

The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, JUNE 29, 1887.

NO. 197.

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

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Butter, Eggs, Wool, Potatoes, Beans, Dried Fruit, Apples and all kinds of Produce.

If you have any of the above goods to ship, or anything in the Produce line let us hear from you. Liberal cash advances made when desired.

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157 South Water St., CHICAGO.

Reference: FIRST NATIONAL BANK, Chicago. MICHIGAN TRADESMAN, Grand Rapids.

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: FELSANTHAL, GROSS & MILLER, Bankers.

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.

PATENTS LUCIUS C. WEST,

Attorney at Patent Law and Solicitor of American and Foreign Patents. 106 E. Main St., Grand Rapids, Mich. U. S. A. Branch of London, Eng. Practice in U. S. Courts. Circulars free.

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And Shoe Store Supplies.

SHOE BRUSHES,

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SHOE POLISH,

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Heelers, Cork Soles, Button Hooks, Dressings, etc. Write for Catalogue.

118 Canal Street, Grand Rapids.

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BELKNAP

Wagon and Sleigh Co.

MANUFACTURERS OF

Spring, Freight, Express,

Lumber and Farm

WAGONS!

Logging Carts and Trucks

Mill and Dump Carts,

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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.

FURNITURE TO ORDER.

Anything or everything in the line of Special Furniture, inside finish of house, office or store, Wood Mantels, and contract work of any kind made to order on short notice and in the best manner out of thoroughly dried lumber of any kind. Designs furnished when desired.

Wolverine Chair Factory,

West End Pearl St. Bridge.

FIREWORKS

I have been designated by the Standard Fireworks Co., of New York, as Sole Agent for this territory, and carry a nice line of these goods. Send for catalogue and price list before buying.

Alfred J. Brown,
GRAND RAPIDS.

EDMUND B. DIKEMAN,

GREAT WATCH MAKER,

JEWELER.

44 CANAL STREET,

GRAND RAPIDS, MICH.

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GRAY IRON CASTINGS A SPECIALTY.

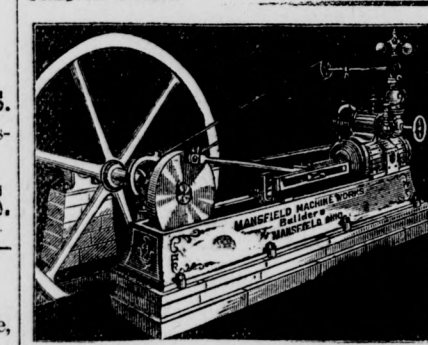
Send for Estimates.

71 South Front St., Grand Rapids, Mich.

PORTABLE AND STATIONARY

ENGINES

From 2 to 50 Horse-Power, Boilers, Saw Mills, Grist Mills, Wood Working Machinery, Shafting, Pulleys and Boxes. Contracts made for Complete Outfits.



W. C. Denison,
88, 90 and 92 South Division Street,
GRAND RAPIDS, MICH.

SALT FISH

Bought and Sold by

FRANK J. DETTENTHALER,

117 Monroe St., Grand Rapids.

Oysters the Year Around

To Cigar Dealers

Realizing 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.

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Flint, Mich.



EATON & LYON,

Importers,
Jobbers and
Retailers of

BOOKS,

Stationery & Sundries,

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

W. R. STEGLITZ,

Proprietor of

Eaton Rapids Cigar Factory.

Manufacturer of the following popular brands:

S. & M.

CRICKET.

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Dealers not handling any of above brands are solicited to send in a trial order.

Eaton Rapids, - Mich.

CHARLES A. COYE,

Successor to

A. COYE & Son,

DEALER IN

AWNINGS TENTS

Horse and Wagon Covers,

Oiled Clothing,

Feed Bags,

Wide Ducks, etc.

Flags & Banners made to order.

73 CANAL ST. - GRAND RAPIDS.

WONDERFUL SOAP

There may have been, and I presume there were, sutlers with consistent temperance principles, but I never happened to be introduced to one. As a rule, it appeared to be a firmly seated belief among them that the Rebellion could never be suppressed without the fighters had access to a reasonable supply of liquid stimulants, and no matter how peremptory was the commanding general's order regarding the sale of intoxicants or how severe the penalties prescribed for its violation, it was rarely that you found the sutler unprovided with these particular "sinews of war." I have read as iron-clad an ultimatum from headquarters regarding the traffic as any prohibition committee could devise; assuring the transgressor of pains and penalties that would reasonably suggest ruin to himself and business; yet, right in the wake of this, I have seen the Generals of the division and brigade, members of the staff, and regimental officers, staggering to their quarters after midnight, patriotically drunk, roaring out attempts at loyal songs, and all enthusiastic in praise of the sutler's hospitality.

The only recognition that I remember of receiving in after life from any man of military note was through the medium of sutler's whiskey. Gen. Sen., who is at present a man of national reputation, used, during "the unpleasantness," to be constantly "soaked," yet, by good luck, he made a brilliant record, and came out of the war with "flying colors." One night during the absence of F., our sutler, I occupied his bunk, and about midnight was awakened by a loud and imperative voice demanding admission. On inquiring the name of visitor, I found it was Gen. Sen., and lighting a candle, I undid the fastenings of the tent door.

"Young Man! By Gad Sir!" remarked the distinguished arrival "Get me out a bottle of your best bourbon, immediately, sir!"

I explained to the General that I was only temporarily in charge, and had no authority to transact business, much less to sell liquors.

"Soldier! By Gad sir!" interrupted the applicant, "Don't trifle with the feelings

of a dying man! I was thirty miles away from here this morning, and my infernal orderly broke my flask. By a diabolical and almost fatal series of coincidences, every man I applied to was out of liquor, and I have just managed to drag myself here."

By mingled entreaties and commands, I was at last induced to hunt up the whiskey, and before leaving the General turned down at least a pint of undiluted spirits, and putting the remainder under his arm departed.

A year or two after the war I was introduced to the General at a reunion, and after looking at me intently for a moment he said:

Gentlemen, I don't need an introduction to this comrade! God bless him! he saved my life once! But the way in which it was done will remain a profound secret between us," he added with a humorous wink.

Towards the close of hostilities and under such generals as Sherman, the glory of the sutler passed away, and it gradually dawned on the veterans that it was possible to exist without him, but brief as was his supremacy, he succeeded in almost revolutionizing many branches of manufacture. Under his dictation sprung into life the modern plug tobacco. In consequence of his orders, the canned goods makers multiplied in the land. He was almost the creator of the oyster, canned milk, the bottled mixed pickle and numberless other like articles now in common use, and before he returned to civil life he had changed the dietary habits of no inconsiderable part of a great nation.

Millions of Pins, Needles and Fish Hooks.

A correspondent of an English trade journal observes that it has long been a matter of conjecture how it came to pass that Redditch and its neighborhood first became the home of the needle trade in England. Some have imagined that the plentiful supply of water-power in the neighborhood was among the chief causes, and it is a fact that many of the great dams, no longer used, are still to be seen between Redditch and Alcester. But unfortunately for this theory the first mills used in the trade were horse-mills, which were succeeded by wind-mills, and these in turn gave way to the steam engine. Emery stones, so useful in the needle trade, are found plentifully in this neighborhood, and this may have induced the pioneers of the industry to select Redditch as their "ocal habitation." The historic records of needle making since its first establishment in 1550 are full of interest, but my present intention is to glance briefly at the industry and its sister trade, fish-hook making, as they are to-day, noting some of the improvements made during the last few years. According to the most recent estimate, the present weekly production of needles in the Redditch district is not less than 50,000,000 per week, and, as may be inferred from this enormous aggregate, machinery has been brought to bear upon the trade in a most extensive degree and with marked success. The pointing of needles, one of the most delicate of all the operations, is now almost exclusively done by machinery, and so is the cutting, skimming, stamping, eyeing, tempering, counting, heading and tailing, bluing, burnishing, finishing, assorting and sticking. New and improved machines for all these processes have been successfully introduced during the last twenty years or so, and, unlike the experience in other trades, the machine work about needles is not only cheaper but better.

The latest novelty, and one which is a pronounced success, is the "grooving" machine for making sewing-machine needles, the old stamping process being thereby superseded. Work done by the "grooving" machine is better and truer, besides being more economical. The old process of either gilding has almost entirely been superseded by the newer and improved method of electro-gilding. Redditch is becoming a rival of Birmingham in the manufacture of pins, the ordinary common household pin being supplemented by shawl and scarf pins with glass and steel heads. About two tons weight of pins of all sorts are made at Redditch weekly. According to the latest census which ingenious enterprise has taken in this trade, the production ought to increase by "leaps and bounds" for an attempt is being made to reconstruct the machines so that they may produce two pins at a time instead of one. Redditch produces every week an average of 20,000,000 fish-hooks of all descriptions, from that required by the angler of minnows in the streamlet to that adapted for pike and salmon fishermen. Machinery is very largely used in the manufacture of fish-hooks, and in connection with the smaller class of sea-hooks electro-finning is being extensively adopted. Fishing-rods, floats and swivels now constitute important branches of artificial flies, which are exclusively hand-made.

The "New and Cheap Telephone."

Some facts in regard to a telephone which is being tried in Europe are given in the London Times. The description shows the new telephone to have some advantages over those generally used. It is of very small size, and in appearance resembles as nearly as can be described a shield covering the button of an electric bell. Merely touching it summons someone on the other end of the wire. In order to converse, the shield, which forms the receiver and is attached to the instrument by a wire of any desired length, is removed from the wall and applied to the ear. The part exposed is a disc of carbon, and any sound uttered at or near it is plainly conveyed to the receiver. The persons conversing may each be one yard away from the instrument and yet make their voices plainly heard, while the battery power needed is no greater than that used in working electric bells. The cost is small, and application universal. This telephone was used in transmitting messages from Brussels to Paris last March. It is said that the forts about Paris are connected with each other by this telephone.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN.

It is now nearly a quarter of a century since the sutler ceased to be an important factor in the American business world, and to-day his species is nearly extinct—existing, like the elk and antelope, only in rarely visited and remote parts of the Great West; yet during the civil war he gave an immense impetus to commerce.

While I gravely suspect that profit rather than patriotism, and lucre more than loyalty, induced him to leave his yard-stick in the furrow and hastened to the front, yet I still believe that the sutler of the rebellion has been too shabbily treated by my old army comrades. Like the home merchant, he had the faults and frailties of human nature, but he had also, at many times, that which seemed the only link between home comforts and enjoyments and semi-famine, exasperating monotony and enforced destitution.

I have a soft spot in my heart for the sutler. To be sure, he charged me, probably, a couple of hundred per cent. profit on his wares, but he was so frequently the means of reconciling differences between my stomach and the balance of my anatomy that I regarded him rather as a Howard than a Shylock. He was one of the few traders whom I have known who adhered rigidly to "the one-price system," and could never be induced to make an exception in my favor, but when the strain of campaigning told upon my garments, and rendered me an object of positive indecency, he reclothed me and took my simple promise to pay in return. He had little of the saucy and obsequiousness of the ordinary merchant and never thanked me for my patronage and invited me to call again, but he would, occasionally, after business hours, invite me into his tent, and dispell my home-sickness with liberal libations of stale lager, and frequently glimpses of a fat, black bottle. While he was autocratic and unapproachable, at times, and during the rush of business treated the colonel of the regiment with little more courtesy than the raggedest private, he was on the other hand, never given to any of the quirks and quibbles of trade. If his cheese was full of maggots, his eggs over-ripe, his canned goods sour and fermenting, his tobacco rotten and his clothing sun-streaked and moth-eaten, he never sought to excuse or palliate the fact. In substance, all his apparent interest in the matter would resolve itself into, "take it or let it alone, but if you take it, don't bring it back." Yes, the sutler was cranky and important and, perhaps, extortionate, but when pay-day was afar off in the dim distance, with marches and battles and sickness intervening between, he never once intimated to you that, although your account was assuming alarming proportions, your custom wasn't as acceptable as Brig-Gen. Spangler's.

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NUTMEGS.

Where They Come from and How They are Sold.

Down in the cellar of a Water street warehouse a man was shoveling nutmegs into a coarse sieve and rattling away like a frugal housekeeper with an ash sieve.

"What's the matter with them?" asked a reporter.

"Nothing," answered the performer.

"Don't you see I'm only grading them?"

"Won't the grocer charge more for a big nutmeg than for a little one?"

"Well, right here in these boxes the nuts are just as they came from Singapore and Batavia. They are what the trade calls 110's; that is 110 to the pound, and that is the way this firm bought 'em; but as a matter of fact 110's average better than that, and it pays us to pick out the big ones and sell them separate—see? The largest nuts run about 70 to the pound, but there are some feather-weights that go ten to the ounce?"

"What makes them look so white?"

"Lime. It was shaken over them when they were put out for shipment. It keeps them fresh, and it weighs something, too. When you buy nutmegs in the East each one of these boxes goes for half a picul. But the New York jobber takes very little for granted, when he puts his money into merchandise that has sailed as far as those nuts have. Every box of them has got to be weighed on a Yankee beam, and on freedom's own soil, too; and what's more, 10 per cent. of every parcel must be tared before the jobber let's go of his silver dollars. Foreign weights must be naturalized, like the foreigner himself, before we take much stock in them. Nutmegs that average 110 to the pound cost us about half a cent a piece, but before they get to the snowy head of a milk punch, or into the inner richness of a rice pudding, they cost the consumer two or three cents each. Formerly Singapore used to have the lead on Batavia for nutmegs, but now honors are easy. Nutmeg immigrants from the latter port usually call at the Dutch paternal home in Rotterdam and then take a steamer hence; but the Singapore variety, true to natural instinct, generally drops in at London to see the old folks before winding up at the foot of Hudson street, New York. The direct steamers all berth on the East river side, and discharge their cargo of aromatic exiles amid the faded glories of Cherry Hill.

Lots of pretty girls wear a nutmeg round their necks as a charm against sickness. It is to them like a scapular to the pious or the face of her beloved to the love-lorn maid."

A Talk on Starch.

From the Commercial Bulletin.

Starch is so common in these days and so cheap, too, that it seems hardly possible that the world got along without it for so many centuries.

Starch plays an important part in the economy of nature, and is found in greater or less quantities in all cereals—very particularly in wheat, barley and corn. In wheat, potato, rice and beans it is associated with gluten, mucilage and saccharine matter. It can also be extracted from horse-chestnuts, and every intelligent, economical housewife knows how to prepare starch. Few are compelled to resort to this laborious process, now, as a much better article can be secured at any grocer's for a few cents per pound.

This simple article, now so indispensable in household economy, the laundries and cotton manufacturers, that not less than five hundred tons are consumed daily in the United States alone, was scarcely known until the Elizabethan period and then only a very inferior article was used in laundrying the ruff and then, worn by the famous Beau Brummel was conspicuous in London for his stiffened cravats, and long kept the fact that starch was employed to produce the envied effect a secret. What was then a luxury for the rich, is now one of the commonest articles of every day use with all classes.

John Biddis, of Pennsylvania, secured a patent for extracting starch from potatoes in 1802, and the industry has grown to very considerable proportions, and many thousands of bushels of potatoes are now consumed annually for this purpose. Potatoes yield about eight pounds of starch to the bushel, so that when there is a good crop the business of manufacturing starch from them can be made very profitable.

The proportion of starch in grains averages from thirty-five to seventy-seven per cent. In wheat it is eighty-five to ninety per cent. Corn stands next to rice and yields from sixty-five to eighty per cent., and as corn is a natural product of the United States, it follows that this country possesses advantages over any other in the production of so important an article of commerce as starch.

The manufacture of starch from corn is not confined to the quality employed for laundry purposes, but edible starch is produced very extensively and is popular as nutritious and delicate food.

Like all other necessary and useful articles, many brands of starch both for the laundry and culinary use are adulterated, and dealers should buy only from reliable and honorable manufacturers.

Coffee and Tea Adulteration.

From the Scientific American.

An enterprising daily paper, anxious to learn something of the extent and nature of that general adulteration of tea and coffee which has so often been alleged, recently caused several hundred samples of these to be gathered from various retail stores throughout the city of New York, and turned the same over to a chemist for analysis. The results as published would indicate that sophistication of these products is so rare as to scarcely deserve mention, and might, as a natural consequence, be looked to to prove that the charges so frequently made may not be sustained.

This particular examination is valuable in its way, and it does not go far enough. It has not by any means proved that tea and coffee do not suffer very generally hereabout from adulteration. It only proves that pure coffee and tea may readily be had, if only

one asks for and shows a disposition to pay for them, and perhaps it is not too much to add that all this was generally known before.

Those who collected the samples for the recent test were instructed to ask for pure coffee and pure tea, and were supplied with money to pay for these articles. But let us suppose that they contented themselves with purchasing samples of these articles which were placed before their eyes, "Pure Java Coffee" and "Pure Tea," at ridiculously low prices. How would these have stood the test?

It is a custom, now become quite general in New York and elsewhere, to give away china and other wares to the purchaser of a certain specified number of pounds of tea or coffee, some stores giving tickets with each pound sold, which tickets, when enough are in hand, entitle the owner to various descriptions of presents. Now, any one who has the time and the inclination to look (and he needn't go very far) may find the brands of teas and coffees which fetch, say, 40 and 50 cents a pound at wholesale marked at 30 and 70 cents respectively, with the promise of an ultimate present thrown in to tempt the buyer. It doesn't require the services of a chemist to discover how this is done. The coffee is adulterated, and the teas blended with those of inferior quality. It would be interesting to know just how much chicory the purchaser of low-priced ground coffees gets, and how much roasted hardtack and rye and peas. Chicory is generally thought to improve the flavor of coffee, and the average consumer is willing to have his coffee thus "improved" to the extent of, say, 5 per cent.; but there is reason to believe that when he pays a very low figure, and gets a share in a set of crockery besides, that 40 per cent. of chicory, at least, is added to his coffee. Even then the per cent. of chicory is not greater than that which the French and Germans are wont to use.

Getting Even With the Teller.

Baltimore American.

There is in Washington a small boy, not more than ten years of age, whose indulgent mother keeps him well supplied with pocket money. This young man opened an account with the local savings bank some time ago, and on the first of April he had on deposit there about \$35. Two or three days later he had a falling out with the teller of the institution. For nearly a week he tried to think up some method of settling the score, and at last he hit upon a plan. He went to the bank and drew out \$30 from his store. Then he went over to the Treasury building, which is across the street, and had his three "tens" converted into thirty "ones."

Next he proceeded to make out thirty deposit slips, each for \$1. These he carried to the bank, one at a time, compelling the poor teller to make thirty separate entries in his books. The following day this young fiend again drew out \$30. Again he visited the Treasury, but this time he had his money changed into silver quarters, bright from the mint. One hundred and twenty deposit tickets were then prepared, and a corresponding number of entries had to be made in that unfortunate teller's big books. Then for three days an armistice was declared, but at the end of that time \$30 was again drawn out, and this time when the boy visited the Treasury building it was dimes that he wanted. The regulation deposit slips were prepared once more, and the teller gritted his teeth when he saw that he was again to be made the victim of that boy's vindictiveness. At last the 300 dimes were all in the bank, and the young villain prepared to reduce the store of his wealth to nickels, but he was notified that the bank would insist upon the thirty days' notice allowed by law, and for a time the teller rests.

Study Your Customers.

The Merchant.

Few retailers realize the importance of studying their customers. There is a great difference in human nature, and a liberty taken with one person might prove a woful failure if applied to another. A retailer meets with all kinds of people; some are talkative, others reticent; some know just what they want, others haven't the faintest idea and must be told. Frequently there will be found customers who are reticent one day and very talkative the next, and it is much better for the merchant and his clerks to cater to the peculiarities of each individual, allowing him to display his nature for the day before committing any liberty by making conversation or suggestions. There can be no greater mistake made by grocer or clerk than an attempt to put other goods than those actually called for into the hands of a buyer who knows just exactly what he or she wants. A good many retailers have a habit of treating the request of a customer with the utmost indifference, so far as their efforts toward executing it are concerned. There are goods of certain classes which have an established reputation among consumers; competition has brought into the market imitations of them either in purport or brand, and, of course, at a reduced price to the consumer, but at the same time they are made to pay the dealer a better profit in order to urge him to push them. The dealer, of course, is anxious to make all he possibly can and in many cases he can put the most profitable goods successfully into a consumer's hands, but we must caution him not to "cut off his nose to spite his face," by forcing them upon individuals who are firm in their demands.

Montana Poison Law.

The Montana Territory is without a pharmacy law, but the Legislature recently passed the following act: "Whoever sells arsenic, strychnine, corrosive sublimate, or prussic acid, within the territory, shall keep a record of the date of such sale, the name of the article, the amount thereof sold, and the name of the person or persons to whom delivered. Any person neglecting to comply with the provisions of the act shall be fined in a sum not exceeding \$50 for each and every offense. Whoever purchases deadly poisons as aforesaid, and gives a false or fictitious name to the vendor, shall be punished by a fine not exceeding \$50. The record provided to be kept by this act shall be open to inspection for any and all persons at all times." As will be noticed, the schedule of poisons in this law is surprisingly small.

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, JUNE 29, 1887.

THE NEW LAW.

The Commission to enforce the Interstate Commerce law has published an elaborate opinion on the meaning of the long-and-short-haul clause, which indicates their purpose with regard to it. The TRADESMAN is glad to see that they will not suspend its operation again for any railroad, and that after the date fixed in the suspensions already ordered, all railroads come equally under the operation of the clause. Neither will they undertake to decide beforehand in individual cases whether a change is in defiance of the law. Instead of that, they lay down certain general principles as involved in the clause, and especially in the words: "under substantially similar circumstances and conditions." They hold that these words justify no discrimination between local and through freight as such, nor any discrimination in favor of particular localities, manufacturers, or mines, nor the carrying of freight below cost fairly computed, for the sake of competition. They do not accept the principle that any freight may be taken which adds more to receipts than to expenses, as railroad men have claimed before the Commission itself. They do assent to the contention that freight taken in competition of water-ways, traffic may be charged at a lower rate to meet the competition of water-ways. And they affirm that the purpose of the law is to encourage a reasonable degree of competition as a public benefit.

THE TRADESMAN sees nothing to call for dissent in these statements, and is of opinion that the Commission has taken the right way of procedure in refusing to be both legal adviser and judge to the railroads. But we also fail to see that the Commission has grasped firmly the principle of the new law. That we take to be that the railroads shall not give any locality advantages over others, which nature has not conferred upon it.

The Commission has before it two cases under the law which forbids personal discriminations. A white citizen of Georgia sues a railroad for excluding him from a car set apart for the use of colored passengers. A colored citizen of Alabama sues a railroad for excluding him from the car reserved for white passengers. Much interest will attach to these cases, as their decision involves result which affect the social relations of the two classes. In the North, no discrimination is attempted or would be tolerated. The matter is never noticed and the popular feeling is that many white people are more disagreeable as passengers than is a clean black man. But in the South the social repugnance to even the best class of colored freedmen—ministers, school-teachers and the like—has been deepened rather than removed by the abolition of slavery. The Southern women, especially, are determined to mark their position as that of an inferior and servile race, to whom no recognition of human equality is to be recorded. But the new law, passed mainly by Southern votes, seems to have put a difficulty in the way of that policy.

The Supreme Court of the State of Georgia has pronounced a decision which does the State more honor than its people may be ready to recognize. A wealthy bachelor had left his estate to his colored mistress and his illegitimate daughter. The natural heirs sued for the property on the ground that it is against public policy to allow property to pass to negroes under such conditions. The Court decides that the fact of the inheritors being colored has nothing to do with the case. Colored people have just the same civil rights of inheritance as white people, and as nobody denies the right of a white mistress and her illegitimate children to succeed by bequest, this colored woman and her daughter inherit. Before the late unpleasantness, they would have been sold on an auction-block, and these natural heirs would have divided their price. But times have altered, and the supreme tribunal of Georgia has not driven these two women to defend their rights in a United States Court.

The wheat "corner" in Chicago, which failed so disastrously, has left as one of the wrecks a large bank in Cincinnati, misnamed the Fidelity. The completeness with which the gamblers have despoiled the bank is shocking, nobody apparently being likely to save anything out of it but the holders of its notes, which are made good by the deposits at Washington. Some people think that such experiences have no effect upon the public mind—that notwithstanding this disaster, reckless speculation will go on just as fast as ever—but the contrary is more reasonable. The public does lay such things to heart.

Germany is plainly upon the eve of great changes. The Emperor is very feeble, and his death seems near at hand. The throat affection of the Crown Prince, according to the burden of the reports, is not curable. Bismarck is attacked by rheumatism, and too ill to leave Berlin. No one needs to be told what a crisis in the affairs of Germany is involved in these facts.

The organization of the Manistee Business Men's Association last week increases the number of local bodies in this State to eighty-one. Of this number, 70 have affiliated with the State organization, giving that body the co-operation and support of 2,119 business men. THE TRADESMAN prophesies that the number of local organizations will reach 100, and the State membership 3,000, by the time the September convention meets at Flint.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

J. A. Smyth has removed his grocery from his old location on Front street to 32 West Leonard street.

Hester & Fox have leased the double store on South Division street now occupied by Amos S. Musselman & Co., and will move to that location as soon as the present occupants vacate, which will be about August 15.

Harry Perkins and Walter McBrian, conducting a brokerage business under the style of Perkins & McBrian, will dissolve partnership on July 1, each continuing on his own account.

Manager Bonnell, of the West Michigan Oil Co., states he has made contracts for the construction of buildings at Allegan, Howard City, Big Rapids, Ludington, Cadillac and Petoskey, when he will establish tank line connections with those towns.

Messrs. Thomas and Baldwin, late of Woodstock, Ont., and O. W. Bloomfield, of this city, have formed a copartnership under the firm name of Thomas, Bloomfield & Baldwin and engaged in the manufacture of reed and rattan chairs at 96 Third street.

Mrs. M. C. Burch is erecting a three-story building, 40x80 feet in dimensions, near the Eaton & Christensen cracker factory, on Upper Canal street, which will be occupied by Clark & Hodges. Hester & Fox have contracted to furnish a 30 horse power engine and boiler.

The project of starting another spice house at this market, to be owned and controlled by the jobbing houses on a stock company basis, is being revived. An outside man has been in town several days looking over the field and expresses himself as favorably disposed toward the project.

Mr. Eames, of Chicago, the inventor and manufacturer of the Eames loose pulley, has come to Grand Rapids for the purpose of organizing a stock company for the purpose of engaging in the manufacture of his pulley, a split wood pulley invented by a Benton Harbor man and the patent hanger invented by Willis J. Perkins, of this city. The company will also handle shafting and boxes. It is intended to inaugurate business with a capital stock of \$25,000.

AROUND THE STATE.

Detroit—Geo. Engelhart, furniture dealer, has sold out.

Lansing—Mrs. B. Hoffman, restaurant, has been burned out.

Ludington—A. D. Brooks, bazaar, has removed to Charlotte.

Belding—Chas. Gildemeister has opened a wagon and repair shop.

Evart—C. E. Smith succeeds C. G. Smith & Co. in general trade.

Stanton—The Stanton Milling Co. succeeds Turner & Reynolds.

East Jordan—Dr. F. C. Warne has engaged in the drug business.

Muskegon—Geo. H. Maul succeeds Maul Bros. in the grocery business.

Manistee—Henry Koster succeeds Koster & Haak in the meat business.

Muir—C. H. Warner & Sons succeed H. C. Dutton in the milling business.

Clarksville—Dr. B. E. Hess has purchased the C. L. Howard general stock.

Ironwood—Heyman & Aronson, clothing dealers, have dissolved, Aronson succeeding.

Eaton Rapids—Sanford Wright has bought out J. A. Hamlin's restaurant business.

Detroit—Geo. W. Witherspoon succeeds Witherspoon & Mutch in the plumbing business.

Six Lakes—E. O. Bellows & Co. succeed W. A. Wood in the drug and grocery business.

Charlevoix—Fred Herren has purchased a half interest in the meat market of Robt. Johnson.

Carson City—F. A. Rockafellow & Co. are building a second warehouse, 200x36 feet in dimensions.

Reed City—Dr. A. G. Goodson has moved his grocery and hardware stock from Manton to this place.

Belding—L. L. Holmes has bought the Greenop grocery stock, at Orleans, and removed it to this place.

Sault Ste Marie—E. H. Martindale, formerly of Harbor Springs, has engaged in the restaurant business.

Conklin—Nelson McWilliams has sold his property at Coopersville and will engage in trade at this place.

Morley—Chas. Lawson is endeavoring to sell his boot and shoe stock, in which case he will remove to Duluth.

Allegan—E. Root has sold his grocery business to M. F. Small, late of Ft. Wayne, Ind. Mr. Root will resume retail pursuits.

Hudson—The Hall drug stock has been purchased by Richards & Son, of Canandaigua, who will continue the business at the old stand.

Manton—James McMichael has closed his grocery store and moved the stock to Haring, where he has a stock of goods and a sawmill.

STRAY FACTS.

Casnovia—W. H. Benedict's assets are \$1,079. His liabilities are \$2,070.

Manton—Green & Son's flouring mill burned last Friday. Loss, \$5,000.

Cadillac—Hoffman & Co. indulged in a chattel mortgage. Their store is closed.

Detroit—The Peninsular Savings Bank is being organized, with \$200,000 capital.

Boyne City—B. F. Ingals has sold out his livery business and will remove to San Diego, Cal.

Muskegon—J. W. Blodgett succeeds D. M. Benjamin as a director in the Muskegon Boom Co.

Saugatuck—The Indiana man who contemplated starting a bank here has abandoned the idea.

Muskegon—The West Michigan Oil Co. will begin running tank cars to this point about July 15.

Detroit—The Detroit Carpet and Furniture Co. has been incorporated, with a capital stock of \$40,000.

Paris—W. D. Hopkinson, for several years engaged in trade here, started for Dakota last week.

Detroit—Stearns, Worden & Co., manufacturing chemists, have increased their capital stock from \$10,000 to \$20,000.

Marshall—The business men have nearly all agreed to close at eight o'clock p. m. from April 1 to October 1 and at 6 o'clock from October 1 to April 1.

Battle Creek—R. C. Parker, the grocer, is the owner of a dollar bill which was 113 years old last April, having been issued two years before the declaration of independence was signed.

Detroit—Articles of association of the J. P. Scanton Lumber Co. have been filed with the county clerk. The incorporators are Margaret A. Scanton, James P. Scanton, and Abram L. Stebbins. Capital stock, \$5,000.

Petoskey—S. C. Fell and W. B. Hill have retired from the firm of Fell, Hill & Co., shingle manufacturers. The business will be continued by S. A. Fell and A. J. DeArment under the style of Fell & DeArment.

Detroit—W. M. Wyckoff, assignee of the Smith & Owen Heater Co., has brought suit to compel Russell B. Owen, vice-president and manager of the company, to turn over to him, as part of the assets, two inventions in heating apparatuses.

MANUFACTURING MATTERS.

Casco—E. Decker has repaired his sawmill and added a lath mill.

Pentwater—The Pentwater Bedstead Co.'s new building is up as far as the second story.

Chippewa Lake—The Chippewa Lumber Co. is building a two mile extension to its logging road.

Saginaw—Chapin, Ring & Co. succeed Chapin & Lockwood in the manufacture of furniture and salt.

Menominee—J. A. Crozer has sold his stock in the Bay Shore Lumber Co. to the Soper Lumber Co., of Chicago.

Menominee—Some of the mills are said to be sawing some logs so small that a single 4x4 timber is all they will make.

White Cloud—J. D. Champion, of the grocery and shingle mill firm of Champion & Hayward, has been confined to his bed since June 6, but is convalescent.

Grand Haven—The Grand Haven Lumber Co.'s shingle mill will cease operations in October, which will wind up the manufacture of that commodity in Grand Haven.

Kalamazoo—O. M. Allen, basket manufacturer, has merged his business into a stock company, to be known as the Globe Basket Manufacturing Co. The capital, paid-in, is \$57,500.

Marquette—Mann Bros., of Milwaukee, White, Swan & Co., of Chicago, and the Doherty-Barrs Lumber Co., of Menominee, have lately purchased \$60,000 worth of pine land in this county.

Menominee—There was lately a contest in the mill of Ramsey & Jones between a circular and a band saw, the latter cutting 48,356 feet in the same time that the former cut 46,901 feet.

Hermansville—The Wisconsin Land & Lumber Co. has commenced erecting a big planing mill, which is to be 80x260 feet in size and two stories high. It will be ready for operation in October or November, and will be largely devoted to manufacturing the hardwood turned out by the sawmill.

Flooring, ceiling, casings, etc., will be the chief products.

Menominee—The Menominee River Manufacturing Co. lately elected the following officers: President, I. Stephenson; Secretary, Francis A. Brown; Treasurer, Jesse Spalding; board of directors, I. Stephenson, F. Carney, A. C. Merryman, Philatus Sawyer, S. M. Stephenson, Jesse Spalding, J. B. Goodman, Harrison Ludington and A. A. Carpenter.

Carson City Joins the State Body.

CARSON CITY, June 21, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—Enclose please find draft for \$3.20, for per capita dues to become auxiliary to the M. B. M. A. We have thirty-two members and are progressing nicely. Our last meeting was a good one and everybody felt pleased with the results. Our membership will probably reach nearly 40 before a great while.

Give us all the benefits that come from State Association. Yours truly,

C. O. TRASK.

"Not Only Bright but Useful."

THE MICHIGAN TRADESMAN, published at Grand Rapids in the interest of business men, is one of our brightest exchanges. It is not only bright but useful and should be taken by every business firm in the State.

Association Notes.

The Bellaire Business Men's Association is paying out its money for street improvements.

The Lansing early closing movement is having sad results. The clerks have organized a brass band.

Hastings Banner: The Business Men's Association has a proposition from a furniture manufacturing association, employing from 75 to 100 hands, which will remove to this city if proper encouragement shall be given. We hope no efforts will be lacking to secure it. That's the kind of institutions Hastings wants.

Freeport Herald: The prompt action taken by the Freeport Business Men's Association in reporting delinquents has virtually eradicated the dead-beat from this place. Our merchants now report prompt paying customers who were even a year ago more or less careless in fulfilling their promises. It is better for all concerned when every person tries to live within his income.

Chas. Dumcove, the Keelersville general dealer, in remitting \$3 on subscription, writes as follows: It was in your paper that I first read anything in regard to the B. M. A. and I often wished one would start near enough that I might join it. As soon as you started the Hartford B. M. A., I joined. I think it the best way there is to collect bad debts. The enclosed \$3 is what a man paid me a few minutes ago. It has been standing three years.

The Woodland correspondent of the Nashville News writes as follows: "Our business men through their organization are fully determined to wage war on what are known as dead-beats. As the law now stands, it gives those who have a natural tendency in that direction a good chance to avoid paying their honest debts; so no course is left business men but to put their organization in full force, and push them to the wall. As those who are trying to pay and do an honest business are not included in the list, all objection to the theory that it is an organization to oppress poor people vanishes."

VISITING BUYERS.

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

Thos. Curry, Hudsonville.
Thos. Soverby, Rockford.
L. B. Chapel, Ada.
Thos. Cooley, Lisbon.
Patrick Lee, Spring Lake.
A. A. McCoy, McCoy & Maes, Traverse City.
E. Campbell, Baldwin.
Frank E. Cornwell, LaBar & Cornwell, Lake City.

R. G. West & Co., Lowell.
R. G. Beckwith, Bradley.
R. T. Parrish, Grandville.
Walling Bros., Lamont.
D. M. Wood, Cannonburg.
C. V. Nash, Bravo.
U. DeVries, Jamestown.
D. M. Wood & Co., Byron Center.
B. J. Robertson, Greendale.
Dr. John Graves, Wayland.
S. D. Mead & Co., Middleton.
Dr. H. C. Peckham, Freeport.
R. A. Hastings, Sparta.
H. Baker & Son, Drenthe.
H. C. Fisher, Drenthe.
M. Heyboer & Bro., Drenthe.
John Gunstra, Lamont.
R. Book, Bazel.
L. Kolkman, Filmore Center.
C. F. Sears, Rockford.
Hoag & Juddon, Cannonburg.
Hanson Bros., Morley.
Peter Steketee & Co., Holland.
C. E. Coburn, Pioner.
H. D. Deing, Hudsonville.
Robt. Graham, Coopersville.
Jno. Giles & Co., Lowell.
Jay Mariatt, Berlin.
C. E. Manley, Kalamazoo.
Smith & Bristol, Ada.
A. M. Church, Alpine.
Butchers & Tinsmiths, Grand Haven.
W. M. Rogers, Fennville.
Nelson F. Miller, Lisbon.
J. H. Thompson, Canada Corners.
DenHerder & Tania, Vriesland.
A. C. Barkley, Crosby.
J. E. Bros., Lamont.
H. Nan Noord, Jamestown.
N. Bouma, Fisher.
J. J. Sauer, Gitchell.
G. C. Baker, LaBarge.
Jno. Kamp, Zutphen.
Wm. Black, Cedar Springs.
Mrs. Huyser, Holland.
G. TenHoor, Forest Grove.
J. A. Shattuck, Sand Lake.
J. Volmar, Grand Haven.
M. Minderhout, Lankley.
D. N. White, Petoskey.
J. D. Thompson, Newaygo.
Snyder Bros., Brutus.
Geo. N. Remington, Bangor.
Jud. Rice, Rice & Lilley, Coopersville.
L. N. Fisher, Dorret.
R. Weertman, Holland.
G. M. A. Smith, Smith & Field, White Cloud.
W. W. Campbell, Plainwell.
C. Slaght, Hart.
G. M. Huntley, Reno.
J. P. Keeney, Ferry.
H. W. Potter, Hudsonville.
J. P. Dinwiddie, Carley.
Wm. G. Tefft, Rockford.
Gus Bergan, Bazel.
L. S. Scoville, Clarksville.
L. Johnson & Bro., Greenville.
J. J. Johnson, Filmore.
P. Hanson, Hanson Bros., Morley.
J. E. Edwards, O'Donnell.
J. H. Killmer, Saranac.
Henry Cliff, Spring Lake.
S. Monroe, Berlin.
Chapman & Callahan, Cedar Springs.
W. W. Woodhams, Plainwell.
Henry Harris, Greenville.
T. B. Seelye, Harbor Springs.
S. M. Elder, Spencer Creek.
I. J. Quick, Allegan.
W. DePre & Bro., Zeeland.
L. B. Chapel, Ada.
H. Cardinal, Allegan.
G. W. Robinson, Edgerton.
D. R. Crane & Son, Fennville.
A. N. King, Muskegon.
Farowe & Dalmion, Allegan.
Wm. Vermeulen, Beaver Dam.
G. J. Starks, Canandaigua.
A. & L. W. Wolf, Hudsonville.
Brautigan Bros., No. Dorret.
J. Grutman, Grandville.
I. Kipp, Carson City.
S. J. Martin, Sullivan.
J. J. Quick, Allegan.
E. J. Hewes, Newaygo.
G. H. Walbrink, Allegan.
J. Raymond, Berlin.

Position of the Traveler on the Transportation Question.

At the recent convention of the T. P. A., at St. Louis, the following resolution was unanimously adopted:

Resolved—That we, the Travelers' Protective Association of the United States, in convention assembled, demand from the railroad companies of the United States that recognition which is in obedience with law and consistent with business principles and equity. Recognizing the fact that all sections of our country cannot be governed by a uniform rate of fare, we demand that 1,000,000-mile tickets be sold to commercial travelers in New England, Eastern, Middle and Western States to the Missouri River; also, in Southern States and all States and Territories west of the Missouri River at materially reduced rates, and that these tickets shall be acceptable on freight trains. We also demand for our fraternity throughout the entire railroad system of the United States a uniform allowance of 250 pounds of free baggage. We demand for commercial travelers week-end excursion tickets over all lines of railroad, except where shown to be absolutely inexpedient, and we hereby pledge ourselves to accept any and all consistent safeguards which railroad companies may deem necessary for their protection against the abuse of concessions granted us. We also believe it our duty to ask nothing unjust or inconsistent with conservative business principles, and it is hereby further resolved that we will stand firm and unfalteringly to obey the commands of our authorized officials when they believe it to the interest of the association to exert our influence in diverting business from one channel to another.

Manistee—Onekama—Frankfort.

THE TRADESMAN will have something to say about the above named towns next week.

MISCELLANEOUS.

Advertisements will be inserted under this head for one cent a word or two cents a word for three insertions. No advertisement taken for less than 25 cents. Advance payment.

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

FOR SALE—A large double stock building and general stock of merchandise, consisting of dry goods, boots and shoes, hats and caps, ready-made clothing, furnishing goods, notions, etc. Building for sale or for rent with fixtures. To anybody wishing to purchase the stock I will sell cheap, as I am going to leave in thirty days. Address P. Lee, Spring Lake, Mich.

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THE REAL HERO.

Written Especially for THE TRADESMAN.
How oft we read of heroes grand,
Upon proud history's page,
High prancing lads, with fierce command,
And names that stun the age,
High o'er the throng, so grandly tall,
On chairs of state or throne,
But the little man outshines them all,
Who planks his dollars down.

Chorus—
Who planks his dollars down
With a free and open palm;
He's an honest man, God bless his heart,
Who planks his dollars down.

Spot cash for all the goods of earth,
For all his daily needs,
Who pays his way for all 'tis worth,
And talks with solid deeds,
Whose promises are scant and few,
And whose good word is proven true
By planking dollars down.

Away with princes, lords and kings,
With every glit'ring sham,
And up with the boss of men and things—
The honest business man.

He's a human helper, brave and strong,
Whose work is truly done;
You'll rarely find him in the wrong
Who planks his dollars down.

He's a brother man who asks no odds,
He knows no word like "wait";
To him come kneeling all the gods,
Yielding the keys of fate—
A hero in his every work,
Both great and small, 'tis one,
He ever drives straight at the mark,
And planks the dollars down.

His plans are sure, with steady eye,
He never risks a guess;
His creeds the grandest 'neath the sky—
Produce, and then possess.
No matter whether rich or poor,
You'll find him always one—
A real man, who makes things sure
By planking dollars down.

The man who's prompt in business way,
I'll risk him, bond or free,
But from him who's a slouch in pay—
Good Lord, deliver me.
If e'er I reach high Heaven's gate
Or the other party's throne,
With him I'll gladly trust my fate
Who planks his dollars down.

I know his soul is plumb and true,
Who's prompt with nimble coin,
And he's a devil through and through
Who flunks in the business line.
Religion, faith and loyal love
Are proved by works alone;
True saints began to soar above
By planking dollars down.

Away with the poet's gushing rhyme,
With hollow, sounding fame,
Away with priestcraft, mock divine,
And empty, jingling name.
Here's honor to the true man's part—
The only real renown—
And him we'll take unto our heart
Who planks the dollars down.

C. H. BARLOW.

Manistee in Line on Organization.

The business men of Manistee held a meeting last Friday evening for the purpose of considering the subject of forming a Business Men's Association. J. E. Mailhot was selected to act as chairman and H. W. Leonard as secretary. F. L. Fuller, of the Bank of Frankfort, enumerated the advantages secured by the Frankfort Business Men's Association, and set forth many good reasons why Manistee should enroll herself on the side of pay and progress, and the editor of THE TRADESMAN explained the details connected with association work.

On motion of A. H. Lyman, it was voted to proceed at once to the formation of an association. The constitution presented was then adopted, when the following gentlemen handed in their names for charter membership: A. H. Lyman, Edmund Kieling, McGuire & Westfall, Wm. Ferguson, Jno. Ogilthorpe, H. O. Haines, John McKinley, Henry Geigling, J. B. Newcomb, F. W. Dunlap, Bauman & Wall, Jorgenson & Jensen, Heath & Eaton, Paul Ciechanowsky, Geo. Japson & Co., W. H. Willard, C. D. Gardner, C. E. Joys, T. L. Reynolds, Harry Reynolds, Mahon & Maury, John Hillswig, John Zimmer, J. E. Mailhot, Krogen & Leonard, C. H. Hunt, Thorvald Peterson, Wm. Nungesser, E. Russell.

Election of officers resulted as follows:
President—C. D. Gardner.
Vice-President—A. H. Lyman.
Secretary—H. W. Leonard.
Treasurer—Wm. Nungesser.
Executive Committee—President, Secretary, Treasurer, E. Russell, J. B. Newcomb, Harry Reynolds.

The election of the remaining committees was deferred until the next meeting.

The Blue Letter collection system was adopted for the use of the Association and the Secretary was instructed to procure the printing of the necessary blanks.

The Secretary was instructed to request the editors of the local papers to print the constitution and by-laws as a matter of news, and the meeting adjourned for one week.

Attention, Travelers.

As the season for holding our fourth annual picnic is near at hand, I hereby call a meeting of the traveling men of Grand Rapids, to be held at THE TRADESMAN office Saturday evening, July 2, at 7:30 p. m. sharp, to consider the various plans proposed and take the final steps.

Let there be a general attendance.

HY. ROBERTSON,
Chairman Committee on Arrangements.

A Tribute to Woman.*

But in regard to women, I have the history of the world to draw from, and the tendencies of the future to show that the greatest educator in the world, of truthfulness, honesty, courage and religion, is that sex which has not honored this picnic with their presence.

Who teaches the first principles of honor and truth to the growing child? The attendants of this picnic? No!

Who teaches that courage and gentleness are to be far more considered than position and money? The men I see about me? No, indeed!

Who, when a man is broken down by losses or unfortunate circumstances, strengthens, encourages and helps him? You, men? No! And no one knows better than yourselves that it is woman.

Blessed she is, God made her so,
And deeds of week-day holiness
Fall from her noiseless as the snow.
Nor hath she ever changed to know
That aught was easier than to bless.

Woman's direct influence in business is known and felt in almost every quarter. Look at the thousands of offices that are employing women as cashiers, book-keepers, and stenographers.

What has been the result?
I will give one instance. A little slip of a woman was employed to make out invoices in an office where there were thirty odd men and boys. The result was not, as feared by the head of the concern, that she would be badgered and annoyed by the unpleasant attentions of the men; but, mark you, in less than a week men who were known for their profanity, carelessness in attire and slovenly ways, became guarded in speech, careful in dress and neat in their habits. They were considerate of their girl associate and she was pleased at their kindly solicitude, and what had been a noisy, turbulent crowd became gentlemen.

*Speech by Robt. M. Floyd at picnic of St. Louis wholesale grocers and brokers.

Does It Pay to Be Polite?

From the Albany Merchants' Mail.
The universal answer to the above question would be that it does pay. Doubtless at times it is an exceedingly difficult thing to do. We know in our own experience when we have been driven with work and every minute seemed worth one dollar and a half, and some man would be sitting at our elbow taking up our time with a rehearsal of old and worn-out chestnuts, we smiled outwardly and boiled inwardly, and yet we had to be polite.

It is not an easy thing when the merchant gets out of bed in the morning, wrong foot first, and sits down at a breakfast that has been spoiled through no fault of the good house-keeper, because those things do happen in the best regulated families, to go into his store and find everything at sixes and sevens, knowing well that he has several bills that must be met and not having the money to meet them, and to wear a smile that would make a cast-iron dog on a stoop come down and lick your hand is almost impossible. Under such circumstances it is no wonder that the store cat gets upon the highest perch available and looks down with mingled feelings of fear and trembling. Now is the acceptable time for the festive salesman to drop in—and then drop out as though fired out of a cannon. These are the days when the clerk thinks the cellar needs cleaning, and spends half a day down stairs meditating upon the peculiar freaks of his employer.

The merchant who in view of these things, can meet the small child and carefully wait upon the little customer as though never a thing was troubling him, who can answer the thousand and one questions fired at him by ill-humored customers, possibly crosser than he himself, is fit to be president of these United States.

How many merchants have lost customers during just such times as we have been describing by a cross word and impolite treatment? "I would just as soon think of going into a powder magazine with a torch as to go into that man's store, because he is so cross" was the remark we heard this week from a woman whose trade is worth having and keeping. The merchant had been displeased at something and losing control of his temper had given a short answer to the woman. He lost a customer. The following article taken from the Boston Transcript may be of interest to our readers:

"It was about two months ago that I went to Young's to lunch one day, feeling overworked, tired and cross. I supposed looking up and down the tables in the part of the room where I always prefer to sit, I saw one table where there were two empty chairs, one of which, however, had been turned down by a quiet looking man with a black beard, who sat at the table. I took the other empty chair and ordered my lunch.

"Just as I began to eat, a friend of mine—Perkinson of milk street—whom I wanted to see very much came in and walked down past the tables. There was a business matter between us which I was anxious to consummate. I was also anxious to keep at my lunch. I looked at the chair that was turned down, and it struck me that my neighbor's friend, for whom he was keeping the place, was a long time coming in. I have told you already that I was a little cross. So I quietly turned back the chair and invited Perkinson to sit down, whereupon the man with the black beard looked up in surprise.

"'I was keeping that chair for a friend,' said he.

"It strikes me, sir, that your friend is a long time coming," said I. "I naturally, and I don't think any one has a right to retain a seat to the exclusion of everybody else."

"The black-bearded man said no more, though he looked me over carefully, and Perkinson sat down. Presently the other man's friend came in, and the black-bearded man got up, had his dishes removed to another table after some bother to get hold of a waiter, and they sat down together, while we went on with our lunch and our business."

"About a month after that there was a matter of some \$1,000 difference in a transaction between a man in our trade and myself, and we agreed to leave it to arbitration. We each selected our man and they selected a third who wasn't known to me but who was said to be a very fair man. I had my side set forth in good shape and knew I should have won the case easily enough. But when I went in to see the arbitrators and gave a glance at the third man, my heart sank. It was the black-bearded man whose chair I had taken possession of at Young's. Now, I believe that man may have been fully resolved to decide the case on his merits, but I don't believe he or any other man could have done so under the circumstances. My rule act stuck in his crop, that was all. He decided dead against me and it served me right. I shall always believe that it cost me just one thousand dollars to turn back that man's chair."

The merchant must smother his wrath and smile whether he wants to or not and while he smiles call to mind that he can catch more flies with molasses than vinegar.

The Unfairness of Hotels.

From the Charlevoix Journal.
About three tons of groceries and provisions have already been shipped in from the outside for the Belvedere House for this season. Here is food for reflection by those who have given liberally of their property to make a pleasant place for strangers, expecting returns from an increase of business.

SEVENTY STRONG.

The Membership of the M. B. M. A. Reached 2119.

Three new local associations have come into the State fold during the past week—Alba, with 12 members; Elk Lake, with 18 members; and Carson City, with 32 members. These accessions swell the total membership to 2,119, as follows:

| | |
|----------------------|-------|
| Grand Rapids..... | 119 |
| Ocean..... | 40 |
| Big Rapids..... | 39 |
| Lowell..... | 48 |
| Sturgis..... | 24 |
| Elk Rapids..... | 29 |
| Greenview..... | 50 |
| Sparta..... | 39 |
| Hastings..... | 40 |
| Eastport..... | 10 |
| Ada..... | 21 |
| White Lake..... | 57 |
| Saranac..... | 22 |
| Manton..... | 18 |
| Kalamazoo..... | 35 |
| Coopersville..... | 45 |
| East Jordan..... | 24 |
| Nashville..... | 9 |
| Holland..... | 37 |
| Grand Haven..... | 45 |
| Woodland..... | 18 |
| Tustin..... | 15 |
| Freeport..... | 14 |
| Cadillac..... | 48 |
| Kalkaska..... | 13 |
| Bellaire..... | 13 |
| Mancelona..... | 23 |
| Wayland..... | 61 |
| Charlevoix..... | 28 |
| Reed City..... | 28 |
| Allegan..... | 31 |
| Kingsley..... | 10 |
| Petoskey..... | 41 |
| Dorr..... | 26 |
| Muskegon..... | 25 |
| Owosso..... | 50 |
| Bozette..... | 17 |
| Bozette City..... | 17 |
| Plattwell..... | 24 |
| Rockford..... | 26 |
| Casnovia..... | 12 |
| So. Boardman..... | 7 |
| Muir..... | 10 |
| Vermontville..... | 21 |
| Harford..... | 50 |
| Ionida..... | 20 |
| Leslie..... | 11 |
| Sherman..... | 11 |
| Frankfort..... | 27 |
| Cedar Springs..... | 27 |
| Battle Creek..... | 25 |
| Burr Oak..... | 12 |
| White Cloud..... | 11 |
| Flint..... | 74 |
| Saginaw..... | 18 |
| Belding..... | 18 |
| Pewamo..... | 14 |
| Hubbardston..... | 21 |
| Watervliet..... | 9 |
| Howard City..... | 21 |
| Luther..... | 21 |
| Lawrence..... | 24 |
| Otsego..... | 17 |
| Elwart..... | 27 |
| Popkins Station..... | 10 |
| Hersey..... | 10 |
| Alba..... | 12 |
| Elk Lake..... | 18 |
| Carson City..... | 32 |
| Honorary..... | 6 |
| Total..... | 2,119 |

The following associations have not yet affiliated with the State body, but are earnestly requested to do so without further delay: Dimondale, Edmore, Lansing, Lyons, Manistique, Manistee, Ovid, Port Huron, Rodney, St. Charles and St. Johns.

He Had a Weakness for the Fair Sex.

No class of individuals appreciate a good joke better than the knights of the grip, and if the joke fall upon a brother drummer, so much the better. Three or four good-hearted, socially-disposed commercial men frequently make things lively for the whole community of a small country town, when they happen to be lingering for a short time. The drummer possesses the faculty in a large degree of adapting himself to circumstances, and under trying occasions life will be made enjoyable if there are a few of these gentry around to perpetrate their pranks upon each other. Thus, what would often prove a weary season, waiting for a stage train at some out-of-the-way place, is often made enjoyable by the presence of a few drummers. A joke which caused a great deal of amusement to the fraternity gathered in the city last week was perpetrated by a fur man from Montreal upon an unsuspecting boot and shoe trader from the same hamlet. Like all commercial men, the boot and shoe man was desirous of making the acquaintance of some of Winnipeg's fair ones to enable him to pass away the time more pleasantly during his sojourn in the city; and the fur man, having volunteered to introduce him to some ladies, at once set to work to keep his promise. The leather vender had procured a sample room and chamber adjoining in a block where commercial men resort, and into these apartments the fur man managed to inveigle a couple of dusky natives of the feminine persuasion during the absence of the temporary occupant. The shoe man was somewhat astonished to find his quarters occupied upon his return, and he at once concluded it would be necessary to his future comfort to get the intruders out without their being noticed. But this he found a difficult task, for the occupants of the block, who had been informed of the joke, had left their doors open, and some of them would appear about the halls each time the drummer would make an attempt to get rid of his unwelcome guests. As the time drew near at which some customers were to look at his samples, his uneasiness noticeably increased, and after watching for about an hour without an opportunity of getting rid of his visitors unobserved, he was obliged to march them out just in time to meet an unusually large number of persons in the hallway, including the landlord and wife, who had all along been silently enjoying his discomfort and maneuvers to get rid of his visitors. All the explanations of the unfortunate drummer were unavailing, and to escape further persecution he packed up and left for the West on the first train, deciding to leave the Winnipeg trade until his return.

What We Are Coming To.

From the Merchant Traveler.
Scene in a real estate broker's office five years hence. Enter man with money to invest.

Customer: "Got anything good for a man to put a little money into?"
Broker: "Yes, sir. Have some fine corner lots on Sellsington avenue, extended only thirteen miles from where the depot will be built when the railroad runs through Jayesburg. The towns all surveyed and laid out. Here's a plat if you'd like to look at it."

Customer: "How much is that ground worth?"
Broker: "Well, I'll give you inside figures. Considering that you're an old friend I'll let you have as much of it as you care to take at a \$1.35 a quart."

The Hardware Market.

Nails have sustained a slight decline, although they are firm at the factory. Strap and T hinges are firm. The manufacturers have advanced prices, but the jobbers have made no material change.

Purely Personal.

Ben. E. West, the Lowell druggist, leaves next week for a two months' trip to California.

Will M. Butts, book-keeper for Hawkins & Perry, went to Big Rapids Monday on business for the firm.

Frank E. Cornell, manager of LeBar & Cornell's general store at Lake City, is in town for a few days.

Geo. Sherman, book-keeper for the Sisson & Lilley Lumber Co., at Sisson's Mills, spent Sunday in Muskegon.

Geo. B. Dunton went to Romeo last Thursday, where his wife has been spending the summer with her parents.

O. A. Elliott, formerly of the Elliott House, Ludington, is now landlord at the Glen House, a summer resort hotel at Onkama.

Samuel M. Lemon went to Lowell and Saranac on Monday. The merchants in those towns have THE TRADESMAN's profoundest sympathy.

D. Andrew Holmes, manager of the store of the West Michigan Lumber Co., at Woodville, will pass through the city Saturday on his way to New York, where he will spend three weeks at his old home.

H. F. Hastings and wife went to Pentwater Saturday to spend Sunday with his friend, Banker Nielson. They expected to leave Pentwater Monday for Waikesha, Wis., where they will spend a couple of weeks.

It is reported that J. M. Dean, cashier for the West Michigan Lumber Co., at Woodville, contemplates resigning, having received a flattering offer to travel with the Forepaugh show in the capacity of elephant feeder.

G. W. Watson, for the past year with Fred. Nielson, at Pentwater, has taken the position of head book-keeper for R. G. Peters, at Manistee. Mr. Watson was head book-keeper for Knox Bros. Manufacturing Co., at Ingersoll, Ont., for about a dozen years and is capable and energetic.

Don A. Gaylord, the "Co." of J. G. McElwee & Co., lumber manufacturers at Otia and picture backing manufacturers at Big Rapids, was in town Monday on his way home from an inspection tour of the business. Mr. Gaylord's New York business is conducted under the style of Don A. Gaylord & Co.

Will E. Jeannot, junior member of the firm of P. Jeannot & Co., who are conducting an extensive logging contract at Diamond Lake, was married at St. James' church last Tuesday morning to Miss Catherine Kelly, an estimable young lady of the West Side. The happy couple will make their home with the parents of the groom at Muskegon.

The Central Backs Down.

The Michigan Central system has made a practical back-down on the mileage book matter. Efforts were made a short time ago to get President Ledyard to issue 5,000 mile tickets at a 2 cent mileage rate. This proposition he refused to entertain and every jobbing house and traveling man in the State immediately began discriminating against the Central system in the shipping of freight. The loss in business thus occasioned has brought Mr. Ledyard to terms and he now announces that on July 1 there will be placed on sale 2,000 mile tickets, good for one year, for \$40. The price of 1,000 mile tickets remains the same as before—\$25. These tickets are sold to anyone applying for them, the management refusing to recognize the commercial traveler as a factor in commerce.

The F. & P. M. Railway, in its issuing of 2,000 mile tickets within the State, will go farther than the Michigan Central, and is liable to reap a harvest from all the cities along its line. It will sell these tickets at two cents a mile to any gentleman or lady, allowing them to be used by any or all members of a family, as may be desired.

Kalkaska Notes.

Mr. Richards took possession of the Manning House June 20.

Kalkaska people are agitating the question of water works.

The Kalkaska business men are talking of challenging the victors in the 4th of July contest at Elk Rapids.

The Kalkaska Business Men's Association will tender a banquet to the Business Men's Associations of Bellaire and Charlevoix, together with the stockholders of the D. C. & E. Railway, in honor of the completion of the survey to that place.

The Smith Lumber Co. started their mill last week after two weeks' stop for repairs. They will run night and day and will cut 120,000 per day.

He Spoiled the Whole Thing.

He came into the club with a big sear on his nose and a bump very low down on his forehead.

"Prize fight?" I asked.

"No."

"Box?"

"No."

"Ran up against a street?"

"No. You're very inquisitive. Went to a fire, that's all."

"Did the hose strike you?"

"No. I got those scars saving a fellow's effects. There was a poor devil of a store-keeper being burned up. I made off to help him. The door didn't happen to be open, so I went through the panel of glass with my head, got in and saved his books."

"That was noble. He must have felt grateful."

"Grateful be —. He asked me what in thunder I wanted to save his ledger for. Didn't I know any better? I didn't, and I guess he's my enemy for life."

J. D. Concidine succeeds Concidine & Ewing in the manufacture of cheese at Byron Center.

The Gripsack Brigade.

It is reported that L. E. Ireland has invested \$60 in a buckskin horse.

E. K. Bennett, representing N. G. Levinson & Co., of Chicago, was in town last week.

Steve Sears is afraid to go to Woodville any more. Dave Holmes is too much for him.

Geo. W. Botsford, of the Auburn Paper Co., is working through Minnesota this week. He is headed toward St. Paul.

Claude Boynton, formerly with Chas. D. Carpenter, at Big Rapids, has engaged to travel for Warren & Michael, of Chicago.

"Taffy Bill" Edmunds drew \$25 at the last divy of the Louisiana Lottery and Leo A. Caro came in smiling on an award of \$10.

Cass Bradford still adheres to his temperance views and, as a safeguard against temptation, carries a silver water pitcher around with him.

Hy. Robertson attended the K. P. conclave at Kalamazoo last week and returned home painfully sober. He buys his collars by the gross now.

C. Crawford, the "kid" traveler for the Hazeltine & Perkins Drug Co., has a new and very distinctive title. He is now known as "The Mouthpiece."

Belding Star: The young lady who went walking with the Grand Rapids drummer on Friday night should be a little more careful how she kisses him good night in the future. Too much publicity robs the transaction of all its best pleasure, and, then, there are too many young men in Belding to waste such sweetness on a non-resident.

Geo. F. Owen and L. M. Mills and wife returned from the St. Louis convention of the T. P. A. Saturday night. They report a time bordering on the gorgeous and their looks do not belie their words. Mr. Mills was honored by being made an assistant secretary and Mr. Owen found an opportunity to display his peculiar talents as a member of the Committee on Transportation.

The attention of the traveling men is directed to the call for a meeting to agree upon a time and place for holding the fourth annual picnic. Various plans are proposed, one of which is to charter the Barrett and picnic at some convenient point down the river. Others favor spending the day at the Black Lake resorts, while some would like to go to Grand Haven. The picnic will probably be held on a Saturday the latter part of July.

In welcoming the commercial travelers to St. Louis last week, the *Globe-Democrat* said: The Travelers' Protective Association, now in session in this city represents a body of men who have a wonderful deal to do with keeping the wheels of the country's commerce in motion. The proportion of business done through the agency of the commercial traveler, as he likes to be called, or the "drummer," as many people like to call him, is constantly increasing. Merchants sometimes say of the traveling man that he comes too high, but they must have him. He has his faults, like the rest of us, but one thing may be safely said of him, and that is, that to a greater extent than most other men he is the architect of his own fortune—his success depends entirely upon himself and his own industry, energy and exertion. A bad physician may get along somehow; a poor lawyer may manage to make a living; but a poor "drummer" is something for which the busy business world finds no use. Commerce is cold, selfish and calculating; it will not keep a man "on the road" if his services are not up to the standard. Competition is lively, and the man who cannot hold his customers, and multiply them, soon finds himself crowded into the background. It is a calling in which the fittest alone survive, and the weakest are soon crowded to the wall. Many a merchant in control of great business interests, and able to count his monthly profits in many thousands, would find himself at a great disadvantage should he undertake for a short time, to do the work of one of the humblest on his list of successful "drummers."

It is 3,000 cars—not cords—of tan bark which N. B. Clark has contracted to handle this season.

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.

Snobbery at the Counter.

From the Economist.

In one of Boston's prominent dry goods establishments recently, while a lady was making some purchases, her attention was called to a colloquy between a prospective purchaser and a salesman. The party desiring the goods asked to be shown what she required and, being accommodated in that particular, examined the article deliberately and carefully, and expressed the greatest satisfaction, saying it was just exactly what she wanted. Then, turning to the salesman, she asked: "What did you say is the price per yard?" "Twenty-five cents," came the reply. "Why," indignantly exclaimed the aroused customer, putting the goods from her with a gesture of contempt, "I don't want it, then, I want to pay 50 cents a yard," and she tossed her head in the air, inquiring, "Where can I get what I want?"

"Wait 'Till the Clouds Roll By."

Not long ago a wag changed the notice "Wait until the train stops," in a car of the London underground railway, to "Wait until the rain stops." The next day, which happened to be a rainy day, a French gentleman got into the car and read the notice, and, though surprised at it, determined loyally to obey the rules of the road. At every station he asked a porter if it was still raining, and on receiving an affirmative reply, went back to his seat. And it was not until he had ridden far beyond his destination that he discovered his mistake. He now thinks as little of English wit as he does of the English climate.

If butter-makers only possessed half the strength which much of their product does early in its career, they could defy competition with a large-sized Dely.

ORANGES LEMONS

1865

PUTNAM & BROOKS

Manufacturers' Agents for

FIREWORKS

Largest Stock & Best Goods

IN THE MARKET.

1887

FIGS.

NUTS.

PEA NUTS CANDY

ARCTIC

BAKING POWDER

IMPROVED

BAKING POWDER

In Ordering a Supply of the

Arctic Baking Powder

Do not forget to ask for

Deaf and Dumb Alphabet Rules also Comic Cards for Advertising.

—THE—

ARCTIC

BAKING

POWDER

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

Arctic Manufacturing Co., Grand Rapids. SOLE PROPRIETORS.

The Michigan Tradesman.

Michigan Business Men's Association.

President—Frank Hamilton, Traverse City.
First Vice-President—Paul J. Morgan, Monroe.
Second Vice-President—E. J. Stowe, Grand Rapids.
Secretary—E. A. Stowe, Grand Rapids.
Treasurer—Julius Schuster, Kalamazoo.
Executive Committee—President, First Vice-President, Secretary, N. B. Blain and W. E. Kelsey.
Committee on Trade Interests—Smith Barnes, Traverse City; P. Hamney, Kalamazoo; A. W. Westgate, Cheboygan.
Committee on Legislation—W. E. Kelsey, Ionia; J. V. Crandall, Sand Lake; J. F. Clark, Big Rapids.
Committee on Memberships—H. S. Church, Sturgis; B. F. Emery, Grand Rapids; the Secretary.
Committee on Transportation—Jas. A. Coye, Grand Rapids; J. W. Mulliken, Traverse City; C. T. Bridgman, Flint.
Committee on Constitution—W. E. Kelsey, Ionia; R. D. McClinton, 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. H. Smith; Secretary, Peter Baldwin.

Allagan Business Men's Association.

President, Irving P. Clapp; Secretary, E. T. VanOstrand.

Retail Grocers' Association of Battle Creek.

President, Geo. H. Rowell; Secretary, John P. Stanley.

Belding Merchants' Association.

President, H. J. Leonard; Secretary, J. M. Earle.

Bellaire Business Men's Association.

President, John Rodgers; Secretary, G. L. Keshover.

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.

Boyer City Business Men's Association.

President, R. B. Perkins; Secretary, F. M. Chase.

Cadillac Business Men's Association.

President, J. C. McAdam; Secretary, C. T. Chapin.

Carson City Business Men's Association.

President, F. A. Rockefeller; Secretary, C. O. Trask.

Casnovia, Bailey and Trent B. M. A.

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, H. Kane.

Coopersville Business Men's Association.

President, C. H. Watrous; Secretary, W. B. Boynton.

Business Men's Protective Union of Cheboygan.

President, J. H. Tuttle; Secretary, H. G. Dozer.

Retail Grocers' Trade Union Ass'n of Detroit.

President, John Bissell; Secretary, H. Kunding.

Diamond Lake Business Men's Association.

President, T. M. Sloan; Secretary, N. H. Wilder.

Dorr Business Men's Association.

President, L. N. Fisher; Secretary, E. S. Boleford.

Retail Grocers' Association of E. Saginaw.

President, Richard Luster; Secretary, Chas. H. Smith.

Edmore Business Men's Association.

President, H. W. Robson; Secretary, W. S. Whittlesey.

Eastport Business Men's Association.

President, F. H. Thurston; Secretary, Geo. L. Thurston.

Elk Rapids Business Men's Protective Ass'n.

President, J. J. McLaughlin; Secretary, C. L. Martin.

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.

Flat Mercantile Union.

President, W. C. Pierce; Secretary, J. L. Willett.

Freeport Business Men's Association.

President, Foster Sison; Sec'y, Arthur Chesborough.

Fife 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. Butty.

Retail 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. Manly; Secretary, I. B. Barnes.

Holland Business Men's Association.

President, John Krumer; Secretary, P. W. Kane.

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SOLIMAN SNOOKS

Gives Vent to His Ideas of Drummers, Bustles and Real Estate.

CANT HOOK CORNERS, June 27, 1887.

Editor Tradesman:

DEAR SIR—Some old chap or other has said

"The settled stone suffers no loss—

A rolling stone gathers no moss."

There is a heap of truth in the above

quotation, as may be seen by a casual glance

at the Corners. We are none of us rolling

stones here, consequently we gather moss.

In fact, some of our envious neighbors at

Grumbleton and elsewhere have called us

"moss-backs" with all the name implies.

But a change has come o'er the spirit of

our dream now, and the inhabitants have

begun to wake up, and shake off the dead

memories of the past, and are beginning to

hump themselves towards a more glorious

future.

The gas well started us, and then the

railroad coming along just in the nick of

time kept the ball a-rolling.

The railway ties are being laid down right

plum in front of my store and the street is

all torn to flinders, so a team can't get up to

my front on Damlongue street to unload.

But I don't mind that, for business is a

secondary consideration now.

I am speculating in real estate. That lot

I sold at \$3.25 a foot last week I bought

back yesterday at \$7 a foot. Bilson says

he don't see where in thunder I made any

thing by the transaction. I don't exactly

see it, myself, but to-day it is worth \$8, so

I am ahead \$50 since yesterday noon. Just

think of it! Who-o-pee! Fifty dollars a

day, without moving a peg!

Old Potts is cutting up his place into fifty

foot lots and selling them off like hot cakes

at a hundred dollars each. Two real estate

dealers have opened shops and the hotel is

crowded so that two drummers by the name

of Dave Haugh and Charley Robinson had

to sleep in the barn last night.

Lots of traveling men are coming to the

Corners now to sell goods. You know that

they shun Grand Rapids on account of its

being such a highly moral (?) town. At

least we learn that such is the case from a

morning paper published there. Some folks

are foolish enough to suppose that traveling

men go home Saturday nights to be with

their families over Sunday, and to fill up

their cigar cases and change their shirts.

But it seems this is an erroneous idea. They

go in to paint the city a neat carmine and

raise merry Hades. But when it comes to

painting the town—a lot of drummers ain't

a patch on your coat beside these railroad

builders. Drummers pass for Methodist

deacons on our streets at present, or would

if they were not so well-dressed and did not

look quite so nobby and did not smile at the

pretty girls they meet. Talking about girls

—they have caught the boom, too, and bustles

have been enlarged at least eight inches.

Did you ever notice, Mr. Editor, that the

smallest and shortest woman will wear the

biggest bustle? It is a fact! I don't under-

stand the philosophy of it, but a woman

four feet high will have her bustle three feet

seven. But I don't kick, for there is some-

thing about a bustle I like.

I wanted to say something about trade

matters, but the boom and Fourth of July

takes up all my attention.

By the way—we are going to have an im-

mense celebration here the Fourth. Fire

works, balloon ascensions, brass band from

Grumbleton and a grand meeting in the new

park east of town. The Hon. Soliman

Snooks! is to deliver the oration. I am

writing it up now, so that I can deliver it in

a nice impromptu shape. If all goes off

well I will write you a description of it for

THE TRADESMAN

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

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

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WEDNESDAY, JUNE 27, 1887.

The New Movement for Christian Union. Written Especially for THE TRADESMAN.

There is a significance that has not been appreciated in the proposal for a union of American Protestants in one body, which has emanated from the Protestant Episcopal Church in several forms recently, and especially from the High Church section of that Church. It is the High Churchman who naturally lays the most stress upon visible corporate union of Christians. His theory of the Church involves that. Less than that is schism, and schism is sinful in his eyes—especially sinful in the author of disunions, and so in a less degree in those who perpetuate them.

Fifty years ago, the High Churchman addressed himself to individuals only. His communion was the Church; simple submission to this authority was the duty and the privilege of all who found themselves outside it. He could not recognize other communions in any way, and to them as such he had no message. The problem of Christian union was simply the problem of bringing all sorts and conditions of men into the Anglican Episcopal fold. All the peculiarities of that fold were sacred. The authority of the Church made them all "of obligation." The whole Christian world must accept the Book of Common Prayer and the governmental traditions of the Church which has drafted it. The very least that could be asked was the American form of that book, although some of its departures from the English model were to be deplored.

So the High Churchman of that day held his head very high, indeed. The claims of his own Church were so impressive to himself, and he had fixed his eyes so intently upon its excellence, that he saw no future for the "other denominations"—as the preface to the American Prayer Book calls them—except in the absorption of their membership, one by one, into the Church. He seldom or never referred to those "other denominations," except in terms of opprobrium, which contrasted strongly with that of his own Prayer Book. He talked of them as "the sects;" he left them to "uncovenanted mercies of God." And this lofty attitude of the earlier years of the Tractarian movement is maintained by many High Churchmen still. But not by all—not, we think, by the majority. There are many reasons for the change. One has been the influence of the Broad Church sentiment. It is customary to speak of the Broad and High and Low Church parties as mutually exclusive. This is true of High and Low; but not true of the Broad Church in relation to either of the others. There are Broad-High Churchmen, and Broad-Low Churchmen, as well as Broad Churchmen who are neither High nor Low. The influence of men like Thomas Erskine and Frederick Robertson and Maurice and Charles Kingsley has prevailed the High Church party in a very marked degree. Their preaching on the Atonement and on Inspiration gives ample proof of this. And from these teachers they have learned to look over the wall of their own fold, and to see what good is doing by those who "follow not with us." They have been brought to acknowledge that this is a Christian country mainly through the operation of other agencies than those of the Episcopal Church, and that if their own communion were blotted out, the loss to American Christianity, while great, would not be fatal.

In the second, place forty years' experience must have taught the High Churchman that his Church is not the Moses' rod which is going to swallow up all the rest. It is true that the Episcopal Church has grown with great rapidity, and especially during the years of the Civil War. It went into the War of Independence the strongest communion in America; it came out of it one of the weakest, because of the extreme partisanship with which it embraced the losing side. Taught by this sharp experience, it has avoided political discussions and deliverances more than any other religious body in America; and in the War of the Union it regained much of the ground it lost in the War for Independence. But even at the rate at which it has grown in the last twenty-five years, it could not absorb the other American churches. Several of them have had a still greater aggregate increase in numbers and resources, during the same quarter of a century. If the Episcopal Church has gained a somewhat higher relative position, it is still far below the Methodist, Baptist and Lutheran bodies, and below the Presbyterian and Congregationalist bodies, in point of numbers and general influence. In some parts of the country, notably in the South, it is very feeble. It is the Church of the cities and their suburbs, while the bulk of the American people is rural, however the ratio of urban population may have increased in recent decades. Another influence which has contributed to the growth of a broader spirit in the High Church party is the diffusion of a genuine national feeling. The average High Churchman of 1847 was rather more English than American. His misfortune was to

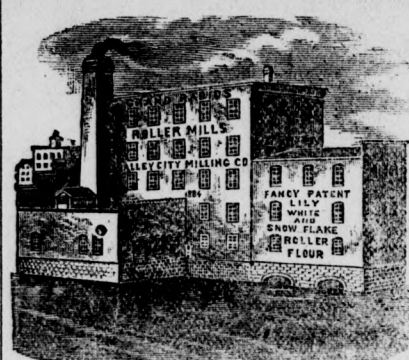
have been born on the wrong side of the Atlantic; he was an ecclesiastical dude. The average High Churchman of 1887 is an American, with a genuine and hearty respect for his own country. He is not satisfied with her ecclesiastical condition; but he does not despise her religious life and traditions. He has learned to have an eye of appreciation for its various phases, and their respective merits. He looks forward with hope to a time when the extension of a national spirit into the field of religion will awaken the American people to the fact that their sectarian peculiarities are all imported, not native to the soil. He finds this national spirit one of the hopefulness in the direction of the Christian union. And he believes when its work comes to be done in the reconstruction of our religious methods, the worship and the government of his own Church will commend themselves to the judgment of the American people as right in the main.

He is not averse to helping on this tendency, and so he begins to ask: "What is it that we must hold fast as the irreducible minimum of churchmanship? Not the Book of Common Prayer certainly, in any of its forms, English, Scotch or American. Not the traditions which have gathered around the episcopate and given it a character which makes it less acceptable to the other Christians than to ourselves. Only so much of our liturgy as is indispensable to the proper observance of the two sacraments, and so much of our governmental system as is essential to the episcopal succession, can be included in any basis on which we can insist as a necessary prerequisite to the union of Christians on the right ground. With these two reservations we are ready to negotiate with any body of persons who profess and call themselves Christians and a Christian Church, to weigh any considerations they have to present for a different modification of these (in our view essential) elements of Church existence."

Such is a view of the High Church attitude toward Christian union as viewed by an outsider. And as the High Church party now controls the Episcopal Church, this may be said to be the attitude of that church.

A. S. M. Bill Nye, recently writing in the New York World, touched gently on the subject of codfish: "Up to about the middle of this month the codfish is liable to bite if imposed upon. He then ceases to do so until July, when he again resumes. The cod when taken from the water is not ready for the market, as I had supposed, but is in a very different condition from that in which we find him at the inland grocery stores. Shortly after the cod is caught plain men from the common walks of life remove this works; after which he is salted and pressed in a large book like an autumn leaf. After this he enters the home life of an American citizen, and fills the air full of redolence."

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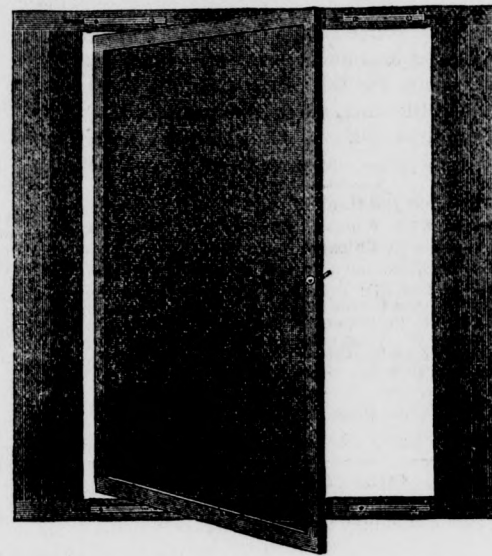
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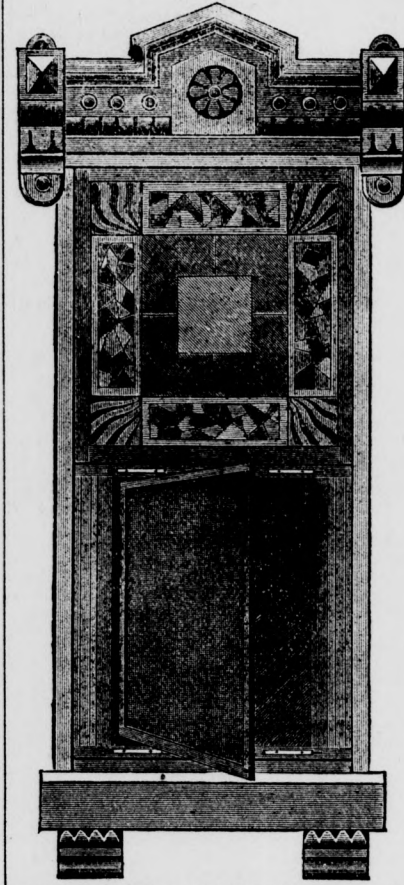
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Butter, Eggs, Cheese, Etc.,

8 and 10 Ionia Street, GRAND RAPIDS, MICH.

SPECIAL ATTENTION GIVEN TO FILLING ORDERS.

SENSIBLE SUGGESTIONS.

The Grocery Store in Country Towns and How to Run it Profitably.

Written Especially for THE TRADESMAN.

THE COUNTER, June 26, 1887.

Thinking a few hints as to the most economical way of conducting stores of different classes might not be out of place in your most valuable paper, I will endeavor to present some of the most salient points in a series of articles of this nature. Although some of the suggestions may be termed "chestnuts," on the whole I think they will be found valuable.

The country grocery store is one of the easiest and, at the same time, most difficult of all the different branches of trade to conduct with profit. Situated, as it is, in small villages, it is at once the place of rendezvous for the loafers and gossips and the source of sustenance for the surrounding country. For these and many other reasons it is a very difficult place to keep clean, and cleanliness and order are the first requisites of a profitable conducted store.

As a rule, stores of this class are kept open until late in the evening, partly for the accommodation of customers, but principally for that of men and boys who, having no places of amusement, are wont to congregate "up at the store," and there sit and whittle, spit tobacco juice, eat peanuts and smoke, till the place looks like a circus ground after the white tents have disappeared.

To a great extent this is unavoidable—the practice having been so long established that to attempt to break it up and close early would only open the field for some less scrupulous competitor. But it can be alleviated somewhat by taking precautions in the way of spittoons, boxes for dirt, and by a system of management the storekeeper and his clerks will be able to abate a portion of the nuisance, at least. If you see a customer standing beside a spittoon and filling a box of soap next to the counter opposite half full of tobacco juice, take the cuspidor and unostentatiously move it where it seems to be most convenient for the tobacco-chewer, and the chances are ten to one that he will take the hint and not feel offended, and your floor and soap boxes are saved so much. Of course, customers don't realize how much work they make, besides the filthiness of it, and therefore, so long as the country grocery remains a fact, just so long will the dirt of the loafers.

But one great evil with which the country merchant has to contend is the practice so common among country people, of sitting on the different counters, oblivious of the fact that generally their clothes are dirty and grimy from toil and that the food they and their neighbors must eat passes over the same place. Not only is it an evil in this way, but it hinders the clerk, who loses valuable time going around to avoid giving offense. He knows that his employer's and his own livelihood comes principally from the people who make themselves so much at home, and he must be very careful not to offend by so much as a word. And as a class, the inhabitants of a village and the country surrounding are quick to take umbrage. They seem to think the storekeeper is naturally obligated to give them a place to spend their evenings, inasmuch as it is through their patronage that he is enabled to make his living.

The simplest way to get around this problem is, if possible, to provide a small room opening on the store, and furnish it with a few chairs, a table or two, and have a set of dominoes, checkers and other games—perhaps the old-time free box of smoking tobacco—and introduce the loungers to it as a special favor to them, and you will be voted the most popular man in town, your custom will increase, and the time your clerks will save in keeping the main floor of the store clean can be utilized with much more profit to the merchant. If it is not possible to provide the extra room, have chairs convenient in the most out of the way place, and it will become a habit for customers to occupy them instead of the counters.

Not only must the store floor be kept clean, but the shelves, windows, counters and, last but not least, your goods. Don't let dust accumulate. Have everything thoroughly dusted after sweeping in the morning and teach your clerks to fill up their spare time washing windows and showcases, scouring the scales and neatly arranging the shelf goods, instead of sitting on a barrel waiting for customers.

At this season of the year canned goods are liable to ferment and burst their cans, the liquid running down over the shelves immediately beneath, and perhaps covering a dozen other cans and spoiling the labels, thereby making them look like old, shelf-worn stock. Remember to examine the shelves every day, and if there are such cans take them out and with a damp cloth carefully clean those it may have soiled.

Always endeavor to have something attractive in your windows, and do not let them remain in the same condition for six months or a year at a time; for not only will the goods be spoiled, but your store loses the attractive appearance which draws custom that otherwise would pass by and go to your competitor up the street who keeps his store clean and tidy.

Above all things, keep order. Put your canned goods on a certain portion of your shelves, each kind in a section by itself, and let them remain there. Constantly changing shelves and putting goods in different positions hinders clerks in waiting on customers. Give everything a place and let it be in its place, and your work will be facilitated, your customers pleased with your

promptitude in attending to their wants, and your profits increased.

It is not everything in buying cheap, getting low freights, etc., that makes the money for the grocer. His greatest profit lies in carefully watching the smallest details, in seeing that nothing is wasted, in studying the wishes of his customers and, above all, in keeping his store tidy, clean and attractive.

RELLUP.

An Entertaining Woman.

From the New York Graphic.

"Have you anything for me to-day?" said a bright-eyed young lady to a genial clerk at the St. James, one morning last week.

"Yes, miss, quite an amount," was the answer, and the young lady went to the cashier's office, there was a clink of coin, a laughing discussion and the lady hurried away.

"What is it?" said a reporter to the hotel man.

"Only another evidence," said he "of how many ways there are to make money in a city and how easily a smart or man woman may make a good living if he or she just succeeds in 'catching on.' Now there is a bright little woman who makes the round of the principal hotels in New York every morning, and her profits, judging from her own house, must average \$5 to \$10 per day. She buys foreign money—Canadian, English, French, German, any kind—and the hotel clerks keep all they get for her. A stranger comes here from abroad, he doesn't care to go down town to a broker's office and he applies to the hotel clerk and gets American greenbacks for his foreign coins and bills. The price paid is always somewhat less than the full market value, yet not sufficiently below the quoted price to make it an object for the traveler to take a journey down town. The next morning, rain or shine, the little lady who has just seen trips into the office, the money is turned over to her at the same price we gave for it, she pays back our greenbacks and hurries away thankful and smiling. She is an apt business woman, has made plenty of money since she began two years ago, and takes care to keep all of us hotel clerks just half in love with her, so that her trade in foreign money may go on increasing."

Don't Order Too Much.

From the Albany Merchant's Mail.

It is the season of the year when the retailer has need to guard himself, so to speak, against ordering too many goods. There is such a thing as economy in ordering goods as well as in everything else connected with this life. The prudent storekeeper takes into consideration that a great many of his customers are preparing to leave town for the season, and that trade he will be deprived of for a number of weeks. Then there are goods, the fewer of which he has in his store during the warm season the better off he will be. Salesmen are willing to give bargains (?) in order to sell a good bill of goods and many are thereby persuaded, and later on, wish the salesman had never been better off. It is much better at the present time to order twice of certain goods than to order once and "get stuck." Caution should be exercised in the purchasing of perishable goods. The retailer who has his weather eye open for all these emergencies is the man who comes out at the end of the year with a fair profit on his sales, as loss from shrinkage, breakage and other causes are exceedingly light in his case.

Store Jellies.

From the Utica Observer.

"How is it," said a grocer to a commercial agent, "that I cannot buy jellies of you so that I can sell as cheap as my neighbors?"

"Perhaps you could if you bought the same grade of goods. On what do they undersell you?" asked the agent. "At what price do you want to sell it in order to compete with your neighbors? I can give you current jelly, for instance, as low as four cents per pound, in wooden tubs. What do you say? Oh, no. What is it made of? Well, that is another thing; but, as I don't expect to sell you any of that kind, I don't mind telling you. Water, tartaric acid, glucose, gelatine, dried corals and skins of apes, aniline red for coloring and a variety of other things that I do not recollect just now. When you find goods at wholesale at less than the cost of manufacturing, to say nothing about the material, you may rest assured that they are not 'straight.'"

Lucky for the Children of Israel.

"What is that you are reading?" inquired a traveling man on the cars the other day.

"The Bible," was the reply.

"Ah, interested in theology?"

"Yes, somewhat. I desire to post myself on the scriptures in order to be able to talk intelligently to some of the deacons among my customers. I've got as far as when the children of Israel got the manna in the desert."

"You are certainly getting along."

"Yes. There is one thing that strikes me about that manna arrangement."

"What is that?"

"Supposing Jay Gould had been among them at that time?"

"Yes?"

"Well, you can bet that some of those Israelites would have gone hungry. He'd have had a corner on manna, sure."

The Grocery Market.

Sugars are a shade firmer and there are good reasons for looking for higher prices before the close of the season. The tobacco manufacturers continue to flood the trade with announcements of advances.

Oranges are scarce and prices are advancing. Lemons have also taken a sharp turn upward and higher prices are looked for from this out. Bananas are fairly plenty and prices are reasonable.

At an adjourned meeting of the Grand Rapids Bakers' Association, held last Monday evening, an Executive Committee was elected as follows: C. E. Smith, E. Bradford, Thos. Wesson, F. C. Hamerschmidt, and D. B. Austin. Fred Behl and D. B. Austin were constituted a Finance Committee and H. M. Reed and C. Buob, a Committee on Rooms. Other business of minor interest was transacted.

Frank E. Pickett, the Hilliards cheese manufacturer, paid his patrons 96 cents and 6 mills per cwt. for April milk. This is an exceptionally good showing.

Thos. Heffernan, druggist, Baldwin: "Don't want to miss a single copy of THE MICHIGAN TRADESMAN."

Manager Marston, of the Independent Oil Co., states that the rapid strides his brand have made in securing the approval of both dealer and consumer are a source of continual surprise to him. He was aware that his oils were the best on the market, but he had no idea the trade would take to them so kindly right from the start. His success is as gratifying as it is profitable.

Acme Liquid Blacking.

Curtiss & Duntun have been designated as agents for this market for the Acme Liquid Blacking, the finest thing of the kind ever introduced, and will shortly be ready to quote prices and terms to the trade.

What do you think of this? While in conversation with Wm. M. Dale, one of the largest druggists in Chicago, we were surprised to learn that he had sold over one and a half million of Tansill's Punch 5c. cigars and that the quality gets better all the time. The demand continues to increase. Let us tell you, if you want to sell a cigar that your customers will be pleased with, the sooner you order Tansill's Punch the better.—Independent Grocer.

Saugatuck presents a good opening for a State or private bank of moderate capital.

COUNTRY PRODUCE.

Beets—40¢ doz.

Beans—Country hand-picked are held at \$1.30 per bushel and are in sharp demand.

Butter—Creamery is in good demand and fairly firm at 15c. Dairy is in better demand at 12¢ to 13c.

Cabbages—New, \$4 per crate.

Carrots—80¢ doz.

Cauliflower—\$1 doz.

Celery—Grand Haven, 35¢ doz.

Cheese—Jobbers pay 7c for Michigan full cream and sell for 8c.

Cucumbers—30¢ doz.

Dried Apples—Evaporated, 10¢ per lb; quartered and sliced, 6¢ to 7c.

Dried Peaches—Pared, 15c.

Eggs—Somewhat lower. Jobbers are now paying 12c and holding at 10c.

Honey—Baled is moderately active at \$14 per ton in two and five ton lots and \$13 in car lots.

Onions—New, \$1 per bushel, 15¢ doz.

Parsley—25¢ doz.

Peas—75¢ bushel.

Potatoes—Handers are paying 75c for old stock. New are coming in freely, having declined to \$3 per bushel.

Pop Corn—24¢ doz.

Radishes—12¢ to 15¢ doz.

Spinach—Black \$2 per 24 qt. case.

String Beans—15¢ doz.

String Beans—2¢ doz.

Turnips—75¢ bushel.

Wax Beans—\$1.50 per bushel.

Watermelons—\$45 per 100.

GRAINS AND MILLING PRODUCTS.

Wheat—Lower. City millers pay 81 cents for Lancaster and 78 for Fulse and Clawson.

Mackerel, 3 lb in cans, at 45c in 100 bu. lots and 40c in car lots.

Oats—White, 36c in small lots and 30¢ in car lots.

Rye—42¢ 50¢ bushel.

Barley—Brewers pay 125¢ cwt.

Flour—No change. Patent \$5.00 per sack in bulk and \$5.20 in wood. Straight, \$4.30 per sack in bulk and \$4.50 in wood.

Milk—Boiled, \$2.40 per 100 lbs.

Milk—Sterilized, \$1.14 per 100 lbs.

Tomato, ships, \$15 per ton. Middlings, \$10 per 104.

Corn and Oats, \$17 per ton.

PROVISIONS.

The Grand Rapids Packing & Provision Co. quote as follows:

MESS, NEW.

Short Cut, clear, 15¢.

Extra clear pig, short cut, 17¢.

Extra clear, heavy cut, 17¢.

Clear quail, short cut, 17¢.

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Water White. 11 1/2
Michigan Test. 10 1/2
Ethaline. 10 1/2
Ruby. 10 1/2

LIBRATING.

Gasoline. 11 1/2
Capitol Cylinder. 10 1/2
Model Cylinder. 10 1/2
Shield Cylinder. 10 1/2
Eldorado Engine. 10 1/2
Peerless Machine. 10 1/2
Challenge Machinery. 10 1/2
Paraffine. 10 1/2
Black Summer, West Virginia. 10 1/2
Black 25 to 30. 10 1/2
Black 15 to 20. 10 1/2
Zero. 10 1/2

OYSTERS AND FISH.

F. J. Dettenthaler quotes as follows:

FAIRHAVEN COUNT.

Black bass. 9

Rock bass. 9

Duck-bill pike. 7

Wall-eyed pike. 7

Sturgeon, smoked. 8

Trout. 10

Whitefish. 9

Whitefish, smoked. 10

Herring, round, 1/2 bbl. 10

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Cracknels. 7 1/2
Lemon Cream. 7 1/2
Sugar Cream. 7 1/2
Frosted Cream. 7 1/2
Ginger Snaps. 7 1/2
No. 1 Ginger Snaps. 7 1/2
Lemon Snaps.

HOW ARE WE TO GET RID OF IT?

To any one who has kept acquainted with the course of national finance since 1883, and has realized what must inevitably result from the "sufficient unto the day" policy which was steadily pursued, the present situation is not a surprise, but a confirmation of the value of mathematical processes. Yet the comments upon it and the plans proposed for its remedy are as naive and ingenious as if we had, by the merest accident, stumbled upon existing circumstances, and had been furnished with no data whatever to judge of their nature.

The accumulation of money in the treasury will begin, as soon as the redeemable bonds are canceled. This will be about the beginning of August—possibly a fortnight later. The rate of accumulation will be about eight millions a month. Suppose Congress should meet in October, and within sixty days—almost an incredible anticipation of promptitude—should pass a measure cutting off most or all of one hundred millions of revenue; even then there would be, from August 1st to December 1st, four months' accumulation, or somewhere from thirty to fifty millions of dollars, in addition to the great balances always carried.

The question asked, therefore is, "How is this accumulation to be prevented?" It is suggested that when the worst comes to the worst the Secretary may buy 4½ and 4 per cents in the open market, but as the premium upon them is from ten to thirty per cent., nobody feels that this can be a very available relief. To quote the Democratic counsellors of the Administration, Mr. Manning says it would not be tolerated by the public, and Mr. Carlisle only mentions it as a last resort. Some money can be put out in the "designated depositories" to re-enter the general circulation, but a bank cannot be designated until it provides securities for the government's deposits, and it is not likely that much more money will be asked for by the banks on these conditions than already has been. We end therefore, on this point, just as we began, "How is the accumulation to be prevented before Congress can legislate?" And we may add another pertinent question, "What will be the consequences of not preventing an accumulation?"

As to the legislation when Congress meets, there will be no open door to an easy agreement. Upon the proposal to repeal the whole internal revenue system, serious objections immediately rise; that the system is a burden only upon rum and tobacco, neither of which deserves to go unburdened, so long as taxes are necessary at all; that to abolish the machinery of the bureau, and make the great changes in the commercial standing of the taxed articles, would be unwise, in view of chances that the system may be needed again, when the other bonds become redeemable; and that it is unreasonable to remove these unfelt taxes, so long as burdensome taxation rests upon the people. And there is the fourth great objection of the Free Traders that to throw away the internal revenue will prevent reduction of the tariff revenue.

That the easiest and most rational solution of the difficulty will be the repeal of the sugar duty, accompanied by the several safe-guards (as to home production, foreign export duty, and development of our commerce), which that measure demands, becomes more and more plain. Even an entire repeal, however, will not be enough, for the surplus to be dealt with is a hundred millions, and not fifty. And what further are we to do? Will it not, after all, be the right and the wise thing to help State and local taxation? "Distribute the surplus" used to throw some good people into spasms; but perhaps they will be more steady of nerve by the end of the next six months.

It is announced that Mr. Powderly will not be a candidate for re-election to the position of Master Workman of the Knights of Labor. THE TRADESMAN hopes that in spite of this, he will be re-elected. Mr. Powderly is a fallible and excitable man. He has done some foolish things, as in writing that defiant letter to Jay Gould, in giving his public support to Henry George's party and its theories and in giving the boycotting crime a quasi support. But in the main he has shown himself a competent and wise leader of the great association of American workmen, and his antagonism of socialism and anarchism, his support of arbitration and co-operation, and his efforts to minimize strikes, are features of his career which entitle him to public gratitude. Should he be replaced by a more extreme and less judicious man, those who have failed to give him an outside support may find great reason to wish him back in his arduous and responsible position. THE TRADESMAN is not surprised that he wishes to be out of it.

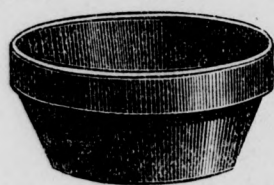
The people of the Welsh principality seem to have concluded that the time has come for them to cease paying for a Church to which only a small minority adhere. The Welsh are dissenters—Baptists, Congregationalists, Presbyterians or Quakers—as a rule. Yet every piece of landed property in Wales is taxed to support an Anglican rector, who frequently knows not a word of their language, and pays a pittance to a curate to represent him in his parish. It is true that the Anglican establishment in Wales has shared in the general revival which has prevailed the English Church in the last half century. But this comes too

H. LEONARD & SONS,

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

FOR FUTURE REFERENCE.

Extra Fine Stoneware



This ware has become a specialty with us, and many good housewives will buy no other because they know it is cleaner, purer, lighter than any. Retail 10 cents.

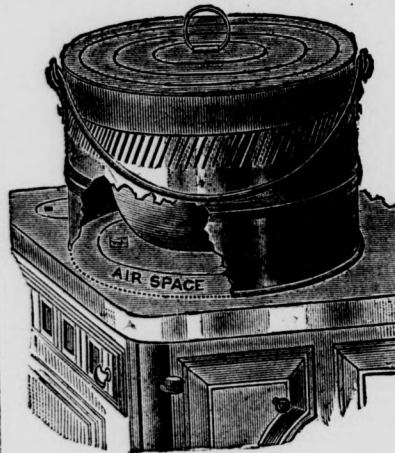
Common-Sense Stew-Pans.



NEW GOODS, WHITE LINED.

Don't fail to keep an assortment of these cheap preserving and cooking kettles on hand. Retail only 20 and 25c each.

Fire-Proof Cooking Crock.



Nothing can BURN in it! No HEAT affects it! Sold at retail on trial. We guarantee satisfaction. Order a few, as samples, of us or any wholesale grocer.

late. Centuries of contemptuous neglect and maladministration have resulted in alienating the people, and the alienation will continue so long as the Welshman suffers under the injustice of the tithe-system. So he has struck against paying tithes, and he will not cease his opposition until he has made their collection cost more than they are worth, as the Irish did in the tithe-war of 1845. And the success of the Welsh people in breaking down by the Rebecca riots the turnpike system enacted for them by England, shows that they have the Celtic genius for defeating unpopular laws by a united popular resistance. Of course the Tories will do nothing to correct the evil, unless it be by converting tithes into tithe-rent charges, as the Whigs did in Ireland. But when once Mr. Gladstone gets back to power, the English and perhaps even the Scottish Church Establishments will go the way the Irish went.

A curious bit of history has transpired as regards India. The Rajah Gwalior died not long ago. By this event the East Indian government becomes the guardian of his successor, a minor. It heard rumors of great sums hidden away under the vaults of the palace, and on making search discovered that the report was true. Sackfuls of new rupees were found buried there and were taken by the government "as a loan." As guardian of the rajah it lent in its proper capacity it borrowed. The transaction has caused a good deal of indignation in India. It is said by the natives that it is grossly unjust to the young rajah to convert his money into government debentures, which he cannot reconvert into coin, if he should wish to do so on coming of age and the very fact that this money was hoarded lends force to this objection. The deceased rajah only hoarded silver because he had no confidence in the stability and the solvency of the government which was offering him six per cent. From the native point of view he was quite right, and his son has been badly treated.

As a rule, hotels are supported by the patronage of traveling men. These men go to a town to sell the retail trade, which, indirectly, maintains the hotel. It is not unusual, however, for the landlord to ignore the claims of the local merchants and send the bulk of his patronage to other places, thus building up men who take no part in the prosperity of the town and have no interest in the success of the landlord. The short-sightedness of such a course is readily apparent to all right thinking men, yet hundreds of hotel keepers seem lost to all sense of local patriotism and continue to ignore the men who give them their subsistence.

Nienhuis Bros., New Holland: "Your paper is good. We cannot get along without it."

Summer Goods. Ice Cream Freezers.



GEM OIL STOVE, \$1.85 each

Every style of SUMMER STOVES Carried in stock as per our Summer Catalogue. (Send for one)

"Quick Meal."



Four-Burner, Low-Down Oven. Fully described, with prices, in our Summer Catalogue.



GOOCH "PEERLESS."

For families, restaurants and hotels. This line fully described with prices in our Summer Catalogue. SEND FOR IT.

MASON'S

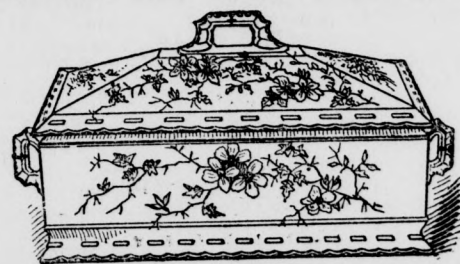


Porcelain-Lined

Fruit Jars.

The phenomenal advance in these goods this season shows the demand. We can ship promptly. Prices quoted on application.

MOSES



THE "NOBBIEST"

New Square Shape offered this year. The sales on it so far have earned us most complimentary letters from Mr. Moses, the KING DECORATED CROCKERY MANUFACTURER. The pattern is a pleasing small yellow and pink flower decoration with Rich Gold Edge on every piece and SELLS ITSELF.

We carry it in open stock and can sell any number of pieces desired. 100 pc. Dinner Set, list price \$20. Wholesale price quoted on application.

CHURCH'S Bug Finish!

READY FOR USE DRY. NO MIXING REQUIRED.

It sticks to the vines and finishes the whole crop of Potato Bugs with one application; also kills any Curculio, and the Cotton and Tobacco Worms. This is the only safe way to use a Strong Poison; none of the Poison is in a clear state, but thoroughly combined by patent process and machinery, with material to help the very fine powder to stick to the vines and entice the bugs to eat it, and it is also a fertilizer. ONE POUND will kill as far as TEN POUNDS of plaster and Paris Green as mixed by the farmers. It is therefore cheaper, and saves the trouble and danger of mixing and using the green, which, needless to say, is dangerous to handle. Bug Finish was used the past season on the State Agricultural College Farm at Lansing, Michigan, and, in answer to inquiries, the managers write: "The Bug Finish gave good satisfaction on garden and farm." Many unsolicited letters have been received praising Bug Finish.

Barlow & Star, hardware dealers at Coldwater, Mich., write as follows under date of May 14: "We sold 3,100 pounds of 'Bug Finish' last year. It is rightly named 'Bug Finish,' as it finishes the entire crop of bugs with one application. We shall not be satisfied unless we sell three tons this year, as there is already a strong demand for it. Please send us ten barrels (50 pounds) at once."

Guaranteed as represented. Cheaper than any other Mixture used for the purpose.

MANUFACTURED BY Anti-Kalsomine Co., Grand Rapids.

P. STEKETEE & SONS,

JOBBER IN

DRY GOODS, AND NOTIONS,

88 Monroe St..

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

GRAND RAPIDS, MICH.

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

10,000 NEW TOWNS! 8,000 MILES OF NEW RAILROAD!

Added to the maps and pages of index matter kept standing in type in our

BUSINESS ATLAS,

And Shippers' Guide,

FOR 1887.

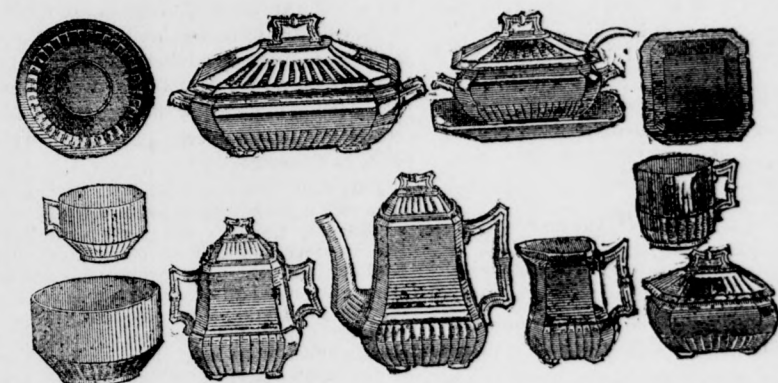
A folio book of 600 pages, containing 92 large scale maps of each State in the United States, Canada, Mexico and foreign countries, with a carefully prepared list of over 200,000 towns and cities in the UNITED STATES and Canada, giving their location on the maps, population, express and railroad by which they are reached, and if not a post office, their nearest mailing point; shows population according to census of 1885.

RAND, McNALLY & CO.,

New York Store, 323 Broadway.

148 to 154 Monroe Street, Chicago.

CROCKERY FOR HARVEST TIME.



At this season we always notice greatly increased sales in our Standard Lines of White Granite. The above cut represents "Wedgwood's" grand NEW YORK shape which we have in assorted packages or re-packed to order. Also, same shape in LUSTRE BAND, with good stock on hand.

See this Crate of Staples.

ASSORTED CRATE WHITE CRANITE No. 1419.

Wedgwood & Co. or Knowles, Taylor & Knowles. We have it in either make.

- 30 doz. Plates, 6 doz. Pie, 20 doz. Breakfast, 4 doz. Dinner.
- 24 Bakers, 6 6-in., 12 7-in., 6 8-in.
- 30 Bowls, 6 24's, 12 30's, 12 36's.
- 18 Chambers, 12 uncovered, 6 Covered.
- 36 Scallops, 12 6, 12 7, 12 8.
- 6 doz. Fruit Saucers, 4 in.
- 45 Sets Teas, 24 handled, 21 unhandled.
- 24 Oyster Bowls, 30's.
- 6 pair Ewers and Basins.
- 3 doz. Individual Butters.
- 18 Platters, 6 9, 6 10, 6 11.

Total, - - - \$66.46.

If paid in ten days, 65.00.

DETROIT SOAP CO.,

DETROIT, MICH.

Manufacturers of the following well-known Brands of

SOAPS

- QUEEN ANNE, MICHIGAN, TRUE BLUE, MONDAY,
- MOTTLED GERMAN, ROYAL BAR, SUPERIOR, MASCOTTE,
- PHENIX, WABASH, AND OTHERS.

For Quotations address

W. C. HAWKINS,

Lock Box 173, GRAND RAPIDS, MICH Salesman for Western Michigan.

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.