitor—I will call him "Sile," for the reason that this is not his full name. I advised him to build a new store and become a permanent neighbor. He took the advice and built a good, tasty store and has been a competitor ever since. I have always been upon intimate terms with the firm. They have done well and deserved their success and we are pleased at their prosperity. While neither of us tries to run the other's business, we talk over matters of common interest to us, and, over matters of common interest to us, and, if we agree upon the price to be paid for but-

if we agree upon the price to be paid for butter or eggs, or upon any other matter, we are certain that the agreement will be kept.

Competition may induce us to "cut" the price of some goods below cost and try to make up on some other articles, but this will not pay. Our patrons will pick upour "baits," but will go to our competitors and purchase the balance of what they need. Never advertise what you do not show. If you wish to give your customers bargains, do so without any "hedging." Never take one step forward and then strive to take three backward.

We hope for good results from these busy *Paper read by O. F. Conklin at recent con-

brush off some of these selfish corners and bring neighbors and competitors closer together. Finally, let me repeat the German matron's advice to her son, when about leav-

Welt; Das ist das beste Reisegeld.

Which, translated, is: Go true and honest through the world; That is the best traveling money.

Quoting Prices of Staples in Characters. Have we not all watched this method as it has been used by the hardware and drug trades and seen by the many letters in its favor from druggists recently printed in its favor from druggists recently printed in The Tradesman, what perfect success it seems to give? Now, why do they care to have their prices printed in trade journals in that way? Do they not know that even these papers are read by many whom they do not care to have "catch on to" their prices, remembering that those who have a right to read said papers and do not handle drugs must be their customers and that they must have many of such customers. And the arrangement pleases them. As it now stands they have the advantage of under-standing their neighbors' prices, while their neighbors do not understand theirs. Now, cannot this be so adjusted as to put all on an equal footing in the matter? For, if it is of so much advantage to one line of trade, the rest? it not of equal advantage to the rest? Perhaps some one can suggest a better method than I am able to. But, I will suggest two methods for your consideration, one of which it would seem might be used:

1. To use a method similar to the one now is use by the hardware dealers and have the "key" kept only by the wholesale dealers and their agents and given to those buying and handling goods in their line. The wholesale dealers can easily tell who are handling goods in their line and who ought to have the "key," as has been proved in the case of the hardware trade. 2. Another method is to use blind letters or characters, method is to use blind letters of characters, similar to those used in marking goods, the "key" to be kept and given out, as above described by the wholesale dealers. Said key can be changed as often as may seem necessary to keep it out of the hands of those who should not have it. Of course, the present to give this "key" to those who should not have it. Of course, it would be necessary to give this "key" to some who do not handle said goods, such as those who are authorized to publish them, and perhaps others. I simply make these suggestions, hoping that you will give them your careful attention, as many of you are, undoubtedly, better able to decide on the matter than I am. But, since it has given suchgood satisfaction to those who are already using a similar method, why can it not ready using a similar method, why can it not be put into practice by the rest, with equally good results?

* Paper read by A. C. Barclay before recent convention of Michigan Business Men's Asso-

Seeds of every variety, both for field and garden. Parties in want should write to or see the

GRAND RAPIDS GRAIN AND SEED CO. 71 CANAL STREET.

TIME TABLES

OI	TIME TABLES.	20 - X 14
ar		
nd	Chicago & West Michigan.	
it-	Leaves.	Arrives.
	+Mail 9:10 a m	3:55 p m
SS	†Day Express	9:45 p m
er	Day Express 11:00 p m	5:45 a m
	*Night Express	11:00 a m
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si-	*Daily. †Daily except Sunday. Pullman Sleeping Cars on all night trains.	Through
ut	tra charge to Chicago on 12:50 p. m., and thro	igh coach
as	tra charge to Chicago on 12.00 p. m., and	
-	on 9 a. m. and 11 p. m. trains. Newaygo Division.	
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	Express. 8:00 a m All trains arrive and depart from Union De	pot.
in-		
		. M. trains
of	where close connection is made with 1. co.	
of	to and from Ludington and Manistee. W. A. GAVETT, Gen'l Pass.	Agent.

J. B. MULLIKEN, General Ma	anager.
Grand Rapids & Indiana.	
GOING NORTH. Arrives.	Leaves.
Traverse City Express	11:30 a m
Cincinnati Express	5:05 p m 7:20 a m
G-steem express runs through solid.	4:10 p m
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and Mackinaw.	

	and Mackinaw.
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	5:20 p m 7:10 p m
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e	

Lake Shore & Michigan Southern. Kalamazoo Division.

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•	cept Sunday. J. W. McKENNE	Y, G	enera	Agent.	
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	Detroit Grand Haven &	TATI	Imal	ance.	

	GOING EAST.	
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	Evening Express 9.90 p m	10:55 p m
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ı	DEPART.
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	*Pacific Express
	*Pacific Express
	Mail
	Grand Rapids Express
	Grand Rapids Express
۱	O. W. RUGGLES, Gen'l Pass. and Ticket Agt., Chicago

Detroit, Mackinaw & Marquette

SEEDS!BULKLEY, LEMON & HOOPS,



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

GARDEN SEEDS.

Representing the well-known house of James Vick, of Rochester, anyone the Seed business for years, is now with us in this new department.

orders, which will have our prompt attention, I am

Very respectfully yours,

16 and 18 North Division St.,

GRAND RAPIDS, MICH

ORANGES

LEMONS



PEA NUTS

OYSTERS

SPRING & COMPANY

JOBBERS IN

Hosiery, Carpets, Etc.

6 and 8 Monroe St., Grand Rapids.

REMOVAL.

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

Curtiss & Dunton,

EXCLUSIVELY WHOLESALE PAPER & WOODENWARE

MOSELEY BROS.,

WHOLESALE

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

Importers and Wholesale Grocers.

Sole Agents for

wishing Seeds in large or small quan- Lautz Bros. & Co.'s Celebrated Soaps. tities can obtain them, true to name, by placing his order with us. Mr. Niagara Starch Co.'s Celebrated Starch. John A. Brummeller, who has been in "Jolly Tar" Celebrated Plug Tobacco, dark and light.

Hoping you will favor us with your Jolly Time" Celebrated Fine Cut Tobacco.

Dwinell, Hayward & Co.'s Roasted Coffees.

ALFRED J. BROWN, Seedsman, Thomson & Taylor's Magnolia Coffee. Warsaw Salt Co.'s Warsaw Salt.

"Benton" Tomatoes, Benton Harbor.

"Van Camp" Tomatoes, Indianapolis. "Acme" Sugar Corn, Best in the World.

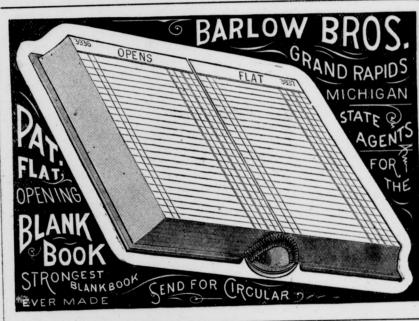
In addition to a full line of staple groceries, we are the only house in Michigan which carries a complete assortment of fancy groceries and table delicacies.

Mail orders are especially solicited, which invariably secure the lowest prices and prompt shipment. Satisfaction guaranteed. 25, 27 and

25, 27 and 29 Ionia St. and 51, 53, 55, 57 and 59 Island Sts., Grand Rapids, Mich.

OPERKINS & HESS, Hides, Furs, Wool & Tallow,

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



BAKING POWDERS

Order a Case.

White Star Baking Powder.

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

Family Baking Powder.

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

Silver Spoon Baking Powder.

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

Arctic Manufacturing Co., Grand Rapids.

RINDGE, BERTSCH & CO.,

BOOTS

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

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

Our Land Policy.

There is occasion for regret that Congress saw fit to adjourn without repealing the Preemption, Timber Culture and Desert Land laws, and had it added to this the repeal of the Homestead law, it would have increased the obligations under which it would lay the country. It was an unfortunate omission by which the Pre-emption law was left unrepealed at the time when the Homestead law was passed. The one policy should have superseded the other, if it was to be adopted at all. But now that the limit of land capable of conversion into farms without irrigation or some great outlay of that kind is distinctly in sight, it surely is our duty to reduce the ways of access to the public domain, so that some part of it may be left to coming generations. Thus far, we have followed a spendthrift policy which has been unwise on many accounts.

It has been unwise as putting an excess sive premium on the development of our agriculture. Free Traders often speak of the manufacturers of the country as the recipients of the favors which are withheld from other kinds of industry. But is this in keeping with the facts? We do a vast deal for commerce by opening harbors, constructing breakwaters, endowing railroads, maintaining consulates, and otherwise diminishing the risks and the costs which attend investment of capital in the business of transportation. And to the farming population we offer 160 acres of land in fee simple at a cost merely of the fees for survey and for registration, which amount only to from \$37 to \$46 for each homestead. If we offered those who would set up new factories the sites for their business and the chief raw material for use in it, such factories would be multiplied much more rapidly than they every package. are under a protective tariff. And this is what we do for the farmer who settles on the public domain.

It is true that what is offered to the homestead farmer is very much less than it seems. A real "farm" is a manufactured article, not a product of nature. One hundred and sixty acres of wild land are no more a farm than are a mass of lumber and cordwood a ship. To convert these acres into a farm involves an outlay of labor, a self-denial in the matter of all household and social conveniences, and an exposure to disease and climatic severities which constitute in the aggregate a very high price for the land. But if the Government gives little, it seems to give much, and its offer has a most attractive force to draw the land-hungry of both continents to our Western lands. Hence the settlement of millions in that domain since the law was passed. There has been no such addition to the total of human happiness and prosperity as the figures of that settlement would indicate. But it will go on until the domain is exhausted or the law is repealed.

Our present policy is unfair to the farmers of the older States. When the law was passed it excited no alarm in the East. It received the votes generally of the representatives of the very class which has suffered by it. It was thought that the remoteness of the lands thrown open to cultivation would prevent any vigorous competition with the farm products of the Eastern States. And for a time this was true. But with the extension of our railroad system, and the application of novel and not always righteous maxims, to railroad management, the case was altered. Western wheat produced on virgin soil at the expense of that soil proved more than a match for the product of the wheat growers of our Eastern States. When the Eastern short-haul traffic was made the means of paying the cost of long-hauls from the West, the farmer in the East found he had been cutting a rod for his own back. Railroad policy had made Dakota as near to our great cities as Eastern Pennsylvania or Western New York. Hence the transition from wheat to tobacco and similar exhausting crops in the East. Hence tion has severed them from their own. The also the emigration of farmers' sons from the East to take up homesteads in the West, reign of Louis XIV. His mother country through the idea that the most favorably placed farms on this continent can be run only at a loss as long as the Western farmer gets his land for nothing and his transportation for less than it costs.

hind both worlds in his culture. Our policy is a bad economy of our land. We have stimulated wheat-growing for distant markets by it, to the rapid ruin of the natural capabilities of the soil. The wheat lic lands than has yet been attempted. The belt has been driven farther and farther time is ripe for the repeal of the Home back from the Mississippi toward the Rocky Mountains. The soil-butchery which characterizes so much of our farming has been more atrocious in the West than anywhere else. As Mr. Carey says, the farmer who produces for a distant market is continually injuring or breaking an instrument of great power and utility; he who lives near his market is continually improving it. The former must grow some one great staple, with nothing like a rotation of crops. He must send for the must send be a contract of the his product so far from home as to lose the opportunity of making those returns to the soil which are possible only in the vicinity of centers of population. His land cannot but deteriorate through the methods he must use, and its annual product is drawn from the capital of the nation. This is true generally of Western farming, just because it has outrun the growth of our manufactures. Whatever would check that growth would be a saving of our resources. Whatever would force the former to rely less on those consumers who are at a distance of thousands of miles would be the better in the long run for the quality of his farming. It may be that the law to regulate railroad







ANT A WORD WITH YOU AS TO LION COFF

OFFEE is to-day recognized by a mighty army of consumers and retailers over the land as grocer realizes the value of handsome and convenient fixtures, and to meet this demand the

sumer--Profitable to the Merchant. It will be found all that is claimed for it. We want COFFEE, and we offer the goods at a price enabling the grocer to secure these Cabinets withevery Merchant in Michigan, as well as everywhere else, who is not now handling "LION" out cost to himself. They are made air-tight, tongued and grooved, beautifully grained and to try a sample shipment, assuring them that they will be more than pleased with the result. See quotations in price-current in this paper. A BEAUTIFUL PICTURE-CARD in fruit, bread and a hundred other articles. Further, they take up no more floor-room than a

the PUREST and BEST Package Coffee sold--A QUICK SELLER--satisfying the Conbarrel, and do away with these unsightly things in a store.

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



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

LION COFFEE is For Sale by all WHOLESALE GROCERS Everywhere.

WOOLSON SPICE CO.

TOLEDO, OHIO.

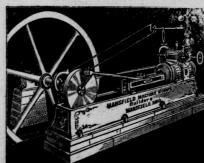
traffic between the States will have this effect. If so, no section will be more bene-

fited ultimately than the West. citizen on the same footing as a native the West with settlers who may have every lands will be subject to entry. other virtue, but who lack that of being The lands to be restored are as follows: Americans, and who lack the best means of becoming Americans, as there is no proper mixture of native Americans among them How such communities may isolate themselves from the life and progress of the country at large may be seen in the history of Lower Canada, and in the earlier histo of Eastern Pennsylvania. The barrier of a different speech, carefully maintained by church and school, may serve to shut ou such communities from any common under standing with the country at large, and thus make them a burden instead of a help in the march of national development. And they are worse off than they would have been a home, for while language tends to keep them outside American nationality, emigra Canadian Frenchman is a Frenchman of the has lost influence over him, and his adopted country has not acquired any in its stead He came to America from the most culti vated kingdom of Europe; he has fallen be

For these reasons we should have been glad to have seen the last Congress go farther in regard to the preservation of the pubstead law equally with the Pre-emption law.

WHPS GRAHAM ROYS, Grand Rapids, Mich

PORTABLE AND STATIONARY ENGINES



outh Division Street, MICH. ity. GRAND RAPIDS,

NOTICE.

To Restore Lands to the Public Domain. Our present policy is a bad one politically. Pursuant to instructions from the Commis Our Homestead law puts the foreigner who sioner of the General Land Office, dated March has declared his intention of becoming a 8,1887, the following lands will be restored to the public domain and become subject to settlement and entry as other unoffered public American or a citizen long naturalized. The lands, and rated at \$2.50 per acre. That on the result has been to fill up whole districts of 25th day of April, 1887, at 2 o'clock p. m., said

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W. H. C. MITCHELL,

UTILITY AND ECONOMY SAELVING Koch's PATENT DJUSTABLE SHELF REVERSIBLE SAELVING
CAN BE READILY
PUT UP BY ANY
ONE AND MOVED EASILY AS STOCKS ONE BRACKET SUITABLE FOR VARIOUS WIDTAS OF SAELVING. PATENTED OCT. 19, 1887.

PEORIA. ILL. Liberal discount to the trade, or parties first putting up these brackets in any local-

Manufactured by

KOCH A. B. CO.

LARGEST EXCLUSIVELY

WHOLESALE GROCERY HOUSE IN MICHIGAN.

Cor. Ionia and Louis Sts., Crand Rapids.

P. STEKETEE & SONS,

JOBBERS IN

DRY GOODS.

AND NOTIONS,

83 Monroe St.,

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

GRAND RAPIDS, MICH.

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

ORDER A SAMPLE OF OUR PURE SMOKING TOBACCO. ON TIME FINE CUT, UNCLE TOM " NOX ALL CINDERELLA " \$35 per M IRON PRINCE CIGARS, -

59 Jefferson ave., Detroit, Mich.

ORDER

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

15c per pound. Our Leader Shorts,

Our Leader Cigars, \$30 per M.

16c per pound. The Best in the World.

Clark, Jewell & Co.,

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

See Our Wholesale Quotations elsewhere in this issue and write for

Special Prices in Car Lots.

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

A. B. KNOWLSON.

3 Canal Street, Basement, Grand Rapids, Mich.

FULLER & STOWE COMPANY,

Engravers and Printers

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

Cards, Letter, Note and Bill Heads and other Office Stationery a Leading Feature.

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

15c 60c 37c 25c

BULK VS. PACKAGE.

ng \$3@\$3.50 per bbl.

Beets-45e ₽ bu.

ing 25c \$8 doz.

ear lots

Lettuce-18c ₩ lb.

nanding \$1.10 \$ bu.

Parsley-30c & doz.

Pop Corn-21/2 B D.

Radishes-40c 7 doz.

Spinach-\$1 \$ bu.

lots and 40c in carlots.

Rye-48@50c \$ bu.

sacks and \$4.26 in wood.

Meal-Bolted, \$2.40 \$2 bbl.

Corn and Oats, \$17 \$ ton.

car lots.

banks and 40@42c for Rose.

Strawberries-40c # qt.

Squash-Hubbard, 2c % 1b.

Maple Sugar-10c & lb.

firm at 131/2@14c.

Cider-121/4c # gal.

Cucumbers-\$1.75 % doz.

Dried Peaches-Pared, 14c.

ly. Jobbers pay 13c and sell for 14c.

Honey-Good demand at 10@13c.

ed and sliced, 6@7c \$ 1.

Ruta Bagas-\$1 % bbl.

B bu., and city picked \$1.50.

quickly grabbed up at 24@25.

Cabbages-\$3@\$5 \$ 100, accor

Buckwheat-21/4c \$ b.

Beans-Country hand-picked command \$1.15

Butter-Dairy is very scarce, no jobber be

ing able to fill all his orders. All offerings are

Celery-Very scarce, poor readily command

Cheese-Fall stock of Michigan full cream

Cranberries-Choice Bell and Bugle

Dried Apples-Evaporated, 13c # t; quarter

Eggs-The active demand and cool weather

s reducing the supply in sight very material-

Hay-Baled is moderately active at \$14

Onions-Good stock is scarce, readily com

Potatoes-Buyers are paying 36@38c for Bur

GRAINS AND MILLING PRODUCTS

Corn-Jobbing generally at 45c in 100 bu

Oats-White, 36c in small lots and 30@31c in

Flour-No change. Patent,\$4.80% bbl.in sacks

and \$5.00 in wood. Straight, \$4.00 % bbl. in

Mill Feed-Screenings, \$13 \$ ton. Bran, \$15

\$ ton. Ships, \$15 \$ ton. Middlings, \$16 \$ ton.

The Grand Rapids Packing & Provision Co.

PORK IN BARRELS

SMOKED MEATS-CANVASSED OR PLAIN

16 lbs..... 12 to 14 lbs.

sausage—Fresh and smoked

HIDES, PELTS AND FURS.
Perkins & Hess pay as follows:
HIDES.
Green ... \$\mathbf{B}\$ 5\\\ 2\cap{6}\$ 6 | Calf skins, green
Part cured ... 7\(\alpha\) 7\(\alpha\) 8 | Dry hides and kips ... 8\(\alpha\)!2 | SHEEP PELTS.

FRESH FISH.

OILS.

ILLUMINATING.

Clover, mammoth..... medium....

Timothy, prime

In half barrels.

Sweet Potatoes-Jerseys \$4 \$ bbl.

Barley-Brewers pay \$1.25 \$ cwt.

per ton in two and five ton lots and \$13

teady at \$10@\$10.50 \$ bbl. Crown, \$11.

Some Reasons Why Package Coffee

"Must Go."

Written Expressly for THE TRADESMAN. During the last two or three years the package coffee business has grown to immense proportions, almost driving green coffees and bulk roasts out of the market: but during the last four months a reaction has taken place and the bulk roasts have rapidly come to the front again and their gaily-colored cousins-the packages-seem to have got a bad black eye. Manufacturers of the latter, who are really the only ones making any money on them, are quick to see this and are resorting to all kind of schemes in the way of extraordinary advertising and gifts to reinstate them; but, in my opinion, they must and ought "to go." Green coffees, we all know, have had their day, as the great improvements in roasting apparatus have so cheapened the expense in roasting and improved the quality of the goods after roasting that the consumer finds it in every way to his advantage to buy the roasted article, instead of attempting the slow and tedious process of roasting-or burning, rather-himself.

There are two or three reasons why package goods will, and ought to have, a "hard row to hoe." One is that putting coffee up in packages is an unnecessary expense. This will be met by the manufacturer with the claim that the coffee being Wheat-Steady. City millers pay 78 cents for Lancaster and 75 for Fulse and Clawson. put up in sealed packages will retain its strength and aroma to such a degree as to more than repay the consumer, and will prove it by a very elaborate and scientific article on the label. This much-talked-of advantage is, in my opinion, much more imaginary than real. If the goods were packed in an air-tight metal or glass package, this claim might have some merit; but the package generally used has very little virtue in this respect. The main reason why package coffee will and ought to be retired is on account of the ruinous competition on it. Take, for instance, the "Ariosa" or "XXXX" brands. The retailers fight each other on them "to the death," making them leaders, cutting and slashing and often selling at a loss. The jobber is compelled to "follow suit," and the result is nobody but the manufacturer makes any money. This is all very fine for him, but is "death to the frog," as the old fable goes. The goods are sold on a sugar margin, if not worse, and in these days of hot competition we want as little sugar deal as possi-

On the other hand, a living margin car generally be made on bulk goods and still no one is robbed on them. Competition is extremely sharp, both among jobbers and retailers, and neither retailer nor consumer pays any exorbitant profit on groceries to-

Again, the retailer can buy as much or as little bulk coffee as he wishes or as his trade demands, whereas the package goods to Pails, 20 in a case are put up in large cases and as there are a 20 to Pails, 4 pails in c dozen different brands in the market, he is compelled to carry a stock of each; and as he has to buy a case of each, he soon finds his store full of a dozen different brands of Ham Sausage. coffee, some of which are sure to get old Frankfort Sausage...

Blood Sausage...

There are other reasens why both jobbe and retailer are bound to discourage the sale of package coffee, but these are the main ones and, in my opinion, are entirely suffiattention of the dealer. H. G. B.

Watervliet and Coloma Talking Organiza-

WATERVLIET, March 24, 1887. E. A. Stowe, Grand Rapids:

DEAR SIR-I have been thinking for some time of trying to organize a Business Men's Association here. How many mem-bers is it necessary to start in with, or doesn't it matter? We have only ten busibers is it necessary to start in with, or doesn't it matter? We have only ten business men in this place. I thought perhaps it would be a good idea to unite with Colombia wild Cat. ma. The two places are near together, and by going together we could make quite a representation. Please give me all the points in the matter and I will see the Co-Fisher.... loma people and talk them up to it. We have lots of dead-beats in this vicinity, and I know it would be a good thing for the Coloma people as well as ourselves.

"Return to the Work with New Vigor." KALAMAZOO, March 23, 1887.

Yours truly, F. H. MERRIFIELD.

the OYSTERS AND FISH.

F. J. Dettenthaler quotes as follows:

OYSTERS.

New York Counts.

H. F. H. & Co.'s Selects.

Selects.

Anchors.

Standard
Selects. E. A. Stowe, Grand Rapids: DEAR SIR-There was a fair attendance at the regular semi-monthly meeting of the Retail Grocers' Association, last evening. After the regular business had been disposed of, each delegate to the State conven-tion had something to say, which made the meeting interesting, and all spoke very highly of the right royal style in which they were entertained, and of the courtesy ex-tended us by the O-Wash-ta-nong Club.

We all feel that we were well repaid by the visit, and return with new vigor for the work before us. Yours truly,
M. S. SCOVILLE, Sec'y.

The Grocery Market.

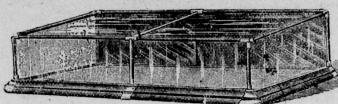
Sugars exhibit a slightly firmer tendency, as a result of the increased freight tariff which goes into effect Thursday. Eastern water White... Michigan Test salt is tending higher, from the same cause.

The universal sale of "Tansill's Punch"

5-cent cigar is proof or its extraordinary
merit. The live dealer will always avail
himself of an opportunity to make money.

Black, 25° to 30°
Black, 15° C. T. The "Tansill's Punch" is unquestionably the most profitable cigar to handle as demonstrated by the testimony of their numerous agents located in every state and territory.-New England Grocer.

SHOW - CASES



with us, as we are in the posi-tion to make A No. 1 goods at from the job-bing trade rela-tive to premium

WORKS SHOW CASE AMERICAN 27 Lake Street, Chicago.

HARRIS

Wholesale Dealer in

33 NORTH IONIA STREET,

CRAND RAPIDS.

MICH.

J. T. BELL & Wholesale Fruits and

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

EAST SAGINAW, MICH.

200 and 202 North Washington Ave., East Saginaw, Mich. HIRTH & KRAUSE,

Hides. Furs and Tallow

118 Canal St., Grand Rapids.

E. FALLAS,

Butter and Eggs, Fruits and Oysters. Cold Storage in Connection. All Orders receive Prompt and Careful Attention.
We Handle the Celebrated "ROCK BRAND" Oysters.

No. 1 Egg Crates for Sale. Stevens' No. 1 patent fillers used. 50 cents each. Grand Rapids, Michigan. 217 and 219 Livingstone Street.

L. M. CARY.

LOVERIDCE.



Fire and Burglar Proof

GENERAL DEALERS IN

Combination and Time Locks, Grand Rapids, Mich.

CEO. E. HOWES,

Foreign and Domestic Fruits.

SPECIALTIES:

Oranges, Lemons, Bananas.

3 Ionia St., CRAND RAPIDS, MICH.

CERMAN COFFEE,

Package Goods on the Market.

TOLEDO SPICE CO., TOLEDO, OHIO.

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

Book Binders PAPER RULERS,

51, 53 and 55 Lyon St., 4 25@4 50 GRAND RAPIDS, MICH. 49 Lyon Street, - Grand Rapids, Mich. Raisins, Valencia, Raisins, Imperials

T. R. ELLIS & Co., ORGANIZATION OUTFITS.

Full outfits for the Collection Department of a Business Men's Association, containing all the late improvements, supplied to order for \$13. The outfit comprises:

1,000 "Blue Letter" Notification Sheets, for member's use.

500 Copyrighted Record Blanks, 500 Association Notification Sheets, and 500 Envelopes. Money can be sent by draft, post-office

Fuller & Stowe Company,

Groceries.

WHOLESALE PRICE CURRENT.

These prices are for cash buyers, who pay promptly and buy in full packages. AXLE GREASE. 80|Paragor 90 Paragon 25 th pails. 90 60 Fraziers, 25 th pails. 1 25 Acme, 14 to cans, 3 doz. case . . . Princess. 1/4

1 to cans, (tall,) 2 doz. Victorian Diamond,

No. 2 Hurl. 1 75 Common Whisk No. 1 Hurl. . 2 00@2 25 Fancy Whisk. No. 2 Carpet . . 2 25 Mill. No. 1 Carpet . . 2 50 Warchouse Parlor Gens . . 3 00 CANNED FISH lams, 1 tb. Little Neck ... Lobsters, 1 b star.
Lobsters, 2 b star.
Mackerel, 1 b fresh standards.
Mackerel, 5 b fresh standards.
Mackerel in Tomato Sauce, 3 b.
Mackerel, 3 b in Mustard.
Mackerel, 3 b soused.
Salmon, 1 b Columbia river.
Salmon, 2 b Columbia river.
Sardines, domestic 48 Sardines, domestic ¼s... Sardines, domestic ½s... Sardines, Mustard ½s... Sardines, imported ½s...

Apples, gallons, standards... gg Plums, standards

aspberries, extra... Strawberries CANNED VEGETABLES.

Asparagus, Oyster Bay.
Beans, Lima, standard....
Beans, Stringless, Erie.
Beans, Lewis' Boston Baked.
Corn, Archer's Trophy....
" Morning Glory....

Osborn New Process Bartlett French, extra fine. Mushrooms, extra fine. Pumpkin, 3 to Golden...

Michigan full cream. York State, Acme.... CHOCOLATE. | CHOCOLATE. |
Wilbur's Premium...35	German Sweet.
Sweet.....25	Vienna Sweet.
B'kf'tCocoa 45	Baker's
Cocoa-theta 42	Runkles'
Vanilla Bar 28	COCOANUT. Schepps, 1s. ls and 1/8. 1s in tin pails.

Maltby's, @20 @18

COFFEES-PACKAGE. 60 ths 100 ths 300 ths

Kenosha Butter
Seymour Butter
Butter
Fancy Butter
S. Oyster
Picnic
Fancy Oyster
Fancy Soda
City Soda
Soda Soda Milk Oat Meal.....Pretzels, hand-made...... Pretzels....

Ginger Snaps.
No. 1 Ginger Snaps.
Lemon Snaps.
Coffee Cakes.
Lemon Wafers.
Jumbles Coffee Cakes.
Lemon Wafers.
Jumbles.
Extra Honey Jumbles
Frosted Honey Cakes
Cream Gems.
Bagleys Gems
Seed Cakes.
S. & M. Cakes. DRIED FRUITS-FOREIGN.

Lemon Peel. Orange Peel. French, 80s.

"French, 10s and 120s.
French, 110s and 120s.
Frunes, Turkey.
Raisins, Loheosia.
Raisins, London Layers.
Raisins, California "
Raisins, Loose Muscatels.
Raisins, Ondaras, 28s.
Raisins, Sultanas. @1 50 8½@ 8½ @ 9 @3 00 Mayfiower @3 00 Mule Ear...

Halibut
Herring, round, ½ bbl.
Herring, yound, ½ bbl.
Herring, Holland, bbls.
Herring, Holland, kegs.
Herring, Scaled.
Mackerel, shore, No. 1, ½ bbls.
"" 12 7b kits
"" 10 "" White, No. 1, ½ bbls... White, No. 1, 12 lb kits... White, No. 1, 10 lb kits... White, Family, ½ bbls... kits... Quaker.... Hiawatha . Big Nig.... Spear Head. P. V..... Spring Chicken FLAVORING EXTRACTS. Yum Yum No. 2 Taper. No. 4 pint, round. No. 3 panel. MATCHES. Grand Haven, No. 8, square... Grand Haven, No. 9, square. 3 gro. Grand Haven, No. 200, parlor... Grand Haven, No. 300, parlor... Grand Haven, No. 7, round... Oshkosh, No. 2. Oshkosh, No. 8. Swedish Tom & Jerry Joker.... Traveler Maiden Pickwick Club Nigger Head Holland Lorillard's American Gentlemen cases 2 25@3 25 Gail & Ax' Railroad Mills Scotch. Medium Japan ordinary. PIPES. Imported Clay, No. 216, 3 gross... Imported Clay, No. 216, 2½ gross American T. D... Choice Carolina DeLand's pure .. Taylor's G. M. Ashton, English, dairy, bu. bags... Ashton, English, dairy, 4 bu. bags... Higgins' English dairy bu. bags... American, dairy, ½ bu. bags... Rock, bushels..... Warsaw, Dairy, bu. bags.

SAUCES.

4 00 ily 3 85 Napkin...

Parisian, ½ pints.
Pepper Sauce, red small
Pepper Sauce, green
Pepper Sauce, green
Pepper Sauce, red large ring
Pepper Sauce, green, large ring
Catsup, Tomato, pints.
Catsup, Tomato, quarts
Halford Sauce, ½ pints.
Halford Sauce, ½ pints.

Pepper, Singapore, black.

Cloves, Amboyna... Zanzibar...

Mace Nutmegs, fancy

Allspice Cassia, Batavia

Cloves, Amboyna.
"Zanzibar.
Ginger, African...
Cochin...
"Jamaica...

Mustard, English..

Cubes Powdered .

Standard A.
No. 1, White Extra C.
No. 2, Extra C.
No. 3 C.
No. 4 C.

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

White...

"Cayenne...

"48" 3 b

"48" 3 b

"40 b bulk

"72 b crates, 6 b boxes...

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

"20 b 1 b

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

"6 b boxes...

"6 b boxes...

"6 b boxes...

"10 bulk

"11 bulk

"11 bulk

"12 b cycles and bulk

"13 bulk

"14 bulk

"15 bulk

"15 bulk

"16 boxes...

...2 30 Star . SPICES-WHOLE.

SPICES-PURE GROUND.

Parisian, 1/2 pints.

VINEGAR. White Wine. Cider York State Apple MISCELLANEOUS. Bath Brick imported do American Condensed Milk, Eagle brand Cream Tartar 5 and 10 b cans Candles, Star. Candles, Hotel. do Felix . . Gum, Rubber 100 lumps Gum, Rubber 200 lumps Gum, Rubber 200 lum Gum, Spruce. Hominy, 39 bbl. Jelly, in 30 b pails. Pearl Barley. Peas, Green Bush. Peas, Split Prepared. Powder, Keg. Powder, ½ Keg. CANDY, FRUITS AND NUTS. 3 85 Extra Chicago Fam-Putnam & Br Standard, 25 th boxes

Congo

PLUG. 25 Blue Blazes

Big Five Center

Black Racer

37 Vinco 39 Merry War 36 Ben Franklin 36 Moxie

Black Jack

20 Seal of North Caro-

@ 45 @1 30

Acorn

Eye Opener. Pauper Peach Pie... Star Old Solder...

Twist, Cut Loaf Royal, 25 th pails.
Royal, 200 th bbls.
Extra, 25 th pails.
Extra, 200 th bbls.
Extra, 200 th bbls.
French Cream, 25 th pails.
Cut loaf, 25 th cases.
Broken, 25 th pails.
Broken, 200 th bbls. Lemon Drops..... Sour Drops..... Peppermint Drops Chocolate Drops @12 @13 @13

Lozenges, plain... Lozenges, printed Imperials Mottoes Cream Bar Hand Made Creams Decorated Creams. String Rock..... Burnt Almonds.... FANCY-IN BULK.

Lozenges, plain in pails.
Lozenges, plain in pails.
Lozenges, plain in bbls.
Lozenges, printed in pails.
Lozenges, printed in pails.
Chocolate Drops, in pails.
Gum Drops, in bbls.
Moss Drops, in pails.
Moss Drops, in bbls.
Sour Drops, in pails.
Imperials, in pails.
Imperials in bbls.
FRUITS. Bananas Aspinwali..... Oranges, California, fancy. Oranges, California, choice Oranges, Jamaica, bbls.... .3 50@3 75 .3 25@3 50 Oranges, Valencia, cases Oranges, Naples.... Oranges, Imperials Lemons, choice.... 4 25@4 50 4 50@4 75

.10 @15

@ 8 @ 514 @ 614

.17%@18 @17 @17 @11%

101/2@11

. 0 9 .15 @17

Lemons, fancy.... Lemons, California Dates, frails do Dates, ¼ do do Dates, skin..... Dates, Skin.
Dates, Fard 10 th box # th.
Dates, Fard 50 th box # th.
Dates, Persian 50 th box # th.
Pine Apples, # doz. Almonds, Tarragona..... Brazils . Chestnuts, per bu... Filberts, Sicily.....

Corn, barrels Corn, ½ bbls. Corn, 10 gallon kegs. Corn, 5 gallon kegs. Pure Sugar, bbl Walnuts, Grenoble TOBACCO-FINE CUT-IN PAILS. Pecans, Texas, H. P Cocoanuts, \$ 100....

Five and Seven
Magnet
Seal of Detroit
Jim Dandy
Our Bird
Brother Jonathan
Jolly Time
Our Leader
Sweet Rose
May Queen
Dark American Eag
The Meigs
Red Bird
Prairie Flower
Indian Queen
May Flower
Sweet Pippin
Hustler 65 Fountain 1687 Old Congress. 60 Good Luck. 50 Blaze Away. 65 Hair Lifter. 60 Hiawatha 70 Globe. 45 Crown Leaf. 22 Sunset.

John Mohrhard quotes the prices as follows:
Fresh Beef, sides.
Fresh Beef, hind quarters.
Dressed Hogs.
Mutton.
& Lamb.
55 Veal.
Pork Sausage.
22 Bologna.
Fowls.
22 Ducks.
20 Turkeys John Mohrhard quotes the trade selling

Prime Red, raw & b.
Choice do do
Faney H.P. do do
Choice White, Va.do
Fancy H P., Va do
H. P. Va

Drugs & Medicines

State Board of Pharmacy

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

Michigan State Pharmaceutical Ass'n President—Frank J. Wurzburg, Grand Rapids.
First Vice-President—Mrs. C. W. Taylor, Loomis.
Second Vice-President—Henry Harwood, Ishpeming.
Third Vice-President—Frank Inglis, Detroit.
Secretary—S. E. Parkill, Owosso.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—Geo. W. Crouter, J. G. Johnson,
Frank Wells, Geo. Gundrum and Jacob Jesson.
Local Secretary—Gny 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. Stekettee. Vice-President—H. E. Locher. Secretary—Frank H. Escott. Treasurer—Henry B. Fairchild. Board of Censors—President, Vice-President and Sec

Board of Censors—President, Vice-Fresident and see retary.
Board of Trustees—The President, John E. Peck, M. B. Kimm, Wm. H. VanLeeuwen and O. H. Richmond. wen, Isaac Watts. Wm. E. White and Wm. L. White. Committee on Trade Matters—John E. Peck, H. B. Fairchild and Hugo Thum.
Committee on Legislation—R. A. McWilliams, Theo. Kemink and W. H. Tibbs.
Committee on Pharmacy—W. L. White, A. C. Bäuer and Isaac Watts.
Regular Meetings—First Thursday evening in each month.

month.

Annual Meeting—First Thursday evening in November
Next Meeting—Thursday evening, April 7, at The
Tradesman office. Detroit Pharmaceutical Society.

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

Clinton County Druggists' Association.

Mason County Pharmaceutical Society. Mecosta County Pharmaceutical Society

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

Muskegon County Druggists' Association

esident, I. C. Terry; Secretary, Geo. L. LeFevre. Newaygo County Pharmaceutical Society

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

Shiawassee County Pharmaceutical Society Tuscola County Pharmaceutical Society. esident, E. A. Bullard; Secretary, C. E. Stoddard.

The Drug Market.

The feature in the market this week i the advance in opium and morphia. The former has advanced 60 cents per pound and the latter 25 cents per ounce, and a further advance in both articles is probable. The London market for opium is 14s, 11d .equal to \$4.60 in our money, duty paid The report of short crops, on account of damage by frost and light sowings, has been confirmed. Quinine is very dull and inactive at present quotations. The demand is light. Cinchonidia is dull and lower. Camphor gum has again advanced a fraction and is tending higher. Borax is dull and declining. Citric acid has declined 5 cents and is very low. Cuttle bone is steady. No further decline is expected before this summer's catch is marketed. Canadian balsam very firm and advancing. Oil pennyroyal has advanced and will be higher. Oil cin-English vermillion has declined. Lard oils have advanced.

Completion of the Muskegon County Organization.

The organization of the Muskegon County Druggists' Association was completed at Muskegon last Thursday afternoon by the adoption of a constitution and by-laws and the election of the following officers; President-W. B. Wilson.

Vice-President-Fred. Brundage. Treasurer-Jacob Jesson. Secretary-George Wheeler.

Board of Trustees and Audit-C. L. Brundage, J. Jesson, J. R. Tweedale, A O. Halstead, J. H. C. VanDeinse. Board of Censors-The President, Vice-

president and Secretary. Committee on Legislation-C. L. Brun dage, C. F. Van Deinse and A. H. Ecker-

Committee on Trade Matters-J. R. Tweedale, I. F. Hopkins and T. D. Quinn. Pharmacy-Jacob Jesson, F. Brundage

and W. A. Sibley. The next meeting will be held on Thursday evening, March 31.

Pharmacy Laws in Other States. Alabama pharmacists are rejoicing over the passage of a pharmacy act, which became a law on February 28.

The failure of the Indiana pharmacists t secure the passage of a pharmacy law at illa than a rose with a burdock. It is the this session of the Legislature is attributed to the apathy of the great majority of the druggists of the State.

The Poole bill has passed both Houses of tennial State now boasts a good pharmacy

The druggists of Pennsylvania have an idea that they are entitled to do a "counter extract of vanilla, which it resembles about prescribing" business, and they have, ac- as stated above. This preparation is naucordingly, secured the introduction of a bill seating if taken in quantities which would in the Legislature, legalizing such a prac- not at all be excessive use of vanilla; but tice. The physicians of the State are op- with the amounts generally used in the preposing the bill with all the energy at their paration of foods, it is not dangerous to

John Baar, grocer, Mt. Pisgah, Ind.: "Like it."

Where it is Found, and How Prepared for Market:

The vanilla plant is found native in Mexbut it is only in the wild valleys near the for the use of man. In the other countries for general supply. it attains no perfection, and is practically worthless. The vanilla is an orchid, and is cultivated rudely by the Mexican Indians, and by them brought into the seaports and marketed; very largely in Vera Cruz. Of the great natural beauties and wonderful tropical features, especially the profuse tropical vegetation of Mexico, the reader has doubtless heard or read. In the great valley of Mazatlan-an immense sunken hole in the ground, a depression of more than 6,000 feet in its immediate surroundings, where every manifestation of nature is on a grand scale, vegetation unrivaled in luxuriance and beauty, ferns being found seventy feet in hight-in this valley vanilla flourishes in a wild state, and here the supply of that flavoring for the chocolate of Montezuma was obtained, and the region round about is the vanilla center of the world. Nothing can exceed the jealousy of the natives in guarding its production from the eyes or the cognizance of the outside world, and all the pecularities of Mexican outdoor life are illustrated in the brigandage which both protects and preys upon the industry. But few whites ever penetrate to Mazatlan, and it is only at great risk of life, and lavish outlay, that excursions are ever made to that point. Few care to attempt the ad-

The Indians cultivate by tying the plant to a scrub oak, when, being an orchid, it vegetates upon the air. For the first four years of its life it bears no fruit, and after that continues in bearing until fifteen years old. The blossoms are in clusters, some what resembling lilacs, but white in color and of the most powerful perfume, similar to tube roses. The green fruit, or beans depend from a stalk, clustered like bananas. which they nearly resemble in size, every way, while the fruit is green. It is gathered when not quite ripe, but before the har vesting the beans have diminished two or three on a stalk. These green beans, when gathered, weigh from sixty to seventy-five pounds per 1,000 (they are handled and sold by the thousand), but dwindle in the process of curing, so that their weight finally is but from ten to fourteen pounds per 1,000, and shrink from an inch, or rare ly two inches, in circumference to an attenuated pod not much larger than a pipé

To cure properly requires about ninety days' time and the manipulation is almost infinite, each bean being handled critically from three-hundred to five hundred times in the process by the Indians. The green beans, as gathered, are disposed of in layers -first, a layer of beans, and then a blank et, and so on till a pile is formed 'of alternate layers of beans and blankets. This is called the sweating process, and during its continuance the piles are turned two or three times a day, until most of the water has been "sweated" out. This process is middle of next week. fir is scarce and higher. Balsam copaiba is followed by drying in the sun, and here the natives exercise the utmost care and attention. When finished, the beans are to be namon is marked up 10 cents. Other oils the color of a very dark cigar. The attenare steady. Tinnevelly senna leaves have dant picks up each bean occasionally, extucky, to attend an auction sale of blooded again advanced. Stocks are very small in amines its length upon all sides, and if he horses. He is expected back Thursday. New York and none are coming forward. observes that one end or any part of the pod is coloring more rapidly than another, he twists a bit of leaf around the spot or section until the action of the sun shall have Co., of Detroit. affected all alike. When the process is forty, and then packed in cans containing for Oakland, Cal., which will hereafter be fifty bundles, or 2,000 beans each. In this form commerce finds the article. Twenty years ago the entire crop of beans cultivated the Hazeltine & Perkins Drug Co., put in a and marketed amounted to from 500,000 to couple of days looking over his several 700,000 yearly, and the prices received Grand Rapids investments last week. ranged from \$2.50 to \$3 per pound. Now the annual production is 5,000,000, and the present price from \$8 to \$14 per pound. tion, has hung out his shingle at Seattle, A single firm uses one-fourth of the whole Washington, Ter., as he is satisfied that crop. It is the most perplexing of all procity is destined to become the metropolis of Peck Bros., Druggists, Grand Rapids, Mich ducts to deal with, being so easily liable to the Northwest. injury. It is kept in vaults prepared for the purpose, but these must not be below the surface of the ground, otherwise the bean will become moldy and spoiled by moisture: neither will it answer to store it in upper chambers, for in that case a dry rot

> Strange as it may seem, it is yet true that thousands of people really believe vanilla to be a product of the tonka, or "snuff bean," and multitudes use a flavoring extract made from this article sold to them under the name of vanilla. The tonka bean can be purchased at its best for about fifty cents a no more to be compared with the true vantonka bean which certain street peddlers, standing upon the highways and at the cor ners of streets, display for sale; and they are purchasing vanilla, if so inclined. In the shops a preparation of tonka beans in balsam of Peru is generally sold as good health, only disgusting to one who knows the true vanilla flavor and attributes. To

will attack it.

tract; yet the practice is similar in dealing with either commodity, and the public is 375 South Union St., Grand Rapids.

often satisfied if the purchase bears only the name of the article desired. A yearly con ico. South America, and the West Indies; sumption of 50,000,000 vanilla beans would not suffice to color even the various decoceastern coast of the first-mentioned country tions which are sold under the name of that the vanilla bean is found possessing vanilla extracts and flavorings, yet, as the characteristics which make it valuable shown above, less than 5,000,000 are raised

VISITING BUYERS.

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

Eli Runnels, Corning. C. J. Fleischauer, Reed City. Gus. Begman, Bauer. Peter Hausen, Hansen Bros., Morley.

R. Weertman, Zeeland.
M. Gezon, Jenisonville.
R. S. Sheffert, Bridgeton.
H. E. Hogan, So. Boardman.
N. Bakke & Son, Drenthe.
A. Purchase, So. Blendon.
D. H. Dekker, Zeeland.
John Van Enenaam, Zeeland.
C. F. Sears, Rockford.
W. S. Root, Talmadge.
L. Cook, Bauer.
A. F. Harrison, Sparta.
Wm. Karsten, Beaver Dam.
Brautigam Bros., No. Dorr.
Ed. Roys, Coral.
E. E. Rice, Croton.
C. E. Coburn, Pierson.

C. E. Coolini, Fields.
O. House, Chauncey.
E. M. Reed, Coopersville.
Jas. Colby, Rockford.
Dell Wright, Berlin.
F. P. Hopper, Middleville.
A. Sessions, Wayland. T. Cook, Reynolds.

John Tiesenga, Jamestown. John Crispe, Plainwell. M. V. Wilson, Sand Lake.

M. V. Wilson, Sand Lake.
S. E. Young, Burnip's Corners.
Henry Baar, Grand Haven.
Sisson & Lilley Lumber Co., Sisson's Mill.
C. F. Williams, Caledonia.
Capt. C. G. Perkins, Henderson, Ky.
Geo, W. Beaman, East Jordan.
I. J. Leggett, Paris.
A. & L. M. Wolf, Hudsonville.
B. McNeal, Byron Center.
G. H. Walbrink, Allendale,
Wm. Karsten, Beaver Dam.
O. F. & W. P. Conklin, Ravenna.
L. N. Fisher, Dorr.
C. H. Deming, Dutton.
D. Cleland, Coopersville.

C. H. Deming, Dutton.
D. Cleland, Coopersville.
W. H. Struik, Forest Grove.
Darling & Roberts, Sparta.
A. Rower, Hastings.
J. Smith, Ada.
Hoag & Judson, Cannonsburg,
Bristol & Nickerson, Lacey.
M. M. Debson, Berlin

Hoag & Judson, Cannonsburg, Bristol & Nickerson, Lacey. M. M. Robson, Berlin. Mrs. E. S. Ellis, Casnovia. Velzy Bros., Lamont. M. M. Cole, White Cloud. M. L. Woodward, Kalamo. Frank W. Foster, Newaygo. A. B. Foote, Hılliards. DenHerder & Tanis, Vriesland. N. Bouma, Fisher. G. W. Stevens, Austerlitz. Jno. Damstra, Gitchell. Herman Thompson, Canada Control of the Colonia of the Co

O. Ball, Morley.
Byron McNeal, Byron.
A. L. Carpenter, Baldwin.
S. Bitely. Lilley.
Robert Stuart, Battle Creek. John Gunstra, Lamont. E. Roberts, Darling & Roberts, Sparta.

A. M. Church, Alpine. L. A. Paine, Englishville. M. V. Crocker, Byron. S. Cooper, Jamestown. Norman Harris, Big Springs. Purely Personal.

Geo. R. Mayhew is back from the sunn; slopes of the Pacific. Frank Jewell expects to leave Petaluma Cal., for home April 1, arriving here the

C. D. Spaulding, of the firm of L. S. Hill & Co., is off on a two weeks' tour among the patrons of that house. Ben. W. Putnam left Saturday for Ken

J. L. Bradford, for the past Newaygo Manufacturing Co., at Newaygo has taken a position with Root, Strong &

E. Densmore, of the Grand Rapids Portafinished, the beans are tied in bundles of ble House Co., left Monday with his wife

his headquarters. Capt. C. G. Perkins, Vice-President of

Dr. J. M. Sligh, who left the city a couple of months ago in search of a new loca-

AGENTS FOR THE

Standard Petit Ledger: WANTED-Registered pharmacists and as-

W sistants 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 3,001 inhabitants in Texas. Can be bought on very reasonable terms

FOR SALE-Stock of about \$1.80 in town of 12,000 inhabitants, (county seat,) in Wisconsin. Can be bought on liberal terms. FOR SALE-Stock of \$1,600 in town of 800 inhabitants in Ohio. Will make terms reasonable.

I town in western Indiana, in midst of fine farming region. Will sell on very liberal terms. F^{OR} SALE—Stock of about \$500 in town of 5,000 inhabitants in eastern part of State. No other drug store within a mile.

POR SALE-Stock of about \$1.700 in town of \$00 inhabitants in Western Michigan. Doing good business. Can be bought on very reasonable terms.

A LSO-Many other stocks, the particulars of which we will furnish on application 100 DRUGGISTS—Wisbing to secure cierks we will furnish the address and full particulars of those on our list free.

WE HAVE also secured the agency for J. H. Vail & Co.'s medical publications and can furnish any medical or pharmaceutical work at publishers' rates. Michigan Drug Exchange 357 South Union St., and 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

Manuschie 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 I do but my duty in recommending it to all they may have the believe the ble medicine as Tiger Oil has proven itself to be wherever it has been used, both for to be wherever it has been used, both for J. A. Crookston, Majorum Mentha Piperita. Of the Hazeltine & Perkins Drug Co., Rue .. Grand Rapids.

Laparle's Celebrated Preparation, Safe and

APPROVED by PHYSICIANS **Cushman's**



Air Mentholized by passing through the Inhalertube, in which the Pure Crystals of Menthol are held thoroughly applies this valuable remedy in the most efficient way, to the parts affected. It sells readily, Always keep an open Inhaler in your store, and let your customers try it. A few inhalations will not hurt the Inhaler, and will do more to demonstrate its efficiency than a half hour's talk. Retail price 50 cents. Fer CRULIARS and TESTINONIALS address H. D. Cushman, Three Rivers, Mich.

CINSENC ROOT.

Hazel Kirke La Rosa Celeste Sweet Catawba

10 cents. 5 cents.

Having secured the Sole agency for S. OTTENBERG & Scillae, (po. 35). Symplocarpus, Foetidus, po. OS.' Celebrated Cigars, I take pleasure in recommending pound, and its pungent, sickening flavor is BROS.' Celebrated Cigars, I take pleasure in recommending them to the Trade, as the Finest and Best

5 and 10 Cent Cigars

are not at all adverse to their customers Ever placed on the Market. They are made of the Finest Qualthe Legislature in Colorado, so that the Cen- fooling themselves with the idea that they ity of Imported Tobacco without artificial flavor.

CIVE 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,

ask for vanilla and get tonka is to ask for SOLE AGENTS

GRAND RAPIDS, MICH.

WHOLESALE PRICE CURRENT

MISCELLANEOUS.

Æther, Spts Nitros, 3 F... Æther, Spts. Nitros, 1 F.

Annatto

Alumen, ground, (po. 7)...

Antimoni, po... Antimoni et Potass Tart. Argenti Nitras, 5...

Bismuth S. N. Calcium Chlor, Is, (½s, 11; ½s, 12). Cantharides Russian, po. Capsici Fructus, af.

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

85@1 55@

60@

@5

Hydrarg Chlor. Cor.. Hydrarg Oxide Rubru Hydrarg Ammoniati. Hydrarg Unguentum. Hydrargyrum Ichthyocolla, Am

Magnesia, Sulph, (bbl. 1½)... Maunia, S. F.

Morphia, S. P. & W. Moschus Canton....

Myristica, No. 1..... Nux Vomica, (po. 20).

Picis Liq., pints.
Pil Hydrarg, (po. 89).
Piper Nigra, (po. 22).
Piper Alba, (po. 35).
Pix Burgun.
Plumbi Acet.
Potassa, Bitart, pure.
Potassa, Bitart, com.
Potass Nitras, opt.
Potass Nitras.
Pulvis Ipecac et opii.

Pyrethrum, pv ..

Seidlitz Mixture.

OILS

PAINTS

PAINT

brand of

recommend it to our customers as be-

ing a First Class article. We sell it

On the Manufacturers' Guarantee:

T. H. NEVIN & CO.,

Pittsburg, Pa.

Mfrs. & Corroders of Pure White Lead.

.4 50@5 00

Lycopodium .

Arsenicum..... Balm Gilead Bud.

Capsici Fructus, po... Capsici Fructus, B, po. Caryophyllus, (po. 35). Carmine, No. 40.

Cassia Fruetus

Creta prep

Advanced—Gum opium, gum opium, po. norphia, oii pennyroyal, oil cassia

Declined—Quinine, P. & W., cinchonidia W., cinchonidia, Aqua, 16 deg Juniperus Xanthoxylum Euonymus atropurp Myrica Cerifera, po. Prunus Virgini....

EXTRACTUM. Carbonate Precip... Citrate and Quinia. Citrate Soluble.... Ferrocyanidum Sol.. Solut Chloride.... e, com'l, *(bbl. 75).

Barosma Cassia Acutifol, Tinnivelly. Salvia officinalis, &s and \(\frac{1}{2} \)s.

Acacia, 1st picked..... " Cape, (po. 20)..... " Socotrine, (po. 60)

MAGNESIA.

Assafoetida, (po. 30)... Benzoinum Catechu, 1s, (1/2s, 14; 1/4s, 16).

Calcined. Pat.

Absinthum

Auranti Cortex

enopodii

itronella .. onium Mac

exechthitos

rigeron ...

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

Kino, (po. 25).... any way as good as Tiger oil for the cure of Mastic 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 is bleached. my fellow men as publicly as possible, that they may have the benefits of such a valua-

CALUMET CHEMICAL CO., Chicago, ale



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

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

Whate, winter
Lard, extra.
Lard, No. 1
Linseed, pure raw
Linseed, boiled
Neat's Foot, winter strained.
Spirits Turpentine. Red Venetian. Ochre, yellow Marseilles...
Ochre, yellow Bermuda...
Putty, commercial...
Putty strictly pure Vermilion, English.
Green, Peninsular...
Lead, red strictly pure...
Lead, white, strictly pure...
Whiting, white Spanish...
Whiting, Gilders'
White, Paris American.
Whiting Paris English cliff.
Pioneer Prepared I aints.
Swiss Villa Preparer Paints.
VARNISHES.
No. 1 Turn Coach RADIX. Arum, po..... No. 1 Turp Coach .. Gentiana, (po. 15).... Glychrrhiza, (pv. 15). No. 1 Turp Furniture..... Extra Turk Damar..... Japan Dryer, No. 1 Turp... aden, (po. 35). Hydrastis Canaden, Hellebore, Alba, po Inula, po We have a full stock of this well-known

Rhei
" cut.
" pv
Spige!ia
Sanguinaria, (po. 25)...
Serpentaria.
Senega
Smilax, Officinalis, H.
" Me: SEMEN. Anisum, (po. 22). Apium (graveolens). Bird, 1s..... Carui, (po. 20).. Coriandrum..... Cannabis Sativa. Chenopodium ... Dipterix Odorate nugreek, po. Litti Lini, grd, (bbl, 3). Phalaris Canariar Rapa Sinapis, Albu... "Nigra...

Juniperis Co. O. T.

MIXED PAINT SPIRITUS.

and having sold it for over SIX YEARS can When two or more coats of our PIONEER PRE-PARED PAINT is applied as received in original packages, and if within three years it should crack or peel off, thus failing to give satisfaction, we agree to re-paint the building at our expense, with the best white Lead or such other paint as the owner may se-ect. In case of complaint, prompt notice must be Frumenti, W., D. & Co..... Frumenti, D. F. R.

Write for prices and Sample Card to

Hazeltine & Perkins Drug Co. Wholesale Agents, Grand Rapids.

Try POLISHINA, best Furniture Fin-

ish made.

DRUG CO.,

WHOLESALE

Druggists!

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

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

Elegant Pharmacentical Preparations, Fluid Extracts and Elixirs

GENERAL WHOLESALE AGNTS FOR

Wolf, Patton & Co. and John L. Whiting, Manufacturers of Fine Paint and Varnish Brushes.

Pioneer Prepared Paints.

THE CELEBRATED

ALSO FOR THE

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

Weatherly's Michigan Catarrh Cure

WE ARE SOLE OWNERS OF

Which is positively the best Remed; of the kind on the market.

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

Wine and Liquor Department

We give our special and personal attention to the selection of choice goods for the 10 DRUG TRADE ONLY, and trust we merit the high praise accorded to us for so satisfactorily supplying the wants of our custom-8 ers with PURE GOODS in this depart-We CONTROL and are the ONLY AUTHORIZED AGENTS for the sale of

WITHERS DADE & CO.'S

the celebrated

Henderson Co., Ky.,

Sour Mash and Old-Fashioned Hand-Made, Copper-Distilled

WHISKEY.

We not only offer these goods to be ex-celled by NOOTHER KNOWN BRAND in the market, but superior in all respects GUARANTEE perfect and complete satis-faction and where this brand of goods has been once introduced the future trade has been assured.

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

Gins, Brandies & Fine Wines.

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

Patent Medicines,

Mail orders always receive our special and personal attention

Hazeltine & Perkins Drug Co.

smith. Business men, as a rule, are not public speakers. Their speeches are usually made in the office or behind the counter to small audiences and are very brief. Time is too precious with them for extended re-

marks.

An English writer, in speaking of Americans, said: "They kill themselves in their great rush to get rich; to outstrip their competitors." The business man hurries to his place of work, labors until noon, rushes out for a lunch, swallows it as fast as he can. for a lunch, swallows it as fast as he can, is back to labor until tea time, and then rushes for home. His wife greets him with a smile, but he has no time to talk to her. He must have his meal as quick as possible -John Smith is to meet him on important business—he can't stop, and away he goes to see Smith. He returns at 10 or 11 o'clock. Tired and weary, he drops into his easy chair to rest; but docs he rest? No; he has brought his business home with him. He thinks it over and over again, until, from sheer exhaustion, he retires to bed and tries to slean but only shuppers and dropms. tries to sleep, but only slumbers and dreams horrid dreams of railway catastrophies and disasters of a kindred nature. He awakes disasters of a kindred nature. He awakes early in the morning, when his business rises before his mental vision like a great panorama, and nothing but magnified difficulties, disasters and delinquent debtors appear on the canvas. He becomes restless, turns over and over in bed, tries in vain to elementary with the morning sum comes to his turns over and over in bed, tries in vain to sleep, until the morning sun comes to his relief and the phantoms disappear. He rises nervous and weary and repeats the same over again day after day. Now, how long can a person expect to stand this high pressure? How long can he successfully battle with the clear head of his neighbor, who is growing stronger and more proficient who is growing stronger and more proficient every day by the observance of proper hours

The late Henry Ward Beecher said, in one of his sermons, "I care not who your exemplar is, by departing from the great influences and laws of Nature there is many a man wears out prematurely; he grinds his very life out by overwork and over-hours." very life out by over-work and over-hours.

Men laugh at the old-fashioned New England customs of going to tea at 4 o'clock and to bed at 9, but the men whom that custom made are not to be laughed at. The men that are wearing out are city men. The city, like the grindstone, takes off the edge and the very steel from the sword. No great city could perpetuate its power were it not for the continual recuperation from the country of country bred men, who have the country of country-bred men, who have kept proper hours and observed wholesome, natural laws. Over-work and over-hours, from their depressing influence, tend to make a man dishonest; and, when dishonesty is allowed to enter, he soon loses his hold and his downfall is almost certain Honesty is the corner stone of a successful business. To be successful, you must be honest in your dealings and with yourself. I believe that the man who succeeds in business has time to eat his meals, time to law. do a hard day's work in proper hours, time to talk to his wife, time for recreation and time for sleep. When he locks his office or store in the evening he leaves his business inside those walls. He does not carry it

jected to the severest tests.

shall survive defeat and glorify even pov- long time before daring to approach him

demonstrated in the universal law—the survival of the fittest. Now, gentlemen, who shall be your exemplar? Shall it be the man who, by excess, by over-hours and by crust. laws, has impaired his physical being and who, in the great army of business men, falls by the wayside a straggler? Or shall it be the man who, by the observance of these natural laws, is made strong and close beautiful the strong and close the strong and clos clear-headed, who survives the struggle and marches on with firm step in the phalanx

The Proper Use of the Blue Letter.

PEWAMO, March, 10, 1887. E. A. Stowe, Grand Rapids:

you as regards the proper use of the Blue salary. It was a year and a half after that Letter. Is it policy to send it to representations and the salary. It was a year and a half after that before I was lifted to \$8 per week.

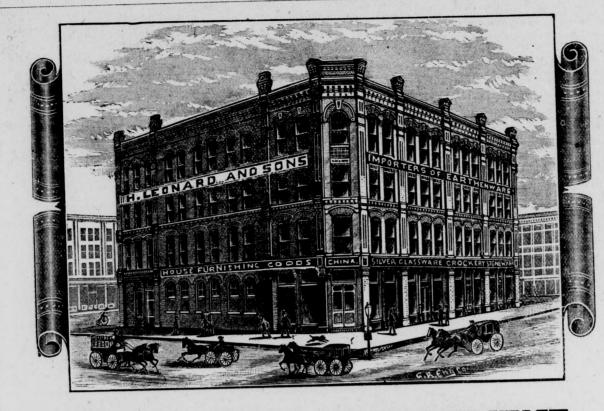
Suppose a case like this: Having had Suppose a case like this: Having had a deal with a farmer (who is perfectly responsible for all you can get against him) for a short time, he leaves you, owing you an amount say under \$2 and says nothing about it. It runs along for a year or more. In the mean time this Business Men's Association is formed. Do you think it advisable to send the Blue Letter to such a man? PEWAMO BUSINESS MEN'S ASSOCIATION, E. R. Holmes, Sec'y.

THE TRADESMAN's answer to the above enquiry would be that where a debtor is responsible—that is, collectible by law—that the better way would be to sue on the account, obtain judgment, and proceed to collect the judgment by execution. In the collection of accounts and other debts, the Association is supposed to step in where the law affords no relief, and until the law has been tried and found wanting, THE TRADESMAN would not advise resorting to the Blue Letter. A man who is responsible is not a Dead-beat, although he may be entitled to the designation of "Slow Pay" or "Undesirable Credit." A Dead-beat is a man who has no means with which to pay, and should not be allowed a cent's worth of credit, or one who has his property so covered up as to be execution proof. Either are proper subjects for the Blue Letter and

*Paper read by Jas. Osburn before recent

The Michigan Tradesman. III. LEONARD

I was surprised and almost dumbfounded when Mr. Parkill, my neighbor, informed me that I was on the list to talk to this Association on the subject, "Shorter Hours for Business Men." At first I doubted him, but later I received a letter from the Predent informing me of the fact and saying that no excuse would be accepted. Now, I never wrote an essay nor attempted to speak in meeting. Like most business men, I have always been a quiet listener. Those son, as separate and distinct as drugs on the subject of a different profession, as separate and distinct as drugs of the meeting of the profession, as separate and distinct as drugs of the profession, as separate and distinct as drugs of the profession, as separate and distinct as drugs of the profession, as separate and distinct as drugs of the profession, as a rule, are not watch repaired you would not go to a black-smith. Business men, a a rule, are not



PURCHASING DEPARTMENT.

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

Our facilities for obtaining all kinds of merchandise at No. 3. Bottom Prices are so excellent that our friends are invited All correspondence promptly to make use of them. answered and prices quoted, no matter whether the article No. 4. wanted is in our line or not. Send to us and we will look

W ₹00Z

NO. 2, IRON AXLE EXPRESS WAGON.

BOY'S WAGONS.

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

No. X. Size of Box 10x20 inches, Wheels 8 and 12 inches, Sold only in crates of 1 doz. each, per doz. \$4 50 No. O. Size of Box 12x24 inches, Wheels 10 and 14 inches,

Curved Wood Axle, Front Wheels turn under, packed in crates of 1/2 doz. Sold only by the crate, price per doz......\$7 50 No. 2. Size of box 12x26 inches, Wheels 10 and 14 inches,

Iron Ax e, Iron Boxes in hubs, Front and Rear

Axles Curved and strongly braced, packed 1/2 doz.

in crate, sold by crate only, price per doz. \$9 00 Same style as No. 2, only box 131/2x27 inches. Nicely painted outside and inside. Adjustable Tongue Brace. Packed 1/4 doz. in crate. Sold

Same construction as No. 3. Size of box 141/2 x29, Wheels 12 and 16 inches. Packed 1/4 doz. in crate. Sold by crate only. Per doz. \$15 00 (Tinned Hub Caps.)

TOY CARTS.

A R

T

SONS,

No. 30. Body 5x9 inches, 6 inch wheels, no tires, painted in bright colors. Sold by the dozen only. Per doz. 95 No. 20. Same as No. 30, except wheels have tin tires, No. O. Body 5x10 inches, 6 inch wheels, tin tires, price per dozen.....\$1 50 No. 1. Body 51/4x11 inches, 6 inch wheels, tin tires, price per dozen......\$1 60 No. 11/2. Body 7x12 inches, 8 inch wheels, tin tires, price per dozen......\$2 00 by crate only. Price per doz. \$12 00 No. 2. Body 7x14 inches, 8 inch wheels, tin tires, price perdozen......\$2 75

His Salary Didn't Go Up. "I had been working for three years for

one of our old time wholesale houses," said a Detroiter who was calling up reminis-The life of a merchant is a hard trial upon cences, "and I finally concluded that I his character. Surrounded by selfishness ought to have a raise of salary. I began on severe competition, his integrity is subjected to the severest tests. The Dry Goods Chronicle truly said: it had stuck for two years. The head man "The aim makes the merchant; the spirit of the firm was a cold, stiff, austere man, and energy, the greatness or bitterness, of the character and life. When a merchant's aim is right, he will have something that the subject nearest to my heart, but one day Medium Clover, The final success of a business man is I slid into the private office when I knew he was alone.

"Well, sir," he snaps out, short as pie

"I '-I came to-to'-" 'Came to what, sir?'

"'I-I came to ask you if you-you did

"See here, William!" he said, as he wheeled round on me, "if my daughter of the successful? Gentlemen, I leave it loves you, and you love her, I've no objection to your to decide. you and don't bother me again."

"The old reynard! He had a daughter, but I had never spoken to her in my life and he knew it. He answered me the way DEAR SIR-We would like to hear from he did to stop me from asking a raise of

43 and 45 Kent Street

STANLEY N. ALLEN, Proprietor. WE DO ONLY FIRST-CLASS WORK AND USE NO CHEMICALS.

Orders by Mail and Express Promptly Attended to.

BELKNAP

MANUFACTURERS OF Spring, Freight, Express, Lumber and Farm

${f WAGONS}$

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

We carry a large stock of material, and have every facility for making first-class Wagons of all kinds.

**Example Comparison of the Compa

Shops on Front St., Grand Rapids, Mich.

For the Field and Garden.

71 Canal Street,

Offers for Sale all Kinds of Garden Seeds in Bulk.

Mammoth Clover, Alsike Clover,

Alfalfa Clover, White Dutch Clover,

Timothy, Red Top, Blue Grass, Orchard Grass,

Hungarian Grass, Common Millet, German Millet, Flax Seed.

THE NEW Company

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

Headlight

Little Daisy.

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

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

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



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

KINGSFORD'S



STARCH.

Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc. THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME! ALWAYS ASK YOUR GROCER FOR THESE GOODS.



The accompanying illustrations represents the

Boss Tobacco Pail Cover.

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

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

The Standard of Excellence ARTHUR MEIGS & CO.

Wholesale Crocers,

sole Agents,

"Silver 77 to 83 SOUTH DIVISION STREET, GRAND RAPIDS."

