

The Michigan Tradesman.

273

VOL. 4.

GRAND RAPIDS, WEDNESDAY, MAY 18, 1887.

NO. 191.

EDMUND B. DIKEMAN,**GREAT WATCH MAKER,****JEWELER.**44 CANAL STREET,
GRAND RAPIDS, MICH.**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.

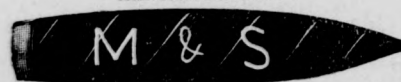
---GIANT---The attention of dealers is called to our **JOBBER DEPARTMENT.** We pay cash for our goods and make **CASH PRICES.** With superior advantages and ready cash we are enabled not only to meet Chicago prices but offer you a most complete line of**FURNISHING GOODS.****GIANT CLOTHING COMPANY,**

A. MAY, PROPRIETOR.

Cor. Canal & Lyon Sts., Grand Rapids

MONNICH & STONE, Flint, Mich.

MANUFACTURERS OF



Send for Sample Order.

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.**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.****COOK & PRINZ,**

Manufacturers of

Show Cases,

Counters, Tables and Furniture of any Description, as well as Designs thereof, made to order. Write for Prices or call and see us when in the City.

38 West Bridge St., Grand Rapids.

Telephone 374.

PATENTS. LUCIUS C. WEST, Attorney at Patent Law and Solicitor of American and Foreign Patents. 105 E. Main St., Grand Rapids, Mich., U.S.A. Branch office, London, Eng. Practice in U.S. Courts. Circulars free.**Voigt, Herpolsheimer & Co.,**

Importers and Jobbers of

DRY GOODS

Staple and Fancy.

Overalls, Pants, Etc.,

OUR OWN MAKE.

A Complete Line of

Fancy Crockery & Fancy Woodenware

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit Prices Guaranteed.

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.****JUDD & CO.,**

JOBBER OF SADDLERY HARDWARE

And Full Line Summer Goods.
102 CANAL STREET.**T. R. Ellis & Co.,****Book Binders**

PAPER RULERS,

Blank Book Makers,

51, 53 and 55 Lyon St.,

GRAND RAPIDS, MICH.**M****U****Z****Z****Y**

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

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

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

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

To Cigar DealersRealizing the demand for, and knowing the difficulty in obtaining a **FIRST-CLASS FIVE-CENT CIGAR**, we have concluded to try and meet this demand with a new Cigar called**SILVER SPOTS**

This Cigar we positively guarantee a clear Havana filler, with a spotted Sumatra Wrapper, and entirely free from any artificial flavor or adulterations.

It will be sold on its merits. Sample orders filled on 60 days approval.

Price \$35 per 1,000 in any quantities. Express prepaid on orders of 500 and more. Handsome advertising matter goes with first order. Secure this Cigar and increase your Cigar Trade. It is sure to do it.

GEO. T. WARREN & CO.,

Flint, Mich.

BELKNAP**Wagon and Sleigh Co.**

MANUFACTURERS OF

Spring, Freight, Express, Lumber and Farm**WAGONS!**Logging Carts and Trucks
Mill and Dump Carts,
Lumbermen's and
River Tools.We carry a large stock of material, and have every facility for making first-class Wagons of all kinds. Special attention given to Repairing, Painting and Lettering.
Shops on Front St., Grand Rapids, Mich.**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.**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.

H. H. FREEDMAN & CO.

Manufacturers and Jobbers of

CIGARS

Factory No. 26, 4th Dist.

76 S. Division St., Grand Rapids.

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.**STEAM LAUNDRY,**

43 and 45 Kent Street.

STANLEY N. ALLEN, Proprietor.**WE DO ONLY FIRST-CLASS WORK AND USE NO****CHEMICALS.**
Orders by Mail and Express Promptly Attended to.

THE NEW LAW.

Railroad Regulation from the Standpoint of a Business Man.

Wm. H. Maher in Chicago Inter-Ocean.

A few nights since I attended a reception given to the receiver of an important but bankrupt railroad system. The legal adviser of the receiver, in response to a toast, said that it had long been the habit in meetings of his profession to drink to the man who made is own will, as their best client; but that this would now be changed to a toast to the Inter-State Commerce Law.

I fancied as I listened to him that it was barely possible railroad men did not look at this law quite so dispassionately as they might if they were outside of its restrictions, and that although it might hamper them and prove a drag on their actions, the average business man wanted to see it honestly and fairly tested before it is condemned.

The railroad business of the country, both in the building of the roads and in the management of them, has been prostituted and polluted with fraud. Many of the roads were conceived in iniquity, and built only for the purpose of blackmail and robbery. Lines built to meet the demands of the business of the country have had to divide with lines built only for stock-jobbing purposes. No Claude Duval of a highwayman ever said in plainer terms, with his hand on the throat of his victim, "Stand and deliver!" than have many of these roads said to the older roads, "Divide or be ruined!" And the older man was in the position of the man who said, "I'll be d—d if I will; I'll be d—d if I don't." In either case ruin was inevitable.

A system of morality has grown up among railroad men that should properly be called a system of immorality. Stockholders elected managers to work for the best interests of the company, but these managers began at once to ignore the company entirely, and to work only for their own individual profit. It is no uncommon thing in the history of railroads to see the officers steal the road from the stockholders, but no man loses caste for this among honest business men or in society. It is a standing joke among humorists, when all other material fails, to send the man to jail who stole a ham, and send him to Congress who stole a railroad. Perhaps Congress is the appropriate place for such men in more senses than one.

Business men in the centers of trade have been protesting for years against railroad managers assuming the functions of the Deity. Cities have been built up or pulled down at the sweet will or private interests of a manager of freight traffic. Special rates have been given one man which enabled him to undersell or overbid his competitors, and he has thrived while they had to struggle for a mere existence. The law of "addition, division, and silence" was rigidly observed between the general freight agent and those with whom the boodle was divided. The ways of doing this were manifold, but they were effective. And the manager of the road grew rich as the stockholders grew poor. Is it a wonder that he was soon able to squeeze them out, and take his proper rank as a great railroad magnate?

No city in the West has suffered more from this system of railroad wrecking than Toledo. She has seen her magnificent grain trade and possibilities of increase turned aside, that a favorite of some railroad might be enriched, and every other house humbled. Because the president of a Toledo railroad happened to live at Detroit, Toledo has seen her grain switched off forty-seven miles farther to Detroit, at Toledo rates, simply to gratify him. Her principal grain men have had to pay local rates on grain to Toledo, while a favored firm was given New York rates pro rata to Toledo, the difference being of itself a good profit to the favored firm.

In discrimination in freight from the East she has suffered, as have all cities. He who knew best how to apply the rules of the "division and silence" was given rebates and rates that overrode the legitimate laws of business, and made a jobbing house prosperous, as it was an adept in bribery rather than because of its business ability. Men sought to have officers changed in the hope that justice might have sway with new men, but it is a disgraceful fact that receivers might come and receivers might go, but stealing went on forever. The new men came with the hands of Esau, but the voice was the voice of Jacob unerringly.

When General J. D. Cox was made receiver of the Wabash he found that the first necessary step in the way of reform was the discharging of some of the old officers, and this done he demonstrated to the financial world that the road was able to earn and pay interest on its bonds. When Judge Gresham, a few months ago, took it out of the hands of men who were abusing their trust, he turned over with it to Judge Cooley the very men who connived with and enabled the old receivers to commit the wrongs which the Court so vigorously condemned, and Judge Cooley did not hold the office long enough to get started on the work of reform, but in turn handed the trust, general officers and all, over to General McNulta, who has made the reputation for himself of considering that a railroad belongs to the stockholders, and not to the salaried general officers.

When a business has become so thoroughly honeycombed with fraud, what could the public do to remedy the wrong? Efforts at amelioration from State Legislatures proved abortive, for in some cases the railroad managers owned the State. Protests went forward from city and village against the system of unjust discrimination and the policy of favoritism and bribery and at last Congress crystallized these complaints into the measure for their redress—the Inter-State Commerce Law.

What does the law aim at? What does it propose to do? It aims at the abuse that is so widespread and so damnable of building up one city at the expense of another; of diverting trade at the expense of the public; of discriminating in rates between men who are entitled to the same treatment, and proposes to make it impossible to switch off business from its natural courses.

That the law is faulty can not be denied, nor was it to be expected otherwise. The abuses of a generation can not be cured in one session of Congress. But the law is a move in the right direction, and embodies the fact that there are abuses, and that Congress proposes to do something toward correcting them. I am much mistaken in the feelings of the times if we do not see this law improved and made more efficient year by year. And I think State Legislatures will grapple with the abuses and render it impossible to do in one State what the larger law prohibits between States. It is a law founded on justice and on the righteous demands of the business interests of the country, and though its enforcement may for awhile produce chaos in railroad management, in that very fact is seen the best evidence of the great need of its provision. It is time that railroad managers and general managers were held to the same rule of morals that governs the banker and business man. Better that there should be chaos among railroads for awhile than that they should corrupt the country. Let us be patient with the law; our hopes of relief are gone if this attempt to correct a flagrant abuse is of no avail.

Some Faults in the Omaha Organization.

When the retail grocers of Omaha began agitating organization, several weeks ago, they sent to the editor of THE TRADESMAN for a model constitution and blanks, which were promptly furnished. The following letter from the President of the organization shows the progress made:

OMAHA, Neb., May 9, 1887.

DEAR SIR—I enclose you a copy of the by-laws and constitution of the Omaha Retail Grocers' Association.

You will, no doubt, think us a little tardy in getting started, but having now got fairly organized, we commence business in earnest next Wednesday night.

Pardon the seeming negligence on my part in not writing you sooner, but until we had made some progress, I could make no report.

Thanking you for your interest and well wishes for our welfare and promising to keep you posted in the future I am Very truly,
A. F. ROSS, Pres.

THE TRADESMAN is pleased to see that the form of constitution and by-laws recommended by its editor was adopted without material change. Considering that similar drafts were obtained from associations all over the country, the selection of the Michigan constitution is a compliment to the State and to the men who made it.

The Omaha organization has made a serious mistake, however, in fixing the membership dues at \$1 per month. Such expense is likely to serve as a barrier to a large membership, unless the Omaha grocers have learned a method of investing funds not possessed by their brethren in other parts of the country. The Grand Rapids Retail Grocers' Association is able to maintain itself on monthly dues of 25 cents, and the constantly increasing surplus in the treasury warns the members that quarterly dues of 50 cents would be amply sufficient to meet the ordinary running expenses. One dollar a month is altogether too steep.

Another action which serves to place the Omaha organization in a ridiculous light is the selection of the Chicago Grocer as its official organ. If the need of an organ is felt, it ought to be run and controlled by the Association, by some members of the organization, or some one who has the confidence of the members—a man whose sympathies are with the retail trade. The Denver grocers have solved this question by the publication of their bright exponent, the Retail Grocer, which is owned by members of their Association and whose editorial columns beat in unison with the grocers' needs and desires. To select a house organ—the servile mouth-piece of a jobbing house—to represent the retail trade looks a good deal like the archangel delegating his authority to the devil. The Omaha grocers should rescind their action in this matter or the other organizations of the country will not be blamed if they look upon the Omaha Association as the annex of a jobbing house.

MACARONI.

How Italy's Favorite Product is Made in This Country.

From the Philadelphia Herald.

"You give me chalk for cheese" is an old Italian saw that was evidently never intended to be applied to macaroni. You might fool an Italian on chalk, but, if there is one thing about another upon which your average Neapolitan or Genoese prides himself, it is his knowledge of his national dish. He knows it from its Alpha to its Omega, and will tell you that its name was derived from the Greek Hesych, which means "perfect happiness—bliss," and he'll tell you that macaroni is worthy of its name.

There is only one big establishment in Philadelphia where macaroni is made, and that is located at Eighth and Christian streets. There are several small places where the paste is made by hand, and many Italian families prepare their own. How is it made? The first thing necessary is to mix and knead the dough. For this purpose a large wooden bowl or trough is required, the size of which is six feet in diameter and over one foot in depth. In this a millstone revolves, weighing over 3,000 pounds. About 200 pounds of flour are emptied into the bowl, and enough water added to make a thick dough. This is spread around the inside of the bowl. The machinery is then put in motion, and the heavy stone wheel begins to revolve upon the flour and water, which have been placed in such a way that the weight and motion of the wheel are continually pressing, rolling and kneading it.

From the roller the dough goes to the presser. This is an iron machine, cylindrical in form, about two feet in height and one and a half feet in diameter, which is placed in a perpendicular position. The lid of the presser, which is of solid iron and fits exactly inside of the cylinder, is connected with a large steel screw of immense power. The bottom of the presser is a copper plate, one and a half inches in thickness, and is perforated with small holes. About 100 pounds of the dough are put into the press. The lid is then fitted on and the machinery started. The immense power of the screw is now seen, as it gradually forces the lid toward the bottom. The effect of this pressure upon the dough serves to force it through the holes in the bottom, from which it emerges in tube-like form. The holes in the copper plate are filled in the center, so that the dough can only be forced through them around the edges, and, in that way, the macaroni is made hollow.

When the larger varieties of macaroni are to be cut into different sizes, quantities of it are spread upon a heavy slab, and an attendant, who is an expert in the work, proceeds to cut the stock as required. The knife used has a blade twenty inches in length. The handle is held firmly in the right hand, while the left hand is used as a lever. So precise is the work that the pieces cut seldom vary the sixteenth of an inch. In cutting the smaller kinds and the fancy paste, a presser, placed horizontally, is used, and an attachment, consisting of several short knives worked by steam, cuts the goods as required as they emerge.

After coming from the presses, the macaroni is placed upon wooden trays and conveyed to the drying room. It is then spread upon wooden frames, four feet wide and eight feet long. Across the bottoms of the frames a network of heavy twine is made, and upon this is spread thick brown paper. The macaroni is put on top of the paper, and the frame is placed upon a large rack that reaches from floor to ceiling.

As great quantities of these goods are consumed, their manufacture furnishes a distinct branch of trade, which gives employment to many people. In Philadelphia there are several of these manufactories, the one here described being the largest in this country, and one of the best in the world. In this place alone from three to five thousand pounds of stock are made in a single day, and ready sale is found for the entire lot, part of which is shipped to California, and some even to the Sandwich Islands.

Miscellaneous Questions and Their Answers.

The Secretary of the White Cloud Business Men's Association makes the following enquiries:

1. How do we go to work to get up our delinquent list?
2. Do we want to send the names of all our delinquents to the State Association or only those who have moved to other towns?
3. Have we any right to publish the names of our delinquents in the village paper? We should like to do so, if no good reason stands in the way.
4. Has the State Association ever made any move to prevent the wholesale houses selling to consumers, such as hotels, boarding houses and private families?
5. Have we, as an Association, any right to form or help to form other organizations in surrounding towns?

ANSWERS.

1. After the Blue Letter and Secretary's blank have been sent out, and no responses are made to either notification, the Secretary should report the names of such persons to the Executive Committee, whose

business it is to classify the names alphabetically and cause them to be published in proper form. In the case of disputed accounts, impartial hearings should be given both debtor and creditor, and a report on the case, just to all parties concerned, made to the Association. On the vote of the majority of the members present, the name is printed on, or withheld from, the delinquent list.

2. At present the State Association takes cognizance only of persons who remove from the jurisdiction of the Association which has placed them on the delinquent list.

3. That is a point of law which could best be answered by a lawyer. Such a course is not advised, because it partakes too much of maliciousness. Many persons whose names are on the delinquent list pay up, to remove the stigma, but if the names were printed in a newspaper such publication would undoubtedly settle the accounts for all time to come. The experience of the older Associations goes to prove that publication on the delinquent list is far preferable to newspaper publication.

4. That is wholly a local matter, and can be remedied by each Association doing as the Grand Rapids grocers have done—circulate a Roll of Honor for signatures, and refuse to buy goods of any house or traveling man who makes a practice of selling to consumers.

5. Certainly you have. Every local Association organized in your vicinity adds strength to your Association by enabling you to present a more solid front to the dead-beat and peddler. Do all you can to encourage local organization in neighboring towns, and the results will amply repay you for all your time and trouble.

Counterfeits.

"What do you call this?" asked a physician the other day of a Detroit Tribune reporter, producing a quantity of brown powdered substance.

"Ground cinnamon," was the prompt reply. "Anybody who can smell ought to know that."

"Well, your olfactories have led you astray this time," said the doctor.

"What is it, then?"

"Ground tobacco boxes, with a little of cinnamon thrown over it to give it the proper flavor. Yes, that's what it is, sure enough, and a little—and a very little—bit of tobacco mixed with the wood. It was brought to me by a gentleman who said it had been purchased in a leading grocery house, and I recognized the lithograph labels as that of a very popular brand of cinnamon."

"This counterfeit almost comes up to the maple sugar deception at the State fair. Detroit a few years ago. Ever hear of it? No? Well, it seems some fellow up here made a wager that he could manufacture a substitute for maple sugar that would deceive the judges into awarding him the first premium for pure maple sugar. He did so, producing the article from cheap grades of brown sugar bought in this city and manipulated under the eyes of people cognizant of the bet. He carried his certificate of highest merit home and proudly hung it over the mantelpiece in his best room, a tribute to science which had scored a victory over the honest granger."

"I think the man who succeeded in producing a counterfeit oyster which deceived the epicures of Paris deserves the palm. Never heard of it? Now, that's strange—thought everybody knew it. Yes, a man over in France—Bordeaux, I think—is manufacturing an oyster now which is rapidly supplanting the natural bivalve. They are colored by a mineral wash, and fastened to genuine shells with glue, which dries to the semblance of the cartilage that binds the natural oyster to his shell."

The smallest oscillating engine in the world has been made by John R. Hare, of Baltimore. It is about half as big as a collar-button, and is hidden completely beneath a child's thimble. Its bore is one-sixteenth of an inch, and the stroke one-eighth. The wheel, shaft and crank weigh eight grains, the cylinder five and the standard and pillar twelve grains, making the whole weight one pennyweight one grain. Run by compressed air, it makes three thousand revolutions a minute. Mr. Hare has also made an engine which is covered with an English walnut shell.

Germany has shown good sense in sending M. Schnaebeles back to France; and the government has shown equal wisdom in retiring him from office. But the irreconcilable section of the French people are determined to make a martyr of him—a purpose in which he refuses to co-operate. He will accept no testimonials, and he says the Germans treated him very well while he was in their custody. So ends the Schnaebeles incident.

A Bay City merchant owns a horse that has done him faithful service for 17 years, and never lost a day. The merchant is rewarding him by a summer vacation in a country meadow, a recreation which is likely to make the old stager homesick for salt blocks and hard pavements.

The Michigan Tradesman.

A JOURNAL DEVOTED TO THE
RETAIL TRADE OF THE WOLVERINE STATE.

E. A. STOWE, Editor.

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

WEDNESDAY, MAY 18, 1887.

Grand Rapids Traveling Men's Association.
President, L. M. Mills; Vice-President, S. A. Sears; Sec-
retary and Treasurer, Geo. H. Seymour; Board of Di-
rectors, H. S. Robertson, Geo. F. Owen, J. N. Brad-
ford, A. B. Cole and Wm. Logan.

Subscribers and others, when writing
to advertisers, will confer a favor on the pub-
lishers by mentioning that they saw the adver-
tisement in the columns of this paper.

In accordance with a suggestion from the
editor of THE TRADESMAN, the furniture
manufacturers at this market held a meeting
last Friday evening and selected five of their
number to go to Lansing this week in the
interest of the Cole anti-board insurance
bill. While there the gentlemen ought also
to turn their attention to another measure
which is of even more importance than the
Cole bill. THE TRADESMAN refers to the
measure which provides that the Insurance
Commissioner, the Attorney General and
a third member to be appointed by the
Governor shall constitute a committee to
draft a uniform insurance policy, to be used
by all insurance companies doing business
in this State. It is essential that the third
member of the committee be a man who is
not prejudiced in favor of the insurance
companies and the Grand Rapids delega-
tion will do themselves and the business in-
terests of the State a service if they can im-
press that fact on Governor Luce. A simi-
lar bill was passed by the Legislature in
1881. In addition to Attorney General
Van Riper and Insurance Commissioner
Rowe, Governor Jerome appointed Ben.
Vernor, a Detroit insurance agent and one
of the most serviceable tools of the insurance
monopoly in Michigan. This committee
reported a draft which was an outrage on
the business public and the Legislature set
the seal of disapproval upon it by refusing
to do more than simply reject it. All the
obnoxious paragraphs in the policies now
in use were made binding by law, instead
of simply contracts as at present. This
subject has been admirably treated by the
Canadian Parliament, which has expunged
all the fine-print conditions usually con-
tained in policies in this State and incorpo-
rated such as are just to all parties con-
cerned in a special act. This renders it un-
necessary to repeat them in the policy,
which is nothing more than a bare receipt
for the money paid. A dozen policies in
a dozen different companies will thus be
governed by the same conditions, instead
of by the caprices of a dozen different sets
of officers—conditions which may easily be
determined by referring to the act. Such a
system is working well in Canada. Why
not try it in Michigan?

Did you ever read your insurance policy
all through? If so, you will observe that
under certain conditions you have no rights
in the premises—that losses which you pay
the company to insure you against are evaded
by slippery conditions which the com-
pany and its insolent appraiser will invari-
ably construe to operate against you.

J. A. & J. Q. Williams, who claim to
do a wholesale grocery business at Detroit,
are now pursuing the dastardly policy of
selling short-weight and badly-adulterated
goods to farmers. Reputable merchants who
buy in the Detroit market should make a
note of this and govern themselves accord-
ingly.

The T. P. A. men of Michigan have
every reason to feel proud over their second
annual convention, which was held in this
city last week. The proceedings were
marked by a degree of earnestness and ag-
gressiveness seldom seen in so miscellane-
ous a gathering.

The receipts of the Bell Telephone Co.
last year were \$3,097,000, while the ex-
penses were only \$230,000. In other words,
every dollar expended brought in \$14 in re-
turn. Isn't it time for the Bell people to
reduce their charges?

The Detroit Fire and Marine Insurance
Co. has increased its capital from \$300,000
to \$350,000. Yet the insurance companies
claim to be doing a precarious business and
that without the compact system they could
not exist.

Referring to the exposure in THE
TRADESMAN of the Detroit wholesale gro-
cery house which makes a practice of sell-
ing farmers, the Watervliet Record remarks:
"A few days ago, the same wholesale gro-
cerymen came to Watervliet to dupe our
farmers a second time, but met with such
poor success that they were obliged to leave
the hotel keeper a horse to pay their board
bill."

The Hilliards correspondent of the Al-
legan Gazette writes as follows: "That slick,
smooth-tongued chap, that was or is now
selling groceries at wholesale to farmers,
got in some of his sharp work on some of
the penny wise, pound foolish denizens of
this vicinity in the way of short weight and
inferior goods. He will sell you a staple
article way down low and catch you on
something else every time, if you are not
posted."

The article on "Cinnamon," in last week's
paper, was taken from the Chicago Com-
mercial Bulletin and should have been
credited to that journal.

AMONG THE TRADE.

GRAND RAPIDS, GOSPIR.

Dr. R. Gibbs has engaged in the grocery
business at West Chester. Clark, Jewell &
Co. furnished the stock.

F. Jacoby, dry goods and boot and shoe
dealer at Newaygo, has added a line of gro-
ceries. The stock was purchased here.

Bridger, Snell & Co. have engaged in the
grocery business at Masonville, U. P.
Bulkley, Lemon & Hoops furnished the stock.

J. H. Tulip and Albert Scott have formed
a copartnership under the firm name of
Tulip & Scott and will engage in the boot
and shoe business at 87 Monroe street about
July 1. Mr. Tulip is now East for the pur-
pose of purchasing goods.

Gourlay Bros. & Co., who have conducted
a gents' furnishing goods establishment
for a year past at 39 Monroe street, as a
branch of the Detroit house of Gourlay
Bros., have concluded to retire from busi-
ness and ship the stock back to Detroit.

Hartman & Antrim, doing a grocery busi-
ness on Canal street under the style of the
Japan Tea Co., have given chattel mort-
gages aggregating \$1,983.49. The stock
will inventory about \$1,000 and the claims
of the unsecured creditors amount to about
\$1,100.

Perkins & Hess have merged the Grand
Rapids School Furniture Co. into a stock
company with a capital stock of \$100,000,
one-half of which has been subscribed. G. W.
Perkins, W. T. Hess, S. W. Peregrine, Chas.
J. Reed and Fred Miller have been elected
a Board of Directors, which has selected the
following officers: President, G. W. Per-
kins; Vice-President, S. W. Peregrine;
Secretary, Chas. J. Reed; Treasurer, W. T.
Hess. The accession of more capital will
enable the new company to push the busi-
ness more than ever before—and it has
been pushed for all it is worth ever since
the institution was inaugurated, about a
year ago.

AROUND THE STATE.

Charlotte—F. A. Pond has sold out his 99
cent store.

Macon—Chas. F. Clark succeeds Niblack
Bros. in general trade.

Plainwell—Baxter & Co. have opened a
fruit and confectionery store.

Marshall—John Welch succeeds Welch &
Palmiter in the cigar business.

East Saginaw—Wm. H. Foot succeeds I.
F. Yarnell in the drug business.

St. Louis—Greely Bros. succeed M. D.
Richardson in the hotel business.

Big Rapids—M. B. Bincomb succeed L.
L. Osgood in the grocery business.

Jackson—Alva D. Welling succeeds Wel-
ling Bros. in the grocery business.

Lansing—F. J. Sindlinger succeeds A. T.
Engelhart in the grocery business.

Manistee—Wm. Crosby succeeds F. E.
McCarron in the restaurant business.

Fenton—F. A. Bosworth succeeds A. W.
Herick as proprietor of the "Fair."

Hesperia—C. N. Young has sold his book
and stationery stock to Asa Mattison.

Manistee—Davis & Skytte succeed Ander-
son & Skytte in the clothing business.

Lyons—W. S. Barnard will shortly re-
move his jewelry stock to Carson City.

Pentwater—Nelson & Kopf have sold
their table slide factory to Jas. S. Bird.

Marine City—H. A. Sorg & Co. succeed
Sorg & Humphrey in the drug business.

Sand Beach—Smith & King, furniture
dealers, have dissolved, King succeeding.

Hastings—Geo. K. Beamer succeeds J. H.
Beamer & Co. in the grocery business.

Edgerton—G. W. Robinson succeeds Sco-
ville & McAuley in the grocery business.

Jackson—C. F. Binder & Co. succeed
Dettman & Binder in the meat business.

Jackson—Welling & Burkhardt succeed
W. R. Dodge & Co. in the saloon business.

Detroit—Thos. Currie & Son succeeds
Trim, McGregor & Co. in the coal business.

O'Donnell—P. S. Heney & Co., grocers,
have dissolved, J. E. Edwards succeeding.

Orance—Tew, Kilmartin & Tew succeed
Erdman, Kilmartin & Tew in general trade.

Kalamazoo—Christopher Pelgrim succeeds
Pelgrim & Son in the confectionery busi-
ness.

Leonidas—Cleveland & Hoffman succeed
Norman A. Cleveland in the blacksmith
business.

lously disappeared. Creditors and attach-
ments await his return.

West Chester—O. F. Conklin and Geo.
B. Sabin have formed a copartnership un-
der the firm name of O. F. Conklin & Co.
and engaged in general trade.

Charlevoix—Allick Rosenthal has pur-
chased his father's interest in the dry goods
and clothing stock of Rosenthal & Son, and
will continue the business under his own
name.

Detroit—Articles of association of the De-
troit Co-operative Mercantile Association
were filed on the 14th. John F. Duncan is
President, Wm. F. Abrams, Vice-President,
John H. Leys, Treasurer. Andrew W. Vi-
cars, Secretary, Albert Busch, Thos. M. Do-
lan and Bell R. Finlayson, Auditors. The
capital stock is \$25,000, in shares of \$5 each.
The Association will manufacture and sell
by wholesale, food, clothing and other com-
modities. The stock now paid up is \$600.

MANUFACTURING MATTERS.

Morley—A. W. Dodge's clothes-pin fac-
tory is running full force.

Mendon—Wm. Dutton succeeds C. M.
Cosier in the manufacture of cigars.

Three Oaks—The Warren Featherbone
Co. is establishing a large corset factory.

Centerville—H. C. Campbell succeeds
Campbell & Wilson in the manufacture of
cotton batting.

Mason—C. A. Yocum succeeds Witbeck
& Yocum in the manufacture of agricul-
tural implements.

East Saginaw—E. Germain succeeds
E. Germain & Bro. in the lumber and plan-
ing mill business.

Allegan—Joseph Ambler has sold his pa-
per mill at Dundee and has returned to the
management of his woolen mill here.

Saginaw—The Williams & Perrin Co.
succeed Williams & Perrin in the manufac-
ture of agricultural implements, carriages,
etc.

Detroit—The National Bucket Co. has
filed incorporation papers. The authorized
capital stock is \$12,000, of which \$10,000 is
paid in.

Muskegon—W. F. Wiseloge's new plan-
ing mill will have a capacity of 100,000 feet
of lumber per day. The mill contains eight
machines.

Otter Lake—The window screen works
would like to remove to Flint, for a bonus.
The latter place has the matter under con-
sideration.

Marshall—Edgerton Bros. have signed a
contract with the city for the establishment
of a coffin factory. They are given six
months to get in running order.

Kalamazoo—Scudder & Bird propose to
put up about 75,000 cans of corn, and about
the same amount of tomatoes this season.
Little attention will be paid to small fruits
this year.

Monroe—Adelm Leahr has bought the
Monroe Pump Co. of Jas. York. The lat-
ter still continues the manufacture of sash
and blinds.

Morley—Henry Strope has purchased
the Quackenbush shingle mill at Pleasant
Corners, six miles northwest of town, and
has already begun operations.

STRAY FACTS.

Elk Rapids—The business men have for
some time been talking up the inducements
to be offered a bank which will locate here.

Flint—The business men have raised \$10,-
000 by subscription to be spent in an explor-
ing expedition down below to look for natu-
ral gas.

The Gripsack Brigade.

A. D. Baker's nine pound boy is doing
finely. Ad. contemplates naming him
Hardware Baker.

Duff Jennings, representing the Dingman
Soap Co., of Buffalo, N. Y., was in town a
couple of days last week.

The Auburn Paper Co. has engaged Chas.
B. Redford to represent that house to the
trade along the G. R. & I.

D. E. McVean, formerly with Arthur
Meigs & Co., has engaged to travel for
Bulkley, Lemon & Hoops.

L. Wells Baldwin, representing M. E.
McDowell & Co., of Philadelphia, was in
town a couple of days last week.

J. Arthur Reid, Secretary of Jackson
Post, T. P. A., was married on the 10th to
Miss Abbie Staats, a well-known and high-
ly esteemed lady of Jackson.

A commercial traveler wishing to take a
rise out of a clergyman, who occupied the
same compartment, asked him if he had
ever heard that in Paris as often as a priest
was hanged a donkey was hanged at the
same time. The victim of the joke replied
in his blandest manner: "Well, then, let
us both be thankful that we are not in
Paris."

Purely Personal.

Ludwig Wintertine has returned from a
business trip to Chicago.

P. C. Bailey, formerly of Elk Rapids, is
now prescription clerk for Dr. P. H. Gall-
agher, at Hancock.

Geo. L. Medes, formerly of this city but
now located at Chippewa Lake, spent Sun-
day with his best girl here.

Frank E. Leonard and Fred H. Leonard,
of H. Leonard & Sons, spent Saturday in
Chicago and Sunday in Grand Haven.

S. Rademaker, book-keeper for Amos S.
Muselman & Co., is spending a fortnight's
vacation with friends near Milwaukee.

M. B. Church, Manager of the Alabastine
Co. and Anti-Kalsomine Co., left last night
for a business trip to Troy and Albany.

D. D. Harris' new cheese factory at Shelby-
ville is 18x50 feet in dimensions. For
cheesemaker, he has imported a man of ex-
perience from Pennsylvania.

Association Notes.

The Allegan Business Men's Association
will furnish trees at a nominal price to
those of the residents who will set them
out and care for them.

The Flint Mercantile Union is endeavor-
ing to secure the passage of an ordinance by
the city council, compelling all peddlers to
pay a yearly license of \$25.

The Executive Committee of the Michi-
gan Business Men's Association meets here
to-day for the purpose of selecting the date
and place of meeting of the September con-
vention.

At the next meeting of the White Lake
Business Men's Association, the subject of
inviting the Oceana County Business Men's
Association to participate in a picnic with
the former organization will be discussed.

Here is a chance for the Business Com-
mittees of our local associations to show
their metal. A. J. Brown & Co., furniture
manufacturers at Buchanan, will move their
business to any good town giving them a
\$2,000 bonus. They employ twenty-five
men.

The business men of Baneroff have or-
ganized a Business Men's Association for
the purpose of furthering public improve-
ments and attracting manufactures to the
village. Through the efforts of this Asso-
ciation, a cheese factory is now in process
of erection. A site for fair grounds and
racing park have been secured.

W. G. Shane, Secretary of the Sherman
Business Men's Association, writes as fol-
lows: "Our Association is now beginning
to boom. One of our members says he has
already collected enough outlaid accounts with
the Blue Letter to pay his dues to the
Association for twenty-five years. We are
more than pleased with the Association and
think there is lots of chance for good work
in many directions."

J. A. Sidle, Secretary of the Plainwell
Business Men's Association, writes as fol-
lows: "Our Association is in good running
order and growing in numbers and influence.
We have thirty-three members in good and
regular standing, and hope soon to be able
to report that we include every business
man in town. The Blue Letter collection
system is doing its work in fine shape."

THE TRADESMAN acknowledges the re-
ceipt of the first issue of the White Lake
Business Exchange, a praiseworthy semi-
monthly journal gotten up under the auspi-
ces of the White Lake Business Men's As-
sociation. Briefly stated, the objects of
the publication are as follows: "To ac-
quaint the outside world with the advan-
taged locations we have to offer to new en-
terprises; to advertise our business; and to
give all chronic, eighteen karat dead-beats
hell!" The current issue contains the
names of the officers and members of the
Association, the constitution of the organi-
zation, the business cards of some of the
members and two pages of interesting mat-
ter relating to organization, local and gen-
eral, most of which THE TRADESMAN
will reproduce. The idea is a novel one
and THE TRADESMAN hopes to see the ex-
ample set by White Lake followed by other
associations.

VISITING BUYERS.

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

L. W. Cole, Petoskey.
Jas. Buckley, Buckley & Daggett, Petoskey.
J. H. Lewis, Burnip's Corner.
Sid. V. Bullock, J. C. Scott & Co., Howard
City.

Geo. A. Sage, Rockford.
Hulzenga & Son, Eastmanville.
L. F. Davoli, Boyne Falls.
John Gunster, Mount Pleasant.

G. W. Robinson, Edgerton.
M. Gezon, Jenisonville.
John Giles & Co., Lowell.
Smith & Bristol.

G. R. Reynolds, Belmont.
Fred Morley, Morley Bros., Cedar Springs.
R. H. Volstead, Newburg.
J. W. Parrish, Grandville.

J. W. Mead, Berlin.
Jas. Lewis, Burnip's Corner.
G. C. Baker, LaBare.
J. P. Gibbs, Alpine.

Dr. R. Gibbs, West Chester.
Olander & Anderson, Cadillac.
J. C. Benbow, Cunningsburg.
H. Rice, Alpine.

W. J. Howard, Englishville.
Wm. Karsten, Beaver Dam.
A. C. Barclay, Crosby.
C. C. Tubery, Sullivan.

G. S. Putnam, Fruitport.
E. Troll, Belding.
C. C. Craigton, N. Anna.
Gus. Bergman, Bauer.

S. T. McLeellan, Dennison.
Cole & Chapel, Ada.
J. H. Frost, Stanton.
J. D. Edwards, O'Donnell.

W. W. Forrester, Pierson.
T. W. Farvin, St. Boardman.
J. F. Hacker, Corinth.
D. A. Martin, Otis.

J. L. Villier, Altona.
J. G. McElwee & Co., Otis.
N. Bouma, Fisher.
A. G. Clark & Co., White Cloud.

Wm. Newell, Beaver Dam.
B. E. Rice, Otis.
Neal McMillen, Rockford.
Seward McNitt & Co., Byron Center.

J. D. F. Pierson, Pierson.
M. V. Wilson, Sand Lake.
A. & L. M. Wolf, Hudsonville.
G. D. D. Wolf, Hudsonville.

Stanley E. Parkell, C. P. Parkell & Son, Owosso.
Ben. E. West & Co., Lowell.
S. Bitley, Bitley Siding.
C. F. Braden, Lakeview.

J. N. Watt, Hudsonville.
Geo. Carrington, Trent.
E. S. Botsford, Dor.
Dr. A. Hanlon, Elk Rapids.

A. Dekruif, Zealand.
H. C. McFarlan, Marquette.
J. Damstra, Gitchell.
Vely Bros. Lamont.

L. Cook, Bauer.
G. C. Huntington & Co., Cedar Springs.
L. A. Paine, Englishville.
Gutier & Lauster, Ionia.

DenHerder & Tanis, Vriesland.
W. A. DeHart, Vicksburgville.
Wm. Karsten, Beaver Dam.
F. Dodge, Big Rapids.

Good Words Unsolicited.

Edgar & Allyn, general dealers, Dushville:
"We think 'The Tradesman' a very valuable
paper."

Frank Weaver, grocer, Mantos: "It is the
best paying article I have in the store. I could
not do business without it."

Cornell & Griswold, general dealers, Gris-
wold: "We like your paper very much. It
saves us money every week."

J. A. LeBeau, grocer, Forest Hill: "Think
it a good one."

When They Are Wanted.

From the White Lake Business Exchange.
An error exists in the minds of some sim-
ple yet honest people regarding the aim of
the Business Men's Association. It is not
to put up prices or agree to charge certain
prices for certain goods. Such things are
not discussed. Neither is it to hamper any
person who will make an effort even to pay
his debts. In fact, particular pains is taken
to keep the names off the dead-beat list of
all who try to do the square thing; but when
they won't, then we want 'em on the list,
for "they never will be missed."

Tired of Trifling.

From the Omaha World.
"Well, I am happy at last," said a clerk
in an up-town dry goods store, "in having
succeeded in impressing my employer with
the fact that I am personally honest. For
about a month now he has been placing a
dollar bill at intervals somewhere about the
store after he closes at night, and which I
would find in the morning. I picked them
up time and again and handed them to him,
but the other morning I mailed one to the
floor instead of handing it to him as usual.
Now there are no more dollar bills placed on
the floor, and he seems to be convinced of
my honesty."

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.

WANTED—A good meat business in South
Western Michigan, market fixtures, meat
lard, slaughter house and ice house full of
one team, wagon, buggy and sleigh. A. Bar-
man, Buchanan, Mich. 191

SODA FOUNTAIN, CHEAP—A nearly new
J. W. Tuft's Epoch No. 70 soda fountain
and 2 copper tanks, glass syrup cans and 10
glass-lined syrup faucets, 3 glass-lined draugh-
tubes, counter fountain. Apply to A. R. Root,
43 Pearl street, Grand Rapids, Mich. 191-31

FOR SALE—House, tin shop and set of tin-
ner's tools, in a live town with good farm-
ing country surrounding, for \$800, one-half
cash, balance on time. Good chance for a tin-
ner, box hardware or tin-shop in town.
Lock box 22, Elsie, Mich. 193

FOR SALE—Residence and medical practice
of \$3,000 a year, regular physician in
wealthy town of 1,500 people, surrounded by
excellent, thickly settled farming country with
good roads; bargain if sold soon. Address
S. 251 Grand River Ave., Detroit, Mich. 193

WANTED—A stock of drugs, from \$2,000 to
\$10,000 worth. Must be a good-paying
business. None other need apply. Address
Lock Box 50, Fremont, Mich. 192

FOR SALE—One of the best-paying drug
stores in the city. Stock will inventory
about \$4,000. Terms cash or its equivalent.
Address Pharmacist, care Tradesman. 192

FOR SALE—Stock of general merchandise,
in good condition; will rent store one year
with privilege of buying; trade in a good
healthy condition. G. C. Wiley, Summit city,
Mich. 192

FOR SALE—At a bargain, a grocery store
situated on a good business street in this
city. For further particulars address C. C.
care Tradesman office. 192

FOR SALE—Seven Room House, plastered
and well finished, good brick cellar, good
well and two lots 50 x 142 ft., only two blocks
from center of Grand Rapids, Tennessee, a
thriving city of 3,500 inhabitants, 38 miles north
of Chattanooga, on the C. S. R. R. Also two
lots 50 x 150 ft., at Tunnel of E. T. Va. & Ga.
R. R. For best suburb of Chattanooga, will
sell on easy terms or exchange for real estate
or merchandise in or near Grand Rapids.
George A. Deitz, Dayton, Tenn. 191

FOR SALE—A complete stock of drugs,
surrounded by a good farming country.
Reason for selling, poor health. Call on or
address H. E. Stevens, Pewamo, Mich. 192

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.
Grand Rapids, Mich. 192

FOR SALE—Best bargain ever offered for
general stock in growing town in good
farming country in Northern Michigan.
Stock will inventory about \$9,000. Sales last
year were \$90,000. Address "The Tradesman,"
Grand Rapids. 191

FOR SALE—Stock, fixtures and lease of an
old, first-class, well-established grocery
business. Best location in city of Grand Rap-
ids. Address The Tradesman. 191

FOR SALE—Box, 6 feet and 2 inches high,
2 feet and 11 inches deep and 5 feet and 2
inches wide. The box is zinc lined and nearly
new. J. C. Shaw, 79 Canal street, Grand Rap-
ids. 1887

WANTED—A man having an established
trade among lumbermen to add a spe-
cial line and sell on commission. To the right
man a splendid chance will be given to make
money without extra expense. Address "L,"
care Michigan Tradesman. 1887

TUNNER WANTED—A rare opportunity of-
fered for a first-class tinner, plumber and
pipe-fitter. A man of good mechanical ability,
good habits, polite, industrious, reliable, with
first-class references, considerable experience,
who desires to make a place for himself in the
near future, with a chance to have a business
of his own with our patronage and good-will
back of it. Such a man would find it in his
interest to communicate with or visit us within
the next thirty days. The Hannah & Lay Mer-
cantile Co., Traverse City, Mich. 191

FOR SALE—A rare opportunity of-
fered for a first-class tinner, plumber and
pipe-fitter. A man of good mechanical ability,
good habits, polite, industrious, reliable, with
first-class references, considerable experience,
who desires to make a place for himself in the
near future, with a chance to have a business
of his own with our patronage and good-will
back of it. Such a man would find it in his
interest to communicate with or visit us within
the next thirty days. The Hannah & Lay Mer-

T. P. A.

Full Report of the Annual Convention of Michigan Division.

The second annual convention of Michigan Division, T. P. A., convened at Royal Arcanum hall, in this city, Friday morning, May 13. President Kelsey called the convention to order, when Mr. J. Matthews introduced John P. Faure, President of the New York City Post, and J. H. Lempert, Vice-President of the Buffalo Post. Both gentlemen took seats on the platform on the invitation of the President.

On motion of L. J. Koster, a committee of three was appointed to draft suitable resolutions to forward to the Legislature, favoring the bill reducing railway fare to two cents a mile. The chair appointed as such committee, L. J. Koster, M. J. Matthews and W. S. Gould.

L. J. Allen, C. L. Zacharie and Geo. W. Noble were appointed a committee on Order of Business, and Geo. F. Owen, M. J. Matthews and A. F. Peake Committee on Resolutions. The first-named committee promptly presented its report, when President Kelsey read his annual address, as follows:

In again greeting the members of the Michigan Division on the occasion of their third annual convention, I desire to express my personal gratification that even under adverse circumstances, so many of our State membership are in attendance at our opening session.

I regret to make the sad announcement that since our last annual meeting two valued members of this Division have been summoned from our midst by the hand of death—Brothers Eli L. Jones, of Battle Creek, and Louis B. Gainsley, of Tecumseh. It is eminently fitting that appropriate action be taken by this convention, expressive of its sorrow, and as a tribute of respect to the memories of the deceased. I therefore recommend that this convention set apart a limited time at its afternoon session for such memorial exercises.

The State Treasurer's report indicates no State debts, and a cash balance on hand and in the National treasury.

The Secretary's report gives the present status of State membership.

The chairman of the Legislative Committee reports the general result accomplished, in accordance with the general detail of legislative work, as given out by the National chairman, in the pleading of Congressional nominees to the repeal of the passenger tax.

The chairman of the Railroad Committee announces an advance of mileage rates and the withdrawal of week-end tickets on all railroads operating in Michigan, except the Grand Trunk system and D., L. & N.

The chairman of the Press Committee reports uniform courtesies extended by the State press.

The chairman of the Hotel Committee reports no complaints against hotels or investigations ordered.

The chairman of the Bus and Baggage Committee reports uniform rates of one fare for round trip prevailing on nearly all lines throughout the State and reduced rates for the transportation of baggage.

The chairman of the Relief Committee reports no cases for relief.

Among the several subjects which will claim the consideration of this convention, I call attention to the Inter-State Commerce Bill as first in importance. The effect of this measure on the commercial travelers, independent of its disastrous effect on internal trade and industries, has been to add the enormous sum of \$125,000 to their daily expenses. Whether this is the result of a forced interpretation of the subject of the railroad is not specially a subject for consideration. The fact remains that the effect of the measure takes from the commercial travelers a larger sum daily than the law could possibly benefit any State in the Union for six months.

The action of the convention should be based on this proposition: Do the best interests of the commercial traveler demand an enforcement of the law, a modification of its provisions, or a repeal of the bill?

The incorporation of a National Bureau of Employment, with the President of the National Association in charge, deriving from its (if successful) operation a revenue to the National Association, which shall eventually make it not only self-supporting but a means of accumulating a fund, besides guaranteeing employment to worthy members.

E. A. Stowe, J. W. Palmer and A. L. Lay were appointed Committee on President's Address.

The Committee on Transportation reported a resolution favoring the passage of the bill reducing railway fare, which was discussed at some length and adopted. The Secretary was instructed to telegraph the resolution to the House of Representatives. Several verbal reports were received from standing committees, all of which were uniformly favorable.

The Committee on President's Address reported as follows:

Your Committee on President's Address would respectfully report that they have examined the address of the presiding officer and feel impelled to commend its spirit and earnestness.

Regarding the recommendation as to memorial exercises on our two departed members we would respectfully report in favor of setting apart a half hour during the afternoon session, at such time as the presiding officer may direct, for memorial addresses.

The suggestion as to the inauguration of a National Employment Bureau is so new to us, and has received so little thought on the part of your committee, that we do not feel competent to pass an opinion on the subject. We can see, however, how such a Bureau, properly managed, could be made advantageous to the Association, and we recommend that the same be referred to the National convention.

The subject of the inter-commerce law we recommend to be referred to the Committee on Transportation.

Respectfully submitted,
E. A. STOWE,
J. W. PALMER,
A. L. LAY.

The report of the Secretary and Treasurer showed 583 members in good standing and \$70.79 in the treasury. The detailed statements in the report have appeared in THE TRADESMAN in the monthly reports of the Sec'y-Treas. The Secretary accompanied the report by the following general observations:

The past year has been one of activity and usefulness, and had our labors not been blighted by the deadly simon which has proved so fatal to American industries, they would have been crowned with success. However, our Association has steadily advanced, and in point of usefulness and effectiveness, has attained a prominence and recognition at the hands of leading railway officials that we had hardly hoped for. Our claims upon legislative bodies have been intelligently, persistently and effectively urged by our untiring State Legis-

lative Committee, led by our National chairman, who, we are proud to say, is a Michigan man. The lightly-falling ballots chose men who were favorable to our claims regarding the James bill and the U. S. Supreme Court, urged thereby by our petitions for redress, has decided the infamous drummer tax law unconstitutional. Leading trunk lines require a membership in one of our Associations as a condition for the purchase of mileage at reduced rates. During the year, not an instance of violation of our contracts with railroads has been brought to notice, and it is not hoping too much to believe that, ere long, we shall receive the desired concessions now withheld by some railway lines.

The duties incumbent upon this office require much more time than I have been able to devote thereto and much more effective work might have been accomplished by some member whose time was not so fully occupied. I trust you will consider my derelictions of duty the result of inability and not from disinterestedness.

Of our worthy President it is unnecessary for me to speak, as every member of our Association is cognizant of his unflinching zeal and the earnest, effective work which has characterized his official life and his personal efforts for the advancement of our Association during his occupancy of the highest office in our State Association.

The action of principal trunk lines in requiring a membership in this or similar associations to be a requisite for obtaining reduced mileage and excess baggage permits has been a great incentive to joining our Division, and our State membership has increased materially during the past month, as will be seen in our monthly report for April in our official organ, THE MICHIGAN TRADESMAN. In this connection, I wish to acknowledge our obligations as an Association, and myself as an officer, to Mr. Stove for the many favors and courtesies extended to us. He has always been ready and willing to devote his time and columns to our interest, and his outspoken criticisms have ever been on the side of, and in sympathy with, our brotherhood.

In retiring from my office at the close of this year, I wish to extend my sincere thanks to our President, Vice-President, Board of Directors, Chairmen of State Committees and all members who have so kindly and promptly responded to my calls for assistance and information required in the discharge of my official duties.

I trust that the year before us may be richly laden with success and prosperity to us as an Association.

AFTERNOON SESSION.

After prayer by Rev. Chas. Fluhrer, the presiding officer announced that the next half hour would be devoted to memorial exercises of deceased members. Geo. F. Owen presented brief biographical sketches of Eli L. Jones and Louis B. Gainsley, prepared by Secretary Mills, a resolution of condolence from the Committee on Resolutions, the action taken by the State Board of Directors and a letter from the family of the late Mr. Gainsley. The resolutions were adopted and the Secretary instructed to forward copies of same to the families of the deceased members. President Kelsey paid a feeling tribute to both members and L. J. Allen spoke of his friendship for Mr. Allen.

M. J. Matthews spoke in favor of the reorganization of the T. P. A. on the plan of local posts, making the conventions delegated bodies, from the local posts up. John Faure, of New York City, spoke in favor of the same subject, holding that such a change would be necessary before two more years had elapsed. The speaker paid an eloquent tribute to the traveling man, asserting that the time has come when the traveler's grip-sack has come to be of more value to the merchant than the counter in his store.

M. J. Matthews presented the following resolutions, which were unanimously adopted:

Resolved, That this Association hereby recognize and express its appreciation of all favors granted to its members during the past year by the several railroads in the State of Michigan and especially to the Grand Trunk system and the Detroit, Lansing & Northern Railway, for continuing to grant mileage books to the members at the rate of two cents per mile, since the Interstate act became a law.

Resolved—That this convention hereby recognize the obligations it is under to THE MICHIGAN TRADESMAN for its fair and impartial reports of the proceedings of our State Division and Board of Directors and recommend that it still be recognized as the official organ of the Association and recommend the members to support it by a liberal subscription list.

Resolved—That the fundamental principle of the growth of the Association through the medium of local posts has our approval and endorsement and that the delegates to the National convention from this State be and are hereby instructed to favor legislation tending to this end and recommend for their Association the plan to be submitted to the annual meeting of the National Association by C. L. Pease, of Columbus, Ohio.

L. J. Koster called upon National Secretary Stone, who responded as follows:

I know of no topic which affords a broader field for thought than that which has not only had its effect upon our Association, but upon the whole country. By one act of congress, the concessions granted to our Association by fifty-eight roads were swept away. Not only in this did it affect us, but it had the effect of increasing the price of mileage and decreasing the amount of baggage. The corporations claim that the law compels them to do this, which, if I can interpret the twenty-second section, is a very simple excuse, as it states that this law shall not apply to mileage or excursion rates; and the action of one road in still selling mileage at \$20 should be evidence enough that the other roads could have continued, if they had felt so inclined. The question, "What action shall be taken to remedy the evil?" arises. Shall a class who spend annually over three hundred million dollars for traveling, and who hold the freights in their hands submit to this unjust discrimination? Have given this subject much thought, and have come to the conclusion that the action of the Illinois Division is the best method to adopt. The State President of Illinois called a meeting of the merchants and manufacturers of Chicago and laid before them the actions of the railroads and the difference it cost them the ensuing year for traveling expenses. It so thoroughly aroused them that they held indignation meetings. They formed themselves into an association to be known as the Merchants and Manufacturers' Association of Chicago. Resolutions were adopted condemning the actions of the railroads, and a committee was appointed to present to them a resolution requesting the return of mileage at \$20 and 250 pounds of baggage, or a 5,000 mile book. If they do not comply four roads will be selected on which to ship all freight. This Association has

been organized for business, having complied with the laws of the State. I must again congratulate Michigan for not being behind, for I see by yesterday's papers that the Merchants and Manufacturers' Exchange of Detroit has adopted resolutions which practically declare a boycott against the Michigan Central for its refusal to sell 1,000 mile tickets at \$20. This action was taken because the company refused to join in a friendly test case to determine the latter's right to sell 1,000 mile tickets to commercial travelers. If we fail in this, there is only one other course to pursue, and that is work for the repeal of the law.

Michigan Division should feel justly proud, having one road to be the first to grant us concessions and the only road to-day selling mileage at \$20.

As an Association, we have one of the greatest opportunities to build an organization which shall reflect credit upon its members. As a fraternity over 200,000 strong, doing four-fifths of the entire business of the country, do you think we can not wield influence? You must remember that upon you depends much of the success of your employers. So does the Association depend upon you. In unity there is strength. We are dependent upon our united efforts to make our Association a success and one which we may be proud of. Our Association has also been formed for the purpose of elevating the position of the commercial traveler, both socially and morally, and to prove that he can be a gentleman and a Christian and an ornament to society. In conclusion, allow me to thank you and your officers on behalf of the National Association for the interest manifested by the Michigan Division during the past year, and for the cordial welcome you have extended to me.

Geo. F. Owen announced that Hon. M. H. Ford was in the hall and moved that he be invited to address the convention. The motion was unanimously adopted, when Mr. Ford made a ringing address on the inter-state commerce law, stating that the first act he proposed to take on the assembling of the Fifth Congress was to introduce a bill repealing all clauses relating to passenger traffic and the "long and short haul" clause. The speaker was frequently applauded and sat down amid a storm of applause.

President Kelsey made a brief address, stating that the National convention would probably inaugurate a vigorous campaign in favor of the repeal of the law.

L. J. Allen spoke of the demoralization incident to the passage of the law, when Mr. Ford asserted that the law was unconstitutional and would be declared by the courts. He did not think it best to repeal the law, but to amend it as to make it acceptable to all sections of the country.

Geo. F. Owen presented the report of the railway committee, which was adopted.

Secretary Mills called attention to the fact that he had plenty of constitutions and blank applications and for the members to govern themselves accordingly.

On motion of M. J. Matthews, the officers of the T. P. A. Legion of Honor were continued for another year.

Several communications from absent members were read and placed on file.

M. J. Matthews, Geo. W. Noble and E. A. Stowe were appointed a committee to determine the proper apportionment of the delegates to the National convention.

It was decided to proceed to the election of officers the first thing Saturday morning, and L. J. Koster, C. L. Zacharie and J. B. Rue were appointed a committee on credentials.

President Kelsey called M. J. Matthews to the chair and moved that the delegates to the St. Louis convention be instructed to urge the inauguration of a Board of Employment by the National Association, which was adopted. The meeting then adjourned.

THE BANQUET.

The banquet at Sweet's Hotel in the evening was by no means the least enjoyable feature of the convention. The spacious dining hall was thrown open about 9 o'clock, when the exercises were opened with prayer by Rev. Chas. Fluhrer. The T. P. A. orchestra then rendered a choice selection, when Hon. M. H. Ford delivered the address of welcome, which was responded to by President Kelsey. Governor Luce then presided at the assembly in his usual pleasing manner, when the viands were discussed for the space of half an hour, during which time the T. P. A. orchestra discoursed sweet music. When the wants of the inner man had been fully satisfied, the following toasts were offered and responded to by the persons named:

Our National Association—John P. Faure, New York City.

Our State Division—L. J. Allen, Battle Creek.

Loyalty the Test of Citizenship—Hon. Clarence Bennett, Jackson.

Michigan and Her Possibilities—G. W. Noble, Buchanan.

Commercial Legislation—M. J. Matthews, Detroit.

American Industries—Their Development a Guarantee of National Prosperity—Hon. J. C. Burrows, Kalamazoo.

The Business Men's Association of Michigan—Frank Hamilton, Traverse City.

Poem—"Reminiscences"—L. M. Mills, Grand Rapids.

Our Invited Guests—G. W. Albrecht, Beloit.

Our Hosts—A. L. Lay, Battle Creek.

The Ladies—Stanley E. Parkhill, Owosso.

The party then dispersed, well satisfied with the evening's entertainment.

SATURDAY MORNING'S SESSION.

On re-assembling Saturday morning, the Committee on Apportionment recommended the election of seven delegates to the National convention as follows: Detroit, Jackson, Battle Creek, Kalamazoo, Grand Rapids, Saginaw, Buchanan. The report was adopted.

The Committee on Credentials reported in favor of allowing all members in good standing a vote, which was adopted. A resolution favoring the Baker substitute for the Manly bill, providing for the reduction of railway rates, was adopted and the Secretary instructed to forward the same to the Railway Committee of the House of Representatives.

Election of officers being then in order, an informal vote for President gave a majority for C. S. Kelsey. Mr. Kelsey declined to accept the office. Geo. W. Noble, who received four votes for the same position, declined to stand as a candidate and requested his friends to vote for some older member. A formal vote, however, gave him a clear majority, when the ballot was made formal and the election declared unanimous. Mr. Noble accepted the election with a ringing speech, when the following officers were unanimously elected: Vice-President, A. F. Peake; Secretary and Treasurer,

L. M. Mills; Board of Directors, C. W. Gregg, L. J. Koster, Geo. F. Owen, C. L. Zacharie, Stanley E. Parkhill; Sargents-at-Arms, D. G. Crotty; Chaplain, Rev. Chas. Fluhrer.

The following gentlemen were elected delegates and alternates, respectively, to the National convention: Detroit—L. J. Koster, J. W. Ailes; Jackson—C. W. Gregg, J. W. Palmer; Battle Creek—L. J. Allen, A. L. Lay; Kalamazoo—C. L. Zacharie, W. J. Richards; Grand Rapids—Geo. F. Owen, L. M. Mills; Saginaw—Stanley E. Parkhill, H. E. Tremaine; Buchanan—Geo. W. Noble, John Prym. C. S. Kelsey, who goes to the convention by virtue of his office in the National Association, was selected to arrange a route and reduced rates.

The retiring President then called the newly-elected President to the chair, who accepted the trust in a few well-chosen words, appealing to the members to tender the officers their hearty co-operation.

Stanley E. Parkhill declined to serve on the Board of Directors, on account of his inability to do the work justice, when W. S. Gould, of Owosso, was elected to fill the vacancy.

On motion of A. F. Peake, the thanks of the convention were tendered the T. P. A. band of Union City for their attendance and the band was recommended to the National body as a National T. P. A. band.

The date and place of the next annual convention was referred to the Board of Directors.

A vote of thanks was tendered Mrs. L. M. Mills for her faithful services in behalf of the Division; also to Mrs. E. A. Stowe, for unknowns on behalf of the National Association for the interest manifested by the Michigan Division during the past year, and for the cordial welcome you have extended to me.

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LOCAL ARRANGEMENTS.

The entertainment fund was raised by Geo. F. Owen and L. M. Mills and to these gentlemen is due the success of the convention, so far as local arrangements are concerned. That more interest was not manifested in the event by Grand Rapids traveling men is a source of regret. However, no two men could have been selected who would have accomplished the work done so successfully as Messrs. Owen and Mills.

The Typical Traveling Tourist. From the Grand Rapids Leader.

The traveling men of Michigan have been here the past two days. Pleasure, sociability and the promotion of their own interests have been the attractions and business a secondary consideration. Grand Rapids is a place that occupies a warm corner in the hearts of the commercial tourists. They all like to come here. They are fond of the hospitality of the town, of the cordiality of the people, of the excellent business that meets them, and the many resources for having a good time. They are fond of coming here to spend Sundays. They have faith in the hotel menus and they have appreciative eyes for the charms of the city, both feminine and landscape. The fame of Grand Rapids can largely be attributed to the high position she occupies in the minds of the tourists. They travel everywhere and they carry the good tidings abroad that the Valley City is a busy, progressive, bustling, enterprising and rapidly growing town, where good care is taken of the stranger and a hearty hand is extended to all who come.

The traveling men are gentlemen, intelligent and enterprising. Those who travel to-day may to-morrow be partners in the houses they represent. Many of the best known merchants commenced life as tourists and by their ability won the esteem and respect of their employers until they were given a share of the business they helped materially to build up. The drummers as a class are no longer bums. Of course there are black sheep in the flock, but the respectable travelers are as anxious to weed out the disreputable members of the fraternity as anybody, in fact more so. A man whose actions reflect discredit on the profession injures them all and the sooner he is disposed of the better. The merchants who employ traveling men no longer send out those who occasionally become unreliable. The typical tourist of to-day is a bright, energetic young fellow, well-dressed, with business in both eyes and the interest of his house at heart, thoroughly self-reliant, able to look out for himself (except in Walter Riddle case) under any circumstances, good natured, fond of stories and connoisseurs of beauty.

Hides, Pelts and Furs. Hides are stagnant. Calf skins have not been so low for years. Pelts are quiet. Wool is generally quiet, comparatively few purchases having been made to date. Buyers are paying 25¢@26¢, and a trifle higher price for some choice lots.

Buy your Bug Finish of Curtiss & Dunton.

HAWKINS & PERRY,
Wholesale Provisions,
GRAND RAPIDS.

BUTTERINE DEPARTMENT.

Geo. P. Gifford, Jr., Manager.

We desire to inform the readers of THE TRADESMAN that we have renewed our wholesale license for sale of Butterine from May 1, 1887, to May 1, 1888.

Our friendship for these goods prompts us to continue their sale, for we know the products of the factories whose goods we sell are of the best—nothing but pure, wholesome articles used in their manufacture—being subject to the closest investigation whenever desired by dealer or consumer, by analysis or otherwise. The prejudices formerly existing against Butterine or Oleomargarine are fast fading away. We predict the justly earned reputation of these goods as wholesome food products will continue to grow in favor, when coming from the best factories of Chicago, whose goods are known the world over as standard. The intelligent public are top broad in their views to be influenced against this wholesome food product, when manufactured by the large and reliable houses that comprise the list of Chicago factories of to-day.

We solicit your valued orders, and will furnish you reliable goods at reasonable prices—quality being guaranteed satisfactory. These goods will keep fully as nice in warm weather as butter will. One fact we may add—you will very seldom find any rancid Butterine.

We believe Oleomargarine has a mission on earth, and has come to stay, for it will show to the consumer that it will at all times take its place in stores and market houses on equal footing with the majority of natural butter.

Consumers are not obliged to take out a license.

Very respectfully yours,
Hawkins & Perry.

Grand Rapids, May 12, 1887.

On motion of A. F. Peake, Secretary Mills was voted \$50 for past services. The convention then adjourned.

New applications were received during the convention from the following persons: O. A. Perry, A. B. Adams, Thos. Ferguson, Geo. S. Escott, Grand Rapids; Thos. A. Parish, Grand Haven; Silas H. Lynn, Union City; H. R. Whitman, Detroit; J. E. French, Buchanan.

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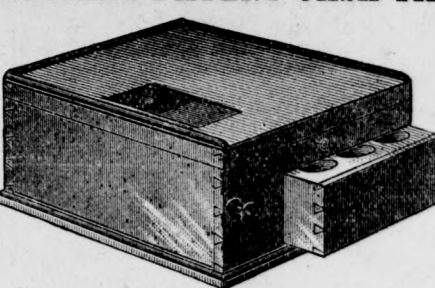
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MILLER'S PATENT CASH TILL AND SALE REGISTER.



"THE CASHIER"

Simple! Durable! Indispensable!

Cheapest, most reliable cash system ever introduced into store or office. It is an accurate record, safe deposit for money and a detector of error or fraud. It commends itself at sight, and is endorsed and highly recommended by all who have it in use. Send for circulars and testimonials.

MANUFACTURED AND SOLD BY THE PATENTEES,
C. B. MILLER, - ITHACA, N. Y.

Wall Paper AND Window Shades
At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order.

68 MONROE STREET, GRAND RAPIDS.

Nelson Bros. & Co.

Importers and Manufacturers' Agents,

DEALERS IN

Crockery, China, Glassware,

Bronze Lamps, Chandeliers, Brackets, Etc.

73 & 75

The Michigan Tradesman.

Michigan Business Men's Association.
President—Frank Hamilton, Traverse City.
First Vice-President—Paul J. Morgan, Monroe.
Second Vice-President—E. J. Herrick, Grand Rapids.
Secretary—A. A. Stowe, Grand Rapids.
Treasurer—Julius Schuster, Kalamazoo.
Executive Committee—President, First Vice-President, Secretary, Treasurer, and W. E. Kelsey.
Committee on Trade Interests—Smith Barnes, Traverse City; P. Ramsey, Kalamazoo; A. W. Westgate, Cheboygan.
Committee on Legislation—W. E. Kelsey, Ionia; J. V. Grandall, Sand Lake; J. F. Clark, Big Rapids.
Committee on Membership—H. S. Church, Sturgis; B. F. Emory, Grand Rapids; the Secretary.
Committee on Transportation—Jas. A. Coye, Grand Rapids; J. W. Milliken, Traverse City; C. T. Bridge, Flint.
Committee on Constitution—W. E. Kelsey, Ionia; R. D. McNaughton, Coopersville; I. 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.
Alba Business Men's Association.
President, C. R. Smith; Secretary, Peter Baldwin.
Allegan Business Men's Association.
President, Irving F. Clapp; Secretary, E. T. VanOrstrand.
Retall Grocers' Association of Battle Creek.
President, Geo. H. Rowell; Secretary, John P. Stanley.
Belding Merchants' Association.
President, H. Leonard; Secretary, J. M. Earle.
Bellaire Business Men's Association.
President, John Kiskies; Secretary, G. J. J. Noteware.
Burr Oak Business Men's Association.
President, B. O. Graves; Secretary, H. M. Lee.
Merchant's Protective Ass'n of Big Rapids.
President, E. P. Clark; Secretary, A. S. Hobart.
Bozette Business Men's Association.
President, R. R. Perkins; Secretary, F. M. Chase.
Cadillac Business Men's Association.
President, J. C. McAdam; Secretary, C. T. Chapin.
Cassopolis Business Men's Association.
President, H. E. Hesselton; Secretary, E. Farnham.
Cedar Springs Business Men's Association.
President, T. W. Provin; Secretary, L. H. Chapman.
Charlevoix Business Men's Association.
President, John Nichols; Secretary, R. W. Kane.
Coopersville Business Men's Association.
President, G. H. Watson; Secretary, W. R. Boynton.
Business Men's Protective Union of Cheboygan.
President, J. H. Tuttle; Secretary, H. G. Dozer.
Retall Grocers' Trade Union Ass'n of Detroit.
President, John Blesed; Secretary, H. K. Botsford.
Dorr Business Men's Association.
President, L. N. Fisher; Secretary, E. S. Botsford.
Retall 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.
Evart Business Men's Association.
President, W. M. Davis; Secretary, Chas. E. Bell.
Frankfort Business Men's Association.
President, Wm. Upton; Secretary, E. R. Chandler.
Flint Mercantile Union.
President, W. C. Plator; Secretary, J. L. Willett.
Freeport Business Men's Association.
President, Foster Sison; Sec'y, Arthur Chesborough.
Life Lake Business Men's Association.
President, E. Hagadorn; Secretary, O. V. Adams.
Grand Haven Business Men's Association.
President, Fred D. Voss; Secretary, Fred A. Huty.
Retall Grocers' Ass'n of Grand Rapids.
President, Jas. A. Coye; Secretary, E. A. Stowe.
Greenville Business Men's Association.
President, L. W. Sprague; Secretary, E. 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.
Hersey Business Men's Association.
President, G. L. Millard; Secretary, Frank L. Boardley.
Howard City Business Men's Association.
Chairman, G. A. Vandenberg; Secretary, B. J. Lowry.
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. Kelsey; Secretary, Fred Culler, Jr.
Kalamazoo Retail Grocers' Association.
President, E. Ramsey; Secretary, M. S. Seville.
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.
Lawrence Business Men's Association.
President, H. M. Marshall; Secretary, C. A. Stebbins.
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 Business Men's Association.
President, W. B. Pool; Secretary, Chas. J. Robinson.
Lyons Business Men's Ass'n.
President, A. E. Roof; Secretary, D. A. Reynolds.
Manistota Business Men's Association.
President, W. E. Watson; Secretary, C. L. Bailey.
Manistota Business Men's Association.
President, F. H. Thompson; Secretary, E. S. Orr.
Manton's Business Men's Association.
President, F. A. Johnson; Secretary, E. Puller.
Grocers' Ass'n of the City of Muskegon.
President, H. B. Fargo; Secretary, Wm. Peer.
Merchant's Union of Nashville.
President, Herbert M. Lee; Secretary, Walter Webster.
Muir Business Men's Association.
President, Simon Town; Secretary, L. A. Ely.
Otsego Business Men's Association.
President, J. M. Ballou; Secretary, J. F. Conrad.
Oscoda Business Men's Ass'n.
President, W. E. Thorp; Secretary, E. S. Houghtaling.
Ovid Business Men's Ass'n.
President, C. H. Hunter; Secretary, Lester Cooley.
Owosso Business Men's Association.
President, Jas. Osburn; Sec'y, S. Lamfrom.
Petoskey Business Men's Association.
President, Jas. Buckley; Secretary, A. C. Bowman.
Pewabic Business Men's Association.
President, Albert Betan; Secretary, E. R. Holmes.
Plainwell Business Men's Association.
President, M. Bailey; Secretary, J. A. Sidle.
Merchant's Union Protective Association of Port Huron.
President, G. C. Meisel; Secretary, S. L. Merriam.
Reed City Business Men's Association.
President, C. J. Felschauer; Secretary, R. W. Hawkins.
Rockford Business Men's Association.
President, Geo. A. Sage; Secretary, J. M. Spore.
St. Charles Business Men's Association.
President, B. J. Downing; Secretary, E. E. Boudier.
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, P. T. Williams.
South Boardman Business Men's Ass'n.
President, H. E. Hogan; Secretary, S. E. Nichard.
So. Arm and E. Jordan Business Men's Ass'n.
President, D. C. Lovelady; Secretary, W. E. Holt.
Sherman Business Men's Association.
President, H. B. Sturtevant; Secretary, W. G. Shane.
Sparta Business Men's Association.
President, J. R. Harrison; Secretary, M. E. Nash.
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. Bevis.
Vermontville Business Men's Association.
President, W. H. Benedict; Secretary, W. E. Holt.
Watervliet Business Men's Association.
President, H. P. Poirer; Secretary, F. H. Merrifield.
Wayland Business Men's Association.
President, E. W. Pickett; Secretary, J. J. Turner.
Woodland Business Men's Association.
President, John Vetter; Secretary, J. N. Harter.
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.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Expressly for THE TRADESMAN.

It is a dull, dismal, dreary, depressing afternoon. The stores and streets are deserted and the only sounds that break the stillness are the ceaseless pattering of the rain on the front windows and the monotonous ticking of the clock. The four chairs around the stove are tenantless and the usual puddle of expressed nicotine is conspicuous by its absence. Even the box of free smoking tobacco has lost its attractions, and the little girl who enquires for advertising cards with hourly regularity is indulging in a half-day's vacation.

I sit at my desk, idly contemplating a worn and dingy blank book. The ink of its first entry is dim with age, while the last writing is black and staring.

That little volume is a record of human frailty, faithlessness and folly. It tells of wrong and fraud and rascality and falsehood and ingratitude and moral depravity. It awakens recollections of broken vows, self-upbraidings, abortive resolutions and unkept promises. It is my "Dead-Beat Book."

When I look back through the long vista of years to the days when I was forced to deprive myself and family of many of the comforts of life, that the d-b. might walk in purple and fine linen; and when I reflect upon the almost innumerable ways in which I have been coaxed and cajoled and lured, and bribed and "bamboozled" and bullied into adding name after name, and dollar after dollar, to the melancholy list; and when I mentally estimate the "damnation total" that I have "blown in" to the delectable tribe, the object which actuated me when I began this article rapidly evaporates. I proposed to pose as a sort of business philosopher, and set myself up as a monitor for younger traders, and warn the business neophyte against the tricks and stratagems and devices of the *hete noir* of all tradesmen, but a little self-communion speedily convinces me that an individual who openly confesses to years of gullibility and credulity would be regarded as a very untrustworthy teacher, and I can only suggest my experience as a warning, and assure the beginner in trade that he will need all his resolution, acuteness and common-sense to circumvent the tireless, persistent, ingenious, remorseless and ubiquitous dead-beat.

The merchant who transacts a strictly cash business is a curiosity in the business world, but he is the only one who successfully resists the assaults of the enemy in question. I have known one or two of these phenomena during my life, but I strongly suspect that even they were occasionally victimized in the name of "charity."

I sometimes think that dead-beatism is, to a certain extent, hereditary. I have followed several severe cases back through two and three generations, and have little doubt that a curious and interesting study could be made of the subject. Political economists have traced the taint of crime and prostitution back through dozens of the criminals' and prostitutes' ancestors. Now let political economists tackle the d-b.

In many respects the professional d-b. is worse than the professional criminal, for the latter evinces some courage in violating the law and taking chances in being caught in its meshes, while the former—like a sneak and a poltroon—uses the law as a shield for his rascality. I have far more respect for the burglar who enters my store at night and carries away fifty dollars' worth of property than I have for the beat who takes advantage of my confidence and plunders me of a like amount.

To compare the d-b. and the highwayman would be doing a gross injustice to the man of the road. The latter has been known, in numerous instances, to rob the rich to assist the poor, and if a circumstance of this nature was ever placed to the credit of the beat it has escaped my notice.

I will venture to say that Snooks, who is trying to support a sick wife and two or three small children on the profits of a few dollars' worth of peanuts, candy and tobacco, has ten times as long a delinquent list as Jones, who is rated at \$25,000. This is not because the beat wants to discriminate between the two men, but because Jones has about ten times the ability for "spotting" frauds than poor Snooks has.

The difference in the bearing of the beat when he is trying to defraud you, and after he concludes that he has depleted you all you will possibly permit, is amusing as well as disgusting. Let us suppose that O'Toole, who belongs to the tribe, has concluded to victimize Snooks. His manner in approaching the operation is deferential and almost obsequious. He will perhaps remark:

"Ah, Mr. Snooks! It's a nate and ill-gat stock ye have here, an' yer store's as tidy an' clane as a parlor."

To all of which Snooks will assent with pleasure.

"Av there's a mon in Michigan that I believe wouldn't wrong a poor fellow, it's yer self, Mr. Snooks, an' its any a dollar ye get from the bye's because av it—" and so on, until poor Snooks is wheedled out of what—to him—is an amount of considerable moment.

In a few days one of Snooks' periodical financial epressions occurs, and, meeting O'Toole, he humbly begs for a little aid. Witness O'Toole's metamorphosis:

"Look-a-here, Snooks! Av ye dun me

agin on the strate, I'll punch yer d-d ould head, law or no law; an' if I ever come into yer dhirty, stinkin' little hole agin, ye can kick me till ye git yer pay. Yes, yer h-a-a-r-d up, Snooks, av coorse ye are; but ye'll be a d-d sight h-a-a-r-d-er up before ye get a cint owt av me, ye impident ould fraud."

O'Toole reminds me somewhat of the beat who, after an angry altercation with an importunate creditor, closed the argument with:

"See here! You needn't be puttin' on any of your infernal airs over me. I owe enough in this town to buy your measly old store, goods an' all."

When I started this article I labored under the impression that I could readily show up the d-b., so that he could be detected and guarded against in most of his multi-form disguises. I proposed to describe him in his various grades from the "sponge" to the unctious expert who subsists generously and luxuriously at the expense of a confiding public; but, on reflection, I find the subject too intricate, too voluminous for one paper, and, moreover, I suspect it is somewhat too convoluted for the ordinary brain. At all events, I will postpone its discussion for future study and research, but—I sincerely hope—not for further practical experience.

F. H. SPENCER.

Practical Experience.

Applicant—Do yer want a foreman in this bakery?

Proprietor—Have you had much experience with pies?

Applicant—No; but I think I could learn quick. I've been boiler-iron inspector at the Quintard Iron Works for five years.

Proprietor—Take off your coat and go to work; you'll do.

Massachusetts is enjoying a first-rate scandal, in connection with the division of one of her towns. A number of wealthy citizens, some of them Mugwumps, were interested in a proposal to cut off a part of the town of Beverly, and to organize it as a new town under the name of Beverly Farms. Thereupon they raised a sum of money, out of all relation to the legitimate expenses of the transaction, and entrusted this to a lawyer not of the best repute to lobby their bill through the Legislature. He had no proper use for the money, much of which he admits having pocketed. But he was thought by his rich and respectable employers to be using it to buy votes and break down the opposition to the division. The people of Beverly who opposed the division got wind of the transaction and exposed it. So the residents of Beverly Farms are having themselves exposed as green horns in public business and cynical despisers of the honesty of the legislators of the State.

PLACE to secure a thorough and useful education is at the GRAND RAPIDS (MICH.) BUSINESS COLLEGE. Write for Catalogue. Address, C. G. SWENSBURG.

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
Wurzel,

Anything in the Line of SEEDS,
Write or send to the
Seed Store,
71 CANAL ST.,
W. T. LAMOREAUX.
FOURTH NATIONAL BANK
Grand Rapids, Mich.

A. J. BOWSE, President.
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CAPITAL, - - - \$300,000.
Transacts a general banking business.
Make a Specialty of Collections, Accounts of Country Merchants Solicited.

SEEDS
Garden Seeds a Specialty.
The Most Complete Assortment in Michigan. Don't Buy until you get my prices.
ALFRED J. BROWN
Representing Jas. Vick, of Rochester.
16-18 N. Division St., Grand Rapids

The Standard of Excellence KINGSFORD'S



STARCH.
Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.
THE PERFECTION OF QUALITY.
WILL PLEASE YOU EVERY TIME!
ALWAYS ASK YOUR GROCER FOR THESE GOODS.

BUNTING & DAVIS, Commission Merchants.

Specialties: Apples and Potatoes in Car Lots.
20 and 22 OTTAWA ST., GRAND RAPIDS, MICH.

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JOBBERS IN
DRY GOODS,
Hosiery, Carpets, Etc.
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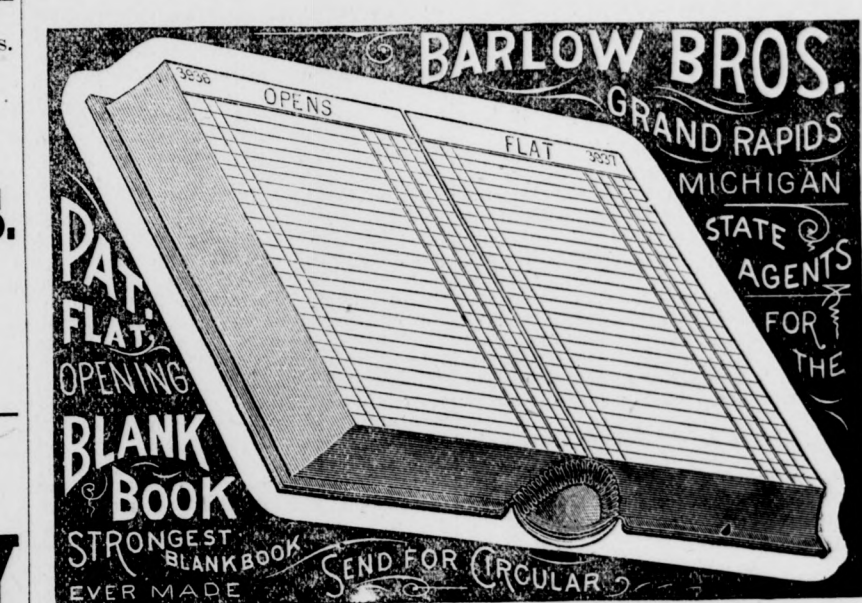
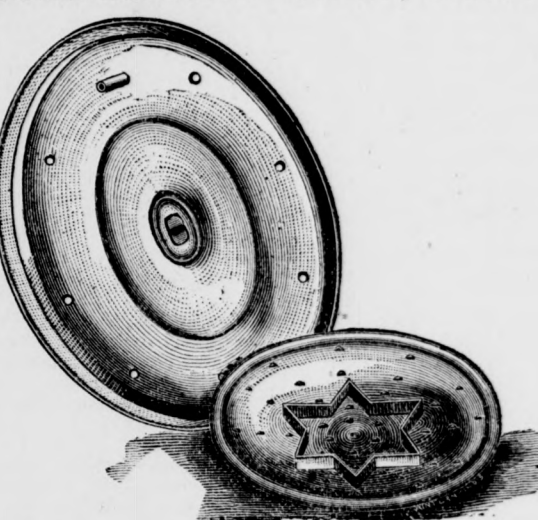
CEO. E. HOWES,
JOBBER IN
Foreign and Domestic Fruits.
SPECIALTIES:
Oranges, Lemons, Bananas.
3 Ionia St., GRAND RAPIDS, MICH.



The accompanying illustrations represents the
Boss Tobacco Pail Cover.

It will fit any pail, and keep the Tobacco moist and fresh until entirely used.
It will pay for itself in a short time.
You cannot afford to do without it.
For particulars, write to

ARTHUR MEIGS & CO.
Wholesale Crocers,
SOLE Agents,
77 to 83 SOUTH DIVISION STREET, GRAND RAPIDS.



PERKINS & HESS,
DEALERS IN
Hides, Furs, Wool & Tallow,
NOS. 132 and 134 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

WM. SEARS & CO.
Cracker Manufacturers,
Agents for
AMBOY CHEESE.
37, 39 & 41 Kent Street, Grand Rapids, Michigan.

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

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

USE OF WORD "NATIONAL" BY STATE BANK.

In the case of People ex rel. Hunt, Attorney-General, vs. National Savings Bank, the Supreme Court of Illinois declares it to be a matter of very serious doubt whether a state bank doing business exclusively under the laws of a state could legally adopt the word "National" as part of its corporate name.

TELEGRAPHIC MESSAGE—MISTAKE.

In the case of Western Union Telegraph Co. vs. Richman, recently decided by the Supreme Court of Pennsylvania, it appeared that a telegraph message was incorrectly sent to the plaintiff, who, doubting its correctness, asked the operator whether he had not made a mistake. The operator said that he had asked back and had received word that the message was correct. The plaintiff did not ask to have the message repeated. The court held that there was no contributory negligence on the part of the receiver, and that he could recover damages against the company under the evidence.

TRADE-MARK—THE WORD "KAISER" NOT EXCLUSIVE.

The question as to the right to the exclusive use of the word "Kaiser" as a trade-mark in connection with mineral waters was lately raised in the United States Circuit Court at New York in the case of Luyties vs. Hollender. The plaintiffs, it appeared, had registered the word "Kaiser" as a trade-mark for natural mineral water. Their bottles were labeled "Kaiser Water, Schwalbeins." They sought to enjoin the defendants from selling mineral water in bottles labeled "Kaiser Water, Schwalbeins." The court dismissed the bill for an injunction, holding that, inasmuch as the water so sold had for a long while been an article of trade in the hands of others, and had been called by the same name, there was no right to the exclusive use of the word "Kaiser."

EXPRESS COMPANY'S LIABILITY—LOSS OF PACKAGE.

The Supreme Court of Pennsylvania recently affirmed a judgment of the Philadelphia Court of Common Pleas, sustaining a verdict for the plaintiff in the case of Holmes vs. Adams Express Co. In this case the plaintiff got a verdict for the full value of a lost package, although no value over \$50 had been assigned to it and although the plaintiff offered no further proof of negligence on the part of the company than the non-delivery of the package. The Supreme Court said, in giving judgment in the case: If goods are lost or injured while in the custody of an express company, in the absence of evidence which rebuts the presumption of negligence it will be presumed that the loss or injury was occasioned by the company, and it will be liable for the actual value of the goods. In the present case no explanation was given for the failure to deliver the goods. So far as it is proved they may still be in the hands of the company and withheld from the owner.

Some Sensible Suggestions.

The substitute for sugar, saccharine, appears from the comparative meager accounts of it to be a substitute only for the taste of sugar. It must be remembered that sugar is some more than a condiment, and that its food value, although not large, is an appreciable quantity. It is just here that the chemist's art has so far generally failed. They may produce, from inorganic or dead compounds, substitutes for the taste or smell, but their compounds are almost necessarily stable and resist the action of the chemical laboratory of the digestive system to break them up into fuel and food. It is suggested that saccharine may be used to increase the sweetness of glucose and allow its substitution for cane sugar. The practicability of the scheme depends simply on the commercial production of the new principle. Glucose, in spite of the denunciation it receives, is as good a food stuff as cane sugar, if not better. Prohibitory laws, similar to those passed forbidding the sale of oleomargarine, may attempt for a time to prevent the public from reaping the benefit of such discoveries, but all such special trade laws will utterly fail, if the process prove practicable. So high an authority as Professor Remsen, of the Johns Hopkins University, in whose laboratory and under whose direction saccharine was discovered, states his disbelief in the commercial success of the manufacture of saccharine for this purpose. Less well informed people must wait and see what the German firm which has now started the manufacture of the substance will be able to do. As saccharine is admitted to be 230 times sweeter than cane sugar, a very small amount of it may be expected to go a long way, and the price may be correspondingly high without rendering its use as a condiment impracticable.

NINETEEN HUNDRED.

List of Associations Affiliated with the State Body.

The following comprises all the local associations which have affiliated with the Michigan Business Men's Association up to the present time:

Grand Rapids.....	119
Ocean.....	66
Traverse City.....	48
Lowell.....	48
Sturgis.....	24
Big Rapids.....	70
White Lake.....	30
Sparta.....	30
Hastings.....	10
Eastport.....	10
Ada.....	6
White Lake.....	30
Saranac.....	18
Manton.....	18
Kalamazoo.....	35
Copersville.....	10
East Jordan.....	24
Nashville.....	9
Holland.....	45
Grand Haven.....	45
Woodland.....	18
Tustin.....	18
Freeport.....	14
Cadillac.....	48
Kalkaska.....	36
Bellaire.....	12
Mancelona.....	23
Wayland.....	21
Cheboygan.....	61
Reed City.....	12
Charlevoix.....	35
Allegan.....	61
Holland.....	45
Petoskey.....	41
Dorr.....	17
Muskegon.....	25
Holland.....	45
Boyne City.....	17
Plainwell.....	24
Rockford.....	14
Cassville.....	12
So. Boardman.....	7
Muir.....	10
Vermontville.....	10
Hartford.....	33
Jonah.....	30
Sherman.....	11
Frankfort.....	25
Rockford.....	14
Battle Creek.....	19
Burr Oak.....	12
White Cloud.....	11
Flint.....	13
East Saginaw.....	54
Belding.....	15
Pewaukee.....	15
Hubbardston.....	21
Waterford.....	8
Leicester.....	21
Luther.....	21
Lawrence.....	24
Honorary.....	6
Total.....	1,977

The universal sale of "Tansil'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 "Tansil'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.

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1865
PUTNAM & BROOKS
WHOLESALE
CANDY
AND
FRUIT
1887

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THE OLDEST. THE LARGEST. THE BEST.
The best of Testimonials from every State and Territory.

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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.

TIME TABLES.

Lake Shore & Michigan Southern.
Kalamazoo Division.

Leave.	Arrive.	Leave.	Arrive.
Ex. & Mail, N. Y. Mail, 9:45 a. m.	N. Y. Mail, N. Y. Ex. 6:15 p. m.	Ex. & Mail, N. Y. Mail, 9:45 a. m.	N. Y. Mail, N. Y. Ex. 6:15 p. m.
5:30 p. m.	9:02 a. m.	5:30 p. m.	9:02 a. m.
7:30 p. m.	10:06 a. m.	7:30 p. m.	10:06 a. m.
8:30 p. m.	11:35 a. m.	8:30 p. m.	11:35 a. m.
8:30 a. m.	5:05 p. m.	8:30 a. m.	5:05 p. m.
8:30 a. m.	9:40 p. m.	8:30 a. m.	9:40 p. m.
5:40 p. m.	3:30 a. m.	5:40 p. m.	3:30 a. m.
5:40 p. m.	6:30 p. m.	5:40 p. m.	6:30 p. m.
5:40 p. m.	11:30 p. m.	5:40 p. m.	11:30 p. m.

A local freight leaves Grand Rapids at 12:50 p. m., carrying passengers as far as Allegan. All trains daily except Sunday.
J. W. MCKENNEY, General Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.	Arrives.	Leaves.
*Steamboat Express.....	6:45 p. m.	6:50 p. m.
*Through Mail.....	10:40 a. m.	10:45 p. m.
*Evening Express.....	3:35 p. m.	3:50 p. m.
*Limited Express.....	6:50 a. m.	6:55 a. m.
*Mixed, with coach.....	11:00 a. m.	11:05 a. m.
GOING WEST.	Arrives.	Leaves.
*Morning Express.....	1:00 p. m.	1:10 p. m.
*Through Mail.....	5:00 p. m.	5:10 p. m.
*Steamboat Express.....	10:40 p. m.	10:45 p. m.
*Mixed.....	7:45 a. m.	7:50 a. m.
*Night Express.....	5:50 a. m.	5:55 a. m.

Passengers taking the 6:50 a. m. Express make close connection at Owosso 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. PORTER, City Passenger Agent.
Geo. B. REAGAN, Traffic Manager Chicago.

Chicago & West Michigan.

Leave.	Arrive.	Leave.	Arrive.
*Mail.....	9:10 a. m.	*Mail.....	9:10 a. m.
*Day Express.....	12:30 p. m.	*Day Express.....	12:30 p. m.
*Night Express.....	11:00 p. m.	*Night Express.....	11:00 p. m.
*Daily, Sunday except Sunday.....	5:50 a. m.	*Daily, Sunday except Sunday.....	5:50 a. m.

Passengers taking the 6:50 a. m. Express make close connection at Owosso 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. PORTER, City Passenger Agent.
Geo. B. REAGAN, Traffic Manager Chicago.

Newaygo Division.

Leave.	Arrive.	Leave.	Arrive.
Express.....	3:45 p. m.	Express.....	3:45 p. m.
Express.....	8:00 a. m.	Express.....	8:00 a. m.
Express.....	10:30 p. m.	Express.....	10:30 p. m.

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

J. A. GAVETT, Gen'l Pass. Agent.
J. B. MILLER, General Manager.

Detroit, Mackinaw & Marquette.

GOING WEST.	GOING EAST.
7:00 a. m. St. Ignace.....	8:40 p. m. St. Ignace.....
12:30 p. m. St. Ignace.....	5:15 p. m. St. Ignace.....
5:30 p. m. St. Ignace.....	2:05 p. m. St. Ignace.....
4:35 p. m. Marquette.....	1:55 p. m. Marquette.....
4:45 p. m. Marquette.....	1:55 p. m. Marquette.....
8:00 p. m. Marquette.....	9:25 a. m. Marquette.....
8:20 p. m. Hancock.....	9:00 a. m. Hancock.....

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

Gen. Pass. and Ticket Agent, Marquette.

Detroit, Lansing & Northern.

Grand Rapids & Saginaw Division.

DEPART.

Saginaw Express..... 7:00 a. m.

Saginaw Express..... 7:00 p. m.

ARRIVE.

Grand Rapids Express..... 11:25 a. m.

Grand Rapids Express..... 10:30 p. m.

All trains arrive at and depart from Union depot. Trains run solid both ways.

Grand Rapids & Saginaw Division.

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Saginaw Express..... 7:00 a. m.

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Grand Rapids & Saginaw Division.

DEPART.

Saginaw Express..... 7:00 a. m.

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SEED AND HAVANA 10-CENT CIGARS.

L. C. B.....	Rega Especial.....	\$58	Mackinaw.....	Londras Grande.....	70
El Captain General.....	Conc. Esp.....	60	Twisters.....	".....	50
El Primero.....	Conc. Fina.....	56	Chacert.....	".....	50
".....	Panetelas.....	65	The Fox.....	".....	50
".....	Rega Princessa.....	68	".....	".....	50

DOMESTIC NICKEL CIGARS.

When.....	Londras Grande.....	\$35	Atlas.....	Conchitas.....	25
Cassia.....	Flora Cordova.....	35	Gents' Companion.....	Concha Hindoo.....	35
Spanish Tuck.....	Renia Victoria.....	35	Donny Brook.....	".....	25
First Degree.....	Conchitas.....	35	Belle of the Rink.....	Florde Corvado.....	25
Town Talk.....	(B. L. & H.).....	35	Big Chief.....	Bag Dad.....	25
Young America.....	Bag Dad.....	25	Jim Fox's Clipper.....	Concha.....	25
Great Scot.....	Bendaro.....	32	Elite Gen.....	".....	20
Our Block.....	Conchitas, extra.....	25	Away Ahead.....	".....	18
Now.....	".....	22	Our Emblem.....	".....	15
Boodle.....	".....	20	Legal Tender.....	".....	13
New Fashion.....	".....	25	No Name.....	".....	12
La Attractiva.....	".....	25	".....	".....	12

KEY WEST CIGARS.

Snugglers.....	Sublime.....	\$75	Los Castillos.....	Londras Grande.....	70
".....	Con. Especial.....	60	Estrella de Ora.....	Sublime.....	60
Los Castillos.....	Opera Reina.....	60	La Modesta.....	Operas Reina.....	65
".....	Con. Selectos.....	65	Coronet Boquet.....	Londras Chica.....	60

IMPORTED CIGARS.

Golden Eagle.....	Lilliputanos.....	\$ 75	Matilda.....	Royales.....	100
Belinda.....	Operas.....	80	Flora de T. & F.....	Rothschilds.....	125

CIGARETTES.

Old Judge.....	500 in a box.....	\$4 25	Sweet Capital.....	".....	4 25
Satin Straight Cut.....	".....	7 00	".....	".....	7 00

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We do not pay Freight or Express Charges.
We sell and deliver all goods F. O. B. Grand Rapids.
We do not allow Express charges or Exchange on Remittances.

Terms, invariably, 60 days. Two per cent. cash discount allowed on bills paid within 30 days from date.
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L. D. HARRIS,

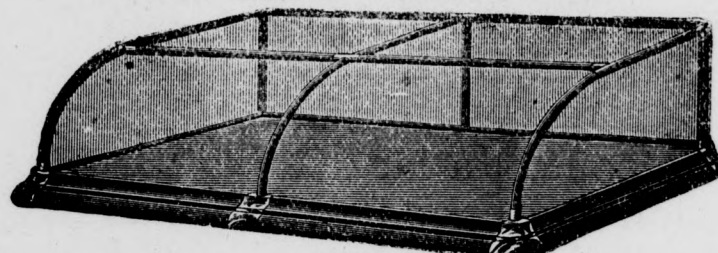
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P. STEKETEE & SONS,

JOBBER IN

DRY GOODS,

AND NOTIONS,

83 Monroe St.,

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

GRAND RAPIDS, MICH.

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

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. 26 & 28 River St., Chicago, Ill.
N. B.—Ask your wholesale grocer for the HOME YEAST CAKE.

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

A Glimpse of Thirteen Years into the Future.

CANT HOOK CORNERS, May 12, 1887.

Editor Tradesman:

DEAR SIR—Summer has at last put in an appearance, with its concomitants of ice cream, soda water, Sunday-school picnics, lawn dresses, lawn mowers and festive lager beer. The last named exhilarating compound of hops, aloe, and aqua hippupagin is seems to start off this season with its usual eclat, notwithstanding the threatening legislation at Lansing.

The greatest trouble I have to contend with in writing to you is the fact that my comments on news of the day are quite apt to be behindhand. For instance, to-day the papers will all be full of some exciting matter, like the Dakin case, but by the time I get it wrote up and my letter gets to you and gets printed the next Tuesday, the thing has got to be an old chestnut and the Hon. gentleman has retired to private life, and may be, for aught I know, wrestling slabs in a saw mill or shoveling salt in the third city of Michigan.

For the purpose of avoiding this trouble, I have been at some expense to consult a noted cyrometrist or cyclometrist, or cyclopatrist—I forget the exact name she calls herself—who has just stuck up her shingle at the Corners.

She is a buttermilk-and-rose-leaf blond, with blue eyes and a well-turned—but come to think this has nothing to do with the case. What I want to get at is the important fact that she projected her ego, or something of the kind, into the future and gave me extracts from THE MICHIGAN TRADESMAN of May 11, 1900. Although only thirteen years ahead, we can see that many changes will have taken place in the meantime.

FIFTEEN YEARS.

THE TRADESMAN points with pride to the splendid organization of business men in this State, embracing, as it does, every city, village and hamlet in this great commonwealth. We can hardly realize the fact that about fifteen years ago the first move was made in this great work. We are sure that our twenty-seven thousand and odd subscribers will agree with us that the benefits received thus far compensate a thousand-fold for the expense and labor. But much yet remains to be done. We call the attention of the Committee on Legislation especially to the disgraceful tea and coffee law passed by the last Legislature. It should be repealed. We would ask, by what right does a bare majority of fanatics, because they hold that coffee and tea are injurious, pass a law to tax the dealer in these articles \$1,000? It is an outrage. The \$1,500 tobacco tax was bad enough, to say nothing of the \$500 tax for selling butter made from any cows other than short-horn Durhams, but this coffee and tea law caps the climax. It is a direct menace to the liberties of the people.

POLICEMAN CRUSHED.

Patrolman No. 1,467 lost his life yesterday forenoon while attempting to force his way to the bar at the Colosseum. The vast crowd attempted to make room for the victim to lay down and die, but it was a failure, so he was forced to die standing up. THE TRADESMAN has often called attention to the fact that Grand Rapids needs another saloon. One is not enough for a city of 200,000 inhabitants. Our law makers should reduce the saloon tax, at least as low as \$10,000, and fix the bond at a lower figure, say a million, in order to enable others to engage in the business. Only last week a poor woman was trampled to death at a saloon in Detroit, while attempting to purchase an ounce of paragon for her sick child. This again emphasizes the claim we have always made, that druggists should be allowed to sell mixtures containing alcohol.

SENT UP.

The Hon. N. McMillen, a veteran pharmacist of Rockford, passed through this city yesterday en route for Jackson. He goes for a year, that being the minimum sentence for his offence. Our readers will remember that Mr. McM. was convicted of selling a pint of bed-bug poison and the prosecution proved that the mixture contained spirit. Mr. McM. anticipates a glad reunion with the 273 other druggists now in the institution.

RETIRED.

Hibbard, the Jackson druggist, retired to the county house last week. This leaves a fine opening for some enterprising pharmacist who thinks he can run a drug store and make a living without getting into State prison.

A bill was introduced on Monday by Rep. Goldstein, making it a penal offense to raise, eat or sell pork or lard in this State. On motion of Rep. O'Donahue, the fifth section was amended so as to prohibit the use of any kind of meat on Fridays. A strong lobby of butchers and farmers start for Lansing to-day to oppose the bill.

This lady has promised me more items in the near future.

THE TRADESMAN has just arrived, and I notice the "Leisure Hour Jottings" are good, as usual. I always read them first. I am glad my humble efforts called out the remarks they did from "Country Merchant."

In regard to my orthography, I must admit that Webster and I disagree on some minor points; but I have slept with a dictionary under my head and wrote with one on my knee for three years past, and I hope I am slowly gaining on it. I trust brother "C. M." will make due allowance. As for grammar, I was put through about three terms in a log schoolhouse in my gentle youth, at "I love, you love, they love, she loves, he loves," but I think four years of fighting in the "late unpleasantness" sort of knocked it all out of me, for I never could make a practical application of any part of it except "I love" and "she loves."

Yours hopefully,

SOLIMAN SNOOKS,

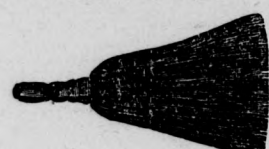
H. LEONARD & SONS,

Preserve These Advertisements for Future Reference. Duplicate Copies of Our Tinware Price

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

List of Last Week Sent on Application.

Whisk Broom.



	doz.	gross.
No. 80 Whisk Broom black h'dle.	90	10 60
No. 60 " " " " " "	100	1 60
No. 100 " " " " " "	100	1 80
No. 50 " " " " " "	100	2 00
No. 20 " " " " " "	100	4 00

Sweeping Broom.

Child's Toy Sweeping Broom.....	90	
No. 3 Sweeping Broom.....	2 00	
No. 1 " " " " " ".....	2 25	
No. 1 " " " " " ".....	2 50	
No. 6 " " " " " ".....	2 75	
No. 8 " " " " " ".....	3 00	

Blacking.

Bixby's Best 3 doz. in box No. 4.	45	5 40
Royal Polish or Dressing.	92	11 00

Base Balls.

I X L Base Ball.....	38	
Bully Boy Base Ball.....	45	
" " " " " ".....	46	
Young America Base Ball.....	80	
Boston Club " " " ".....	1 75	
Dollar Dead " " " ".....	2 00	
First Nine " " " ".....	4 00	
American Association Base Ball.....	8 00	
" " " " " ".....	12 00	
No. 3 Solid Gray Rubber Balls.....	35	
No. 4 " " " " " ".....	45	
No. 5 " " " " " ".....	65	
No. 6 " " " " " ".....	80	
No. 8 " " " " " ".....	1 20	
No. 9 " " " " " ".....	1 50	
2 inch Hollow Fancy Colored.....	85	
2 1/2 " " " " " ".....	1 25	
3 " " " " " ".....	2 00	
3 1/2 " " " " " ".....	2 10	
5 " " " " " ".....	4 00	
6 " " " " " ".....	6 50	
8 " " " " " ".....	9 00	

Bells.

No. 0 Brass Ebony Handle.....	40	
No. 2 " " " " " ".....	70	



8 oz. Bright S'l or T'nd doz pkgs 12.	10 00	
10 oz. " " " " " ".....	13. 00	



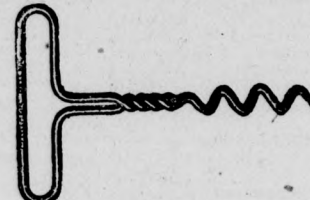
30 foot Jute Cloth Line.....	44	5 00
60 " " " " " ".....	88	10 00
120 " " " " " ".....	176	17 50

Curry Combs.

	doz.	gross.
No. 80 Curry Combs.....	38	4 40
No. 20 " " " " " ".....	85	9 50

Can Openers.

No. 3 Can Openers.....	25	2 90
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Cork Screws.

Garden City Cork Screw.....	40	4 50
No. 3226 Pocket Cork Screw.....	96	11 50

Playing Cards.

No. 218 Squeezer.....	50	
No. 9 Steamboat.....	30	3 40
No. 9 Plain Tally Ho.....	1 50	
No. 9 Gift " " " " " ".....	2 25	

Hard Rubber Combs.

No. 522-7 1/4 inch.		
No. 500, 6 inch Dressing Combs metal backs.....	40	4 80
No. 500, 7 inch Dressing Combs metal backs.....	45	5 50
No. 520, 6 inch Dressing Combs.....	43	5 00
522, 7 1/4 inch " " " ".....	63	7 20
509, 8 " " " " " ".....	68	8 00
602, 7 " " " " " ".....	70	8 25
600, 7 1/4 " " " " " ".....	72	8 50
715, 7 1/4 " " " " " ".....	1 25	
620, 8 " " " " " ".....	1 50	
464, 1 1/2, Fine Combs.....	25	2 75
40, " " " " " ".....	26	2 85
42, " " " " " ".....	30	3 30
43, " " " " " ".....	33	3 60
168, 12 " " " " " ".....	35	4 15
1129, 4, Pocket Comb.....	48	5 50
1128, 5, " " " " " ".....	65	7 50
616, 7, Barber " " " " " ".....	65	8 50

Chandelier Hooks.

No. 9 3/4 inch with plate.....	50	
3201 3/4 inch with plate.....	75	
410, 6 " " " " " ".....	10	
410, 8 " " " " " ".....	1 25	
410, 10 " " " " " ".....	1 75	
410, 12 " " " " " ".....	2 00	

Cage Hooks and Springs.

Bird Cage Hooks screw or swing.....	45	
" " " " " " " ".....	65	
" " " " " " " ".....	40	

Egg Beaters.

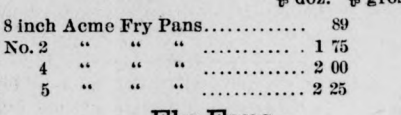
No. 00 Acme Egg Beater.....	72	8 00
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Flesh Forks.

3 Prong 15 inch Flesh Forks.....	60	7 00
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Fry Pans.

	doz.	gross.
8 inch Acme Fry Pans.....	89	
No. 2 " " " " " ".....	1 75	
4 " " " " " ".....	2 00	
5 " " " " " ".....	2 25	



Fly Fans.

Mechanical Fly Fans each 1 75		
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Gimlets.

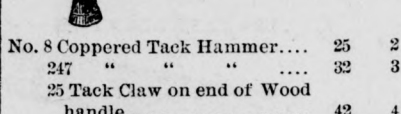
Iron Head Nail Gimlet.....	18	2 00
Wood " " " " " ".....	30	3 40
" " " " " " " ".....	45	5 25

Glue.

Le Pages Glue with Brush.....	85	10 00
Handy Glue Pots.....	2 40	

Hammers.

No. 8 Coppered Tack Hammer.....	25	2 75
247 " " " " " ".....	32	3 60



25 Tack Claw on end of Wood handle.....	42	4 75
2 Tack claw on end of Wood handle.....	70	8 00
12 Atz eye Full size.....	89	10 50
1 Atz Eye Full Sized Pl'shd.....	2 00	

Hatchets.

400 Toy Hatchet.....	37	4 25
475 " " " " " ".....	85	10 00

Hardware Sundries.

14 Flat Iron Stands Cooperd.....	36	4 20
19 Garden Trowel.....	28	3 00
302 Cover Lifters.....	30	3 25
17 Tea or Coffee Pot Stands.....	32	3 60
6 inch Garden Trowels Ebony Hdl.....	75	8 50
2 1/2 inch Door Stops, Rubber T'pd.....	30	3 50
Bird Cage Springs.....	40	4 50
Pliers.....	33	3 50
No. 6 Pincers.....	34	3 75
Wire Nippers.....	34	3 75
Compasses.....	32	3 50
3 Hook Ward Robe Hooks.....	38	4 50
Jack Chair 12 yds in box 60.....	2 25	
Flower Pots Brackets Swinging.....	1 50	
Flue Pots.....	2 40	
Ice Breakers No. 40.....	1 50	
Ice Hatchets.....	2 00	
Ice Tong No. 2.....	1 80	
Ladies Floral Tools No. 1.....	2 00	
Coat Hangers.....	29	3 25
Pot Chain No. 1.....	72	8 50
Police Whistles.....	48	

Jumping Rope.

No. 1 Jute Jumping Rope with handle.....	30	3 25
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Key Rings.

	doz.	gross.
No. 2 Jute Jumping Rope With Handles.....	40	4 50
No. 4 Jute Jumping Rope With Handles.....	75	8 50

Knife and Fork Boxes.

Wood with Tin Carvers.....	80	9 50
Tin Japanese No. 1.....	80	10 50
Wicker oblong No. 330 2.....	2 50	
Fancy " " " " " ".....	7489	10 50

Mouse Traps.

Oblong 2 holes.....	35	4 00
Round 4 holes.....	70	8 00
No. 3 spring catches them alive.....	1 50	

Poppers.

1 quart Round.....	1 00	
1 " Oblong.....	1 00	
2 " " " " " ".....	2 10	

Potato Mashers Wire.

No. 11 Wire Masher.....	33	3 75
9 " " " " " ".....	78	9 00

Pins.

No. 4 Adamantine Pins.....	14	
3 " " " " " ".....	16	
BB Ne Plus Ultra.....	35	
F 3/4 " " " " " ".....	40	
SC " " " " " ".....	45	
MC " " " " " ".....	48	
F 3/4 Eureka Toilet Rolls.....	70	
SC " " " " " ".....	78	
MC " " " " " ".....	85	
No. 3 Daisy Saffty Pins.....	25	
2 " " " " " ".....	28	
3 Lindsays Safety Pins.....	25	
2 " " " " " ".....	30	
3 Original.....	30	
2 " " " " " ".....	35	
Lyon Hair Pins in oz pkgs 18 p lb.....	45	
Royal Hair Pins Asst Boxes.....	45	

Shell Hair Pins or Ornaments.

No. 51 or 48 Shell Hair Ornaments.....	25	
10 " " " " " ".....	25	
46 " " " " " ".....	30	
382 " " " " " ".....	40	
396 " " " " " ".....	45	
397 " " " " " ".....	60	
394 A " " " " " ".....	85	
373 " " " " " ".....	85	

Brilliant Hair Ornaments.

No. 4 Brilliant Hair Ornaments.....	75	
2 " " " " " ".....	75	
3 " " " " " ".....	85	
1 " " " " " ".....	85	
11 " " " " " ".....	1 50	
13 " " " " " ".....	1 75	
15 " " " " " ".....	2 00	

Rules.

	doz.	gross.
1 foot Boxwood Pocket.....	54	6 50
2 " " " " " ".....	72	8 65

Carpet Sweepers.



No. 5 Bissell Carpet Sweeper.....	17	00
Grand Rapids " " " " " ".....	20	00
2 Crown Jewell " " " " " ".....	24	00

Or any other style made by the Bissell Carpet Sweeper Co. packed in boxes of 1/2 or 1 doz lots.

Screw Drivers.

Sewing Machine Screw Drivers.....	34	3 85
5 inch Full Size " " " " " ".....	47	5 00

Fire Shovels.

No. 80 Vulcan Fire Shovel.....	38	4 40
130 Tin Hdle " " " " " ".....	75	8 75
56 20 inch Hollow Handle.....	75	8 75

Spring Balance.

No. 10 Spring Balance weighs 24 pounds.....	80	9 50
No. 51 Spring Balance weighs 20 pounds.....	2 00	

Sprinkling Cans.

2 quart Patent Rose.....	2 25	
4 quart Patent Rose.....	3 00	
6 " " " " " ".....	4 00	
8 " " " " " ".....	5 00	
10 " " " " " ".....	6 00	

School Bags.

13 inch Manila School Bags.....	75	
14 " " " " " ".....	85	

School Slates.

6 x 9 Common Slate	36
6½x10 " "	42
8 x12 " "	65
5 x 7 Noiseless " Covered.....	68
7 x11 " " " "	1 05
9 x13 " " " "	1 32
6 x 9 Double " "	1 80
7 x11 " " " "	2 15
Asst Case 8½ doz Common Slates	
case \$3 85	