

The Michigan Tradesman.

27

NO. 184.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, MARCH 30, 1887.

GIANT Clothing Company.



Our Order Department

Secures to out-of-town customers the most careful attention and guarantees perfect satisfaction. We are the

LARGEST HOUSE in the STATE

DEALING EXCLUSIVELY IN

Ready-Made Clothing

With the splendid Tailor-Made Clothing we handle the fit is as perfect as in the finest custom work. Send in your order for a Spring Suit or Overcoat and make a saving of at least one-third.

---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 you a most complete line of

FURNISHING GOODS.

GIANT CLOTHING COMPANY,

A. MAY, PROPRIETOR.

Cor. Canal & Lyon Sts., Grand Rapids



The Wide-Awake Merchant

Will be glad to know that there is a new and helpful friend as his command that will assist him in

Building up Business and Making Money.

Every merchant who wishes to advertise with more effect and better success should send for a sample copy of the

"AMERICAN ADVERTISER,"

The Merchant's Guide to Successful Advertising.

An eight-page monthly paper devoted to the subject of good advertising for country merchants. It gives a multitude of good suggestions. It furnishes a great variety of ready written advertisements for every purpose and of every description.

It gives plain directions and designs for Window Dressing and Store Decoration. It furnishes all the news of the day from a nation of advertisers.

Samples sent free to any merchant on application to

MERCHANTS' PUBLISHING CO.,

314 Dearborn St., CHICAGO.

Remember this paper when you write for samples.

M

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

U

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

Z

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

Z

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

Y

LUDWIG WINTERNITZ,

STATE AGENT FOR

Fermentum!

The Only Reliable Compressed Yeast.

Manufactured by Riverdale Dist. Co.

106 Kent Street, Grand Rapids, Mich.

TELEPHONE 566.

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

Use

Heckers'

Standard

Manufactures.

EDMUND B. DIKEMAN,

THE

GREAT WATCH MAKER,

AND

JEWELER.

44 CANAL STREET,

GRAND RAPIDS,

MICH.

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



EATON & LYON,

Importers,

Jobbers and

Retailers of

BOOKS,

Stationery & Sundries,

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

Show Cases.

Having embarked in the Manufacture of Show Cases at 38 West Bridge street, we are prepared to supply merchants and others with the best goods on the market at prices way below other manufacturers, as we do all our own work. All cases fully warranted.

Write for prices or call and see us when in the city.

COOK & PRINZ,

Grand Rapids Mich.

POTATOES.

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

Agents for Walker's Patent Butter Worker.

Earl Bros., Commission Merchants,
157 South Water St., CHICAGO.

Reference: FIRST NATIONAL BANK.

MONNICH & STONE, Flint, Mich.

MANUFACTURERS OF

M & S

Send for Sample Order.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of

DRY GOODS

Staple and Fancy.

Overalls, Pants, Etc.,

OUR OWN MAKE.

A Complete Line of

Fancy Crockery & Fancy Woodenware

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit Prices Guaranteed.

POTATOES.

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

Wm. H. Thompson & Co.,

166 South Water St., CHICAGO.

Reference: FELSENTHAL, GROSS & MILLER, Bankers.

HEMLOCK BARK!

WANTED.

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

N. B. CLARK,

101 Ottawa St., Grand Rapids.

MOSELEY BROS.

—WHOLESALE—

SEEDS, FRUITS, OYSTERS, And Produce.

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

MUSCATINE

OATMEAL.

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

MUSCATINE

ROLLED OATS.

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

For Sale by all Michigan Jobbers.

SWEET 16

SOAP

The Best Laundry Soap on the Market.

TRY IT!

FOR SALE BY ALL FIRST-CLASS GROCERS.

MANUFACTURED BY

Oberne, Hosick & Co.

CHICAGO.

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

CHARLES A. COYE,

Successor to

A. Coyer & Son,

DEALER IN

AWNINGS & TENTS

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

Flags & Banners made to order.

73 CANAL ST., GRAND RAPIDS.

THE SECOND SUCCESS.

(Continued from last week.)

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 discussion.

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 membership of 1,700 it is time that we had a charter. When one Association makes out their delinquent list, I think that the whole State should back them up. Suppose a man 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 Association was incorporated, the man would be fighting the whole Association, instead of one man, and if we were incorporated we would all use the same form of letters and have the same rules. I believe we ought to 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 puts out a Blue Letter, 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 we should be incorporated.

Newton Dexter—I think that it is absolutely 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 help it 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 incorporate at the earliest possible moment.

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 our money that 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 business 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 publication of quotations by newspapers, as follows:

Who of us has not had trouble from trying 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 watched the effect that they have on our customers? One of mine came in a short time ago, and on learning that I charged 6 1/2 cents for granulated sugar, said that they were selling it in Grand Rapids for 6 cents, but he believed it was a little higher now, 6 1/4 cents, he believed. But I doubted it a little and he referred me to the Grand Rapids Eagle. My observation is that this is about the way it operates: A good many whether they are reading wholesale or retail quotations, but take it for granted that it is for their use. The quotations are read, especially in the weekly papers, where the readers have but little reading and read it through from beginning to end. And a few of them think that they ought to get them at the price quoted. And if they can't find them at the price, they get angry. 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 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 to do it by means of characters not understood by only those who had a "key" to them? But I, for one, should think it better if they were discontinued, since those who need them cannot depend on them and experience so much trouble from them. And who cares to have the public know what we pay for our goods?

J. V. Randall—There are two sides to this question. Those who remember the old New York Tribune know that it was 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 prices. I believe that a man who is in business 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 the people who pick up the paper and read there 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 behind 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 in the daily papers stopped. So I went to the daily papers at Detroit and requested them not to publish the drug quotations and they replied that they published their papers for the information of the people, and if

they did not publish the quotations of Detroit 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 bother me a bit.

N. B. Blain—I think there are two sides to this question, and while I may have been inconvenienced sometimes by customers knowing the wholesale prices, I know once when I was not. A neighbor of mine wanted to know the price of bed ticking and I told him the price and the quality. He wanted to know if the price was for the best goods and I told him that it was. Then he wanted to know why there was so much difference in my prices and another store. I told him I did not regulate my neighbor's 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 that my neighbor had no better grade of goods, and as the result of his knowing the price I made him a customer of mine.

Robert M. Floyd read a paper on the "Effect of Labor Organizations on Trade," which was given in full in last week's issue. The paper was well received and a vote of thanks tendered the writer.

The secretary then read a paper on "Cutting Prices and the Result"—which was given in full last week—contributed by F. H. Spencer, of Saranac, who was unable to be present through illness. A vote of thanks was tendered Mr. Spencer for his paper and the sympathy of the Association extended to him in his affliction, when the convention adjourned until evening.

Tuesday Evening.

On re-assembling in the evening, the 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.

2. We do not find in the statutes any general act by which the objects of this Association can be accomplished and its incorporation effected.

3. 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 should be presented in person by one of our members appointed for the purpose, and, if necessary, urged to adoption, through the proper Legislative Committee, by the present Legislature.

H. H. POPE,
GEO. E. STEELE,
E. A. STOWE,
Committee.

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 placed in no agreeable position. This report claims to come from the Committee on Trade Interests. That Committee was made up of Mr. Ranney, of Kalamazoo, Mr. Westgate, of Cheboygan, and myself. Neither of these gentlemen has come to my aid in formulating this report. Hence, you can readily see that it represents a one-third interest in and, presumably, only a one-third proportion of its value and force, as against what it might have done, had the writer been aided by the counsel and ability of the other two-thirds of the Committee.

It is submitted to your kind criticism, gentlemen, as the crystallized conviction of not a day nor a year, but as the mature conclusion of years. Let me bespeak for it the consideration which the writer would willingly accord to any one of you, gentlemen, were you placed in his position; particularly, as friend Stowe has, in his editorial of to-day, thrown a wet blanket over it. Still, it is just possible that it may thereby be cleansed of any cobwebs or barnacles which may attach thereto.

Mr. Floyd aptly says, "We are the ones who feed and nurture the community." If so, shall we not see to it that we furnish pure nutrition? When statistics go to show that the average cost for food for individuals in the United States is about \$1.60 per week, there seems no good reason why any man being should use other than pure food. Added to the cheapness of food is the fact that no other nation in the world produces such a variety from which to select. What applies to human beings necessarily should apply to animals who depend upon their owners for sustenance. Theoretical statisticians, who can obtain information from only very limited sources as compared with a dealer, state that adulteration as applied to staples is about as follows:

Species in their various forms	per cent.
Ground coffee	45
Teas	45
Low grades of sugar (high grades adulterated)	20
Milk (when not inspected)	50
Milk (when inspected)	50
Cream of Tartar	44
Baking Powder, about	44
Bread	2

These parties claim that the greatest danger to health, in the way of impure foods, comes from the sale of bad meat, impure and adulterated milk and impure water supply.

Through the courtesy of Mr. Hamilton, I have had the perusal of a letter from W. K. Newton, State Dairy Commissioner of New Jersey, in which he says that rigid enforcement of laws bearing on food adulteration should be provided for. Occasional adulterations are poisonous; instance, use of salicylic acid as a preservative, which has been prohibited in both France and Germany. The damage is greater wrong than the deception.

Dr. DeWolf, in reply to Mr. Hamilton, says that, aside from special articles, such as condiments or so-called fruit jellies, col-

oring matter used in candles, syrups for soda water, etc., he does not regard the adulteration of food in Chicago as largely a 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 to him for analysis, ought to know things from a practical standpoint.

When the manufactory is visited and one is let in behind the scenes, which can only be done by special permission, and one sees the number of things which, it is openly claimed, are used for the purpose of lowering the price of many different articles which come into daily use in every family in the United States, it is a fact beyond doubt that such information must overtop the theoretical report of the professional chemist, who could, under no circumstances, obtain admission to such establishments. When one is shown tons of buckwheat bran, dozens of tons of terra alba, or white clay, tierces of alum, barrels of turmeric for coloring, carloads of rejected and musty flour, loads of middlings, sacks of almond shucks, tons of inferior corn meal, piles of chicory and carloads of starch, one is strongly impressed with the idea that white clay is not the most digestible compound, alum or turmeric particularly nutritious nor that rejected flour, when used for food, is likely to produce longevity. We are none the less impressed with the inherent wrong of using the articles named above, for the purpose of cheapening these products, which are claimed to be one thing, while one-half or two-thirds of them are nothing better than bran, middlings, clay or vegetable coloring matter. When one looks at the price-list in the many cases, which are sold and repackaged, and understands that hundreds of carloads are used by metropolitan makers who grind food, for the purpose 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 in many cases, death, we begin to have a little idea of what adulterated food means. There are those who think it not improbable that, in some cases, maple sawdust 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 repackaged 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, prices in chronos, crockery, silverware, engravings, music-boxes, 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, however, 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 pieces.
Two pairs tobacco, one easy chair.
One case tobacco, one oil painting.
1,000 cigars, one set chairs.
1,000 cigars, Grant's history of the war.
1,000 cigars, one cabinet.

This is only a small list of gifts offered in the United States. If you will examine the list, you will see that a retailer can begin hoarding up "gifts" and kill the unsuspecting consumer, by selling adulterated spices and baking powder. They are illegitimate as business methods, demoralizing alike on the merchant and customer, and should, therefore, be discontinued by every one who deserves or aspires to be thought an honest man.

It is not to be wondered at that the buyer, 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 were once understood that the merchant who offered premiums with his wares does so because they are not worth the price asked, the latter would soon be deserted for others who have the reputation of acting squarely and fairly in their 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 the difference. It is beyond question that there are manufacturers who put up just what they claim to do. The high-minded merchant of to-day not only should but does persist in selling goods on their merits, calling things by their right names and giving the weight and measure for which he is paid. The unscrupulous dealer argues that if he can make more money by selling dishonest goods, he can afford to pocket his integrity with his money.

It might not be wise for local associations to be more rigid in the election of business men to membership and be satisfied of their business integrity in this direction, declining to receive as members those who are noted for their want of integrity in this way?

Should the State Association, as a body of intelligent business men, reprobate the sale of impure and adulterated food and the giving 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 quantities are concerned, representing in the sale whether the article sold is pure or if mixed with other material for the purpose of lowering the price? Should the law should 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 compared 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 state what per cent. of adulteration and the material used therein, and to have their trade marks bear these facts on their labels or bills of sale and compel the jobber and retailer to do the same, whether it be food or drink for man or animal, as it has recently 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 forbid 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 jurisdiction over the states.

In Dr. DeWolf's opinion, it is best controlled by a national and a state law and local agitation. But the law should be national rather than state, to be uniform and binding on all. For instance, a law in Illinois against sophistication, with no law in Ohio, how could Illinois compete with Ohio for the Michigan trade?

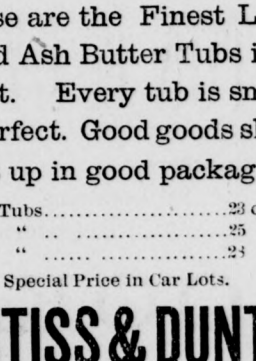
In this connection, it seems to me pertinent to urge upon all human beings the imperative importance of knowing that the water they drink is pure, beyond question, and free from "septic poison," which is swept into the ground by the rainfall, and which acts as a scavenger on all surface filth contained 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 exceedingly 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, I think we shall all hear old Gabriel's trumpet before it is accomplished.

Judge Finletter, of Philadelphia, in rendering a recent decision, says, practically, this. Anything that cheapens food is a blessing, but it is not a blessing for a man to buy an article manufactured out of something else than what it is represented as being manufactured from. Which, put into plain Anglo-Saxon, is this: That, when a man buys pepper, he should not pay for buckwheat bran; if mustard, he should not pay for white clay or corn-meal; if cinnamon, he should not pay for almond shucks; if baking powder, he should not pay for alum; if tomatoes, he

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.

25 lb. Tubs.....	23 cents
40 " ".....	25 "
60 " ".....	24 "

Special Price in Car Lots.

CURTISS & DUNTON

Grand Rapids.

SEEDS

FOR EVERYBODY.

For the Field or Garden.

If you want to buy

Clover,
Timothy,
Hungarian,
Miller,
Orchard Grass,
Kentucky Blue,
Red Top,
Seed Oats,
Rye,
Barley,
Peas,
Onion,
Ruta Baga
Mangle
OR
Wurzel,

Anything in the Line of SEEDS,

Write or send to the

Seed Store,

71 CANAL ST.,
W. T. LAMOREAUX, Agent.

T O EXCHANGE—For dry goods, groceries, boots and shoes or gent's furnishings, goods, desirable residence lot and dwelling house at Grand Station. The house is 16x20 with two large wings. Address C. M. Woodward, Kalamo, Mich.

WANTED—Registered Drug Clerk. Address giving references and wages expected. "Black," Tradesman office.

WANTED—10 or 500 cords of dry basswood bolts for excelsior. Donker & Quinn, Grand Rapids.

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

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

WANTED—Situation by young man as traveling salesman or salesman in store. Have had several years' experience. References furnished. Address S. E., care "Tradesman," Grand Rapids.


WANTED—Situation as clerk in a 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.

WANTED—A man having an established trade among lumbermen to add a special line and sell on commission. To the right man a splendid chance will be given to make money without extra expense. Address "care Michigan Tradesman." 178

FOR RENT—Good and beautiful location on the lake shore in Emmet county, for business requiring \$500 or \$750 capital. For information address Gideon Noel, Good Hart, Mich.

WANTED—Stock in Kent County Savings Bank. Address, stating terms desired, "Purchaser," care "The Tradesman."

Valley City Milling Co.



VALLEY CITY MILLING CO.
VALLEY CITY, MINN.

OUR SPECIALTIES:

Buckwheat Flour,
Rye Flour,
Granulated Meal,
Bolted Meal,
Coarse Meal,
Brans Shipped,
Middings,
Screening
Corn.

OUR LEADING BRANDS:

Roller Champion, Gilt Edge, Mateo,
Lily White, Harvest Queen, Snow Fl.
White Loaf, Reliance, Gold Medal, Gr.
Write for Prices.

Grand Rapids, Michigan

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

Office in Eagle Building, 49 Lyon St., 3d Floor. Telephone No. 95.

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

WEDNESDAY, MARCH 30, 1887.

Michigan Business Men's Association.

President—Frank Hamilton, Traverse City.
First Vice President—Paul P. Morgan, Monroe.
Second Vice President—E. J. Herrick, Grand Rapids.
Secretary—E. A. Stowe, Grand Rapids.
Treasurer—Julius Schuster, Kalamazoo.
Executive Committee—President, P. J. Kelsey, Grand Rapids.
Secretary, N. B. Blain, and W. E. Kelsey, Grand Rapids.
Committee on Trade Interests—Smith Barnes, Traverse City.
Committee on Legislation—W. E. Kelsey, Ionia; J. C. Crandall, Sand Lake; J. F. Clark, Big Rapids.
Committee on Membership—H. S. Church, Sturgis; D. F. Emery, Grand Rapids, Secretary.

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

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

Allegan Business Men's Association.
President, Irving F. Clapp; Secretary, E. VanOstrand.

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

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

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

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

Retail Grocers' Association of Battle Creek.
President, Geo. H. Howell; Secretary, C. A. Hoxie.

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

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

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

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

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

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

Retail Grocers' Trade Union Ass'n of Detroit.
President, John B. Bledsoe; Secretary, H. Kindinger.

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

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

Eastport Business Men's Association.
President, F. H. Thurston; Secretary, Geo. L. Thurston.

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

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

Flinn Mercantile Union.
President, W. C. Pierce; Secretary, J. L. Willett.

Freeport Business Men's Association.
President, Fred Sisson; Secretary, Arthur Chesborough.

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

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

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

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President, V. E. Manley; Secretary, J. E. Barnes.

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President, E. E. Storer; Secretary, J. A. VanArman.

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

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

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

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

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

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President, C. H. Camp; Secretary, Chas. E. Brewster.

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

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

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President, A. K. Roof; Secretary, D. A. Reynolds.

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

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President, F. H. Thompson; Secretary, E. S. Orr.

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

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

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

Merchants' Union of Nashville.
President, Herbert B. Felt; Secretary, Walter Webster.

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

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

Owosso Business Men's Association.
President, Jas. Osburn; Secretary, S. J. Lamron.

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

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

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

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

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

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

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

St. Johns Merchants' Protective Association.
President, H. L. Kendrick; Secretary, C. M. Merrill.

Business Men's Protective Ass'n of Saranac.
President, Geo. F. Potter; Secretary, P. T. Williams.

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

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President, Henry S. Church; Secretary, Wm. Jern.

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

Tustin Business Men's Association.
President, G. A. Bates; Secretary, Geo. W. Berina.

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

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

White Cloud Business Men's Association.
President, P. M. Rood; Secretary, M. D. Hayward.

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

Woodland Business Men's Association.
President, John Velle; Secretary, L. N. Harten.

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

Competition in Business.

Webster defines competition as "The act of 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 jealousy will make her a bright 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 driving into 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, gentlemanly 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 get trade.

A business man—a merchant—should be a model man, a man of honor. Doubtless there is no other class of persons who wield such an influence in society as the merchants. 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 of him? If our calling is a high and honorable 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 support 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 pathway.

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?" 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 swine."

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 neighborly with him, in spite of his repeated efforts to take advantage of my kindness and to injure me, I adopted the Quaker method of letting him severely alone, but I never spoke of his business to any one. I never mentioned his name but with respect, but dealt with him as little as possible. Such a course as his might bring to him temporary advantage, but it could not be lasting.

The man who is reasonably shrewd, industrious, honest, kind and true is sure of his 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 jealousy, is destructive to trade, and wherever it is encouraged, is disastrous to all prosperity. We once knew a shoemaker 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 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 independence 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 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 "Silk" 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 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 up our "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 business men's associations.

*Paper read by O. F. Conklin at recent convention of Michigan Business Men's Association.

ness men's associations, if no more than to brush off some of these selfish corners and bring neighbors and competitors closer together. Finally, let me repeat the German motto's advice to her son, when about leaving home:

Mein Sohn, geh treu und redlich durch die 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 THE TRADESMAN, what perfect success it has in that way? 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 places 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, is 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 in 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, 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, 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 a matter than I am. But, since it has given such good satisfaction to those who are already 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 Association.

SEEDS

GRAND RAPIDS GRAIN AND SEED CO.

71 CANAL STREET.

TIME TABLES.

Chicago & West Michigan.

Mail	Leaves	Arrives
Chicago Express	9:10 a.m.	3:55 p.m.
Day Express	12:30 p.m.	9:45 p.m.
Night Express	11:00 p.m.	5:45 a.m.
Muskegon Express	5:00 p.m.	11:00 a.m.

*Daily, "Daily except Sunday."

Through parlor car in charge of attendants without extra charge to Chicago on 2:30 p.m. and through coach on 9 a.m. and 11 p.m. trains.

Newaygo Division.

Express	Leaves	Arrives
Express	3:45 p.m.	4:50 p.m.
Express	8:00 a.m.	10:20 a.m.

All trains arrive and depart from Union Depot.

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

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

Grand Rapids & Indiana.

GOING NORTH.

Traverse City Express	Leaves	Arrives
Traverse City Express	9:20 a.m.	11:30 a.m.
Cincinnati Express	7:30 a.m.	5:00 p.m.
Potoskey and Mackinaw Express	3:40 p.m.	5:05 p.m.
Saginaw Express	11:20 a.m.	7:20 p.m.

Saginaw express runs through solid.

A train has chair car for Traverse City. 11:30 a.m. train has chair car for Potoskey and Mackinaw City. 5:05 p.m. train has sleeping and chair cars for Potoskey and Mackinaw.

GOING SOUTH.

Cincinnati Express	Leaves	Arrives
Cincinnati Express	10:30 a.m.	7:15 a.m.
Fort Wayne Express	4:40 p.m.	9:00 p.m.
Cincinnati Express	11:00 p.m.	7:30 a.m.
Traverse City and Mackinaw Ex.	11:00 p.m.	7:30 a.m.

7:15 a.m. train has parlor chair car for Cincinnati.

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

Muskegon, Grand Rapids & Indiana.

Leaves

Express	Leaves	Arrives
Express	12:25 a.m.	9:15 a.m.
Express	1:00 p.m.	1:00 p.m.
Express	2:30 p.m.	7:30 p.m.

Leaving time at Bridge street depot 7 minutes later.

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

Lake Shore & Michigan Southern.

Kalamazoo Division.

Ex. & Mail	N. Y. Mail	N. Y. Ex.
Ex. & Mail	7:45 a.m.	6:30 p.m.
Ex. & Mail	9:02 a.m.	8:25 a.m.
Ex. & Mail	10:05 a.m.	7:30 a.m.
Ex. & Mail	11:25 a.m.	5:35 a.m.
Ex. & Mail	5:05 p.m.	11:00 p.m.
Ex. & Mail	9:40 p.m.	6:40 p.m.
Ex. & Mail	3:30 a.m.	11:55 a.m.
Ex. & Mail	6:50 p.m.	11:30 p.m.

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

Grand Haven & Milwaukee.

GOING EAST.

Steamboat Express	Leaves	Arrives
Steamboat Express	10:40 a.m.	6:25 a.m.
Through Mail	3:15 p.m.	3:50 p.m.
Limited Express	9:20 p.m.	10:55 p.m.
Mixed, with coach	11:30 a.m.	11:30 a.m.

GOING WEST.

Morning Express	Leaves	Arrives
Morning Express	1:05 p.m.	1:10 p.m.
Steamboat Express	5:00 p.m.	5:05 p.m.
Steamboat Express	7:45 a.m.	7:45 a.m.
Night Express	5:10 a.m.	5:35 a.m.

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

D. POTTER, City Passenger Agent.

Geo. B. REEVE, Traffic Manager Chicago.

Michigan Central.

DEPART.

Detroit Express	Leaves	Arrives
Detroit Express	6:15 a.m.	1:10 p.m.
Day Express	10:10 a.m.	10:10 p.m.
Night Express	10:10 p.m.	6:50 a.m.

*Pacific Express

Mail

Grand Rapids Express

Mixed

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

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

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

Detroit, Mackinaw & Marquette.

GOING WEST.

Express	Leaves	Arrives
Express	7:00 a.m.	8:40 p.m.
Express	11:25 a.m.	5:15 p.m.
Express	2:30 p.m.	1:05 p.m.
Express	4:00 p.m.	1:35 p.m.
Express	4:45 p.m.	1:15 p.m.
Express	8:00 p.m.	9:25 a.m.
Express	8:00 p.m.	9:25 a.m.

Mixed train leaves St. Ignace at 7 a.m., arrives Marquette 5:30 p.m.

Gen. Pass. and Ticket Agent, Marquette.

SEEDS!



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

GARDEN SEEDS.

Representing the well-known house of James Vick, of Rochester, anyone wishing Seeds in large or small quantities can obtain them, true to name, by placing his order with us. Mr. John A. Brummeller

The Michigan Tradesman.

Our Land Policy.

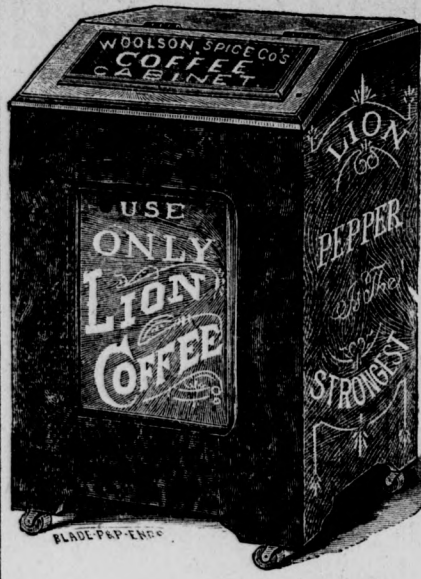
There is occasion for regret that Congress saw fit to adjourn without repealing the Pre-emption, Timber Culture and Desert Land laws, and had it added to this the repeal of the Homestead law, it would have increased the obligations under which it would lay the country. It was an unfortunate omission by which the Pre-emption law was left un-repealed 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 excessive 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 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 also the emigration of farmers' sons from the East to take up homesteads in the West, 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.

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 belt has been driven farther and farther back from the Mississippi toward the Rocky Mountains. The soil-butcher 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 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 farmer 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



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AND RIO
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**BEST
IN
THE
WORLD**



MERCHANTT! WE WANT A WORD WITH YOU AS TO LION COFFEE!

LION COFFEE is to-day recognized by a mighty army of consumers and retailers over the land as the **PUREST** and **BEST** Package Coffee sold--A **QUICK SELLER**--satisfying the Consumer--Profitable to the Merchant. It will be found all that is claimed for it. We want every Merchant in Michigan, as well as everywhere else, who is not now handling "LION" to try a sample shipment, assuring them that they will be more than pleased with the result. See quotations in price-current in this paper. A **BEAUTIFUL PICTURE-CARD** in every package.

OLD BARRELS

setting about a store are unsightly, besides the projecting nails on them are dangerous to clothing. The enterprising grocer realizes the value of handsome and convenient fixtures, and to meet this demand the **WOOLSON SPICE CO.** have designed their **LION COFFEE CABINET**, of which the accompanying cut gives but a partial idea. In this Cabinet is packed 120 one-pound packages of **LION COFFEE**, and we offer the goods at a price enabling the grocer to secure these Cabinets without cost to himself. They are made air-tight, tongued and grooved, beautifully grained and varnished, and are put together in the best possible manner. Their use in every grocery, after the coffee is sold out, is apparent; just the thing to retail oatmeal, rice, prunes, hominy, dried fruit, bread and a hundred other articles. Further, they take up no more floor-room than a barrel, and do away with these unsightly things in a store.

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



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

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

traffic between the States will have this effect. If so, no section will be more benefited ultimately than the West.

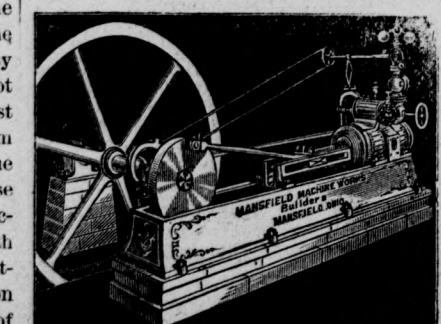
Our present policy is a bad one politically. Our Homestead law puts the foreigner who has declared his intention of becoming a citizen on the same footing as a native American or a citizen long naturalized. The result has been to fill up whole districts of the West with settlers who may have every other virtue, but who lack that of being 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 history of Eastern Pennsylvania. The barrier of a different speech, carefully maintained by church and school, may serve to shut out such communities from any common understanding 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 at home, for while language tends to keep them outside American nationality, emigration has severed them from their own. The Canadian Frenchman is a Frenchman of the reign of Louis XIV. His mother country has lost influence over him, and his adopted country has not acquired any in its stead. He came to America from the most cultivated kingdom of Europe; he has fallen behind both worlds in his culture.

For these reasons we should have been glad to have seen the last Congress go farther in regard to the preservation of the public lands than has yet been attempted. The time is ripe for the repeal of the Homestead law equally with the Pre-emption law.

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NOTICE.

To Restore Lands to the Public Domain.

Pursuant to instructions from the Commissioner of the General Land Office, dated March 8, 1887, the following lands will be restored to the public domain and become subject to settlement and entry as other unoffered public lands, and at \$2.50 per acre. That on the 25th day of April, 1887, at 2 o'clock p. m., said lands will be subject to entry.

The lands to be restored are as follows:
NORTH OF BASE LINE AND WEST OF MICHIGAN PRINCIPAL MERIDIAN.

PARTS OF SECTION	SEC.	TOWNS	RANGE	ACRES
All of.....	1	34	4	642.75
".....	3	34	4	631.25
".....	11	34	4	640.00
".....	13	34	4	640.00
".....	15	34	4	640.01
".....	23	34	4	640.00
".....	25	34	4	640.00
".....	27	34	4	640.00
".....	35	34	4	640.00
W $\frac{1}{2}$ of ne $\frac{1}{4}$, nw $\frac{1}{4}$ and e $\frac{1}{2}$ of sw $\frac{1}{4}$	3	35	4	363.78
All of.....	5	35	4	613.20
W $\frac{1}{2}$ ne $\frac{1}{4}$, se $\frac{1}{4}$ of ne $\frac{1}{4}$ and sw $\frac{1}{4}$	7	35	4	621.82
W $\frac{1}{2}$ ne $\frac{1}{4}$, se $\frac{1}{4}$ of ne $\frac{1}{4}$ and sw $\frac{1}{4}$	9	35	4	440.00
Sw $\frac{1}{4}$ of nw $\frac{1}{4}$ and se $\frac{1}{4}$	11	35	4	380.65
All of.....	13	35	4	640.00
".....	15	35	4	240.00
N $\frac{1}{4}$ of ne $\frac{1}{4}$ and n $\frac{1}{2}$ of nw $\frac{1}{4}$	17	35	4	160.00
All of.....	19	35	4	640.00
W $\frac{1}{2}$ of se $\frac{1}{4}$, ne $\frac{1}{4}$ and w $\frac{1}{2}$ of nw $\frac{1}{4}$	23	35	4	560.00
E $\frac{1}{4}$ of nw $\frac{1}{4}$ and e $\frac{1}{2}$	25	35	4	410.00
All of.....	35	35	4	506.50
W $\frac{1}{2}$ of ne $\frac{1}{4}$, sw $\frac{1}{4}$ and n $\frac{1}{2}$ of se $\frac{1}{4}$	25	36	4	321.00
S $\frac{1}{2}$ of.....	27	36	4	320.00
S $\frac{1}{2}$ of.....	31	36	4	320.00
".....	33	36	4	640.00
W $\frac{1}{2}$ of nw $\frac{1}{4}$	35	36	4	80.00
				12,426.48

Shorter Hours for the Merchant.*

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 President 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 acquisitions belong to a different profession, as separate and distinct as drugs are from hardware. If you should want your watch repaired you would not go to a blacksmith. 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 remarks.

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, is back to labor until tea time, and then rushes 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 does 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 slumber, but only stumbles and dreams horrid dreams of railway catastrophes and 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 magnificent difficulties, disasters and delinquent debtors appear on the canvas. He becomes restless, 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 every day by the observance of proper hours and laws?

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 over-work and over-hours. Men laugh at the old-fashioned New England custom 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 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 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 home with him."

The life of a merchant is a hard trial upon his character. Surrounded by selfishness and severe competition, his integrity is subjected to the severest tests. The Dry Goods Chronicle truly said: "The aim makes the merchant; the spirit and energy, the greatness or bitterness, of the character and life. When a merchant's aim is right, he will have something that shall survive defeat and glorify even poverty."

The final success of a business man is 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 continued infractions of nature's unchanging 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 clear-headed, who survives the struggle and marches on with firm step in the phalanx of the successful? Gentlemen, I leave it for you to decide.

The Proper Use of the Blue Letter.

PEWAMO, March, 10, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—We would like to hear from you as regards the proper use of the Blue Letter. Is it policy to send it to representative men?

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 convention of Michigan Business Men's Association.

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PURCHASING DEPARTMENT.

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

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

Delinquent List, but THE TRADESMAN cannot advise such a course in cases where the person is responsible and is amenable to the law.

His Salary Didn't Go Up.

"I had been working for three years for one of our old time wholesale houses," said a Detroitier who was calling up reminiscences, "and I finally concluded that I ought to have a raise of salary. I began on \$4 a week and was raised to \$6, but there it had stuck for two years. The head man of the firm was a cold, stiff, austere man, who seldom recognized an employee and was known to be hard-hearted. I hesitated a long time before daring to approach him on the subject nearest to my heart, but one day I slid into the private office when I knew he was alone.

"Well, sir," he snaps out, short as pie crust. "I—I came to—to—" "Come to what, sir?" "I—I came to ask you if you—you did not think—" "See here, William!" he said, as he wheeled round on me, "if my daughter loves you, and you love her, I've no objection to your marriage. Fix it up between 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 he did to stop me from asking a raise of salary. It was a year and a half after that before I was lifted to \$8 per week.

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For the Field and Garden.

The Grand Rapids Seed Store,

71 Canal Street,

Offers for Sale all Kinds of Garden Seeds in Bulk.

Medium Clover,
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Orchard Grass,
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Common Millet,
German Millet,
Flax Seed.

THE NEW Soap Company.

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

Headlight AND Little Daisy.

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

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

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

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

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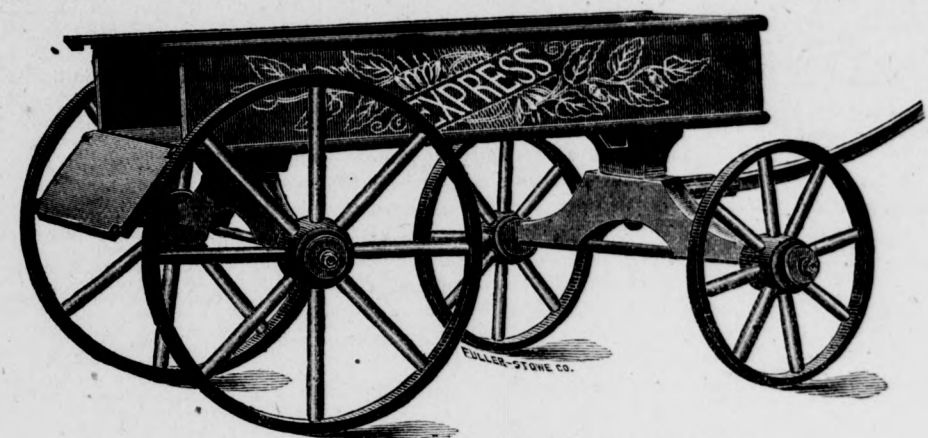
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NO. 2, IRON AXLE EXPRESS WAGON.

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 Axle, Iron Boxes in hubs, Front and Rear Axles Curved and strongly braced, packed 1/2 doz. in crate, sold by crate only, price per doz.\$9 00

No. 3. Same style as No. 2, only box 13 1/2 x 27 inches. Nicely painted outside and inside. Adjustable Tongue Brace. Packed 1/2 doz. in crate. Sold by crate only. Price per doz.\$12 00

No. 4. Same construction as No. 3. Size of box 14 1/2 x 29, Wheels 12 and 16 inches. Packed 1/2 doz. in crate. Sold by crate only. Per doz.\$15 00 (Tinned Hub Caps.)

AND CARRIAGES

TOY CARTS.

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, Price per dozen.\$1 20

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

No. 1. Body 5 1/2 x 11 inches, 6 inch wheels, tin tires, price per dozen.\$1 60

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

No. 2. Body 7x14 inches, 8 inch wheels, tin tires, price per dozen.\$2 75



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