

The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, APRIL 6, 1887.

NO. 185.

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

SEEDS

For the Field and Garden.

The Grand Rapids Seed Store,

71 Canal Street,

Offers for Sale all Kinds of Garden Seeds in Bulk.

Medium Clover,
Mammoth Clover,
Alsike Clover,
Alfalfa Clover,
White Dutch Clover,
Timothy,

Red Top,
Blue Grass,
Orchard Grass,
Hungarian Grass,
Common Millet,
German Millet,
Flax Seed.

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 **JOBBER 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

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.

Use

Heckers'

Standard

Manufactures.

T. R. ELLIS & CO.,

Book Binders

PAPER RULERS,

Blank Book Makers,

51, 53 and 55 Lyon St.,

GRAND RAPIDS, MICH.

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 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.

SEEDS, FRUITS, OYSTERS,
And Produce.

20, 22, 24 and 26 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. COYE & SON,

DEALER IN

AWNINGS AND TENTS

Horse and Wagon Covers,

Oiled Clothing,

Feed Bags,

Wide Ducks, etc.

Flags & Banners made to order.

73 CANAL ST., GRAND RAPIDS.

MONNICH & STONE, Flint, Mich.

MANUFACTURERS OF

M & S

Send for Sample Order.

MERCHANDISING.

Buying, Paying, Selling, Trusting and Other Points.

Owosso, March 22, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—At the present age of the world, when competition in all branches of business is at its height all over the broad land, east, west, north and south, and when goods of all kinds and descriptions are sold with as close a margin as they are at this date, it should be of great interest to the dealer to avail himself of every point that may benefit him to make his occupation successful and I concur with you that the best method to obtain such points is to get the ideas and opinions of experienced and successful merchants and select such points as are deemed of interest and practical application. Hence I take the pleasure of reciprocating.

After a business career of twenty years, in the clothing, hats, caps and furnishing goods trade, I will endeavor to give the readers of THE TRADESMAN some of my ideas and opinions on buying, paying, selling, trusting and other points that may be of interest for the successful and prosperous conduct of business, and trust that others will also advance their ideas, for we can all learn, it matters not how much experience we have had.

1. Buying stock is one of the main things to be considered in business, and, as the old and true saying is, "A stock well bought is half sold." The only question is what is the meaning of well bought? In the first place, you must endeavor to buy only such goods as are salable. You must use the best of judgment in selecting patterns. Bad styles are dear, even if bought ever so low, for they will not move, but will lay on your shelves; and the longer they lay the more they will depreciate, and you will accumulate old shelf-worn stock, which means loss and ruin. Buy your goods at the lowest possible prices. It is very necessary to do so on account of the strong competition now in existence in all branches of business. Some merchants have an idea that in order to buy goods low, they must only deal with large houses. This is a great mistake. The larger houses are laboring under heavy expenses; aside from that, they command plenty of capital and are, therefore, more independent while, on the other hand, the smaller dealers are more anxious to cater for your trade, have lighter expenses and are willing to give a good, prompt-paying merchant closer figures than the independent houses that command a large trade will give you. The most erroneous and fatal mistake existing at the present day with the retail merchant is that he thinks that he cannot do a successful business unless he carries an enormously large stock. He thinks he cannot do business without it, because his neighbor carries a large stock. This is one of the most common errors in mercantile life. Goods get old, faded, shelf-worn, go out of style, and when the time of your annual inventory approaches, instead of your having the cash which you think you have made during the year, you have laying on your shelves a large stock of goods which would not bring you fifty cents on the dollar. And you are, in reality behind, in place of ahead, which you aimed to be and should be. A good merchant should buy judiciously, sparingly and often. Keep your assortment good, more especially in staples that are in every day demand. It is a wise plan and experience tells me that it can be done; that is, run your stock down to a certain amount by the first of January and do the same from year to year. I have done it with ease and success. You will be more able to suit your customer with a small and well assorted stock than you will with a large stock. Where a customer sees too many goods he is harder to be suited. It is a wrong idea, that of thinking that if you carry a large stock you can sell to everyone. Another very important point is, in buying your stock do not buy all of one line of goods of any one house, for several reasons: It gives the jobber to understand that you are not beholden to him and it will put him on his guard to be very cautious and not charge you more for goods than any one else would be likely to sell them to you for. While, on the other hand, if he knows that you will buy of him only, he might not use that caution. And then again, almost every house has some articles that are not only very desirable styles to handle, but sometimes at special low prices. It will pay every merchant to look over different lines. My experience has taught me that, in that way, one is able to select a better, cleaner, and more salable stock and at lower prices than if a certain line be all purchased of one house. The retailer living in the present day of competition should avail himself of every opportunity in his favor in selecting his stock. If you have frequent enquiries for certain articles and you do not have them in stock, you should get them in order to hold your trade, but not in all cases. There are certain cranky individuals who are continually enquiring for things which you have not, and, if you had them, they would not be suited with them, but would rather go away from home to buy and pay more for them than they could buy them at home for. It will not pay a merchant to order goods for such parties, with the expectation of selling to them. Better drop them. Do not buy a job of the kind of goods, because you can buy it cheap, for you will find it hard-selling goods, or it would not be a job lot and in the hands of the jobber at that time, and he would not have to sacrifice in order to dispose of it. Buy your stock early and in good season. It will give you an opportunity to get the first and best selections of styles of the jobber's stock as you are at the time of the season, because you can buy it cheap, so you will meet with no inconvenience therefrom. By holding back too long the best and most salable styles are sold out, for such will always go first and you will have to take what others don't want and will, in that way, usually get hard-sellers and old stock. Buy freely of staple goods when you get the right thing and at the right price, but go very sparingly and cautiously on fancy styles. When you meet one of those blowing, smart fellows who will offer you baits, take the baits offered, but be cautious. Do not buy any goods of that individual which you cannot look into and know the value of, for, if he can get the chance, he will surely make it up on you, which can easily be done, at least on the line

of goods that I handle. When you get a trade established on a certain brand of goods and the same gives good satisfaction to your customer, sell it as long as you meet with success and do not change it for another. Never make a practice of giving complimentary orders because a salesman flatters you and happens to be well acquainted with you, for, in that way, you will get overstocked and get goods for which you have no use but which will have to be paid for when the bills become due, whether you have sold them or not. There should be no friendship in a business transaction. Treat your friend well, but buy no goods of him unless you need them. Do not allow a jobber to substitute goods in place of those you have ordered, because he has not in stock any more of what you ordered; nor receive any more than you ordered; in either case return him the goods so substituted or crowded in and give him to understand that you know better than he does what you want and can use. Accepting of same will make old stock and only encourage the jobber to do the same over again. I would again caution you that overstocking is one of the most fatal and discouraging errors with which to contend in business. I could say a great deal more on this subject, but will give some one else an opportunity.

Our next subject for discussion, is paying for the goods bought in our line. Every merchant in good standing gets four months time from dating, with the privilege of discounting same from date of dating 7 per cent, or 6 per cent, off, as the agreement may be, in 10 days or 5 per cent. off 30 days. Now, any business man can see at once the gain by taking the percentage off and paying cash for goods. In the year of 1873 I made my entire store and family expenses simply on discounts. Every good business man should endeavor to discount his bills. If your capital is limited, carry a small stock and sell same for cash only and discount your bills. By so doing you will feel better and safer and you will have more courage and energy, knowing that your goods are yours and paid for. The jobber will give you closer figures, knowing that you pay cash for your goods and having to run no risk in selling to you. You will not only save a great deal of money by discounting, but you will also build up a reputation that will give you every advantage to be gained from the jobber, for everyone is desirous to sell you, knowing that you pay cash. If you cannot get your matters in shape to discount by no means let your bills run over due, for such a course will place you in the power of the creditor. You will injure your reputation by so doing. The minute the jobber grants you an extension, he expects you to make your purchases almost entirely of him, even if you pay him interest for over time. The effect is disastrous; and if you leave him he will press his claim for fear of loss. Ruin will eventually follow such a course. No good merchant should allow himself to be placed in such a predicament. In order to be successful, a merchant must be independent, pay his bills when at maturity and make his purchases wherever it is to his best advantage. No business man should ever give security on his stock of merchandise, for such an act means utter ruin. It deprives him of all credit and is nothing less than a self-inflicted assignment for the benefit of creditors is far more preferable than a chattel mortgage on a stock of goods. In no event will it extricate you from financial trouble but will only prolong the difficulty for a short time.

We will now pass to the subject of the displaying of stock. A great deal of the success of the merchant of the present day depends to a certain extent upon the show and display of his goods. In order to display stock to good advantage, it is necessary to have a good, clean store. Always keep it tidy and avoid smoking, as tobacco smoke scents the goods. It is desirable that taste should be shown in the arrangement of your show window. Change the goods frequently, so that they may not become faded by too much light. By negligence in this department, great damage can be done to a stock of goods. Get such help as will take pride in making a good display and, at the same time, take good care of the stock. Avoid tucking goods under the counter. It is a poor way to display them. Keep them in sight where your customers can not help but see them. When you have goods that begin to show age and shelf-wear, make special efforts to dispose of them. The longer you keep them, the more they will depreciate in value. Convert them into money and use that money to buy new stock with. A certain amount of judicious advertising is absolutely necessary, in order to keep your name before the public; and whatever you advertise to do, carry out to the letter. Such a course creates a good impression. You must endeavor to convince people that you do business squarely and on business principles. Ever maintain your honor and integrity inviolate.

Now, a word in regard to trusting. The less said about that the better. Try to do a cash business. If you have plenty of capital, there is no need of your doing a credit business; if you have a limited capital, then you cannot afford to. Think a moment. Will it not pay better to do less business, sell your goods for cash, discount your bills with the money so received and build up a good and solid reputation, than to do a large business, run yourself into debt, pay interest on bills overdue, be continually hard up and obliged to take extensions, ruin your reputation for good business methods and have your capital standing out all over the country with Tom, Dick and Harry, not knowing whether you will ever get it back. My motto is this: When times are good and business is brisk, then you can sell enough for cash and do well out of it; when times are dull and business is depressed, then it is unsafe and folly to trust out your goods and subsequently be obliged to spend your time and money to collect the payment for them. Of course there are exceptions. If a responsible customer asks credit for a short time, and you know him to be worthy of it, it would not be good policy to refuse his request. But it will not pay you to make doubtful accounts. Every merchant knows that there are many customers driven away by granting them credit, parties who would have traded with you and paid you the cash, but that you have trusted them and they have gotten into the habit of asking it. On the other hand, if you had refused them credit, they would not have expected it and would not, as is often the case, leave you

in the lurch and go somewhere else to trade.

When a person fails in business, almost the first remark heard is, "Well, he sold lots of goods, but has done too much credit business—has too much standing out." Gentlemen, come down to a cash business. You will find that it pays best in the long run.

Salesmanship next claims our careful thought. This is one of the most important elements of success in the conduct of business. It is, to a certain extent, a natural gift. A salesman should be a good judge of human nature. He should be able to read his customer the very minute he commences conversation with him. Selling goods is like playing a game of chess—you have to watch the move of your customer and then move accordingly. He must aim to suit the buyer with the articles he wants. If it is a man and his wife, let him aim to suit the wife—that will, in most cases, do the business. To suit is, generally speaking, sufficient to effect a sale. Among other qualifications a salesman must be gentlemanly and obliging. The decadence of good manners is a very positive and serious loss in a business way, for nowhere are a courteous address and easy grace of behavior so much needed and so well rewarded. He should be able to work off old style, damaged or shelf-worn stock, when he finds a customer who is willing to purchase such goods. In this way you keep your stock clean and in good shape. He should ever bear in mind that patience and perseverance accomplish all things.

I will now advance a few business rules, which, if observed, may be of benefit to your readers:

It is very essential for every prudent merchant to carry an insurance on his stock of at least one-half its value, in a good, reliable company. It is a duty which he owes to himself, to his family and to his creditors. If a business does not pay insurance, it is not worth having.

When you have a lucrative, paying business; do not sell out, for, in all probability, you will not better yourself. Do not branch out too much; one good business, well attended to, is enough.

When you refuse a man credit, stick to it. Do not be coaxed into trusting, after you have refused, for in most such cases, the debt is lost.

Do not show yourself slack and tardy in the collection of outstanding accounts. If you are slow, you cannot expect your debtor to be prompt.

Do not berate your neighbor because he is a competitor, for such a course will only injure your own business and reputation.

When you have a mechanic or laborer perform any service for you, pay him promptly for his work. Don't undertake to make him trade it out of your store. You will be more apt to make a customer of him if you pay him his earned money.

Avoid law suits, for, if you win, you will still be a loser. It is necessary for a merchant to be adequately posted in law to avoid suits at law.

A business man should not be without a safe in which to place valuable books and papers.

Attend to your own business, and don't depend too much upon your help. There is no one who can attend to your own affairs so well as you can yourself, no matter how good help you may have.

Make your place of business your headquarters, and try to be there during business hours. A great many customers when they come to trade like to see the proprietor and deal with him.

Allow no games to be indulged in in your store during business hours.

In conclusion, I would say, do business on business principles; be prompt in your appointments; fulfill your agreements; keep your probity inviolate; think before you act, and when you are sure you are right go ahead. Yours very truly,

S. LAMFROD.

Look Out for Tares.*

Being requested by the committee to write on the subject of tares, I shall endeavor to lay the matter before you as clearly as in my power to do so.

I find the definition of the word tare to be as follows: Allowance made by the seller of package goods which are sold by weight to the buyer for the real or supposed weight of boxes, casks, bags, etc., and for the dust or refuse matter contained in some classes of goods.

Tare is distinguished as real tare, or the exact weight of the box, cask, etc., customary tare, or a fixed allowance for this weight, sometimes regulated by ordinance and sometimes by custom; and average tare, which is deducted from weighing a few packages and taking their average as the allowance for the whole. In goods which are unpacked without injury, the practice is to allow real tare.

The object of this paper is to call attention to the irregularities existing in our present mercantile transactions and to show that too little attention is paid to this matter, both by manufacturer, wholesaler and retailer. I shall first endeavor to show that there is a considerable, if not an excessive, loss to the retailer in not giving that attention necessary to all such packages as have the tare deducted in the invoice. I mean that the retailer does not often enough know, of his own knowledge and by actual weight, that the proper tare or enough tare is deducted by the seller from all such packages. We have to give weight and measure and it is only fair that we should demand the same from our manufacturers and jobbers. What satisfaction would it be for our customers to be told, should we send them a box of raisins as holding or containing thirty pounds, which they found contained only twenty-eight, "That is all right—it is customary—it is all the jobbers allow us." But they would justly say, "I want and will have all that I pay for." Therefore, because jobbers tell us that five pounds tare is all they get, does that make it right? It will take two pounds more to make up the loss. I claim, gentlemen, that if we are to except this wrong because it has been customary for so long, we may as well not weigh rolls of butter or count baskets of eggs which our farmer customers bring us, but take them and send them out as what they call them, and, if any one complains, we can say, "We bought it of them for such

and you must accept them as the same."

We have proclaimed war against the dealer, the peddler, the prize and lottery schemes, the wholesaler for selling at retail. My object here is not to proclaim war, but to ask and insist upon having all that we pay for, in honor and justice to ourselves, as a body of retail merchants of Michigan, who claim reform in the old ways of guess work in business, and who have associated themselves together for honorable purposes, and, if possible, to cause more confidence to be placed in a retailer; or, as some of the upper tier would say, shopkeepers, whose honor is, I hope, in their good name for giving correct weight, measure and count. Where would any of us be in any community, without such a reputation. Take that from us and what would we have to do business with? As, what would it profit Robinson, the Chicago wholesale grocer, if he should say, "I did omit the tare, because it has been customary for the importer and the manufacturer not to allow me correct tares, and I only took another slice and omitted it altogether." If he had been a retailer, let us hope, that the dishonest idea was given him by his receiving false tares on the goods from whom he purchased them. I think that we ought to let the public see that we are endeavoring to protect them as well as ourselves, from all evils so far as we can reach, as, of course, the tares of packages, if wrong on invoice, would usually be giving the consumers wrong weight, and they would be the losers by purchasing original packages, and we would soon lose our good names, which we most value, and would be branded as impostors. This reminds me of these lines:

He who steals my purse, steals trash;
It's something, nothing.

'Twas mine, it is his, and has been slave to thousands.

But he who filches from me my good name
Robs me of that which not enriches him
And makes me poor indeed.

From my own knowledge, I wish to call your attention to certain cases in my everyday experience. Valencia raisins, off stalk and layers, have been invoiced this year by two houses as 30 pounds net. On weighing them, in the presence of the agents from whom I purchased, they contained only 28 pounds net in each case, the tare being six pounds per box, and therefore a deduction of 2 pounds per box, which, if not detected, would have made them, in the one case, cost one-half cent and, in the other, three-quarters cent per pound more by the two pound loss. This is the first year that I have ever had the 30 pound game played, but have always had, since my being in this country, 29 pounds instead of 28 which is correct.

French prunes, dates and figs are often billed with too little tare and sometimes, like citron, with none. I have this last season, returned citron, because it was charged gross weight and no tare, and cracker barrels 1 to 2 pounds over tare. In one instance, I had a barrel marked to be 18 pounds tare which weighed 28 pounds, making 10 pounds over tare on that one package, which was a corn starch barrel. Candy in tins, 3 1/2 and 4 pounds allowed, which weighed 2 to 2 1/2 and 3 pounds over tare, which, at from 8 to 15 cents per pound, made a dear sweet deal; sugars in barrels 1 to 3 pounds over tare; ground spices in bulk 4 ounces, 6 ounces and 8 ounces over tare at from fifteen to forty cents per pound; boxes marked warranted net weights. I have always charged back these shortages, but I have had to fight for my rights. There are so many who will not, or do not give this matter the attention required, which amounts to a great sum. The jobbers will not listen to one here and there, but when you all demand right tares they will give the subject attention and will demand the same from importers and manufacturers. From the best proofs I can obtain, I find the Custom House in New York allows and demands actual tares on all imported fruits, and, as there is a duty on raisins, the importer would not be likely to pay duty on boxes. Citron net 2 1/2 pounds tare per box is average. Sugar refiners allow actual tare. Pure syrups and New Orleans molasses, one to two gallons outage.

I will here state that I have got the allowances allowed by the houses from which I purchased when I claim was made, and I have met Mr. Brigham for one that knows that I have always weighed everything, and never, to his knowledge, forgotten to charge his house with the deductions, and I will say that I always got them. But he soon retired from the fruit business, to enable him to compete with the Grand Rapids spice houses, and associated himself with the Woolson Spice Co., of Toledo.

I do not say, and do not wish to be understood as saying that, in the larger number of instances coming to my knowledge, the shippers, manufacturers or the wholesalers, intentionally do this wrong for gain. With them are the same chances that occur to the retailer. They do not know that these things are so and especially are shippers liable to this ignorance. A force of men, generally such as are termed cheap labor, are employed, who do not take time to give the necessary attention to the weight of cases that their employer desires of them.

Now, as to the remedy: let me more carefully comply with the request made each week by our worthy editor of THE MICHIGAN TRADESMAN, Brother Stowe, who says, "Weigh, measure, count and charge everything you buy." With this end in view, let us demand from the manufacturer, the shipper and the wholesale dealer full tare, actual tare, as in that way alone, can we come into possession of our rights. I say false tares mean false prices, which, if stopped would often prevent cutting. And, if we do find that any shipper, manufacturer or wholesaler persists in selling goods having false tares, what shall we do with them? Leave them alone I would recommend.

Let Him Alone Hereafter.
EAST SAGINAW, March 22, 1887.

E. A. Stowe, Grand Rapids:
DEAR SIR—What would you do in a case where an account is two months past due, and on each request to pay, \$5 is sent, with exchange taken out. When the account is settled, I find the amount short 28 cents, which has been deducted by the debtor to pay exchange. Do you know of anything men enough in all the category of men things, to get even with such a customer?

Yours truly, J. T. BELL & CO.

(Continued from last week.)

O. F. Conklin then read a paper on "Competition in Business," Jas. Osburn one on "Shorter Hours for the Merchant," and E. A. Stowe presented a paper on "Compromises and What They Lead to," all of which have already appeared in these columns. C. A. Hammond read a paper on "Relation of the Banker to the Business Public," which will be given in full next week.

The question of incorporating the Association was then taken up again, and Geo. E. Steele explained the benefits which would follow as the result of such action.

N. B. Blain moved that the matter be laid on the table until the next meeting, which was lost.

Irving F. Clapp moved that a memorial petitioning the Legislature to incorporate this Association be drawn up by the Secretary and signed at this meeting, to be taken in hand by the Legislative Committee.

S. D. Pond moved to amend by adding H. H. Pope's name to that Committee, which was adopted.

The Committee on President's Address presented the following report:

Your Committee, to whom was referred the President's address and the recommendations contained therein, have had the same under consideration and report that they find the entire address admirable in tone and filled with most sensible and timely suggestions. In both letter and spirit it breathes an earnest devotion to the best interests of our business and the advancement of the objects of our Association. Its recommendations show an intelligent conception of the needs of our Association and the remedies they require.

Your Committee would recommend as follows:

1. That so much of the President's address as refers to the appointment of a committee of three, to award a premium of \$5 for the most desirable set of blanks, be approved. We would approve of the suggestion of our President that these blanks be rated as red, blue and white, as stated in his address.

2. That the Association elect five additional vice-presidents.

3. That THE MICHIGAN TRADESMAN be made our official organ.

4. That as much of the address as refers to the appointment of a Committee on Constitution and By-Laws be approved, and this Committee shall revise our present constitution as to conform with the recommendations made.

5. Regarding what our President has said relative to the appointment of a Judiciary Committee, would say that in consultation with our President, it is thought advisable to withdraw this and refer such matters to our present most competent Legislative Committee.

6. That our per capita tax be made 25 cents from October 1.

7. That the sum of \$200 be paid our worthy Secretary for his valuable and most efficient services during this current year.

8. That as compensation for publishing the proceedings of this meeting, 2,000 copies of THE MICHIGAN TRADESMAN be printed, and that the cost of the same be paid by the Association giving this address careful study and consideration.

All of which is respectfully submitted.

J. W. RICHARDS, } Committee.
G. W. CROUTER, }
O. K. BECKHOUT, }

The report was accepted and adopted and the Committee discharged.

Newton Dexter—I regret exceedingly to say that I am to take the train in a few moments. I want to state, before leaving, that I shall bear away with me the kindest feelings toward the State of Michigan, and especially toward your State Association. I want to tell you that I have never met a heartier reception, even in the great State of Pennsylvania, than I have met here at the hands of the Michigan Business Men's Association, nor a more representative, intelligent set of business men than I have met here in this room. It speaks well for this movement, not only here, but for every State in the Union. I can assure you that we in New York look to Michigan for much advice and valuable assistance, because I know we can get it here, if anywhere. I want to extend to you my heartiest thanks for the kindly reception that you have given me from the time I entered your beautiful city until this very moment. I want to extend to you a most cordial invitation, collectively and individually, as members of this Association, to visit us in New York State, to visit us in Albany, where our President and Secretary's offices are located. I shall be only too glad to return some of the kindness shown to me while here, and may prosper rest upon you as an Association and as individual members of that Association, that the grand old State of Michigan shall keep on in the good work which it is now pursuing, and gain for itself not only State, but National reputation.

Robert M. Floyd—What Mr. Dexter has said I would like to apply in my own case. The business men who make up this Association are all live business men. I want to thank you all for your kindly treatment of me while in Grand Rapids, and if any of you are ever in Chicago, Robert M. Floyd will be ready to make your stay as pleasant as possible.

After answering several queries and questions, the convention then adjourned until afternoon.

Wednesday Afternoon.

On re-assembling in the afternoon, the question box was opened and several questions were answered. Several answers to queries were also presented, among them the following reply to the question, "Are the Insurance Rates on Store Property Too High?" by Frank Hibbard:

In accepting this query, at the request of Mr. Stowe, I do not seek to air my knowledge of insurance matters, as it is very limited. I accept it because I am interested and am willing to lend my mite, in a crude way, to see the subject agitated, until a suffering public are freed from the tyranny of an insurance monopoly. I accept, only because

we each and all of us are too prone to draw back and wait for our neighbors to take the lead. If my remarks will lead some abler man to pick up the subject and do it justice, I shall feel that my feeble efforts have not been in vain.

I am not posted on the intricate ways and means of this vast monopoly which feeds on the business men of Michigan. I am not posted on electricity, but I know when lightning strikes. In accepting this query, I do not feel that I can do the subject justice. Looking at it from every side, it admits of so wide a field for argument, as viewed from different standpoints, that I will only attempt to show it up as it appears to those who are unfortunate enough to be obliged to do business in a wooden building, in a wooden row.

In times gone by, insurance companies were in open competition. The Etna, the Hartford, the Home, the Phoenix, the long list of responsible companies, vied with each other in open competition for policies. Every small burg had a half-dozen agents and every agent represented a half-dozen companies. These agents went from store to store, soliciting patronage and giving private rates and making concessions on extras, such as survey, policy, etc. Rates varied from $\frac{1}{2}$ to $\frac{1}{4}$ per cent. on store property, and all companies that were financially sound seemed to thrive. Their assets grew from year to year. Small companies sprang up and grew and thrived, until their name was legion. As they gained in capital, they gained in power and strength. The larger and stronger companies swallowed the smaller and weaker ones, and the heavier companies formed a combination. Like the business men of Michigan, they organized. They forced other companies into the ring or froze them out. They pooled their interests and established a Board of Underwriters. They placed an organized force in the field and rated every dollar's worth of property in the land, and, to-day, all responsible companies abide by those rates. Percentages are voted and agreed upon at their meetings, and raised and lowered at will, and competition is done away with. Property in our Northern towns that was formerly insured for $\frac{1}{2}$ to $\frac{3}{4}$ per cent., when at the mercy of forest fires without any protection, is now rated at 5 per cent., with the best steam fire protection the land can afford. Where, formerly, the list of companies was represented by half a dozen agents in towns of 1,000 to 3,000 inhabitants, now one man sits in his office and condescends to write your policy. Iron-clad, excluding everything liable to cause a conflagration, classifying every article in your stock, and naming a certain amount on every class and charging you legal rates of interest for insurance on your own property.

Are insurance rates on store property too high?

At 5 per cent. are they insuring you or are you insuring yourself? Supposing you burn out to-night and lose every dollar of your stock. If you have been honest in your dealings, thrifty in your habits, successful in your business, if you have established a credit among your fellow-men, you can start again to-morrow on a borrowed capital at 5 per cent. Methinks I hear some one say, "But it is not safe." This I will admit. Here comes in the question, "What shall we do to be saved—saved from the sharks, saved from the fire?"

This state of things was brought about by organization. Our only remedy is organization—organized action. If we cannot, as a body, force legislation, if with a solid front, we, the business men of the country, combined, cannot break the monopoly, then our remedy lies in forming mutual companies. I, last spring, conceived the idea of forming a Druggists' Mutual, and was in full hopes to see it picked up and carried through with a rush at our State meeting here last October, had any ten men in the room sanctioned the matter and lent it their aid, we could have had a Druggists' Mutual to-day in full force.

For a number of years, I was a member of the St. Joseph County Mutual, and, during that time, held a policy in the company. My assessments averaged \$3 per year on \$1,000, or $\frac{1}{3}$ of 1 per cent. If a mutual company can mutually insure themselves at $\frac{1}{3}$ of 1 per cent., then my reply to the inquiry is: Yes, the rates on store property are decidedly too high.

In conclusion, I should like to hear the voice of those who are fortunate enough to do business where the buildings are all of brick, that we may know how their rates compare with former years, before insurance monopoly; also of those who are posted on insurance matters generally, and can give reasons, if any, for the rapid advance of insurance rates.

A vote of thanks was tendered Mr. Hibbard for his paper.

N. B. Blain moved that lawyers be recognized as business men, which was unanimously adopted. The same gentleman then made the same motion relative to physicians, which took the same course.

G. R. Hoyt—I would like to extend an invitation to have the next convention held at Flint. I think that we can take care of you in good shape. We have good hotel accommodations. By conversation with quite a number of Flint gentlemen, I find that they are all anxious that we extend this invitation. I cordially invite you to meet at our place, if your committee so appoint.

J. W. Blake seconded the invitation extended by Mr. Hoyt, and on motion of Smith Barnes, a vote of thanks was tendered the Flint delegation for their cordial invitation.

The Committee on Constitution and By-Laws reported as follows:

Your Committee on Constitution and By-Laws would respectfully report the following amendments to the constitution:

That Art. III, Sec. 1, be amended to strike out "10," and insert in place thereof "25."

That Art. IV, Sec. 1, be amended by inserting after "Second Vice-President," the following: "Third Vice-President, Fourth Vice-President, Fifth Vice-President, Sixth Vice-President, Seventh Vice-President;" that Sec. 2 be amended by adding to line six the following: "A Committee on Transportation of three members."

That Art. V be amended by adding Sec. 8, which shall read: "The Committee on Transportation shall have charge of all matters pertaining to the transportation of members and passengers, and such other important matters as may be referred to it."

That Art. VI be amended by adding to line two: "whose salary shall be fixed annually by the Executive Committee."

That Art. VII, Sec. 2, be amended by striking out all after line three and substituting therefor: "when in their judgment

the interests of the Association require same. Respectfully submitted,

W. E. KELSEY, } Committee.
IRVING F. CLAPP, }
E. T. VANOSTRAND, }

The report of the Committee was adopted.

Smith Barnes moved that the Association put itself on record as opposed to the giving of chronos and prizes with goods, directly or indirectly, which was unanimously adopted by a rising vote.

It was decided that a lawyer could not use the blanks of the Association for the collection of any accounts not his own.

The following communication was read by the Secretary:

LANSING, March 14, 1887.
E. A. Stowe, Grand Rapids:

DEAR SIR—Please accept thanks for your letter of March 11, inviting me to attend the meeting of your Association this week. If I could, it would give me pleasure to accept.

You ask if I do not think that you are on the right track in attempting to educate the people against cheap goods. Yes, that is a good thing to do. People would not generally buy adulterated and deleterious goods, if they knew how to detect them. The difficulty is, how are you going to educate the people to do this? The dealers themselves are deceived by adulterations; they have no sure test. It is well, however, to do as you are doing in this line. As you probably know, the Legislature has been asked to establish a Laboratory of Hygiene at the University. If this should be done, it might afford a means of detecting adulterations in goods, and secure a place where examinations could be made by experts. I send you a little pamphlet containing some of the arguments for such a laboratory.

Yours respectfully,
HENRY B. BAKER, Sec'y.

On motion of E. A. Stowe, the Association put itself on record as unanimously in favor of the appropriation asked for to establish a Laboratory of Hygiene.

The Committee on Resolutions presented the following report:

Your Committee on Resolutions beg leave to present the following:

That we believe the business of this convention should be conducted as simply as is consistent with strict business methods, shunning too many Whereas and Wherefore—in other words, not having too many tails on our kite; therefore, be it

Resolved—We won't resolve.

In the matter of the able paper read to this convention by Smith Barnes, your committee are of the opinion that to reach the matter properly the Legislature should be appealed to to enact stringent laws regulating the sale of all goods under strict brands, designating the quality and purity of the same, which, in our opinion, will check the sale of adulterated goods.

That the Legislature be appealed to by an authorized committee, to make a law adopting that of the State of New York, on the subject of weights and measures.

That the thanks of this convention be tendered the officers and members of the Retail Grocers' Association of Grand Rapids for the many courtesies extended and the hospitable manner in which we have been entertained. Also to the O-wash-ton Boat Club, for kindly tendering us the use of their club rooms while in the city.

Respectfully submitted,
JULIUS SCHUSTER, } Committee.
J. V. CRANDALL, }
P. P. MORGAN, }

The report was adopted and the Committee discharged.

E. A. Stowe presented the following resolution which was unanimously adopted:

Resolved—That this convention put itself on record as unqualifiedly in favor of goods of standard purity and strength, full content, full weight and full measure, and that we, as business men, agree to practice what we preach, by refusing to handle any goods not up to the standard.

W. W. Warner then read a paper on "The Village Improvement Idea in our Local Associations," which was accorded a hearty vote of thanks. The paper will appear in full in THE TRADESMAN of next week.

President Hamilton announced the following committees:

On Transportation—Jas. A. Coye, J. B. Milliken, Chas. Bridgman.

On Revision of Constitution and By-Laws—W. E. Kelsey, R. D. McNaughton, L. F. Clapp.

On Blanks—Jas. Osburn, H. H. Pope, E. A. Stowe.

The President then announced the additional Vice-Presidents as follows:

Allegan—W. W. Warner.
Flint—Geo. Hubbard.
Cheboygan—H. B. Chambers.
Battle Creek—R. C. Parker.
Muskegon—H. B. Fargo.

A considerable discussion followed on the subject of local membership—whether it should be on a firm or individual basis. L. W. Sprague favored the former plan, while President Hamilton took strong grounds on the other side. The sentiment of the convention seemed to be strongly in favor of individual membership.

N. B. Blain moved that all the local associations use a uniform set of blanks, which was adopted.

Jas. A. Coye addressed the convention on the subject, "The Business Man in Politics," which was accorded a hearty vote of thanks. The address will appear in a future issue of THE TRADESMAN.

L. W. Sprague spoke as follows on the subject, "Can Our Collection System be Improved Upon?"

I can say that I have been in a measure successful in business, but I never was a successful collector, and there must be some others just like me. To begin with, I take the ground that a place of business is not a good place to collect. We use every inducement that we can to make the public buy. If I make a business of dunning a man every time he comes into my store, after a time he will get tired of it and go somewhere else to spend his money. Those of you who have a good man that you can send out to collect for you, but few of us have. Now, how shall we collect? I have done a good business for the last fifteen years. I make this assertion, that a man will wreck his business by selling his goods on the credit system. I had rather have ten cents in dollars in bad debts. If I am talking to

any of the younger men in business, this is the advice that I will give you: Buy your goods for cash and sell them for the same; then you are not ready to fail at any moment. If you sell your goods for credit, you cannot do business with those bad debts. If you go to New York or any place to buy goods, and try to pay for them in debts, you will not make much of a success of it. You have got to have money, and unless you have money, you can't get credit; and unless you do have credit you cannot do any business.

I contemplate going into the cash business. I believe that it is the only proper way to do business. As I said, I am a poor collector myself—consequently, I am a poor man to suggest something better. What I now suggest to you can be adapted to almost any place. Find some man who is reliable, whom you can trust, to collect your debts. If a number of you club together and employ him to collect your debts, it will cost each of you but a small amount. I think the trouble with a great many of the debts is that they are not properly attended to. Turn those accounts over to this man and he will collect them for you. Have an Executive Committee and let him report his expenses to them. He has collected so much, now let each man pay his proportionate share for the amount he has collected. You will find that he has cost you but 10 per cent., or it may be, 20 per cent., but it certainly won't cost you any more than if you undertook it yourself. If some people refuse to pay, let your collector have the power to sue them and let the expenses come out of the man that the suit is brought against. This will keep a man pretty tolerably busy the year round.

Percy F. Smith—Let me say before bidding you good-by that I have brought you good cheer and welcome of Pennsylvania, and I shall take back with me a great deal of information in connection with my first visit here. We will not measure the distance in miles that separates our two states. I will have you before me constantly and I hope that Michigan will be prosperous in the great work that she has undertaken. I have grasped many of you by the warm hand. I have listened in the convention to the honesty and integrity of your business men and I want to say that Pennsylvania wishes you success and will ever extend a helping hand to you in this work.

The following papers were read by title, accepted with thanks, and ordered printed in THE TRADESMAN: "Look Out for Tares," Paul P. Morgan; "Is It Possible to Do a Cash Business?" N. B. Blain; "Does It Pay to Sell Goods for Fun Instead of Profit?" Julius Schuster.

Smith Barnes—I move that a rising vote of thanks be extended to the little forty-horse-power engine—I may say the little steamboat of Michigan, known as E. A. Stowe.

The motion was adopted.

E. A. Stowe, in thinking of the "little steamboat," don't forget the big steamboat—the Great Eastern of organization. If I work hard for the Association and the cause of organization, remember it is because I have to do so to hold my end up—that anyone who serves under Mr. Hamilton has got to work or find a new master. I move that the same course be accorded to the President Hamilton.

Three cheers and a tiger shook the building to its foundation.

Jas. A. Coye—It seems to me that we are apt to forget some of our friends. Mr. Morgan, our honorary Vice-President, has done much for our Association. He was at our first meeting, and has since come to Grand Rapids to attend this convention.

I move that a rising vote of thanks be extended to Mr. Morgan.

The motion was adopted.

Paul P. Morgan—I thank you, gentlemen, and you can always depend upon me when I can assist the Association in any way.

President Hamilton—I feel very proud of the courtesies you have shown to me to-day and the many acts of kindness you have shown me during this meeting. Gentlemen, I thank you in behalf of this Association for your kind attention and for all that you have done. I feel a great deal as Parker said about Chalmers, in speaking of his brilliant oratory, the great power and logic with which he held the attention of his audience—that it was impossible to gather about the good while you hear him speak, but it will come later on, after he has gone. Then the great masses of the people will gather up these little things, and they will make them a part of their lives. Gentlemen, this is true with what has been said here to-day and during this meeting. It is impossible for us to gather all these facts and adjust them thoroughly. There have been some very good things said, and there have been some grand principles advanced.

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The motion was adopted.

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The motion was adopted.

The Gripsack Brigade.

Oliver C. Shultz is again in the employ of Curtiss & Duntun, covering the city trade.

Jas. Fox has engaged to travel for Bulkley, Lemon & Hoops, taking the territory formerly covered by Manly D. Jones.

Dick Savage is now on the road for the Alden & Bro. Co., manufacturers of vinegar at St. Louis.

Nathaniel B. Ingersoll, representing the Acme White Lead & Color Works, of Detroit, is in town.

J. H. Hagy is out for J. A. Crookston again this week, in consequence of the latter's enforced illness.

Jas. N. Bradford is in Muskegon this week, attending the annual re-union of the 26th Michigan Infantry, of which he is Secretary.

All Ishpeming correspondent asserts that all that will be left of a Grand Rapids traveling man, on his next trip to that place, will be his Mangold remains.

O. A. Perry, traveling representative for the Detroit Safe Co., has moved his family here from Du Plain and taken up his residence at 417 Crescent avenue.

A. J. McBlair, formerly with Worth, Dickie & Co., of Chicago, has been added to the force of the J. G. Butler Tobacco Co., of St. Louis, by W. N. Ford, general agent.

The wife of E. K. Bennett, the Lansing jewelry traveler, is undergoing a course of treatment at the Ypsilanti sanitarium, in consequence of which E. K. now makes his headquarters at that place.

W. F. Griffith, traveling representative for Farrand, Williams & Co., of Detroit, was in town last week. He is covering a portion of the territory of D. A. Harrison during the latter's illness.

"I don't exactly approve of Dave Haugh's suggestion relative to a trip to Niagara Falls," said Charley Robinson recently. "I suggest that the boys make a tour of Europe instead; or, better yet, save their money and start a national bank."

T. J. Roe, the Kalamazoo traveling man, hung up his coat at a Lansing hotel while he was eating supper one night last week. Frank Wright, of Saginaw, appropriated

The Michigan Tradesman.

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

E. A. STOWE, Editor.

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

WEDNESDAY, APRIL 6, 1887.

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

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

The Independent Grocer gives utterance to the war cry, "The house organ must go"—a cry THE TRADESMAN has uttered and echoed for four years. Not content with simple talk, however, the journal in question has called the attention of the postal authorities to the fact that three alleged grocery journals, at Chicago, are being sent through the mails at pound rates, in utter defiance of the law governing the sending of second-class matter. The Chicago Grocer is owned and controlled by Franklin McVeagh & Co., and has always been the service tool of its master. Hoyt's Criterion has for years been a standing menace to all that is decent and honorable in both merchandising and trade journalism, and its real owner has waxed rich as the result of his stealings from Uncle Sam. The same is true, to a certain extent, of the Commercial Bulletin. All three live by levying blackmail, and no harlot could descend to the depth of villainy which has marked the course of Hoyt's Criterion. THE TRADESMAN always invites honorable competition, but the arrogance of the thief and blackmailer is not conducive to kindly feelings or mild statements. THE TRADESMAN seconds the motion—the house organ must go.

The Independent Grocer starts out with well-defined ideas on most mercantile subjects, but its advice to the grocer to handle a general line of goods is not in good form. The tendency of the times is towards specialization—toward perfection in single branches. The man who is a good grocer has no business to dabble in other lines of goods, any more than it is advisable for a preacher to attempt to practice law or medicine while in charge of a parish. Just in proportion as he gains in proficiency in one branch, so he loses in the others. The scope of knowledge in every branch of business has become so broad that it is useless for anyone to attempt to acquire thoroughness in more than one line. THE TRADESMAN's experience goes to prove that the best results are accomplished—and the most money made—where men confine their operations to a single branch of business.

The present week closes the report proper of the recent convention of the Michigan Business Men's Association. The speeches made at the banquet and two valuable papers will be given next week, when THE TRADESMAN will undertake a general review of the proceedings and reproduce the opinions of other journals on the convention. Several of the papers read at the meeting have gone the rounds of the trade press, from Boston to San Francisco, and the influence exerted by the convention can never be computed.

Agreeable to promise, THE TRADESMAN presents this week a number of critical answers to H. G. B.'s onslaught on package coffees. As will be noticed, the replies are from the standpoint of the manufacturer. Next week, opportunity will be given H. G. B. to "answer back," and THE TRADESMAN would be pleased to publish in such connection the opinions of retailers on this important subject. Let them be a general response to this appeal!

The Secretary of the Owosso Business Men's Association is the first to enter the lists in competition for the prizes offered by THE TRADESMAN for the best essays on general merchandising. Mr. Lamfrom's paper will be found on the first page of this week's issue, and is well worth a careful perusal.

Prof. Vaughan on the Adulteration Question.

ANN ARBOR, March 15, 1887.

Frank Hamilton, Traveller City:
DEAR SIR—I am very sorry that my professional duties, which have been unusually laborious of late, have delayed my answering yours of March 4 so long. In the first place, allow me to say that I think the work which you are engaged in one of the greatest importance, and one in which I am greatly interested.

I think that the laws of our State concerning the adulterations of food are sufficient. But there is no provision for their enforcement, and, consequently, they are dead letters. I think that dealers in food stuffs might bring sufficient pressure to bear upon the Legislature to lead it to provide for the enforcement of the laws. In the larger cities, health officers might be selected, who would be competent to detect adulterations and who might be armed with power to bring to trial all offenders. The system of public analysts in England has worked well and might, with some modifications, be adopted in this country.

Yours, V. C. VAUGHAN.

"Lion" on Wheels.

The Woolson Spice Co., of Toledo, has sent its resident distributing agent, L. Winternitz, a handsome delivery wagon, embellished with references to the celebrated "Lion" brand of package coffee.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

E. F. Winchester has retired from the Empire Furniture Co.

W. G. Clark has resumed the grocery business at Saranac. Bulkley, Lemon & Hoops furnished the stock.

Kruidenier & Nyberg succeed Dogger & Nyberg in the grocery business at 327 East Bridge street.

Wm. Lee & Co. have engaged in the grocery business at Charlevoix. The stock was purchased at this market.

Zylstra Bros., grocers on South Ionia street, have sold their store building and will close out their stock and retire from trade.

C. Wohlgenuth has engaged in the grocery business at the corner of Broadway and North street. Bulkley, Lemon & Hoops furnished the stock.

Edwin C. Jackson has sold his bakery business at 448 So. Division street to Martin Devert and re-engaged in the same business at 27 West Fulton street.

C. B. Hirschfeld has perfected arrangements to put in a general stock at Saint Ste. Marie under the style of Lewis L. Metzger & Co. It is expected that everything will be in readiness to begin business by May 15.

D. B. Cook has sold a half interest in his show-case manufacturing business at 38 West Bridge street to Louis C. C. Prinz, and the two will continue the business under the firm name of Cook & Prinz.

Frank H. Escott has bought the drug stock of Wm. H. Tibbs, at 75 Canal street, and will take possession May 1. The business was conducted at that place by his father for twenty-five years and Frank has sufficient experience to maintain the good reputation acquired under the senior's management.

AROUND THE STATE.

Six Lakes—F. V. Handy, grocer, has assigned.

Sheridan—E. J. Sherwood, grocer, has been attached.

Ishpeming—C. Melby, grocer, is reported to have assigned.

Onsted—C. A. Marsh has sold out his hardware business.

Kingston—L. A. Orr succeeds M. E. Orr in the drug business.

Jackson—W. W. Thomas, grocer, is advertising to sell out.

Albion—Killian & Williams, furniture dealers, have sold out.

White Pigeon—Seekell Bros., general dealers, have sold out.

Uby—B. S. Slack, general dealer, has been closed by creditors.

Ypsilanti—R. H. Kilian succeeds R. C. Coy in the drug business.

Jackson—S. B. Kauffman, clothing dealer, is removing to Detroit.

Kalamazoo—G. H. Bradt has bought the grocery stock of J. Lucas.

Lapeer—Hadley & Brower succeed Joseph A. Giles in the meat business.

Kalkaska—Parker & Hobbs succeed Geo. Parker in the grocery business.

Jackson—J. E. Tuttle & Co., cigar and tobacco dealers, have sold out.

Greenville—Jas. Massie has bought the grocery stock of M. A. Massie.

Muskegon—J. K. Meyers has bought the drug stock of Wm. B. Wilson.

Caro—Denyes Bros. succeed Parkhurst & Johnson in the grocery business.

Pineckney—Jerome Winchell has sold his drug stock to Gamber & Chappell.

Lapeer—Dennis E. Holland succeeds Geo. P. Turrell in the jewelry business.

Kalamazoo—Samuel Folz succeeds Franklin & Folz in the clothing business.

Lapeer—Mellick & Mapes succeed Mellick, Mapes & Co. in general trade.

Byron Center—Seward McNitt & Co. succeed Byron McNitt in general trade.

Chesaning—Hopkins & Son succeed H. J. Hopkins in the hardware business.

Morrice—E. D. Hartwell, hardware dealer, has been closed on chattel mortgage.

Charlotte—N. E. Gibbard & Co. succeed Thomas Bros. in the boot and shoe business.

Menominee—A. Z. Bird succeeds Bird Bros. in the grocery and crockery business.

Marshall—Udell Bros. succeed Pratt A. Spicer in the agricultural implement business.

Jackson—David DeMay succeeds DeMay & O'Melia in the grocery and saloon business.

South Grand Blanc—J. S. Watrous succeeds J. A. Wakeman in the grocery business.

Battle Creek—Farrell & Doremus, tobacco dealers, have dissolved. Jas. Farrell succeeds.

Roscommon—Bennett & Hart have given a trust mortgage on their general stock and assigned.

Litchfield—Rogers & Harlow succeed Geo. W. Rogers in the dry goods and grocery business.

Clarion—D. S. Salisbury has bought the general stock of Olds & Co., and will continue the business.

Bay City—W. D. Richardson succeeds Givens E. Van Syckle in the musical merchandise business.

Battle Creek—Stephen T. Bowen has moved here from Paw Paw and succeeds John Rowe in the clothing business.

Jonesville—J. S. Lewis has bought G.W. Ferguson & Co.'s stock of hardware, which leaves him a monopoly of the business.

Fife Lake—Caulkins & Co. have sold their drug stock to Blakeley Bros., which

gives them a monopoly of the drug business here.

Fife Lake—C. T. Kimball has arranged to purchase a half interest in the grocery stock of O. V. Adams. The new firm name has not yet been decided upon.

Cadillac—Sampson & Drury, the hardware merchants, suffered a loss of about \$3,000 by water thrown on a fire in the upper floors of their building on the 2d.

Reed City—E. Trump, formerly engaged in the dry goods business at this place, but for the past three years in trade at East Saginaw, has moved his stock back here.

Allen—D. Gorton, formerly in general trade at Nettle Lake, Ohio, has disposed of his business and real estate interests there, and has engaged in general trade at this place.

Hubbardston—L. W. Robinson has arranged to engage in the produce business as soon as the transfer of his dry goods stock to John W. Cowman is effected, which will occur on April 18.

East Saginaw—Chas. J. Stevens has retired from the wholesale lumber firm of Stevens & Slade, and will go to Philadelphia to reside. Benson & King, of Owosso, have purchased the real estate of the late firm.

East Jordan—Dan Jerue has sold his livery business to Charlevoix parties, given a bill of sale of his saloon to H. C. Reinard and a bill of sale of his hotel to John Chamberlain. His creditors are correspondingly uneasy.

Allegan—Jas. Heath has purchased the interest of John Lilly in the grocery firm of Lilly & Lilly. The new firm will be known as Lilly & Heath. The retiring partner will enter the employ of a New York furniture dealer.

Lowell—Chas. McCarty has purchased the grocery stocks of A. B. Johnson and Sarah A. Winger. The former stock has been consolidated with McCarty's conglomeration, but the latter stock will be kept and business continued at the old location.

MANUFACTURING MATTERS.

Ravenna—Henry Mansfield will build a saw-mill here.

St. Louis—John L. McCurdy has purchased the table factory of Taylor Bros., and will push the business.

STRAY FACTS.

Battle Creek—Geo. Southworth has disposed of his meat business.

Lapeer—Witt & Dent succeed Geo. Donaldson in the meat business.

Carson City—The new savings bank opened for business last Thursday.

Port Huron—E. F. Rush succeeds Rush & Sons in the commission business.

Hastings—Chas. W. Bentley, of the lumber firm of Bentley Bros. & Wilkins, is dead.

Port Huron—Rush & Sons, commission and produce, have dissolved, Edward F. Rush continuing.

Hastings—J. J. Downs and C. L. Babcock, both of Nashville, have purchased the Leins meat market.

Birmingham—F. Blakeslee & Co., general dealers and knitting works proprietors, are succeeded by V. Nixon.

Sturgis—The Business Men's Association offers \$1,000 and an acre of land to any reputable manufacturer employing twenty men or more, who will locate here.

East Saginaw—C. M. Hill & Co., wholesale lumber dealers, have merged their business into a stock company under the corporate name of the Hill-Caskey Lumber Co. The capital stock is \$50,000, one-half of which is paid in. The stockholders are C. M. Hill, J. C. Caskey and R. B. McKnight.

Purely Personal.

B. Dosker and H. Michmiershuizen, of P. Steketee & Sons, are both confined to their homes by illness.

S. S. Pew, formerly of this city, is arranging to engage in the flour and feed business at Howard City.

W. Frank Gibson, formerly engaged in the commission business on Ottawa street, is now driving a street car in San Francisco.

E. Gilbert, of the general firm of Gilbert, Hopkins & Co., at Sherman, was in town last week, purchasing goods for the spring trade.

L. Jacoby, manager of the Mammoth Clothing Co., at Allegan, was in town a couple of days last week, selecting spring goods.

Harry Hall, billing clerk for the Hazeltine & Perkins Drug Co., will be off duty for a few days while recovering from the effect of a shot through the head, accidentally made by a friend while carelessly handling a revolver.

They Like "The Tradesman."

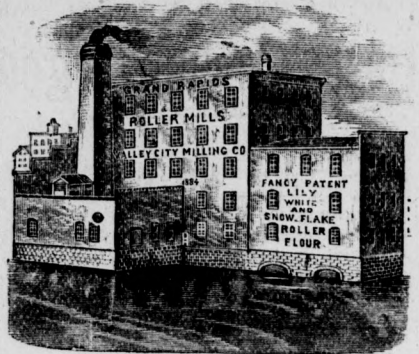
S. S. Dryden & Sons, the extensive Allegan hardware merchants, write as follows:

We have received several sample copies of THE TRADESMAN and find it a very useful and interesting journal. We would not be willing to do without it and we think it is worth many times its price to every business man in the State. The articles from the pen of Soliman Snooks are a valuable addition to the current literature of the day. His map of the seat of war, his analysis of the water Grand Rapids people drink—now and then—and his description of the faith cure treatment are inimitable.

Store Orders Before the Legislature.

The House Committee on Labor Interests, to whom was referred House Bill No. 358, prohibiting the use of scrip or store orders in the payment of wages of laborers in mines, mills, shops and factories, reported in favor of the passage of the bill on March 30. The report was accepted and the bill placed on general order.

Valley City Milling Co.



OUR SPECIALTIES:

Buckwheat Flour,
Rye Flour,
Granulated Meal,
Bolted Meal,
Coarse Meal,
Bran Shells,
Middlings,
Screenings,
Corn, Oats
Feed.

OUR LEADING BRANDS:

Roller Champion, Gilt Edge, Matchless,
Lily White, Harvest Queen, Snow Flake,
White Leaf, Reliance, Gold Medal, Graham,
Write for Prices.

Grand Rapids, Michigan.

The universal sale of "Tansill's Punch" 5-cent cigar is proof of its extraordinary merit. The live dealer will always avail himself of an opportunity to make money. 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.

Bermuda Onions Again.

Chas. F. Root, of the firm of Foster, Stevens & Co., takes issue with Ex-Governor Jerome, on the statement recently printed in THE TRADESMAN, to the effect that there are no onions grown in Bermuda. He asserts that, while there several seasons ago, he saw them brought into market on the heads of women, and in every conceivable kind of vehicle, and that shipload after shipload left there for New York.

Deserving of Credit.

Grocer—"So you haven't drank anything for a month, Uncle Rastus?"
Uncle Rastus—"No, sah; not er drop."

Grocer—"You deserve credit, Uncle Rastus."

Uncle Rastus—"Yes, sah. Cud yo' trust me to er hain till day arter to-morrow at quater past foah?"

Grocer—"No, I never give credit."

An honest Bay City grocerman was drying a jar of damp snuff by his stove the other day. A boy saw and seized the jar at just the moment the accumulated steam caused it to explode, and the result was a badly lacerated boy and a grocer who, for an instant, realized what it is to be a czar.

Hardware.

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

AUGERS AND BITS.

Ivory, old style, 10 in. 60
N. H. C. Co., 10 in. 60
Douglas, 10 in. 60
Pierces, 10 in. 60
Snell's, 10 in. 60
Cook's, 10 in. 40
Jennings, genuine, 10 in. 25
Jennings, imitation, 10 in. 10

BAIRNS.

Railroad, 10 in. 14 00
Garden, 10 in. 30 00

BELLS.

Hand, 10 in. 60
Cow, 10 in. 70
Call, 10 in. 30
Gong, 10 in. 25
Door, Sargent, 10 in. 25

BOLTS.

Stove, 10 in. 60
Wrought, 10 in. 60
Plow, 10 in. 60
Sleigh Shoe, 10 in. 60
Wrought Bar, 10 in. 60
Cast Barrel Bolts, 10 in. 40
Cast Barrel, brass knobs, 10 in. 40
Cast Square Spring, 10 in. 40
Cast Chisel, 10 in. 60
Wrought Barrel, brass knob, 10 in. 60
Wrought Square, 10 in. 60
Wrought St. Fish, 10 in. 60
Wrought Bronze and Plated Knob, 10 in. 60
Ivory Door, 10 in. 60

BRACES.

Barber, 10 in. 60
Backus, 10 in. 60
Spofford, 10 in. 60
Am. Ball, 10 in. 60

BUCKETS.

Well, plain, 10 in. 3 50
Well, swivel, 10 in. 4 00

Cast Loose Pin, figured, 10 in. 70
Cast Loose Pin, Berlin bronzed, 10 in. 70
Cast Loose Pin, genuine bronzed, 10 in. 70
Wrought Narrow, bright fast joint, 10 in. 60
Wrought Loose Pin, 10 in. 60
Wrought Loose Pin, japanned, 10 in. 60
Wrought Loose Pin, japanned, silver tipped, 10 in. 60
Wrought Double, 10 in. 60
Wrought Inside Blind, 10 in. 60
Wrought Brass, 10 in. 75
Blind, Clark's, 10 in. 80
Blind, Parker's, 10 in. 80
Blind, Shepard's, 10 in. 80

CAPS.

Ely's 1-10, 10 in. per m 65
Hick's C. F., 10 in. 35
G. D., 10 in. 35
Musket, 10 in. 60

CATRIGES.

Rim Fire, U. M. C. & Winchester new list 50
Rim Fire, U. S. States, 50
Central Fire, 50

CHISELS.

Socket Firmer, 10 in. 70
Socket Framing, 10 in. 70
Socket Corner, 10 in. 70
Socket Slicks, 10 in. 70
Butchers' Tanged Firmer, 10 in. 40
Bolt's Socket Firmer, 10 in. 20
Cold, 10 in. not

CURRY, Lawrence's, 10 in. 40
Hotchkiss, 10 in. 25

COCKS.

Brass, Racking's, 10 in. 60
Bibb's, 10 in. 60
Beer, 10 in. 40
Fence, 10 in. 60

COPPER.

Planished, 14 oz cut to size, 10 in. 35
14x22, 14x30, 14x40, 10 in. 25
Cold Rolled, 14x22 and 14x30, 10 in. 25
Cold Rolled, 14x48, 10 in. 25
Bottoms, 10 in. 25

DRILLS.

Morse's Bit Stock, 10 in. 40
Taper and Straight Shank, 10 in. 40
Morse's Taper Shank, 10 in. 40

Com. 4 piece, 6 in. 10 in. 85
Corrugated, 10 in. 20
Adjustable, 10 in. 35

EXPANSIVE BITS.

Clar's, small, 18 in. 00; large, 22 in. 00. 40
Ives', 1, 18 in. 00; 2, 22 in. 00; 3, 26 in. 00. 25

FILES—New List.

American File Association List, 10 in. 60
Dixson's, 10 in. 60
New American, 10 in. 60
Nicholson's, 10 in. 60
Heller's Horse Rasp, 10 in. 50
Heller's Horse Rasp, 10 in. 50

GAUAGES.

Stanley Rule and Level Co.'s, 10 in. 50
Maydoe & Co.'s, 10 in. 25
Kip's, 10 in. 25
Yorke & Plumb's, 10 in. 40
Mason's Solid Cast Steel, 10 in. 30
Blacksmith's Solid Cast Steel, Hand, 30 in. 40

HANGERS.

Barn Door Kicker Mfg. Co., Wood track, 10 in. 50
Champion, anti-friction, 10 in. 60
Kiddier, wood track, 10 in. 40

HINGES.

Gate, Clark's, 1, 2, 3, 10 in. 60
State, 10 in. 60
Screw Hook and Strap, to 12 in. 4 1/4 14
and longer, 10 in. 3 1/4

Screw Hook and Eye, 1/4, 10 in. 10 1/4
Screw Hook and Eye, 1/2, 10 in. 8 1/4
Screw Hook and Eye, 3/4, 10 in. 7 1/4
Screw Hook and Eye, 1, 10 in. 6 1/4
Strap and T, 10 in. 6 1/4

HOLLOW WARE.

Pots, 10 in. 60
Kettles, 10 in. 60
Spiders, 10 in. 60
Gray enameled, 10 in. 75

HOUSE FURNISHING GOODS.

Stamped Tin Ware, new list, 10 in. 75
Japanned Tin Ware, 10 in. 25
Granite Iron Ware, 10 in. 25

HOSES.

Grub 1, 10 in. \$11 80, 10 in. 60
Grub 2, 10 in. 11 50, 10 in. 60
Grub 3, 10 in. 12 00, 10 in. 60

KNOB—NEW LIST.

Door, mineral, jap. trimmings, 10 in. 55
Door, porcelain, jap. trimmings, 10 in. 55
Door, porcelain, plated trimmings, 10 in. 55
Door, porcelain, trimmings, 10 in. 55
Drawer, Shutter, porcelain, 10 in. 70
Picture, H. L. Judd & Co.'s, 10 in. 40
Hemacite, 10 in. 45

LOCKS—DOOR.

Russell & Irwin Mfg. Co.'s new list, 10 in. 55
Mallory, Wheeler & Co.'s, 10 in. 55
Branford's, 10 in. 55
Norwalk's, 10 in. 55

LEVELS.

Stanley Rule and Level Co.'s, 10 in. 70
MATTOCKS.

Adze Eye, 10 in. \$16 00, 10 in. 60
Hunt Eye, 10 in. \$15 00, 10 in. 60
Hunt's, 10 in. \$18 50, 10 in. 20 & 10

SPERRY & CO.'S, Post, handled, 10 in. 50

MILLS.

Coffee, Parkers Co.'s, 10 in. 40
Coffee, P. S. & W. Mfg. Co.'s Mallicable, 10 in. 40
Coffee, Landers, Ferry & Clark's, 10 in. 40
Coffee, Enterprise, 10 in. 25

MOLASSES GATES.

Stebbin's Patter, 10 in. 60
Stebbin's Genuine, 10 in. 60
Enterprise, self-measuring, 10 in. 25

NAILS—IRON.

Common, Bra and Fencing, 10 in. 55
10d to 6d, 10 in. \$2 55
8d and 9d adv., 10 in. 25
6d and 7d adv., 10 in. 25
4d and 5d adv., 10

The Michigan Tradesman.
A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.
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WEDNESDAY, APRIL 6, 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 Reutter, Kalamazoo.
Executive Committee—President, First Vice-President, Secretary, N. B. Blain and W. E. Kelsoy.
Committee on Trade Interests—Smith Barnes, Traverse City; P. Ranney, Kalamazoo; A. W. Westgate, Cheboygan.
Committee on Legislation—W. E. Kelsoy, Ionia; J. V. Crawford, Sand Lake; J. P. Clark, Big Rapids.
Committee on Membership—H. S. Church, Sturgis; B. F. Emery, Grand Rapids; the Secretary.
Committee on Transportation—Jas. A. Coye, Grand Rapids; J. W. Milliken, Traverse City; C. T. Bridgman, Flint.
Committee on Constitution—W. E. Kelsoy, Ionia; R. D. McNaughton, Coopersville; L. F. Clapp, Allegan.
Official Organ—THE MICHIGAN TRADESMAN.

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

- Ada Business Men's Association.**
President, D. F. Watson; Secretary, Elmer Chapel.
- Algonquin Business Men's Association.**
President, Irving F. Clapp; Secretary, E. T. VanOstrand.
- Bellaire Business Men's Association.**
President, John Rodgers; Secretary, G. J. Roteware.
- Merchant's Protective Ass'n of Big Rapids.**
President, J. P. Clark; Secretary, A. S. Hobart.
- Boyer City Business Men's Association.**
President, R. H. Perkins; Secretary, F. M. Chase.
- Burr Oak Business Men's Association.**
President, C. E. Galloway; Secretary, H. M. Lee.
- Retail Grocers' Association of Battle Creek.**
President, Geo. H. Rowell; Secretary, C. A. Hoxsie.
- Cadillac Business Men's Ass'n.**
President, A. W. Newark; Secretary, J. C. McAdam.
- Casnovia, Bailey and Trent B. M. A.**
President, H. E. Hesselink; Secretary, E. Barnham.
- Cedar Springs Business Men's Association.**
President, T. W. Frovin; 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. Pater; Secretary, R. D. McNaughton.
- 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; Central Lake; Secretary, Geo. L. Thurston; Central Lake.
- 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.
- Flint Mercantile Union.**
President, W. C. Pierce; Secretary, J. L. W. Mett.
- Freeport Business Men's Association.**
President, Foster Sisson; Sec'y, Arthur Chesborough.
- Grand Haven Business Men's Association.**
President, Fred D. Voss; Secretary, Fred A. Hutter.
- Retail Grocers' Ass'n of Grand Rapids.**
President, Jas. A. Coye; Secretary, E. A. Stowe.
- Greenville Business Men's Association.**
President, L. W. Thurston; Secretary, J. J. Clark.
- Hartford Business Men's Association.**
President, V. E. Manley; Secretary, L. B. Barnes.
- Hastings Business Men's Association.**
President, L. E. Stauffer; Secretary, J. A. VanArman.
- Holland Business Men's Association.**
President, Jacob Van Putten; Secretary, A. Van Duren.
- Hubbardston Business Men's Association.**
President, Boyd Redner; Secretary, L. W. Robinson.
- Ionia Business Men's Exchange.**
President, Wm. E. Kelsoy; Secretary, Fred. Cutler, Jr.
- Kalamazoo Retail Grocers' Association.**
President, P. Ranney; Secretary, M. S. Scoville.
- Kalkaska Business Men's Association.**
President, A. E. Palmer; Secretary, C. E. Ramsey.
- Kingsley Business Men's Association.**
President, C. H. Camp; Secretary, Chas. E. Brewster.
- Leslie Business Men's Association.**
President, Wm. Hutchings; Secretary, M. L. Campbell.
- Lowell Business Men's Protective Ass'n.**
President, N. B. Blain; Secretary, Frank T. King.
- Luther Protective Ass'n.**
President, W. B. Pool; Secretary, Jas. M. Verity.
- Lyon's Business Men's Ass'n.**
President, A. K. Roof; Secretary, D. A. Reynolds.
- Mancelona Business Men's Association.**
President, W. E. Yager; Secretary, C. L. Bailey.
- Manistiquette Business Men's Association.**
President, F. H. Thompson; Secretary, E. N. Orr.
- Manton's Business Men's Association.**
President, F. A. Jensen; Secretary, R. Fuller.
- Muir Business Men's Association.**
President, L. Town; Secretary, Elmer Ely.
- Grocers' Ass'n of the City of Muskegon.**
President, R. E. Fargo; Secretary, Wm. Peet.
- Merchant's Union of Nashville.**
President, Herbert M. Lee; Secretary, Walter Webster.
- Oceanina Business Men's Ass'n.**
President, W. E. Thorp; Secretary, E. S. Houghtaling.
- Ovid Business Men's Ass'n.**
President, C. H. Hunter; Secretary, Lester Cooley.
- Owosso Business Men's Association.**
President, Jas. Osburn; Secretary, J. W. Hawkins.
- Oshtemo Business Men's Association.**
President, J. M. Ballou; Secretary, J. P. Conrad.
- Potoskey Business Men's Association.**
President, Jas. Buckley; Secretary, A. C. Bowman.
- Pewamo Business Men's Association.**
President, Albert Betan; Secretary, E. R. Holmes.
- Plainwell Business Men's Association.**
President, M. Bailey; Secretary, J. A. Sidle.
- Reed City Business Men's Association.**
President, C. J. Frieschauer; Secretary, H. W. Hawkins.
- Rockford Business Men's Association.**
President, Geo. A. Raze; Secretary, J. M. Spore.
- St. Charles Business Men's Association.**
President, B. J. Downing; Secretary, E. E. Burdick.
- St. Johns Merchants' Protective Association.**
President, H. L. Kendrick; Secretary, C. M. Merrill.
- Business Men's Protective Ass'n of Saranac.**
President, Geo. A. Potts; Secretary, T. T. Williams.
- South Boardman Business Men's Ass'n.**
President, H. E. Hogan; Secretary, S. E. Richards.
- So. Arm and E. Jordan Business Men's Ass'n.**
President, D. C. Loveday; Secretary, C. W. Sutton.
- Sherman Business Men's Association.**
President, H. B. Sturtevant; Secretary, W. G. Shane.
- Sparta Business Men's Association.**
President, J. R. Harrison; Secretary, M. B. Shaw.
- Sturgis Business Men's Association.**
President, Henry S. Church; Secretary, Wm. Jern.
- Traverse City Business Men's Association.**
President, Geo. E. Steele; Secretary, C. T. Lockwood.
- Tustin Business Men's Association.**
President, G. A. Estes; Secretary, Geo. W. Bevins.
- 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. Roedel; Secretary, M. D. Hayward.
- White Lake Business Men's Ass'n.**
President, A. T. Linderman; Whitehall; Secretary, W. B. Nicholson; Whitehall.
- Woodland Business Men's Association.**
President, John Vetter; Secretary, I. N. Harter.
- Grand Rapids Butchers' Union.**
President, John Katz; Secretary, Chas. Velite.

Upholding the Contract System.

Procter & Gamble, the Cincinnati soap manufacturers, have issued the following address to the traveling men:

DEAR SIR—It has been reported to us that some of the traveling salesman have sold our soaps for less than the established prices. We have instructed our men to spare no expense or time in getting at the facts, and, when we get the necessary evidence, we propose discontinuing business with the house whose men have cut our prices.

In view of the above, we have concluded to write you (as we have all traveling salesmen who represent the wholesale grocery houses), to call your attention to the fact that the contract of Procter & Gamble must be lived up to, for its penalties will be enforced by us. First of all, because to cut prices of our goods is a direct injury to our business in this way. So long as our brands of soap are in demand from all classes, the consumers, retailers and jobbers, just so long is the good will of our business valuable; and if, by reason of salesmen cutting our prices, the jobbing trade lose interest in the sale of our goods, then, just that much is the good will of our business decreased. Our business has taken us nearly fifty years to establish and has cost hundreds of thousands of dollars to bring up to its present condition, consequently we will enforce our contract for our own protection.

You will see by the enclosed blank that the wholesale grocers bind themselves not to cut our prices, and we, in turn, bind ourselves not to sell to any one who cuts our prices; consequently, we are bound, by this agreement with the wholesale trade, to strictly carry out our part of the agreement, which is still another reason why we shall enforce it. While it is the natural desire of every manufacturer to have the good-will and the aid of every salesman, yet we are free to say that, unless a salesman will sell our soaps at our list prices, we don't want him to sell our brands. We don't ask the salesmen to introduce our goods. We do that for them, and are continually advertising to the consumer and to the retail trade, to assist the salesmen, so far as it is possible. The goods are in demand and can be sold at the list prices; that is, if the man of whom the goods are inquired for is a salesman.

That there may be no misunderstanding on the subject, we wish to further notify you that, when it has been discovered that sale of our soap has been made for less than the limited price, it is not to be considered a satisfactory conclusion of the matter to collect from the party to whom the sale was made the difference between the cut price and the correct price; nor is the excuse sufficient that it was a mistake because "I did not have your price list with me," etc., for we look at the fact and not at the circumstances which led to it. We will consider it a favor if you will sell soap of some other brand, and thus run no risk as regards our prices, rather than trust to your memory or to the statements of the retailer.

We have written you this letter, not as a threat, or with a feeling that we are independent of the good-will of traveling salesmen, but to let you know that we will protect you in every way that it is possible for us to do so, against the cutting of prices to your customers by men who seem to be unable to make a sale without cutting the price.

The whole system of our business is strictly in the interest of the wholesale grocers and their salesmen, much more so than that of any other soap manufacturer. First, because, under no circumstances, do we sell direct to the retail trade, or in any way compete with the jobbers or their salesmen, but the reverse; we do all in our power to aid them to sell our goods, for we are, without question, the largest advertisers among soap manufacturers.

In conclusion, we will add: the contract or limited price system is the best scheme yet devised to enable the jobbing trade and their salesmen to make a profit, provided the manufacturer will rigidly enforce its penalties; but if he will not enforce them, his contract is a detriment to all concerned. Whenever you find a customer has been taken from you by a cut in the price of our goods, all we ask of you is the name of the buyer, the name of the house making the sale, the date, prices, etc., and we will put an end to it.

Capital Required for Retail Business.

An old mercantile authority gives the following in regard to the capital needed to keep up a certain amount of stock:

No. I.

In a business, when the stock to be kept up is \$5,000 and the sales \$25,000 cash annually, including the preliminary expenses of business, as filling store, expense of purchasing the first goods, and freight on the same, it will require about \$5,000 cash capital.

No. II.

The same stock and similar aggregate of annual sales, one-fourth of which is made on an average credit of three months, will require a cash capital of a little over \$7,000.

No. III.

The amount of capital required in a case similar to No. 2, except that a satisfactory credit can be obtained at two months for an amount of goods equal to the capital invested, would be about \$3,000.

No. IV.

The amount of capital required in a case similar to No. 3, except that the credit can be obtained at four months, would be about \$3,500.

No. V.

The amount of capital required in a case similar to No. 4, when the credit can be had at four months to twice the amount of capital invested, would be in the neighborhood of \$2,500.

The same writer observes that "In all calculations having reference to continuous purchases and sales, it is sufficiently exact for ordinary purposes to take the amount for a month as one item, dated at the end of the month, and to count the cost only of the goods sold, leaving the profits to run till the semi-annual or annual accounting."

The Wrong Man.

"You have been a smoker all your life?" asked the colporteur. "Oh, yes," said the traveler with the square sample cases, "ever since I was ten years old." "And so you have smoked, say—?" "About forty years," replied the traveler. "And your

cigars cost you, on the straight average, not less than ten cents a day?" "Why, of course not," said the traveler, looking surprised. The colporteur made a rapid calculation on the back of an envelope. "Then," he said, "see what tobacco has cost you. Without computing the interest, it has cost you nearly \$1,500; enough with its interest to buy a lot and build and furnish a home worth ten times that sum. See what tobacco has cost you!" "Yes, I know," said the traveling man, rising to leave the car as the train stopped, "but just figure up how much it's made for me. I traveled with the house I'm now with for ten years, at \$3,500 a year, then I bought into the concern in a good year, have cleaned up about \$40,000 since I've been a partner, and now own a house that I wouldn't sell for \$20,000, and am making more money this year than I ever saw in one year before. Tobacco is a pretty expensive luxury, though, if you happen to get on the wrong side of the market." So saying, he went up-town and skinned a couple of good customers, while the colporteur, riding on his way, looked at the figures on the envelope and ruminated and ruminated.

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,

Grand Rapids Soap Co.

TIME TABLES.

Chicago & West Michigan.

Leaves.	Arrives.
Mail, 9:30 a. m.	3:35 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.	11:30 a. m.

Daily, daily except Sunday.
Pullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 12:30 p. m., and through coach on 9 a. m. and 11 p. m. trains.

Newaygo Division.

Leaves.	Arrives.
Express, 3:45 p. m.	4:50 p. m.
Express, 8:00 p. m.	10:30 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 Manistee.
W. A. JAVETT, Gen'l Pass. Agent.
J. B. MULLIKEN, General Manager.

Grand Rapids & Indiana.

GOING NORTH.

Leaves.	Arrives.
Traverse City Express, 9:30 a. m.	7:00 a. m.
Traverse City and Mackinaw Ex., 7:30 p. m.	11:30 a. m.
Cincinnati Express, 5:55 a. m.	5:05 p. m.
Potoskey and Mackinaw Express, 3:40 p. m.	7:20 a. m.
Saginaw Express, 11:25 a. m.	4:10 p. m.

Saginaw express runs through solid.
7 a. m. 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.

Leaves.	Arrives.
Cincinnati Express, 10:30 a. m.	7:15 a. m.
Fort Wayne Express, 4:40 p. m.	11:30 a. m.
Traverse City and Mackinaw Ex., 11:00 p. m.	7:15 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.	Arrives.
Express, 9:45 a. m.	9:45 a. m.
Express, 1:00 p. m.	1:00 p. m.
Express, 7:10 p. m.	7:10 p. m.

Leaving time at Bridge depot 7 minutes later.
C. L. LOCKWOOD, Gen'l Pass. Agent.

Lake Shore & Michigan Southern.

Kalamazoo Division.

Leaves.	Arrives.
Ex. & Mail, N. Y. Mail, 4:35 p. m.	N. Y. Mail, 6:10 p. m.
5:55 p. m.	8:45 a. m.
7:05 p. m.	10:05 a. m.
8:30 p. m.	11:35 a. m.
2:30 a. m.	5:05 p. m.
3:30 a. m.	6:40 p. m.
4:30 a. m.	8:10 p. m.
5:30 p. m.	9:45 a. m.

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

Detroit, Grand Haven & Milwaukee.

GOING EAST.

Leaves.	Arrives.
Steamboat Express, 10:40 a. m.	10:55 a. m.
Through Mail, 10:40 a. m.	10:55 a. m.
Evening Express, 3:15 p. m.	3:30 p. m.
Limited Express, 9:20 p. m.	11:00 a. m.

Mixed, with coach.

GOING WEST.

Leaves.	Arrives.
Morning Express, 1:05 p. m.	1:10 p. m.
Through Mail, 5:00 p. m.	5:05 p. m.
Steamboat Express, 10:40 p. m.	10:55 p. m.
Mixed, 10:40 p. m.	10:55 p. m.

Night Express, 8:10 a. m.

Daily, Sundays excepted.
Passengers taking the 6:25 a. m. Express make close connection at Ooswa for Lansing, and at Detroit for New York, arriving there at 10:30 a. m. the following morning. The Night Express has a through Wagner car and local sleeping car from Detroit to Grand Rapids.
D. POTTER, City Passenger Agent.
GEO. B. REEVE, Traffic Manager Chicago.

Michigan Central.

DEPART.

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

GOING WEST.

Leaves.	Arrives.
Mail, 6:00 a. m.	6:00 a. m.
Mail, 10:10 p. m.	10:10 p. m.

Mixed, 6:15 p. m.

Daily, All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapids Express to and from Detroit. Direct connections made at Detroit with all through trains East and West.
N. C. R. R. (Canada Southern Div.)
D. W. JOHNSON, Mich. Pass. Agt., Grand Rapids.
O. W. ROGERS, Gen'l Pass. and Ticket Agt., Chicago.

Detroit, Mackinaw & Marquette.

GOING WEST.

Leaves.	Arrives.
7:00 a. m.	8:00 a. m.
12:30 p. m.	11:55 a. m.
5:30 p. m.	2:30 p. m.

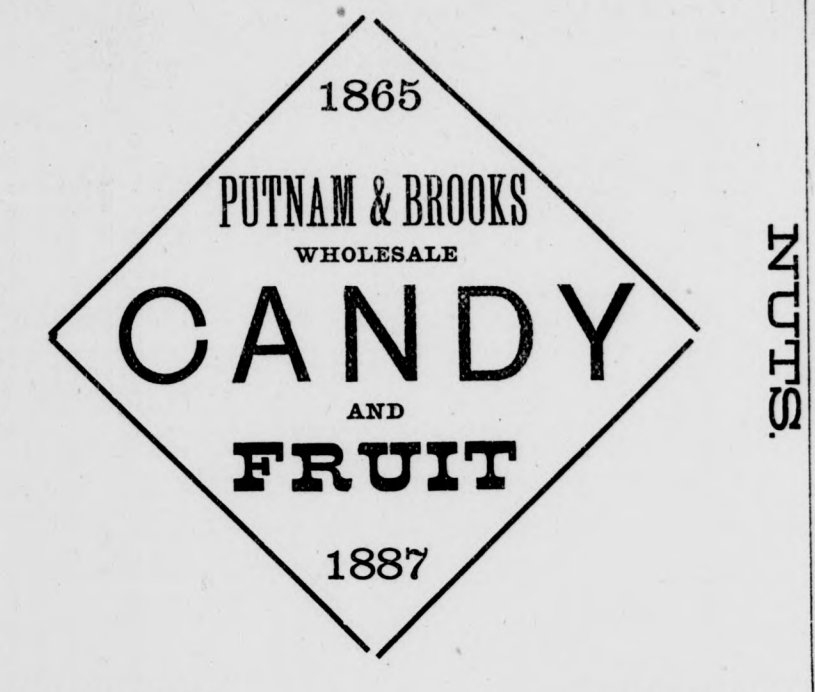
GOING EAST.

Leaves.	Arrives.
8:40 p. m.	8:40 p. m.
4:35 p. m.	4:35 p. m.
4:45 p. m.	4:45 p. m.
8:30 p. m.	8:30 p. m.
8:30 p. m.	8:30 p. m.

Mixed train leaves St. Ignace at 7 a. m., arrives Marquette 5:30 p. m.
Gen. Pass. and Ticket Agent, Marquette.

CERMAN COFFEE,
—THE—
Best Package goods on the Market.
Manufactured by
TOLEDO SPICE CO., TOLEDO, OHIO.
Order Sample Case of your Jobber. See quotations in Price-Current.

ORANGES LEMONS



PEA NUTS OYSTERS

SPRING & COMPANY

JOBBERS IN

DRY GOODS,
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.

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

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

W.M. SEARS & CO.

Cracker Manufacturers,

Agents for
AMBOY CHEESE.

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

F. J. LAMB & CO.

STATE AGENTS FOR

D. D. Mallory & Co.'s
DIAMOND BRAND OYSTERS
Also Fruits and Country Produce.

BULKLEY, LEMON & HOOPS,
Importers and
Wholesale Grocers.

Sole Agents for

Lautz Bros. & Co.'s Celebrated Soaps.
Niagara Starch Co.'s Celebrated Starch.
"Jolly Tar" Celebrated Plug Tobacco, dark and light.
Jolly Time" Celebrated Fine Cut Tobacco.
Dwinell, Hayward & Co.'s Roasted Coffees.
Thomson & Taylor's Magnolia Coffee.
Warsaw Salt Co.'s Warsaw Salt.
"Benton" Tomatoes, Benton Harbor.
"Van Camp" Tomatoes, Indianapolis.
"Acme" Sugar Corn, Best in the World.

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

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

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

PERKINS & HESS,
DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

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.



ABSOLUTE SPICES
And

Absolute Baking Powder.

100 per cent. Pure.

Manufactured and sold only by

ED. TELFER, Grand Rapids.

BULK VS. PACKAGE.

The Manufacturers' Side of the Controversy.

The letter from H. G. B., in last week's paper, created considerable comment among the trade and was the occasion of much discussion. At the invitation of THE TRADESMAN, the leading manufacturers of package goods have replied to the points made, in the following manner:

New York, March 31, 1887

E. A. Stowe, Grand Rapids:

DEAR SIR—We are indebted to your courtesy for the article entitled "Bulk vs. Package," and also for the opportunity afforded us to combat the opinions of H. G. B. The gentleman has so competently settled the fate of package coffees, that it would be eminently unwise in us to disturb his conclusions or question his facts. His article forcibly reminds us of the very conservative old lady, who resided in Pennsylvania some years ago. This good soul, when offered her daily devotions, would say to pray "Good Lord, deliver us from steam engines and all other works of the devil." In the language of Brother Jasper, the eminent theologian of Richmond, we believe "the world do move" forward.

Very truly yours,

ALBUCKLE BROTHERS COFFEE CO.

NOT INTERESTED.

CHICAGO, March 30, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—We are not interested in package coffees, except as the jobber may order us to pack it for him. We will sell him a package coffee or bulk, according to the dictation of his own set weight. We will take the turkey and give him the chicken, or put turkey wings on his chicken, we retaining the "fowl" in both cases. "Nothing mean about us."

Respectfully yours,

THOMPSON & TAYLOR CO.

ALEX. M. THOMPSON, Pres.

THINK THE WRITER IS RIGHT.

DETROIT, April 1, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—It is impossible for us to say what we would like to, for lack of time. For the past ten days, we have been up to our eyes in business, but we will say that we think the party right in every particular.

Yours truly,

J. H. THOMPSON & CO.

A TOLEDO VIEW.

TOLEDO, April 1, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—Your correspondent, H. G. B., in your last issue of THE TRADESMAN, has given a long dissertation on the merits of bulk roast and has attempted to show why, in his opinion, the neat package coffee which has so rapidly grown in favor during the past few years must step down and out and make way for its neighbor, bulk roast, which died a natural death. The moment the superior advantages of package coffees were presented to both the dealer and consumer. Let us follow him through his argument, and ascertain, if possible, whether he has not shot a little wide of the mark. He begins by acknowledging that the package business has grown to "immense proportions during the last two or three years, virtually driving bulk roast out of the market." This would seem to be, for a starter, the best argument that he could possibly advance in favor of the package. But, he continues, "a reaction has taken place during the last four months and bulk roast has rapidly come to the front, while their gaily-colored cousins seem to have a black eye." This is a crusher. We wonder where your correspondent gets his information. He surely cannot be interested in any of our well-known coffee mills or have taken ordinary pains to ascertain the truth or fallacy of so broad an assertion. It is just barely possible that he is some disgruntled jobber of coffees or proposes going into the roast coffee trade and feels that his path may not be literally strewn with roses, in introducing a new brand on the market, in which event "bulk" might serve his purpose better. We venture to say that never in the history of the coffee business has there been so large a demand for package coffee and so little call for the old-style bulk roast as today. An inquiry from any of our leading roasters will prove the correctness of this statement. He attempts to show that manufacturers of package goods are the only ones making money out of them and that they are resorting to all kinds of schemes in the way of extraordinary advertising and gifts, to renege them. If this were so and manufacturers are doing so well, in spite of the enormous expense attendant upon advertising their goods, why not save that expense, inasmuch as money is what we are all after, and furnish the dealer and consumer with their coffee in bulk. The answer is simple enough—the consumer won't have it. He has been using a brand of coffee which pleases him. He knows that, in buying that particular brand, he is getting a coffee uniformly the same and it pleases his taste. In buying his coffee in bulk experience has taught him that he is taking chances. To-day's purchase will please him, while to-morrow's will be so entirely different that he is constantly complaining of the quality of "that coffee." The dealer knows this, and when his customer calls for a package of coffee he gives it to him, feeling that he is saved all the annoyance of explanation. The further advantage to the dealer lies in the fact that selling package coffee is a saving of both time and expense. He hands it out to his customer, with no trouble of weighing and putting up. That has already been done for him. There is no opportunity for careless clerks to make errors in weighing. That coffee put up in sealed paper packages does retain its strength and aroma to such a degree as to more than pay the consumer, is a fact patent to any man of ordinary observation. If the packages are air tight, why is it not cheaper and in every way more desirable to make them of paper rather than go to the additional expense of putting them in metal or glass? No roast coffee is fit for use that stands exposed to the air, and bulk coffees are thus exposed, unless kept closely in metal cans. The argument that retailers fight each other "to the death" and that jobbers are compelled to follow suit on package goods, frequently selling at a loss, is hardly worth considering. A man who will sell his goods for less than their value, because, perchance, his neighbor gives them away is a poor apology of a merchant and deserves to do business without a profit. If the retail trade are bound to cut each other's throats, and cannot have one article to do it

with, they will surely find another, and the sooner they discover that this is a losing game the better and healthier will trade become. A dealer can so regulate his purchases of package coffee, knowing the wants of his trade that he need never allow it to get old on his hands. It is only when he is led to anticipate a speculation in the article and buys far ahead of his wants that he is left to suffer for his own indiscrimination. We might go on indefinitely and point out numberless other good reasons that favor package coffee, but we feel that enough has already been said. "A word to the wise is sufficient."

AN ANONYMOUS OPINION.

A gentleman connected with one of the largest coffee houses in the country writes as follows:

I have read with interest an article in last week's TRADESMAN, entitled "Bulk vs. Package," and signed H. G. B. The article is, in so many respects, at variance with the facts, as I see them, I cannot but call attention to a few points regarding the subject.

Your correspondent starts out all right in his assertion that "the package coffee business has almost driven green coffees and bulk roasts out of market," but he is mistaken when he says that bulk roasts have, during the past few months, rapidly come to the front again. It may be possible that our friend, H. G. B., draws his conclusions from observation in some locality in which—for local reasons, perhaps—the conditions he names may exist. He should, in making a statement of this character, apply it not to the trade of Grand Rapids or Western Michigan (I assume our friend is a resident of that section), but to the country at large. When so viewed, it is found, beyond the shadow of a doubt, that the sale of package coffees is at this moment greater than at any time in the history of the country. This growth in its sale and consumption is built on such a firm foundation, and has so much to back it up, that it cannot be overthrown by any other means, nor by any class of people other than those by which it has gained its present high position. And right here comes a point which H. G. B. has totally ignored in his argument, namely—the part the consumer plays in the matter. H. G. B. insists that the retailer and wholesaler should decree that package coffees must go, but he fails to consult the consumer in the matter, nor state the consumer's position as to the subject. Now, the consumer has probably had more to do with the increase in the sale of package coffees than has any other person who has been interested in it, and until the consumer decrees that "package coffees must go," will that result be accomplished. As the consumer realizes that in many of the package coffees sold he gets better coffee for the same or less money than he can in the purchase of bulk goods, it is not likely that he will give his consent to the decree of the retailer and jobber.

Package coffees stand in the same class with almost all recognized food products which are identified with a brand, and in this fact the consumer is given absolute protection against the tricks of the avaricious retailer, who may undertake to misrepresent his wares to his trade. This protection is illustrated in the successful brands of tobaccos, starches, soaps, cereals, etc., which are sold in all the stores of the land. If the same argument, which H. G. B. applies to package coffees, were applied to all identified brands of food (and why not?) the people would, beyond question, get poorer goods and pay more for them than they now do. The manufacturer of any proprietary article publishes his responsibility as to its quality and merit upon the package he places it in and if it is meritorious the people will approve it and use it and the manufacturer will, and should, succeed. On the other hand, if the article so branded is not what it is represented to be, the consumer speedily rejects it and the article is soon lost to the world. This is as true of package coffee as of anything sold under an identified brand and, as before stated, the consumer has much to say about the matter.

Another point in this connection—bulk roast coffee loses its identity, once it is in the hands of the retailer, and the consumer takes the statement of the retailer only as to its quality; and it is a fact that there is much imposition practiced by unscrupulous dealers in the retailing of bulk roasted coffees. To my certain knowledge there are dealers who boast of their ability to realize 50 to 75 per cent. profit on bulk coffees, because the consumer "doesn't know the difference." It is these things, Mr. Editor, which have had something to do with the wonderful strides in the sale of package coffees and which make me believe that package coffees have come to stay.

There are other reasons, perhaps of not so much importance, but good ones, however, why package coffees will refuse to "go."

The dealer runs no risks on the weights. When he buys 100 pounds of package coffee, he knows that he will get pay for 100 pounds when it is sold. With 100 pounds of bulk roast sitting in the store, he doesn't know when it is all gone, whether he has got pay for 100 pounds or only ninety. The answer is simple enough—the consumer will keep fresh longer than bulk. It is also more convenient for the dealer, being already put up for the consumer.

As to the cutting of prices on package goods, this is an evil which the trade themselves are responsible for and while it may exist in certain localities to a greater or less extent, it is not general, as "H. G. B." would have us believe. It appears to me that except as noted above, the retail trade are enjoying a legitimate profit on the popular brands of package coffees and the jobber has his margin also. As to the manufacturer's profit, I can assure him that it is so close as to bring it to the "sugar margin" he talks of.

In conclusion, let me say that the competition which appears among package coffees is not as H. G. B. would have us believe, a competition between *bulk* and *package* coffees, but rather competitive strife between package coffee manufacturers themselves for the supremacy of their particular brands—and the fact is clearly demonstrated that the people of this land endorse package coffees as against bulk, and the results prove it.

W.

The Grocery Market.

Sugars are a trifle firmer, in consequence of the inter-state commerce bill, but not notably higher. Package coffees have advanced another 1/2 cent and cove oysters are up from 7 to 10 cents a dozen. Other articles in the grocery line are without notable change.

Oranges are strong, with slightly higher prices. Lemons are about steady, with large arrivals, his neighbor gives them away is a poor apology of a merchant and deserves to do business without a profit. If the retail trade are bound to cut each other's throats, and cannot have one article to do it

J. H. THOMPSON & CO.
59 Johnson Ave., DETROIT.

HONEY BEE COFFEE!

Best in the Market for the Money.

PRINCESS BAKING POWDER,

EQUAL TO THE BEST MADE.

BEE MILLS' SPICES

Absolutely Pure.

Arctic Baking Powder

Do not forget to ask for

Deaf and Dumb Alphabet Rules also Comic Cards for Advertising.



BAKING POWDER

Has now STOOD THE TEST TEN YEARS, and has always given entire satisfaction. It has never been connected with any schemes to help its sale, but has enjoyed a steadily increasing demand each year.

Arctic Manufacturing Co., Grand Rapids, SOLE PROPRIETORS.

J. T. BELL & CO.,

Wholesale Fruits and Produce, EAST SAGINAW, MICH.

FRUITS A. D. SPANGLER & CO. General Commission Merchants,

PRODUCE, NUTS, BERRIES, ETC. Consignments Solicited. 200 and 202 North Washington Ave., East Saginaw, Mich.

SEEDS!



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

GARDEN SEEDS.

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

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

Very respectfully yours,

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

RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

BOOTS AND SHOES.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

14 and 16 Pearl Street, Grand Rapids, Mich.

ORGANIZATION OUTFITS.

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

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

Groceries.

WHOLESALE PRICE CURRENT.

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

AXLE GREASE.	
Crown	80 Paragon 2.10
Fraser's	90 Paragon 25 lbs. 1.10
Diamond	80 Frasers, 25 lbs. 1.25
Modoc	4 doz. 2.50
BAKING POWDER.	
Aeae	1/2 doz. cans, 3 doz. case. 85
"	1/2 doz. " " " 1.60
"	1/2 doz. " " " 3.00
Princess	1/2 doz. 1.25
"	1/2 doz. 1.25
"	1/2 doz. 1.25
Arctic	1/2 doz. cans, 6 doz. case. 45
"	1/2 doz. " " " 1.40
"	1/2 doz. " " " 2.40
Victorian	1 lb. cans (tail) 2 doz. 12.00
Diamond	"bulk" 15
BEUING	
Dry No. 2	doz. 25
Dry No. 3	doz. 45
Liquid 4 oz.	doz. 1.15
Liquid 8 oz.	doz. 65
Arctic 4 oz.	doz. 3.50
Arctic 8 oz.	doz. 7.20
Arctic 16 oz.	doz. 14.00
Arctic No. 1 pepper box	2.00
Arctic No. 2	3.00
Arctic No. 3	4.00
BROOMS	
No. 2 Hurl	1.75 Common Whisk. 90
No. 1 Hurl	2.00 25 Fancy Whisk. 1.00
No. 2 Carpet	2.25 Mill. 3.75
No. 1 Carpet	2.50 Warehouse 2.75
Parlor Gen.	3.00
CANNED FISH.	
Clams, 1 lb. Little Neck	1.10
Clam Chowder, 3 lb.	2.15
Cove Oysters, 1 lb. standards	1.40
Cove Oysters, 2 lb. standards	1.75
Lobsters, 1 lb. picnic	1.75
Lobsters, 2 lb. picnic	2.15
Lobsters, 1 lb. star	1.40
Lobsters, 2 lb. star	3.00
Mackerel, 1 lb. fresh standards	1.45
Mackerel, 2 lb. fresh standards	2.25
Mackerel in Tomato Sauce, 3 lb.	3.50
Mackerel, 3 lb. in Mustard	3.50
Mackerel, 3 lb. soured	3.50
Salmon, 1 lb. Columbia river	1.70
Salmon, 2 lb. Columbia river	3.00
Sardines, domestic 1/2	.60
Sardines, domestic 1/4	.60
Sardines, Mustard 1/2	.90
Sardines, imported 1/2	1.20
Trout, 3 lb. brook	4.00
CANNED FRUITS.	
Apples, gallons, standards	3.25
Blackberries, standards	.90
Cherries, red standard	1.10
Dumplings	1.00
Egg Plums, standards	1.25
Gooseberries	.90
Guinea Figs, standards 2 lb.	1.10
Peaches, Extra Yellow	.75
Peaches, standards	1.55
Peaches, seconds	1.45
Peaches, pie	1.10
Pineapples, standards	1.40
Pineapples, Johnson's sliced	2.00
Pineapples, Johnson's, graded	2.00
Quinces	1.15
Raspberries, extra	1.25
Strawberries, red	1.15
Whortleberries	.90
CANNED VEGETABLES.	
Asparagus, Oyster Bay	.90
Beans, Lima, standard	.75
Beans, Stringless, Erie	.90
Beans, Lewis' Boston Baked	.70
Peas, Archer's Trophy	.75
"Morning Glory	.70
"Carmel	.75
"Maple Leaf	.70
"Excelsior	.75
"Onionada	.75
"Dorothy	.70
"Osborn	.70
"New Process	.70
"Bartlett	.70
Peas, French	.70
Peas, extra marrowfat	1.20
Peas, soaked	.75
"Early June, standard	1.50
"sifted	2.00
"French, extra fine	2.00
Nickelons	.70
Pumpkin, 3 lb. Golden	1.00
Succotash, standard	.80
Squash	1.00
Tomatoes, standard brands	1.20
CHEESE.	
Michigan full cream	1.34
York State, Acme	.90
CHOCOLATE.	
Wilbur's Premium, 35 German Sweet	.23
"Sweet, 25 Vienna Sweet	.22
"Pret' Cocoa 45 Bakers'	.15
"Cocoa-theta 45 Bunkles	.35
"Vanilla Bar 28	.15
COCAONUT.	
Schepps, 1 lb.	.25
"Is and 1/2	.25
"1/2	.25
"Is in tin, pails	.27
"1/2	.27
"1/2	.27
Maltby's, 1 lb.	.23
"Is and 1/2	.24
"1/2	.24
Manhattan, pails	.20
Peerless	.18
COFFEE.	
Green	.18
Rio	.18
Golden Rio	.18
Santos	.18
Maricao	.18
Java	.18
G. G. Java	.18
Mocha	.18
COFFEES—PACKAGE.	
60 lbs 300 lbs 300 lbs	
Lion	.19
Lion in cabinets	.20
X XXX	.20
Arbuckle	.19
Dilworth's	.19
Standard	.19
German	.19
German in bins	.19
Magnolia	.19
Royal	.19
Eagle	.19
Mexican	.18
CORDAGE.	
60 foot Jute	1.00
72 foot Jute	1.25
40 foot Cotton	1.50
72 foot Cotton	2.00
CRACKERS AND SWEET GOODS.	
X XXX	.75
Kenosha Butter	5
Seymour Butter	5
Butter	5
Fancy Butter	4 1/2
S. Oyster	5
Model Cylinder	5
Shield Cylinder	4 1/2
Eldorado Engine	5
Peerless Machinery	5 1/2
Challenge Machinery	5 1/2
Paraffine	7
Boston	7
Graham	7
Out Meal	8
Pretzels, hand-made	11 1/2
Pretzels	9 1/2
Cracknels	7 1/2
Lemon Cream	7 1/2
Sugar Cream	7 1/2
Frosted Cream	8 1/2
Ginger Snaps	7 1/2
No. 1 Ginger Snaps	12 1/2
Lemon Snaps	8 1/2
Coffee Cakes	11 1/2
Lemon Wafers	11 1/2
Jumbles	11 1/2
Extra Honey Jumbles	12 1/2
Frosted Honey Cakes	12 1/2
Cream Gems	13 1/2
Bagley's Gems	12 1/2
Brother	12 1/2
DRIED FRUITS—FOREIGN.	
Citron	22
Lemon Peel	5 1/2
Orange Peel	6 1/2
Prunes, French, 60s	6 1/2
Prunes, French, 80s	6 1/2
Raisins, Delaware	3 1/2
Raisins, London Layers	6 1/2
Raisins, California	1 1/2
Raisins, Omdars	2 1/2
Raisins, Sultana	2 1/2
Raisins, Valencia, new	6 1/2
Raisins, Imperials	6 1/2

FISH.		PILLO.	
Cod, whole	50 1/2	25 Blue Blazes	25
Cod, boned	54 1/2	Pauper	31
Hallbut	52 1/2	Peach Pie	31
Herring, round, 1/2 bbl	62 1/2	31 Night Cap	35
Herring, round, 1/2 bbl	1 1/2	Old Soldier	31
Herring, Holland, bbls	11 1/2	Clipper	31
Herring, Holland, kegs	26 1/2	31 Red Fox	38
Herring, Sealed	18 1/2	31 Black Drive	40
Mackerel, shore, No. 1, 1/2 bbls	10 1/2	Scalping Knife	31
" " " " 12 bbls	1 1/2	31 Chocolate Cream	40
" " " " No. 3, 1/2 bbls	1 1/2	San Boss	31
Sardines, speed, 1/2	10 1/2	31 Nimrod	35
Trout, 1/2 bbls	8 1/2	31 Big Five Center	35
White, No. 1, 1/2 bbls	7 1/2	31 Parrot	35
White, No. 1, 10 bbls	1 1/2	31 Favorite	35
White, Family, 1/2 bbls	1 1/2	31 Rusty	35
" " " " kits	7 1/2	31 Black Prince	35
		31 Live and Let Live	35
		31 Quaker	35
		31 Climax	35
		31 Acorn	35
		31 Horse Shoe	35
		31 P. V.	35
		31 Merry War	35
		31 Franklyn	35
		31 Moxie	35
		31 Black Jack	35
		31 Musselman's Corker	35
		Yum Yum	25
		Our Leader	15
		Old Vet	25
		Big Deal	25
		Yum Chippings	25
		Two Nicky	25
		Hard Tack	25
		Dixie	25
		40 Owl	25
		Arthur's Choice	25
		Red Fox	25
		Gold Dust	25
		Miner's Hot	25
		Seal of Grand Rapids	25
		Home Comfort	25
		Peelless	25
		Standard	25
		Old Tom	25
		Tom & Jerry	25
		Joker	25
		Traveler	25
		Maiden	25
		Pickwick Club	25
		Nigger Head	25
		German	25
		K. of L.	25
		Honey Dew	25
		Colonel	25
		Queen Bee	25
		White Wing	25
		Lozillard's American Gentlemen	72
		Gail & A's	55
		Rappee	44
		Railroad Mills Scotch	45
		Lozbeck	45
		Japan ordinary	18250
		Japan fair to good	25620
		Japan first	35045
		Yung Hyson	25645
		Gun Powder	35050
		Onlong	25630
		White Wine	30 gr.
		Older	68
		York State Apple	16
		Bath Brick imported	90
		do American	75
		do No. 1	80
		do No. 2	90
		Condensed Milk, Eagle brand	70
		Candle Tartar 5 and 10 lb cans	611
		Candles, Hotel	612
		Camphor, oz. 2 lb boxes	613
		Extrait Coffee, V. C.	620
		do Felix	620
		Gum, Rubber 100 lumps	635
		Gum, Rubber 200 lumps	635
		Gum, Spruce	3635
		Hominy, 1/2 bush	5 1/2
		Jelly, in 30 lb pails	610
		Pearl Barley	23 1/2
		Peas, split, bush	615
		Peas, split, prepared	615
		Powder, Keg	65 00
		Powder, 1/2 Keg	62 75
		Sago	6 15
		Tapioca	7
		CANDY, FRUITS AND NUTS.	
		Putnam & Brooks quote as follows:	
		Stick	
		Twist, do	8 1/2
		Cut Leaf do	610
		MIXED	
		Royal, 25 lb pails	6 9
		Royal, 30 lb pails	6 8
		Royal, 25 lb pails	610
		Royal, 25 lb pails	611 1/2
		French Cream, 25 lb pails	611 1/2
		Cut loaf, 25 lb cases	610
		Moss Drops, in 25 lb boxes	6 9
		Broken, 200 lb pails	6 9
		FANCY-IN 50 LB BOXES.	
		London Drops	612
		Sour Drops	613
		Peppermint	613
		Chocolate Drops	14
		H. M. Chocolate	14
		Gum Drops	10
		Lozenges, plain	22
		Lozenges, printed	15
		Medicinal	14
		Mottos	12
		Caramel	12
		Hand Made Creams	18
		Plain Creams	18
		Decorated Creams	20
		String Root	5 1/2
		Burnt Almonds	22
		Wintergreen Berries	14
		FANCY-IN BULK.	
		Lozenges, plain in pails	611 1/2
		Lozenges, printed in pails	611 1/2
		Lozenges, printed in pails	612 1/2
		Chocolate Drops, in pails	6 5 1/2
		Gum Drops, in pails	9 10
		Gum Drops, in pails	6 5 1/2
		Moss Drops, in pails	9 10
		Sour Drops, in pails	12 1/2
		Imperial, in pails	12 1/2
		Imperial, in pails	11 1/2
		FRUITS.	
		Bananas Aspinwall	3 50 1/2
		Oranges, California, fair	3 50 1/2
		Oranges, California, choice	3 50 1/2
		Oranges, Jamaica, bbls	3 50 1/2
		Oranges, Florida	5 50 1/2
		Oranges, Valencia, cases	6 50 1/2
		Oranges, Messina	6 50 1/2
		Oranges, OO	6 50 1/2
		Oranges, 100 lb	6 50 1/2
		Oranges, Imperial	3 50 1/2
		Lemons, choice	4 25 1/2
		Lemons, fancy	4 50 1/2
		Lemons, California	4 50 1/2
		Figs, layers, 50 lb	10 21 1/2
		Figs, layers, 50 lb	8
		Dates, first do	5 50 1/2
		Dates, 4 do do	6 1/2
		Dates, skin	6 1/2
		Imperial, 50 lb box	9 10 1/2
		Dates, 50 lb box	8
		Pine Apples, 50 lb box	7 1/2
		NUTS.	
		Almonds, Tarragona	17 1/2
		" Ivaca	617
		Brazil	617
		Chestnuts, per bu	11 1/2
		Walnuts, Sicily	10 1/2
		" French	9 1/2
		" California	11
		Pecans, Texas, H. P.	10 21 1/2
		Missouri	8
		Cocoanuts, 50 lb	5 50 1/2
		FEATHERS.	
		Prime Red Pen	2 4
		Choice do do	4 1/2
		Fancy H. P. do	4 1/2
		Fancy H. P. do	5 1/2
		Fancy H. P. do	5 1/2
		F. H. P. do	5 1/2
		FRESH MEATS.	
		John Mohrhard quotes the trade selling	
		prices as follows:	
		Shelf Beef, sides	5 1/2
		Shelf Beef, sides	5 1/2
		Dressed Hogs	6 1/2
		Mutton	7 1/2
		Veal	8
		Pork Sausage	7 1/2
		Bologna	8
		Ducks	12 613

Drugs & Medicines

State Board of Pharmacy.

One Year—Jacob J. Jensen, Michigan.
Two Years—James Vernon, Detroit.
Three Years—Otmar Eberbach, Alhambra.
Four Years—Geo. McDonald, Kalamazoo.
Five Years—Stanley E. Parkhill, Owosso.
President—Otmar Eberbach.
Secretary—Jacob J. Jensen.
Treasurer—James Vernon.
Next Meeting—At Detroit, July 5 and 6.

Michigan State Pharmaceutical Ass'n.

President—Frank J. Wenzel, Grand Rapids.
First Vice-President—Mrs. C. W. Taylor, Loomis.
Second Vice-President—Henry Harwood, Ishpeming.
Third Vice-President—Frank J. Wenzel, Grand Rapids.
Secretary—S. E. Parkhill, Owosso.
Treasurer—Wm. Dupont, Grand Rapids.
Executive Committee—Geo. W. Croner, J. G. Johnson, Frank Wells, Geo. Gaudin and Jacob Jensen.
Local Secretary—Guy M. Harwood, Petoskey.
Next Meeting—At Petoskey, July 12, 13 and 14.

Grand Rapids Pharmaceutical Society.

ORGANIZED OCTOBER 9, 1884.
President—Geo. G. Stokette.
Vice-President—H. E. Lohy.
Secretary—Frank H. Scott.
Treasurer—Henry B. Fairchild.
Board of Censors—John E. Peck, M. R. Fairchild and Hugo Hunt.

Committee on Legislation—R. A. McWilliams, Theo. Komink and W. H. Tibbs.
Committee on Pharmacy—W. L. White, A. C. Bauer and Isaac Watts.
Regular Meetings—First Thursday evening in each month.
Annual Meeting—First Thursday evening in November.
Next Meeting—First Thursday evening, April 7, at THE TRADESMAN'S OFFICE.

Detroit Pharmaceutical Society.

ORGANIZED FEBRUARY 1883.
President—A. F. Parker.
First Vice-President—Frank Ingels.
Second Vice-President—C. C. Mueller.
Secretary and Treasurer—A. W. Allen.
Assistant Secretary—John E. Peck, Jr.
Annual Meeting—First Wednesday in June.
Regular Meetings—First Wednesday in each month.

Central Michigan Druggists' Association.

President, J. W. Dunlop; Secretary, R. M. Mussel.

Berrien County Pharmaceutical Society.

President, H. M. Dean; Secretary, Henry Kephart.

Clinton County Druggists' Association.

President, A. O. Hunt; Secretary, A. S. Wallace.

Jackson County Pharmaceutical Ass'n.

President, R. F. Latimer; Secretary, F. A. King.

Mason County Pharmaceutical Society.

President, F. N. Latimer; Secretary, Wm. Heysett.

Mecosta County Pharmaceutical Society.

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

Monroe County Pharmaceutical Society.

President, S. M. Sackett; Secretary, Julius Weiss.

Muskegon County Druggists' Association.

President, W. B. Wilson; Secretary, Geo. Wheeler.

Muskegon Drug Clerks' Association.

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

Newaygo County Pharmaceutical Society.

President, J. F. A. Rader; Secretary, N. S. Miller.

Oceana County Pharmaceutical Society.

President, F. W. Fincher; Secretary, Frank Cady.

Saginaw County Pharmaceutical Society.

President, Jay Smith; Secretary, D. E. Trail.

Shiawassee County Pharmaceutical Society.

President, E. A. Bullard; Secretary, C. E. Stoddard.

Two of a (Different) Kind.

From the National Druggist.

Letters frequently find their way to this office inquiring for clerks. The following is an extract from one just to hand:

"Don't care whether he smokes, chews, drinks a little now and then, visits Sunday school or not; need not speak all the languages (dead and alive), but should by a single man of good repute and well recommended, and not afraid to work. Salary, \$60 on trial, and if I strike the right man I will raise his salary in due time to \$75. Have two more clerks, two apprentices, and one 'dark' porter in my store—all of which goes to prove that clerkship in my store is not very confining."

The above letter has no relation to the following from a "noble" member of the profession:

He must not use liquors or tobacco in any form; must be of strictly moral character, and give the best of recommendations; must be a graduate or able to register in Illinois, and speak both English and German fluently—he will be expected to teach me the latter language. I do not want a clerk who is afraid to do all kinds of work, for I keep no other clerk and do not propose to do the dirty work myself. I will give the right man a permanent position with a salary of \$35 per month.

At the present, neither of the above positions are filled. Who will be the lucky clerks to secure the situations?

The Drug Market.

Opium is very strong at our quotation. The largest holder in New York asks \$4.50 in can lots. Another advance is probable in the near future, owing to continued reports of unfavorable weather for the spring sowing and with prospects of a consequent light harvest for 1887. Morphine is firm at the late advance. Higher prices are looked for. Quinine is very dull and lower prices are expected. Citric acid is a little stronger and many think the bottom has been reached. Cinchonidia is very low, owing to absence of hardly any demand. Carbolic acid is lower, on account of increased stocks. Balsam copaiba is very firm and another advance is looked for. Gum camphor continues to harden in price and manufacturers have advanced their prices 1/4 cent again this week. Short buchu leaves have declined. Salicins have also declined and lower prices are looked for. Logwood chips are advancing and extract is likely to be higher.

Successful Organization at Clare.

CLARE, March 28, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—Our meeting on the 25th was a success. F. Hibbard, of Ewart, occupied the chair. We organized under the name of "The Central Michigan Druggists' Association." The following officers were elected by acclamation: President—John W. Dunlop. Vice-President—F. Hibbard. Secretary—R. M. Mussel. Treasurer—H. Trevedick. A constitution was adopted and signed by sixteen persons. The next meeting will be held at Mt. Pleasant, April 25. In the evening the Clare druggists tendered a reception to their visiting brethren at G. A. R. hall, in which the citizens of Clare participated. After supper dancing was indulged in until the "two small hours" and everyone went home expressing himself as highly pleased with the evening's entertainment. Respectfully,

JOHN W. DUNLOP.

Minor Drug Notes.

Nebraska now has a state board of health. Drug clerk's associations are becoming numerous.

The Dakota Legislature has passed a pharmacy law.

The Missouri Legislature refused to amend the present pharmacy law.

Easter egg dyes are now in demand.

Japan now has a Pharmacopoeia.

Some pharmacists claim that tinctures should never be made from fluid extracts.

A French law prohibits the sale of secret medicines, and the law is not a dead letter either.

An exchange states that saccharin will be put on the market in any desired quantity about May 1.

Cotton seed oil is becoming popular as an article of food. The southern press is advocating its use.

Some of the California wine dealers are making efforts to expose the unscrupulous manipulators who are hurting their trade.

The Philadelphia College of Pharmacy graduated 148 students this spring.

Charles Reade, the novelist, is credited with having named a dog Tonic, because it was a mixture of bark, steel, and wine.

Platinum black is one of the finest powders known. The particles are so small that the separate ones can not be distinguished by the most powerful microscope.

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The Legislature of the Hawaiian Islands has passed an act to regulate the sale of opium in that kingdom. Among the petitions for a royal veto was one signed by 1,500 Chinese merchants and planters.

A Cincinnati correspondent of the *Pharmaceutical Era* says: "A wholesale druggist of this city recently said his firm would start any clerk in business who had \$300 cash! He believed many small establishments were far more favorable to the success of inland jobbing houses than a smaller number of larger places, and this is another cause—not only here, but in other cities also—of the demand for increase of stores."

The *Northwestern Pharmacist* says that a fire insurance policy contained a provision to the effect that if there should be kept in the premises insured, gunpowder, fireworks, nitro-glycerin, phosphorus, saltpetre, nitrate of soda, petroleum, etc., then and in every such case the policy becomes void.

The insured kept in his premises a barrel of petroleum which was used as fuel to generate steam. The Supreme Court of Pennsylvania recently held that the covenant was broken thereby and that the policy was voided.

In address before a medical society, Dr. Whillia, of England, pointed out a development of modern pharmacy that he regarded as being not only far from an advance, but calculated to retard the progress of the healing art—viz., the practice of large American and English drug houses, who are flooding this country with ready-made remedies, and cut and dry formulae, for every ache and symptom to which flesh is heir. This practice he designated as one that threatens either to exterminate the scientific pharmacist, or to convert him into a mere bottle-filling machine.

Microscopic Detection of Coloring Matter in Sausages.

The time is undoubtedly coming when pharmacists will be called upon to make microscopical examinations of food. As an example of the work druggists can profitably perform when they are once educated and equipped for the business, the *American Analyst* submits the following:

It is a well-known fact that a number of sausage factories color their sausages with magenta. The latter is detected by cutting up the sausage in small pieces, extracting with alcohol, evaporating the extract down, and fixing the coloring matter on wool, either directly or after taking it up with water. In the following, the author shows that this test is not sufficient, and that in cases where it does not show the presence of extraneous coloring matter the microscopic investigation of suspected portions should be resorted to. The alcoholic extract from a sausage which the author had to examine showed not the slightest trace of a red coloring matter. However, the fact that a fleshy-cut surface did not get paler on drying, but retained its fine red color, was very suspicious. He accordingly pressed out a few particles on a glass slide, and on examination under the microscope portions of the tissue were observed to be of a bright red color, similar to that of magenta, and perfectly distinct from that of hemoglobin, for even in the perfectly dark pieces of fresh or mortified flesh the hemoglobin has a pale and yellow appearance. Dr. Jahne ascertained that in the above case it was principally the connective tissue which was colored.

A quantity of the intensely colored portions were treated with alcohol and amylic alcohol, but the coloring matter could not be extracted either by warming or allowing the mixture to stand for some days. Caustic soda solution produced complete decolorization; sulphuric acid gradually changed the deep red color into orange. The author believes that the coloring matter is probably a tan color.

Muskegon Drug Clerk's Association.

MUSKEGON, March 28, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—The Muskegon Drug Clerk's Association held a meeting on the 23d. The members appointed to read papers were not present, so the meeting was passed with social enjoyment. L. B. Glover and C. S. Koon were appointed to prepare papers to be read four weeks from date. The Critic-made his report and the meeting adjourned. G. L. LEFEVRE, Sec'y.

A mutual drug insurance company has been formed in the East and will soon be ready to solicit business.

It is claimed that the Cleveland sulphuric acid manufacturers are amalgamating.

Russian phosphorus has displaced the English product.

VISITING BUYERS.

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

J. M. Spore, Rockford.
W. E. Woodruff, Saratoga.
Geo. Campbell, Parkville.
M. Heyboer, Drentje.
H. Van Noord, Jamestown.
John Kamp, Zuthphen.
Hornig & Hart, Ota.
F. P. Hopper, Middleville.
John Spring, Spring & Lindley, Bailey.
A. Purchase, So. Blenden.
Wm. VerMeulen, Beaver Dam.
A. A. Jones, Leesville.
G. W. Stevens, Austerlitz.
N. Bouma, Fisher.
J. C. Hill, Manton.
R. N. Weinkam, Holland.
S. Frost, Stanton.
A. D. Martin, Ota.
D. S. Sanbury, Clarion.
Eli Rummel, Corning.
C. J. Fleischauer, Reed City.
Gus. Begman, Baur.
John Gunstra, Lamont.
D. H. Dekker, Zeeland.
Geo. A. Sage, Rockford.
J. T. Winnard, Rodney.
Mrs. J. Debbi, Byron Center.
J. W. Closterhouse, Grandville.
H. Johnston, Shelby.
R. N. Weinkam, Holland.
S. Frost, Stanton.
A. D. Martin, Ota.
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D

The Jobber's Soliloquy.
To sell or not to sell;
That is the question—
Whether it is better to ship the goods,
And take the risk of doubtful payment,
Or to make sure of what is in possession,
And, by declining, hold them.
To sell, to ship, perchance to lose!
Aye, there's the rub.
For, when the goods are gone,
What charm can win them back
From slippery debtors?
Will bills be paid when due,
Or will the time stretch out till crack of doom?
What of assignments, what of relatives,
What of the uncles, aunts and mothers-in-law
With claims for borrowed money?
What of exemptions, homesteads and the
compromise
That coolly offers ten cents on the dollar;
And of the lawyers' fees,
That eat up even this poor pittance?

Does it Pay to Sell Goods for Fun In-
stead of Profit?

Some of the gentlemen of this Association
have seen fit to assign to me the task of tell-
ing you what I think of the question, "Does
it Pay to Sell Goods for Fun Instead of Pro-
fit?" Having never addressed a gathering
of any kind, and the theme before me being
anything but a grateful one to handle, I feel
my utter inability to do my audience and the
subject justice. I could not be so ungraci-
ous, however, as not to attempt, at least,
to respond to the call of my fellow business

men. The question I am called upon to decide
for you ought not to be difficult of solution,
and, if the problem were left to this conven-
tion, it would probably be voted unanim-
ously that it does not pay to sell goods for fun,
for the very good reason that no one would
enjoy the privilege of working for others
without being compensated therefor.

A question for debate always has two
sides. I do not know if the gentlemen who
chose this subject for me really thought
there were two sides to this, one; but, if
there are, I doubt that there could be found
one on this floor who would contend for the
affirmative of the point under discussion.
Thus, very little can be said in defense or
substantiation of an accepted fact. I will
answer the question by asking another:
Are goods ever sold for fun? I have had a
somewhat varied experience, extending over
more than twenty years, and I confess
that I fail to recall a single instance that
would justify such a claim. You might say
that it is fun to sell goods with a satisfactory
profit; but, without that profit, I think sell-
ing goods loses all its charms. It may be a
pleasure for a dealer in groceries, for in-
stance, to rise with the sun, hurry to his
place of business, and, in the course of the
first half-hour, find his hands have a coating
of molasses, bacon, sugar, codfish, butter,
and, perchance, the fragrant limburger—
all without compensation, but just for the
pleasure derived from the work. Dealers in
other classes of goods also have their enjoy-
ments, among them the dry goods merchant.
It does his soul good to have customers
come in to be shown certain articles, the
salesman often taking down and displaying
more than half the goods in his shop, only
to discover that there is nothing "just as
wanted," and "I am not ready to buy just
yet," etc. The would-be customer leaves
you and administers the same dose to your
competitor, and you have the tedious task
of re-arranging your stock. This is very
amusing to the so-called customer, perhaps,
but not to the merchant. Is it fun to be
confined to your place of business from
twelve to fourteen hours per day, six days
in a week? Some of us, it is true, have
comfortable, airy rooms in which to conduct
our business, but many must work in quar-
ters far from pleasant and convenient.

In the morning, often long before the me-
chanic and common laborer begin their daily
task, the merchant is at his post, ready to
wait on the earliest callers. The former,
promptly at noon-time, quit their work,
when they have an hour or more allotted
them for the enjoyment of their meal and to
refresh themselves with rest. How is it
with the average merchant? Frequently he
will go to his meals just when he can get
away, rarely permitting himself to tarry a
minute with his family after eating, but
hurries back to his business. Again, hours
after the laborer has ceased his day's work,
and is enjoying the comforts of his home,
the merchant is still at his post, serving, or
ready to serve, his trade. After finishing
his daily labor, the mechanic has relief from
mental cares, which is not always the case
with the tradesman. Here you have a com-
parison between the wage-worker and the
store-keeper. Yet how often does this
same workman, who enjoys life after his
own fashion, envy the lot of this same
tradesman, just because he forgets that the
baser metals frequently glisten as well as
the precious.

Public philanthropists doubtless enjoy
the distribution of the world's goods to the
needy, but I do not believe that they ever
resort to selling goods to accomplish their
ends; and the average merchant would not
be such, if he could afford to be a philan-
thropist.

Some dealers have a habit of putting for-
ward leaders; that is, offering well-known
articles in their line at actual cost, or even a
trifle below, the propriety, or impropriety, of
which I will not here discuss. The unso-
phisticated may look upon such a shop-
keeper as a public benefactor and think that
he derives considerable fun from his lib-
erality, but those behind the scenes and people
of average intelligence need no explanation
of this trick of the trade. So far as my ob-
servation has gone, these questionable
means resorted to for increasing trade, have
generally resulted disastrously to the dealer.
The customer buys the goods yielding no
profit; then comes the temptation to sell
adulterated or inferior articles; there is want
of confidence, if not absolute distrust, on
the part of the customer; the business, in-
stead of increasing, is diminishing every
day until, gradually, the enterprising mer-
chant drops out of existence. Look about
you and see how many within the circle of
your acquaintance have succeeded in busi-
ness by adopting such abnormal means. A
merchant, if he feels so disposed, may dis-
tribute his wares among the poor and suf-
fering without price and without pay—he
will be proclaimed a public benefactor,
which he is, indeed; but, let him simply sell
his goods without profit, or for fun, if you
please, and no one will hand him for his lib-
erality, nor will the beneficiaries of these
concessions express or feel the least grati-
tude. I doubt if any gentleman in this hall
has ever had customers who thanked him
because he sold them twenty-one pounds of
sugar for \$1, when it costs him 5 cents per
pound, or for charging 50 cents for ten yards
of print, with thread and buttons thrown in,
when the cloth cost him 6 cents per yard?
The funny part of such transactions I fail
to discover. No, gentlemen; every laborer

*Paper read by Julius Schuster before the re-
cent convention of the Michigan Business
Men's Association.

H. LEONARD AND SONS

134-142 E. Fulton St.,

GRAND RAPIDS, MICHIGAN.

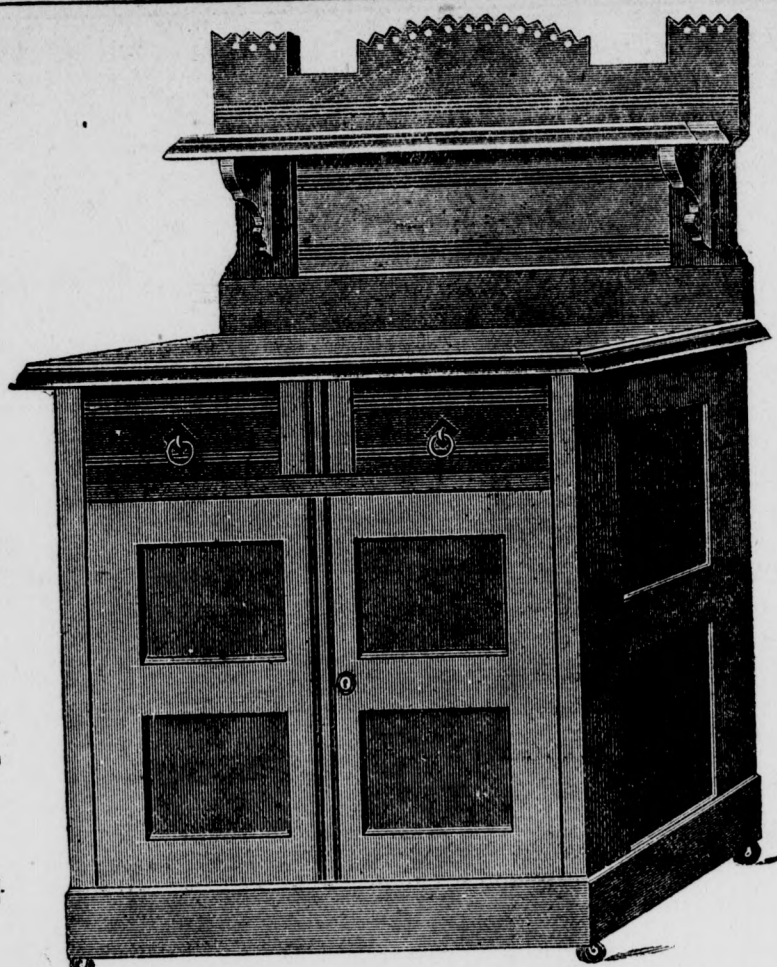
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French Buffet.

NO. 100. SEE CUT.

FILLED WITH 324 PIECES,
PATENT FIRE-PROOF
BOTTOM TIN WARE.

SURPASSES ANYTHING
EVER YET OFFERED.



Read What the Buffet Contains:

- | | |
|-------------------------------|-------------------------------|
| 12 2 quart Coffee Pots. | 24 2 quart handled Sauce Pans |
| 6 3 " " " | 12 5 " Flared Pails. |
| 6 4 " " " | 24 4 " Dairy Pans. |
| 12 2 " Covered Pails. | 24 3 " " " |
| 6 3 " " " | 12 Ass'ted Painted Cuspidores |
| 12 Comb and Brush Cases | 12 Dust Pans, Japanned. |
| 24 1 1/2 inch Wash Basins | 24 1 quart Pieced Cups. |
| 24 1 quart Stamped Dippers. | 12 10 " Dish Pans |
| 21 Deep Jelly Cake Tins | 24 Lx. Tubed Cake Moulds. |
| 18 1 quart Graduated Measures | 12 Ely'd. Dippers, Bowl shape |

324 Pieces, Including Cabinet, for \$25.

We also carry the Assorted Package,
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for \$19.00. Every piece a bargain at 5c.
Many will bring 10 or 15 cents.

Our Open Stock of Tinware is now com-
plete, having secured an Immense Stock
before the advance, and we guarantee our
prices.



is worthy of his hire. To be useful mem-
bers of society, we must have pay for our
work. If the laborer or the mechanic de-
rives a profit from his work, then surely the
merchant, who invests his capital and de-
votes his time and labor to his pursuit, must
be entitled to a reasonable remuneration.
Every fair-minded person must concede this.

Now, gentlemen, after all I have said on
this subject, I have told you nothing new.
There can be but one verdict, and the ques-
tion answers itself quite effectually—it does
not pay to sell goods for fun instead of for
profit.

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