

TO THE GROCERY TRADE OF MICHIGAN.

WE take pleasure in inviting attention to the following facts :

- We are Sole Agents and Headquarters for Lautz Bros. & Co.'s Celebrated Soaps. Freight paid on 5 box lots and upwards. - - - Please ask for prices.
- We are Sole Agents and headquarters for Niagara Starch Works' Laundry, Gloss and Corn Starch. - - - Please ask for prices.
- We are Sole Agents and headquarters for Finzer & Bro.'s Jolly Tar Plug Tobacco. It is a pronounced winner. - - - Please send for prices on 10 and 25 Butt lots.
- We are Sole Agents and headquarters for Daniel Scotten & Co.'s Hiawatha Plug Tobacco. - - - Please ask for prices.
- We are Sole Agents and headquarters for F. F. Adams & Co.'s Brother Jonathan Dark Fine Cut Chewing Tobacco. - - - Special prices on 10 and 25 pail lots.
- We are Sole Agents and headquarters for the famous Jolly Time Fine Cut Tobacco. Best in America to retail at 50 cts. - - - Special prices on 10 and 25 pail lots.
- We are Sole Agents and headquarters for Macatawa and Mackinaw Fine Cut Chewing Tobacco. - - - Special prices on 10 and 25 pail lots.
- We are Sole Agents and headquarters for King Bee Long Cut Smoking Tobacco. - - - Ask for prices.
- We are Sole Agents and headquarters for Fould & Co.'s Wheat Germ Meal, 32 2-lb. packages in case. \$2.80 per Case.
- We are Sole Agents and headquarters for "Acme" Full Cream Cheese, Herkimer County, N. Y., make. This brand of Cheese has no equal.
- We make a great specialty of and handle largely Foreign and Domestic Lemons. Special inside prices on round lots. - - - See weekly quotations.
- We make a great specialty of and handle largely Foreign and Domestic Oranges. Special inside prices on round lots. - - - See weekly quotations.
- We make a great specialty of and handle largely Confectionery and Chewing Gum, including Penny Goods of every description. - - - Send for Catalogue.
- We are acknowledged to be the largest jobbers of Domestic, Key West and Imported Cigars in Michigan. - - - Please send for price list.
- We are large Importers and Jobbers of Japan Teas.
- We are large Operators in Syrups, Molasses, Rice and Canned Goods.
- We are a good house to deal with.
- We assure you mail orders always obtain precedence and lowest possible prices.
- We desire you will make our place headquarters when in Grand Rapids.

BULKLEY, LEMON & HOOPS.

THREE OF A KIND.

Formation of Associations at Luther, Ewart and Hersey.

The editor of THE TRADESMAN "struck his gait" again last week and the result is three new organizations enlisted under the banner of Pay, Progress and Principle.

The first town to succumb to the destroyer of the dead-beat was Luther, where a meeting was held on Wednesday evening. W. B. Poole acted as chairman and J. M. Verity as secretary. After the plan of organization had been explained, Ernest Nicholson moved that the organization of an association be immediately proceeded with, which was adopted. On motion by Chas. J. Robinson, the constitution and by-laws presented were adopted, when the following gentlemen signified their desire of joining the body: W. B. Poole, Samuel Buckner, Chas. J. Robinson, J. M. Verity, Ernest Nicholson, L. J. Osborn, M. Dougherty and W. H. McQuarrie. W. B. Poole was elected President, Chas. J. Robinson, Secretary and Jas. M. Verity, S. Buckner and W. H. McQuarrie members of the Executive Committee. The election of the remaining officers was deferred until the next meeting. The regulation blanks were adopted and ordered printed and the editor of the *Lance* was requested to print the constitution and by-laws in full in his next issue, which he promised to do. The meeting then adjourned.

On Thursday evening the business men of Ewart repeated the programme. The meeting was held at the Ewart House and was well attended. W. M. Davis was selected to act as chairman and Chas. E. Bell as secretary. After the usual explanation as to aims and objects had been made, G. F. Andrus moved that the organization of an association be immediately proceeded with, which was adopted. The constitution presented by Mr. Stowe was adopted, when the following gentlemen were accepted as charter members: J. H. Voller, C. E. Smith, G. F. Andrus, Frank Hibbard, F. S. Sovereign, W. M. Davis, Fred. Postal, D. L. Dumon, O. M. Bush, E. C. Thompson, B. G. Colton, G. W. Minchin, Chas. E. Bell, E. J. Terrill and C. V. Priest. The following officers were elected, the selection of the remaining officers being deferred until the next meeting:

President—W. M. Davis.
Secretary—Chas. E. Bell.
Executive Committee—President, Secretary, C. V. Priest, Geo. L. Andrus and Frank Hibbard.

It was voted to accept all applicants for membership previous to the next meeting as charter members. The Blue Letter collection system was adopted for the use of the Association and the Executive Committee was instructed to procure the printing of the necessary blanks. The editor of the *Review* was requested to print the constitution and by-laws in his next issue and the meeting adjourned.

On his way home from Ewart, the editor of THE TRADESMAN stopped off at Hersey, where he was pleased to find that the business men were ripe for organization. It required no argument to convince them of the benefits of united effort, for they were all subscribers to THE TRADESMAN, in which they had read hundreds of testimonials as to the advantages of local organization. An appointment was accordingly made for the business men to meet at the hotel parlor, when H. T. Lewis was chosen to officiate as chairman and Frank L. Beardsley as secretary. After a brief statement of the best methods to follow in organizing, H. H. Procter moved that the Hersey Business Men's Association be formed without delay, which was adopted. O. L. Millard moved that the constitution presented be adopted, which was carried. The following charter members were accepted: H. T. Lewis, Frank Procter, John Finkbeiner, Zeriah Whitney, O. L. Millard, Frank L. Beardsley, W. L. Beardsley, J. J. Faist, John Sweet and John R. Ladd. Election of officers resulted as follows, the selection of Committees on Business and Trade Interests being deferred until the next meeting:

President—O. L. Millard.
Vice-President—H. T. Lewis.
Secretary—Frank L. Beardsley.
Treasurer—John Finkbeiner.
Executive Committee—President, Secretary, Frank Procter, W. L. Beardsley and John R. Ladd.

The regulation blanks were adopted and ordered printed. The *Outline* was requested to print the constitution and by-laws in the next issue, and the meeting adjourned.

The Hardware Market.

Nails have taken another drop of 15 cents per keg, making a decline of 45 cents a keg below the highest price reached at the factory. Indications point to a trifle lower market. Outside of the nail business, prices are upwardly inclined where any change at all is made, except in the case of pumps, which have declined 10 per cent. Manufacturers of table cutlery have all withdrawn their quotations, and where special prices are written for, slightly higher prices are asked. The advance made on locks a short time ago is only partially sustained.

The Business Man a Factor in Legislation.

"I think the exemption bill fathered by the Michigan Business Men's Association will go through the Legislature all right and it is my opinion that the Cole bill stands a good show of getting through. As a business man, it has pleased me to see the interest business men are taking in legislation this year, which I attribute wholly to the influence of the Business Men's Associations." Such was the recent remark of Representative McMillan, of the Northern Kent district.

Queries from the Land of Corkscrews.

The Secretary of the Retail Grocers' Association of East Saginaw asks the following questions:

1. Are delinquents amenable to the rules of the Association for the collection of debts contracted prior to date of organization?
2. Are members amenable to the rules of our Association, relative to fines, by trusting a delinquent so declared on a debt made prior to organization?
3. Should a party be placed on the delinquent list for a debt contracted with one merchant while he promptly pays others?

ANSWERS.

1. Yes. More accounts have been collected, made previous to than after organization. Hence the great worth of our system.

2. Yes, if the debt is a just one. If the delinquent should pay or be published by not complying with our rules, so should the merchant. "What is sauce for the goose is sauce for the gander."

3. Yes, if there are no extenuating circumstances. Our rules are clear on that point, and only by a united effort on the part of members will this "bad pay" element be eliminated. The moral support of fellow-traders and business men is worth far more than the trade of any man who has defrauded a member of the Association. If, on the other hand, the account in question is disputed, then let the decision of the Executive Committee, as reported to the Association, be final.

Battle Creek Grocers Alive on Organization

BATTLE CREEK, April 23, 1887.
E. A. Stowe, Grand Rapids:

DEAR SIR—You can say that we are bound to have every grocer in the city in our Association. We are getting much more friendly by coming together. Messrs. Buckhout and Seville, of Kalamazoo, paid us a pleasant visit on Wednesday evening and told us of the many advantages Kalamazoo grocers had secured through their Association.

We have all agreed to close our stores at 8:30 p. m. hereafter.

We have resolved to hold a grand jubilee next Wednesday evening and we want you to come down and explain the plan to our new members. We will see that every grocer in the city is on hand.

Yours truly,
R. C. PARKER.

The Poetical Grocer.

In reproducing the poem inscribed to the peddler, published in THE TRADESMAN last week, the *Allegan Gazette* remarks:

There is not much about the grocery business to incline a man to poetry or other literature (unless it be odes), and hence, anything of this kind produced by the dealer in provisions, is the more remarkable, and the more praiseworthy. Irving Clapp of this village appears to be one of those whose gifts are not bounded by the narrow confines of his counters, for at the recent banquet of the Michigan Business Men's Association he replied to a toast "The Peddler," in unique and racy style.

The Cheboygan Association Moving for Another Railroad.

CHEBOYGAN, April 19, 1887.
E. A. Stowe, Grand Rapids:

DEAR SIR—Enclosed herewith please find \$2, being the per capita dues to the Michigan Business Men's Association for twenty new members, increasing our membership to sixty-one.

Also find copy of report of a special committee made at our meeting last night, which I am authorized to request published in THE TRADESMAN. Also place same in the hands of the Secretary of the Grand Rapids Business Men's Association, with request to aid us in this matter and thereby mutually benefit our respective cities and business prosperity.

Yours respectfully,
H. G. DOZER,
Sec'y. of B. M. P. Union.

The report to which Mr. Dozer refers is as follows:

Your committee, to whom was referred the matter of suggesting some way in which Cheboygan's prosperity might be forwarded, beg leave to report that in their opinion the best way will be to offer something practical and capable of accomplishment. Theories never built up a town yet, and are not likely to. We need new manufacturing industries located in our village, and to induce them to come here we must be in a position to offer competitive transportation facilities. We have at present but one line of railroad, but we need another—one that will open the western markets to what we have to sell and to transport hither what we wish to buy.

The distance between the G. R. & I. Railway at Levering and Cheboygan is but sixteen miles, through a good farming country, and at easy grade.

Your committee therefore recommend that immediate steps be taken by this Association, in conjunction with that of Grand Rapids, to forward the enterprise of building a branch railroad from Levering to Cheboygan; satisfied that it is the first thing that should be done far furthering the prosperity of our town.

Respectfully submitted,
A. M. GEROW,
J. W. McDONALD,
Committee.

PRaisEWORTHY ENTERPRISE.

CHEBOYGAN, April 20, 1887.
E. A. Stowe, Grand Rapids:

DEAR SIR—At a meeting of the Business Men's Association of this place, held Monday evening last, I and another gentleman were appointed a committee to suggest something that the Association might do in order to further the prosperity of our town. The report we made was short and to the point. We recommended that this Association correspond with that of Grand Rapids, as being the two most directly interested, to use means calculated to induce the G. R. & I. Railway to build a branch from Levering (fifteen miles distant) to Cheboygan, satisfied that that would more than anything else give us the railway connection we most need.

We now have 5,000 and upwards of population, and there is a cut of upwards of 100,000,000 of lumber each year. A great share of our flour and groceries come directly from Grand Rapids, and we are convinced that if we can but get the branch spoken of it will be a great benefit to all concerned. The committee were advised to

write you and ask your assistance and direction in this matter, as to the best course we should take. It was also suggested to ask your kindly offices to enlist the Grand Rapids associations in the matter.

Will you kindly let me hear from you regarding the matter and any advice you may give us in this enterprise will be appreciated.

Very respectfully,
A. M. GEROW.

THE TRADESMAN is glad to see such evidence of enterprise and public spirit on the part of the members of the Cheboygan Association, as it presages a degree of activity which is sure to result in the securing of new enterprises and the consequent growth of the town.

Regarding a branch railway to Cheboygan, THE TRADESMAN is informed by a gentleman who claims "to speak by the card" that in the event of the Michigan Central Railway constructing a branch line to Charlevoix, the G. R. & I. will immediately retaliate by making a connection with Cheboygan. There has been a tacit understanding between the two roads for several years past that neither would enter the other's territory. That agreement is likely to terminate the coming summer by the construction of a Charlevoix branch by the Michigan Central, in which event the running of a branch to Cheboygan by the G. R. & I. may be set down as a certainty.

THE TRADESMAN will do all that lies in its power to interest the jobbing trade of Grand Rapids in the matter above referred to, and hopes to see the effort begun by the Cheboygan Association result successfully.

The Dodging Delinquent—The Red List.

A correspondent asks:

1. Will a delinquent pay one man and refuse to pay another?
2. What is the meaning of the "Red List" and who are placed thereon?

ANSWERS.

1. Yes, but it is only a question of time when he refuses to pay the one who has been lenient with him. Better cut him off at once and join with your co-workers in making him a "good pay" customer.

2. The "Red List," as used by some Associations, is designed for a class whom the Executive Committee will not, for special reasons at that time, publish as the lowest, or rank as the highest credit, but who are considered *dangerous credit*. Merchants are not debarred from trusting this class, but do so at their own peril.

VISITING BUYERS.

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

M. V. Wilson, Sand Lake.
E. B. McCulloch, Berlin.
L. S. Marr, Spring Grove.
Gus. Hegman, Bauer.
John Gunstra, Lamont.
Jas. Barnes, Cornish.
G. S. Putnam, Fruitport.
G. M. Huntley, Reno.
J. G. McElwee & Co., Big Rapids.
Dell Wright, Berlin.
S. McNett & Co., Byron Center.
Mr. Owens, Owens & Bullis, Maple Rapids.
F. H. Burt, Spring Lake.
Den Herder & Tanis, Vriesland.
N. Bouma, Fisher.
A. B. Foots, Hilliards.
O. E. & W. P. Conklin, Ravenna.
Jas. Colby, Rockford.
W. B. Blair, Dutton.
Farowe & Daimon, Allendale.
M. Minderhout, Hanley.
Mrs. M. Hurlbank, Spring Lake.
L. Cook, Bauer.
M. P. Shields, Hilliards.
J. Omler, Wright.
H. Van Noord, Jamestown.
Jay Marlatt, Berlin.
Vely Bros., Lamont.
L. A. Paine, Egghillville.
W. S. Root, Talmadge.
G. H. Walbrink, Allendale.
G. H. Tenhoor, Forest Grove.
Jr. S. Johnson, Gibson.
J. Debi, Byron Center.
C. E. Coburn, Pierson.
Mr. Owens, Owens & Bullis, Maple Rapids.
L. T. Wilmarth, Rodney.
J. P. Gordes, Alpine.
E. E. Darrah, Clinton.
J. C. Gilbert & Co., Holt.
E. C. Watkins, Ionia.
N. Bouma, Fisher.
G. N. Reynolds, Belmont.
Childs & Carper, Child's Mills.
Dr. S. H. Kesson, Gibson.
Morley Bros., Cedar Springs.
L. N. Fisher, Dorra.
Neilson T. Miller, Lisbon.
Jacob Jesson, Jenson & Co., Muskegon.
M. E. Snell, Wayland.
A. C. Barkley, Crosby.
J. W. Travis, Oscego.
M. Gezon, Jenisonville.
Jno. Smith, Ada.
H. W. Travis, Jamestown.
Ardley & Son, Wayland.
Mrs. G. Miller, Muskegon.
Newman & Esbough, Dorra.
Mrs. P. B. Hunsicker, Woodland.
D. D. Erwin, Newaygo.
J. V. Crandall & Son, Sand Lake.
C. K. Hoyt, Hudsonville.
D. J. Peacock, Ashland.
Smith & Bristol, Ada.
John Koopman, Palmouth.
A. G. Clark & Co., White Cloud.
J. N. Wail, Hudsonville.
Dr. E. H. Lathrop, Hastings.
U. B. White, Jamestown.
Jas. G. Johnson, Traverse City.
Narengay & Son, Hyron Center.
L. C. Curtis, Edmore.
Nagler & Beeler, Caledonia.
Higgins & Allen, Scottsville.
E. S. Benbow, Cannonburg.
J. C. Botsford, Dorra.
F. L. Blake, Ivorling.
G. H. Deming, Dutton.
C. H. Loomis, Sparta.
H. D. Mills, Oscego.
J. W. Travis, Oscego.
Silas Lowe, Burnip's Corners.
E. Conklin, Ravenna.
H. Mygner, Sullivan.
Wm. DeFries, Holland.
Dr. E. A. Parkinson, Traverse City.
John Sing, Spring & Lindley, Bailey.
F. L. Mckay, Central Lake.
L. C. Curtis, Edmore.
G. W. Robinson, Edgerton.
C. Huyster, New Greening.
H. Mygner, Sullivan.
Mrs. C. VanHols, Fremont.
Mrs. O. Huyster, Holland.
F. P. Hopper, Middleville.
John Sing, Spring & Lindley, Bailey.
A. Purchase, South Blendon.
Geo. A. Scribner, Grandville.
Dexter & Noble, Elk Rapids.
W. P. Pierce, Moline.
J. Raymond, Berlin.

MISCELLANEOUS.

Advertisements will be inserted under this head for one cent a word or two cents a word for three insertions. No advertisement taken for less than 25 cents. Advance payment. Advertisements directing that answers be sent in care of this office must be accompanied by 25 cents extra, to cover expense of postage.

FOR SALE—A complete stock of drugs, paints and oils; am doing a good business; surrounded by a good farming country. Reason for selling, poor health. Call on or address E. H. Stevens, Pewamo, Mich. 12*

FOR SALE—Store building, residence, barn and stock of general merchandise, situated ten miles from Grand Rapids, in a good farming country, worth \$5,000. Not much competition nearer than Grand Rapids. Address "Steven," care of the Tradesman, Grand Rapids, Mich. 13*

FOR SALE—A clean stock of groceries and provisions. Will inventory about \$3,000. Reason for selling, I am postmaster, and have to devote all my time to the postoffice. C. H. Gallagher, Cheboygan. 12*

FOR SALE—The "Cash Grocery" at Petoskey. Present value of stock and fixtures \$2,000. Cash sales past year, \$17,000. Best location in the city. Cheap rent. Good reasons for selling. Well established cash trade. Address W. W. McOmber, Petoskey, Mich. 10*

FOR SALE—General stock of merchandise which will be sold at a bargain, as owner has other business he must give his attention. Write or apply to J. W. Closterhouse, Grandville, Mich. 13*

FOR SALE—Exceptionally good business opening. Willing to leave Oswosso, I offer for sale at a bargain my stock of dry goods, groceries and boots and shoes, which will inventory \$4,000 or \$5,000. Also a fruit evaporator at half price. This is a splendid chance for some one. A. T. Thomas, Oswosso, Mich. 18*

FOR SALE—Best bargain ever offered for general stock in growing town in good farming community in Northern Michigan. Stock will inventory about \$5,000. Sales last year were \$30,000. Address "The Tradesman," Grand Rapids. 171*

SITUATION WANTED—A person holding a State certificate, and who for a number of years has been employed in Europe as assistant druggist, but unable to speak English, would like employment where a Holland-speaking druggist is required. Address, stating terms, A. Z., office of the Tradesman. 188*

FOR RENT—From May 1st, brick store and basement, 21 scribner street, now occupied by Kilstrom & Peterson. Good stand for retail trade. A. Rasch, 122 Canal street, Grand Rapids. 187*

TO EXCHANGE—For dry goods, groceries, boots and shoes or gent's furnishings goods, desirable residence lot and dwelling house at Grand Station. The house is 16x24, with two large wings. Address C. M. Woodward, Kalamo, Mich. 18*

WANTED—A man having an established trade among lumbermen to add a special line and sell on commission. To the right man a splendid chance will be given to make money without extra expense. Address "B," care Michigan Tradesman. 1781*

Dissolution of Copartnership.
Notice is hereby given that the firm of Fred. D. Yale & Co. is hereby dissolved by mutual consent, Fred. D. Yale retiring, and that all accounts due said firm must be paid to Daniel Lynch, and all debts owing by said firm will be paid by Daniel Lynch.
Dated Grand Rapids, Mich., April 12, 1887.
DANIEL LYNCH.

I hereby give notice that, having purchased the interest of Fred D. Yale, in the late firm of Fred D. Yale & Co., I will continue the extract business at the old stand, 40 and 42 South Division street, under the firm name of Fred. D. Yale & Co.
Dated Grand Rapids, Mich., April 12, 1887.
188-3t
DANIEL LYNCH.

SEEDS
We carry a full line of seeds of every variety, both for field and garden. Parties in want should write to or see the
GRAND RAPIDS GRAIN AND SEED CO.
71 CANAL STREET.

Michigan Business Men's Association. President—Frank Hamilton, Traverse City. First Vice-President—Paul P. Morgan, Monroe.

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. Alba Business Men's Association. President, C. R. Smith; Secretary, Peter Baldwin.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

During the last meeting of the Michigan Business Men's Association, at Grand Rapids, a gentleman, whose name I have forgotten, suggested mutual fire insurance as a solution of the insurance problem, and argued forcibly against the arrogance and extortion of the stock companies.

When I look back through the long years during which I have helped to create stock insurance millionaires, the mutual plan looks very attractive, but then again when I recall some brief but very exasperating and expensive experience with mutual companies, I am more inclined to endure the evils that are visible than "to fly to others which I know not of."

Of course, no well-balanced business man likes to close his doors at night without believing himself reasonably secured against loss by fire, and there is no well-balanced business man who has not cogitated long and earnestly on what constitutes reliable and economical insurance.

If it were a matter of sentiment I should certainly prefer to patronize the mutual man. Like Max Adler's horse, the agent of the mutual company is always "urbane," while he of the syndicate rivals, if not discounts, the \$5 a day hotel clerk in apathy, coldness and indifference.

It may be possible, and I presume there are co-operative companies run on business and economic principles (understand me, I am in no way interested in stock in the syndicate, and I don't wish to make THE TRADESMAN responsible for my opinions), but when I pass the office of a mutual company, it reminds me of the banking institution in which an anxious customer was blandly informed that the receiving teller was on duty, but that the paying ditto was transacting some business in Canada.

I would most assuredly like to escape from the tentacles of the stock insurance octopus, but experience has given me a terrible dread of falling into the maw of the mutual insurance shark.

I do not want to be understood for a moment as attacking the mutual system as applied to purely agricultural or detached risks. Well informed parties have assured me—and I have no proof to the contrary—that companies organized for farmers' protection have run successfully, smoothly and economically for years, but until some new system is devised or some new legislation enacted, I shall not have the remotest faith in business co-operative insurance.

In this matter I shall not presume to judge the future by the past, and sincerely hope that believers in the mutual plan may eventually successfully solve the insurance problem, but until that consummation I shall submit to the extortion of the underwriters' pool, and take my revenge in unlimited and fruitless fault-finding.

If St. Paul's remarks regarding kicking had been applied to the dishonest bankrupt, they would, it seems to me, have been much more practical and intelligible. If your neighbor, who is in the same trade as yourself, concludes to join the large and rapidly increasing order of bankrupts, and force you into competition with goods which cost one-fourth as much as your own, in the language of the Irishman at Niagara Falls, "Phat's to hinder?"

It is my individual opinion that there is a wrong sentiment and a manifest neglect of duty among jobbers, regarding the matter of assignments. No man should be allowed a compromise through the intervention of an assignee until the "true inwardness" of the transaction is plainly visible.

It sometimes looks as if there were a latent feeling of admiration among our people for parties who succeed in consummating profitable business failures. Numbers of them would probably sympathize with the German gentleman, who, when asked how his son was succeeding in trade replied:

One great incentive to dishonest failures is the singular readiness with which credit can be procured under almost any and all circumstances. Let nearly any young fellow with a fair amount of "check" and, say, \$500, conclude to start in trade and he can easily distinguish himself by a \$5,000 failure in less than 18 months.

his neighbor and competitor who owns every brick in his store and every article on his shelves.

I would not be understood as advocating the idea that the beginner, with a limited capital, should be shut out from the assistance that a judicious credit often affords, but I do protest against the wholesaler's leading him into temptation, and becoming an accessory to a moral, if not a legal, crime.

"It is hard to kick against the"—dishonest bankrupt. You may be doing business with a big "B," but if your competitor concludes to join the noble d. b. order, and take the 25 or 30 per cent. degree, you must perforce prepare yourself for a long period of quiet and seclusion, or seek some locality where the order has no members.

The Supreme Court of Connecticut has defined in plain and unmistakable language the illegality of boycotting. Its recent decision, confirming that of the lower courts, it says:

The defendants and their associates said to the plaintiffs, "You shall discharge the men you have in your employ and you shall hereafter employ only such men as we shall name. It is true we have no interest in your business; we have no capital invested therein; we are in no wise responsible for its success, yet we do not participate in its management and compel you to submit to our direction."

Manufacturers and Jobbers of

H. H. FREEDMAN & CO. CIGARS

Factory No. 26, 4th Dist. 76 S. Division St., Grand Rapids.

LUDWIG WINTERNITZ, Fermentum!

STATE AGENT FOR 106 Kent Street, Grand Rapids, Mich. TELEPHONE 566.

Manufactured by Riverdale Dist. Co. Peerless Carpet Warps and Geese Feathers American and Stark A Bags A Specialty.

EATON & LYON, BOOKS, Stationery & Sundries,

Importers, Jobbers and Retailers of 20 and 22 Monroe St., Grand Rapids, Mich.

TIME TABLES.

Table with columns for Leave, Arrive, and Station names. Includes Lake Shore & Michigan Southern, Kalamazoo Division, and Detroit, Grand Haven & Milwaukee.

Pea Nuts OYSTERS MOSELEY BROS., WHOLESALE Fruits, Seeds, Oysters & Produce, ALL KINDS OF FIELD SEEDS A SPECIALTY.

SPRING & COMPANY 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

P. STEKETEE & SONS, DRY GOODS, AND NOTIONS,

88 Monroe St., GRAND RAPIDS, MICH. Peerless Carpet Warps and Geese Feathers American and Stark A Bags A Specialty.

ORANGES LEMONS FIGS CANDY FRUIT

1865 PUTNAM & BROOKS WHOLESALE AND 1887

PEA NUTS OYSTERS 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.

ABSOLUTE SPICES

And Absolute Baking Powder. 100 per cent. Pure. Manufactured and sold only by ED. TELFER, Grand Rapids.

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.

W.M. SEARS & CO. Cracker Manufacturers,

Agents for AMBOY CHEESE. 37, 39 & 41 Kent Street, Grand Rapids, Michigan.

BULKLEY, LEMON & HOOPS, 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.

CEO. E. HOWES, Foreign and Domestic Fruits.

SPECIALTIES: Oranges, Lemons, Bananas. 3 Ionia St., GRAND RAPIDS, MICH.

BARLOW BROS. GRAND RAPIDS MICHIGAN

PAID FLAT OPENING BLANK BOOK STRONGEST BLANK BOOK EVER MADE SEND FOR CIRCULAR

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The Michigan Tradesman.
 A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.
 E. A. STOWE & BRO., Proprietors.
 Office in Eagle Building, 49 Lyon St., 3d Floor.
 Telephone No. 95.
 [Entered at the Postoffice at Grand Rapids as Second-class Matter.]

FIFTEEN DOLLARS A WEEK.
 How a Clerk Supports a Family on a Small Salary.
 From the Philadelphia Press.
 "I know there are men who are worse off," was the remark of a store clerk a day or two ago, "and that I ought to be thankful that I have good health and am in steady employment; but \$15 is the closest possible work for a family of four persons, I can tell you, and it makes me envious, indeed, when I think how comfortable I could be if I only had \$5 more. I live up to my wages and cannot help it."

There are so many men in various occupations who live up to very much larger salaries that some curiosity was expressed as to how the \$15-a-week clerk managed not to live beyond his, and yet support a wife and two little children, aged four and six respectively. He explained in a general way:

"I am not going to tell you how I married on twelve dollars a week, and boarded until my second child was born, and then got a raise of wages to \$15. That's neither here nor there. What I discovered was that people did not like children in a boarding-house, and I began to wonder what on earth I was to do. However, my wife's uncle came to our rescue. He suggested we should take a little house way downtown, and he would furnish it for us. There are plenty of five or six roomed residences at the extremes of the city, on streets which are perfectly respectable and genteel, and the rent only \$10 or \$12 a month. I got one for \$2.50 a week—two bedrooms, kitchen, parlor, sitting-room and bathroom. Uncle George was as good as his word, but it took all the hundred odd dollars I had saved while boarding to buy kitchen things and linen and a picture or so for the bare walls. Then we went into housekeeping in real earnest.

"Now, you must understand that poor people like us have to live for the sake of living. The wife must be able and willing to wash all the clothes, do all the housework, bake the bread and be handy with her needle in the way of making over old clothes for the children. The husband must walk backwards and forwards from his work; must drink and smoke either not at all or only on rare occasions, and find all his amusement and happiness in his children and wife. It is very much like slaving for a crust and a sup, lots of people say, and no doubt you have to be born with a temperament which can be cheerful in poverty. I think I was. But to go back to my housekeeping.

"Coal and light cost me \$1 a week, summer and winter together. We only have two fires—one in the kitchen and one in the sitting-room in winter, and one is always out when possible. Our kitchen is very comfortable, so we often sit there. Bread costs us 50 cents a week—that is the flour, etc., costs about that amount. Our milk bill runs up into 70 cents, as our children want a glass or so at meals. Butter and groceries never exceed \$2, vegetables \$1, and meat another \$2. Then we use about 50 cents for eggs. As for clothes, I put myself down for \$50 a year, including boots. I buy serviceable things, and I always wear my oldest about the house. Another \$50 clothes my wife and children, with \$20 more for their hats and shoes. Then I want \$20 a year for doctor and medicine, and my expenditure per week will foot up as follows:

Rent	\$2.50
Coal and light	1.00
Bread	.50
Milk	.75
Butter and groceries	2.00
Meat	2.00
Vegetables	1.00
Eggs	.50
Clothes per year for husband	50.00
wife and two children, including boots and hats	120.00
Doctor and medicine	20.00
Sundries per year	16.00
Total	\$132.00

"As you will see by the table, I still have \$1.80 left out of my \$15, even after allowing \$16 for sundries, which I have made that sum so as to balance my figures. That \$16 represents wear and tear of furniture, breakage, some little luxury, say, on a birthday or wedding anniversary, an extra pair of shoes and a hundred other wants. The \$1.80 over, sometimes a quarter less or more, according as the week goes, is the fund out of which I pay 20 cents a week insurance, buy a little beer and tobacco, and an occasional trifle for my wife. My wife will tell you that we waste nothing. Of course we never get the best parts of meats. She buys soup and stewing pieces, and only a small roast or a piece of steak or chops for Sunday. She does a good deal of baking in the way of cakes for the children, and they seem to thrive all right on plenty of mush, rice or bread and molasses. We sometimes get a little country life, because I have relatives who own a large farm in Delaware, and a bank belonging to the baby supplies us with junkets to the park now and then and a visit to a 10-cent theater. By the way, I have not mentioned ice. We manage to get on without it except on very warm days in summer, as we have a cool deep cellar to our house. When we must have ice, it comes out of 'sundries.'"

WIGWAM SLIPPERS.



The Latest Novelty in the Slipper Line.

Men's Wigwam Slippers, heeled	per doz.	\$11 00	Youth's Wigwam Slippers, heeled	per doz.	\$7 50
Boy's " " "	"	9 00	Misses' " " "	"	7 50
Ladies' " " "	"	9 00	Child's " " "	"	7 00

LAWN - TENNIS SHOES.



Men's Tennis Oxfords	\$0 76	Men's Tennis Bals.	\$0 94
Boy's " "	70	Boy's " "	85
Youth's " "	67		

Terms--Net Cash. No Discount.

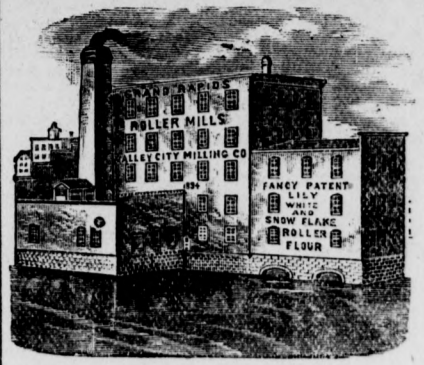
SEND YOUR ORDERS TO MAYHEW,

Peninsular Button Machines and Fasteners. Whitcomb & Paine's Calf Boots in Stock at all times. Shoe Findings, Blacking and Dressings.

Agents for Woonsocket & Wales'-Goodyear Rubbers. Write for Fall Discounts.

G. R. MAYHEW
 86 Monroe St., Grand Rapids.

Valley City Milling Co.



OUR SPECIALTIES:
 Buckwheat Flour, Rye Flour, Granulated Meal, Bolting Meal, Coarse Meal, Bran Shipps, Middings, Screenings, Corn, Oats Feed.

OUR LEADING BRANDS:
 Roller Champion, Gilt Edge, Matchless, Lily White, Harvest Queen, Snow Flake, White Loaf, Reliance, Gold Medal, Graham. Write for Prices.

Grand Rapids, Michigan.

SEEDS

FOR EVERYBODY.
 For the Field or Garden.

If you want to buy
 Clover, Timothy, Hungarian, Millet, Orchard Grass, Kentucky Blue, Red Top, Seed Oats, Rye, Barley, Peas, Onion, Ruta Baga Mangle, Wurzels,

Anything in the Line of SEEDS,
 Write or send to the

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

CERMAN COFFEE,

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

See Our Wholesale Quotations elsewhere in this issue and write for Special Prices in Car Lots.
 We are prepared to make Bottom Prices on anything we handle.

A. B. KNOWLSON,
 3 Canal Street, Basement, Grand Rapids, Mich.

F. J. LAMB & CO.
 STATE AGENTS FOR

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

FULLER & STOWE COMPANY,
 Designers
Engravers and Printers

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

Address as above
 49 Lyon Street, Up-Stairs, Grand Rapids, Mich.

PURE. NEW PROCESS STARCH. SWEET.
 This Starch having the light Starch and Gluten removed,
One-Third Less
 Can be used than any other in the Market.
 Manufactured by the
FIRMENICH MFG. CO.
 Factories: Marshalltown, Iowa; Peoria, Ill.
 Offices at Peoria, Ill.
 FOR SALE BY
Clark, Jewell & Co. SURE.

L. D. HARRIS,
 Wholesale Dealer in
PAPER
 33 NORTH IONIA STREET,
GRAND RAPIDS, MICH.

ORDER
 Our Leader Smoking 15c per pound.
 Our Leader Fine Cut 33c per pound.
 Our Leader Shorts, 16c per pound.
 Our Leader Cigars, \$30 per M.
The Best in the World.
Clark, Jewell & Co.,
 SOLE AGENTS FOR
 Dwinell, Hayward & Co.'s Royal Java Coffee; and O'Brien & Murray's "Hand Made Cigar."

D. W. ARCHER'S TROPHY'S SUGAR CORN
 PURE AND "Silver Gloss"
STARCHE.
 Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.
 THE PERFECTION OF QUALITY.
WILL PLEASE YOU EVERY TIME?
 ALWAYS ASK YOUR GROCER FOR THESE GOODS.

THE STANDARD OF EXCELLENCE
KINGSFORD'S
 Oswego PURE AND "Silver Gloss"
STARCHE.
 Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.
 THE PERFECTION OF QUALITY.
WILL PLEASE YOU EVERY TIME?
 ALWAYS ASK YOUR GROCER FOR THESE GOODS.

In Ordering a Supply of the
ARCTIC Arctic Baking Powder
 Do not forget to ask for Deaf and Dumb Alphabet Rules also Comic Cards for Advertising.
 THE
ARCTIC 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.

THE OLDEST. THE LARGEST. THE BEST.
 The best of Testimonials from every State and Territory,
ALL KINDS Iron Roofing & Corrugated Iron
PORTER IRON ROOFING CO. CINCINNATI, OHIO.
J. T. BELL & CO.,
 Wholesale Fruits and Produce,
EAST SAGINAW, MICH.

DO YOU WANT A

 If so, send for Catalogue and Price-List to
S. HEYMAN & SON, 48 Canal St., Grand Rapids.

THE HOME YEAST CAKE.
 Absolutely the Best and Purest ever put upon the Market.
SELLS ON ITS MERITS.
 The Home Yeast Cakes are put up in two sizes (packages) cartons.
 No. 1. Large size, 36 packages, or cartons, per case, \$1.50.
 No. 2. Smaller " 36 " " " 1.00.
 —MANUFACTURED BY—
THE HOME YEAST CAKE CO. OFFICE AND SALESROOM.
 26 & 28 River St., Chicago, Ill.
 N. B.—Ask your wholesale grocer for the HOME YEAST CAKE.

The Michigan Tradesman.

BULK VS. PACKAGE.

A Writer who Considers H. G. B. Selfish and Bigoted.

KALAMAZOO, April 21, 1887.

Dear Sir—I have been favored with copies of your paper containing communications pro and con on the merits of bulk and package coffee.

There are two sides to the question as to whether coffee should be sold in bulk or in packages. The writer is in favor of the latter, and has no objection to being so considered, as long as his position is fairly represented. The writer is in favor of the latter, and has no objection to being so considered, as long as his position is fairly represented.

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NOTICE.

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

Table with columns: PARTS OF SECTION, ACREAGE, and other details regarding land restoration.

U. S. LAND OFFICE, March 13, 1887. W. H. C. MITCHELL, Register.

The universal sale of 'Tanfill's Punch' is a great success. The live dealer will always avail himself of an opportunity to make money.

LION COFFEE CABINET. A GOOD BREAKFAST. It is ALWAYS possible when a good cup of coffee is served.

COFFEE Mocha Java & Rio COMBINED. A Beautiful Picture Card. In every package. We solicit a sample order for a cabinet filled with LION COFFEE.

OTTEBERG'S CIGARS. Having secured the Sole Agency for S. OTTENBERG & BROS.' Celebrated Cigars, I take pleasure in recommending them to the Trade, as the Finest and Best 5 and 10 Cent Cigars. Ever placed on the Market.

GROCERIES.

Table of Groceries prices: Cod whole, Halibut, Herring, Flour, Sugar, etc.

Table of Groceries prices: Apples, Peaches, Corn, Beans, etc.

Table of Groceries prices: Raisins, Prunes, Dates, etc.

Table of Groceries prices: Coffee, Tea, Cocoa, etc.

Table of Groceries prices: Butter, Eggs, Lard, etc.

WHEATLANDS.

Table of Wheatlands: Various land parcels with acreage and location details.

Table of Wheatlands: Further land parcels with acreage and location details.

Table of Wheatlands: Land parcels with acreage and location details.

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SEEDS Garden Seeds a Specialty. The Most Complete Assortment in Michigan. Don't Buy until you get my prices. ALFRED J. BROWN

Morris H. Treusch, Sole Agents. Grand Rapids, Mich.

Various small advertisements and notices at the bottom right of the page.

Drugs & Medicines

A DRUGGISTS' LICENSE.

The Situation Assuming a More Hopeful Aspect. In answer to the call referred to in last week's paper...

Michigan State Pharmaceutical Ass'n. President-Frank J. Wurzburg, Grand Rapids. Secretary-Mrs. Wm. Taylor, Leoni.

Grand Rapids Pharmaceutical Society. Organized October 9, 1884. President-Frank J. Wurzburg, Grand Rapids.

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. Hoyett.

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. Ralder; 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. Frail.

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

A DOLEFUL DRUGGIST. He Tells of His Benefactions to Humanity and Bemoans its Ingratitude.

Minor Drug Notes. Iodoform and colomer are said to be incompatible. Oil of rose is said to be adulterated with spermaceti.

Approved by Physicians. Cushman's Menthol Inhaler. In the treatment of Catarrh, Headache, Neuralgia, Hay Fever, Asthma, Bronchitis, Sore Throat and Severe Colds, stands without an equal.

Michigan Drug Exchange. 375 South Union St., Grand Rapids. Agents for the Standard Petit Ledger.

WANTED—Registered pharmacists and assistants who are sober, industrious and willing to work.

Tiger Oil. What J. A. Crookston Has to Say While in the Tiger Den. CADILLAC, Jan. 24, 1887.

Tansy Capsules. THE LATEST DISCOVERY. Dr. Laparic's Celebrated Preparation, Safe and Always Reliable.

WHOLESALE PRICE CURRENT.

Table of Wholesale Prices for various goods including Aceticum, Benzoe, Benzoin, Camphora, etc.

HAZELTINE & PERKINS DRUG CO., WHOLESALE DRUGGISTS! 42 and 44 Ottawa Street and 89, 91, 93 and 95 Louis Street.

Drugs, Medicines, Chemicals, Paints, Oils, Varnishes, and Druggists' Sundries.

Elegant Pharmaceutical Preparations, Fluid Extracts and Elixirs.

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

Weatherly's Michigan Catarrh Cure. Which is positively the best Remedy of the kind on the market.

Wine and Liquor Department. We give our special and personal attention to the selection of choice goods for the DRUG TRADE ONLY.

Withers Dade & Co.'s Sour Mash and Old-Fashioned Hand-Made, Copper-Distilled Whiskey.

Pioneer Prepared Paint. We have a full stock of this well-known brand of MIXED PAINT.

The Drummer's Soliloquy.
From the Boot and Shoe Recorder.
To sell, or not to sell, that is the question:
Whether 'tis nobler in a man to suffer
The flat denials of o'er-drummed dealers;
Or to take one's samples into his cramped store,
And, by exposing, sell them—to talk—to bluff—
Galore; and by an order say we end
The headache, and the thousand ghastly jokes
We fain must list to—'tis a consummation
Devoutly to be wished. To bluff—to sell—
To sell—perchance "on note," say there's the
rub:
For in that sale of goods what things may hap,
When we our order home by mail have sent,
To countermand—There's the Bradstreet,
That make's such havoc in one's order book.
For who would try to sell his goods to men,
Chattel mortgaged, all poor men surely,
In love with other goods—or those who claim
Exclusive sale, and cruelly would spurn
The intrinsic merit of your samples shown
When all your pains may be knocked edgewise
By Dun or Bradstreet? Who would pick and
choose
"Twixt great and small of the stores he sees,
But that the dread of something he may learn,
The "turned-down" order at whose baneful
sight
The drummer cusses, try how he will,
And makes him wish he'd sold the man he
knew
Than fly to those he knew not of,
Thus credit doth make cowards of us all,
And thus our native gift of persuasion
Is hindered with the thought "Is this man
good?"
And sales that might have reached four figures
Thus handicapped, their columns dwindle down
And scarce are worth the entry.

Regular Meeting of the Retail Grocers Association.

At the regular semi-monthly meeting of the Retail Grocers' Association of Grand Rapids last Tuesday evening, Willis E. Butler, of Mill Creek, applied for membership and was accepted.

A unanimous vote of thanks was tendered Irving W. Van Zandt for his contribution to the badge fund of the recent State convention.

The Committee on Constitution made the following report, which was accepted and adopted:

Your Committee on Revision of the Constitution would respectfully report that they have had the matter under consideration and would recommend that they be allowed further time as the officers of the M. B. M. A. are preparing new forms for both State and local constitutions and we think it desirable to defer reporting until we can recommend a draft thoroughly in accord with the ideas of the State body.

E. A. STOWE,
E. J. HERRICK,
B. F. EMERY,
Committee.

The Committee on Entertainment reported that an instructive programme had been prepared for the evening but the participants failed to put in an appearance.

J. L. Strelitsky gave an interesting dissertation on the culture of tobacco and the manufacture of cigars, claiming that the \$85 cigar of to-day is better than the \$50 cigar which was sold for the five years succeeding the war.

J. P. Thompson called attention to the fact that a man is peddling butterine from a market basket on the streets. He is selling the stuff for 15 cents a pound, and, when pressed, admitted that it was butterine. A Buys, the Fulton street grocer, said that the man had been peddling in his neighborhood, as also said M. C. DeJager, of Grandville avenue. A committee composed of J. P. Thompson, E. J. Herrick and L. Winteritz was appointed to wait upon the U. S. Revenue collector and ascertain whether the man has obtained a government license, and also to wait on the City Clerk in regard to his having a city license.

President Coye then called for voluntary testimonials as to the efficiency of the Blue Letter, which request was responded to as follows:

Geo. Dunaven—I sent out two Blue Letters and got my money before sun-down.
J. Geo. Lehman—I sent out five. Got my money on one the same day.
M. C. Goosen—I am in \$4.50.
B. F. Emery—I sent two out and heard from both of them.

J. A. Coye—I got my money in full in one day, in consequence of having sent out three.

The President called the attention of the members to the fact that an association had been formed at Goshen, Ind., and that it was meeting with good success. The meeting then adjourned.

How to Treat the "Off-Horse."

BOYNE CITY, April 19, 1887.

DEAR SIR—Our Association still holds its own and our last meeting developed considerable interest. Three new members were received, one from Boyne Falls, one from Advance and one from Horton's Bay. So you see that while we are not growing much in our own town, we are spreading out to other places—enlarging our borders as it were.

The general topic at the last meeting was early closing and the absolute need of a place of amusement for those who would be, so to speak, turned out of doors before bed-time. A good reading room was suggested, accompanied with games, such as checkers, dominoes, peg boards and many light but amusing games of that kind, books, daily, weekly and monthly papers, etc.

The Association seems to look forward to general improvement and public benefits and we think we can do a great deal in this line with little outlay financially.

What does THE TRADESMAN advise the Associations to do with business men who refuse to join, claiming that they get more trade? Should the Association take any action in such cases?

THE TRADESMAN'S idea of treating the man who thinks it is cunning to remain out of the Association is to let him severely alone. He may flourish for a time like a green bay tree—on the patronage of dead-beats—but he soon tires of such methods and slips unobserved into the Association by the back door.

Any butter will lose its fine flavor by being frozen, just the same as when it gets overheated in the summer.

H. LEONARD & SONS,

134 to 142 East Fulton St., GRAND RAPIDS, MICH.

GASOLINE STOVES.

Quick Meal, No. 172.
New Pattern Steel Stove with Nickel Trimmings.

Has two burners under the oven and two on top of stove, all supplied with gas from a single generator. A wash boiler can be set in place of oven when desired. The oven is large and its top is useful as a heating surface to keep things warm. All Quick Meal Stoves are provided with Patent Safety Attachment which not only extinguishes all the flames but closes every Burner before the tank can be filled.



- | | |
|--|---------|
| No. 172, with Tin Oven 21 1/4 x 18 x 13 1/2 | \$19 00 |
| No. 172, " Russia Iron Oven, 21 1/4 x 18 x 13 1/2 | 21 00 |
| Crating 30c net. | |
| No. 173 is same Stove with three burners on top instead of two. With the two burners under the oven, it has five burners, all supplied with gas from a single generator. | 21 00 |
| No. 173, with Tin Oven, 21 1/4 x 18 x 13 1/2 | 21 00 |
| No. 173, with Russia Iron Oven, 21 1/4 x 18 x 13 1/2 (Discount on Gasoline Stoves, 30 per ct.) | 23 00 |

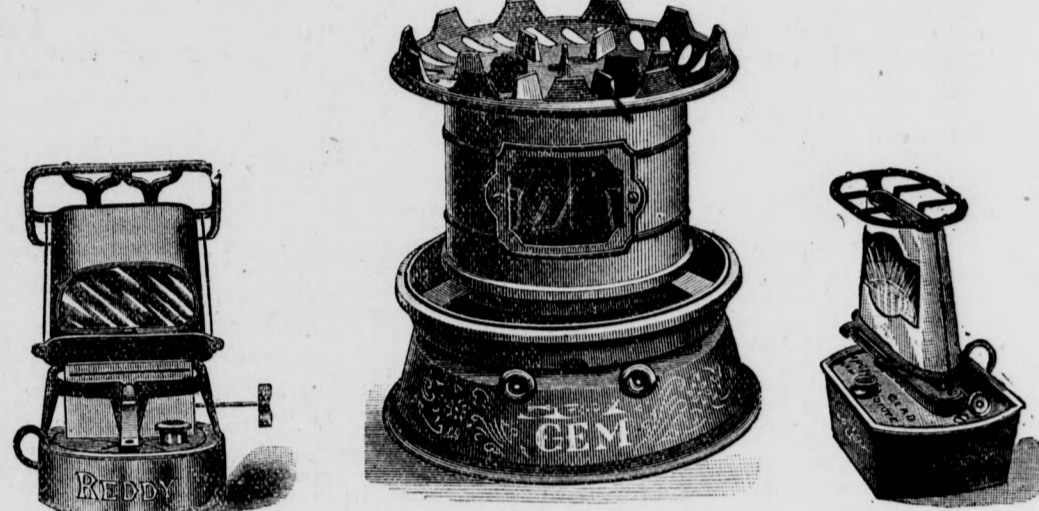
The Quick Meal Gasoline Stoves. Monitor, Gem and other Oil Stoves.

Peerless and Horizontal Ice Cream Freezers.

Manufacturers of the
Leonard Cleanable Dry Air Refrigerators and Creameries.

SEND FOR CATALOGUE OF SUMMER GOODS.

OIL STOVES.



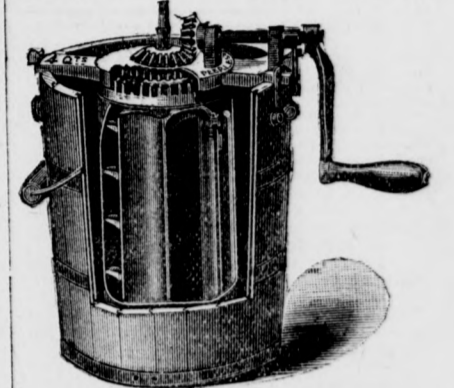
This is the best and most powerful of the cheap Oil Stoves. It has two 4-inch wicks, and is made in first-class style.

NET PRICE.

- | | | | |
|-----------------------------|--------|--------------------------------|--------|
| Single Gem Oil Stoves, each | \$1 85 | The Reddy Oil Stoves, per doz. | \$6 90 |
| Double " " " " | 4 00 | " Iron Clad " " " | 9 50 |



REFRIGERATORS

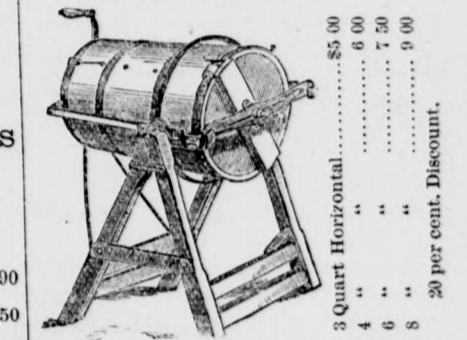


Cook Peerless ICE CREAM FREEZER.

SIMPLE, CHEAP AND PERFECT.

With Crank, 3 Quart List, each	\$ 4 50
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