

# The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, JUNE 22, 1887.

NO. 196.

## 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.

**GEO. T. WARREN & CO.,**  
Flint, Mich.

## 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

## WANTED.

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.

**Earl Bros., Commission Merchants,**  
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: FELSETHAL, 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 see the

**H. H. FREEDMAN & CO.**  
Manufacturers and Jobbers of

## CIGARS

Factory No. 26, 4th Dist.

76 S. Division St., Grand Rapids.

## T. R. ELLIS & Co.,

Book Binders  
PAPER RULERS,

Blank Book Makers,  
51, 53 and 55 Lyon St.,  
GRAND RAPIDS, MICH.

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

## PIONEER PREPARED PAINT.

We have a full stock of this well-known brand of

## MIXED PAINT

and having sold it for over SIX YEARS can recommend it to our customers as being a First Class article. We sell it

On the Manufacturers' Guarantee:

When two or more coats of our PIONEER PREPARED PAINT is applied as received in original packages, and if within three years it should crack or peel off, thus failing to give satisfaction, we agree to repaint the building at our expense, with the best White Lead or such other paint as the owner may select. In case of complaint, prompt notice must be given to the dealer.

**T. H. NEVIN & CO.,**  
Mfrs. & Corroders of Pure White Lead.  
Pittsburg, Pa.

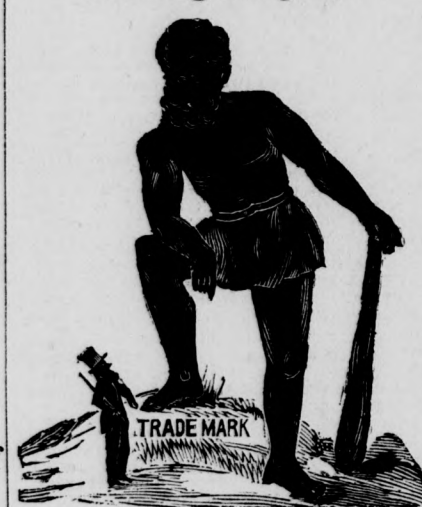
Write for prices and Sample Card to

**Hazeltine & Perkins Drug Co.**

Wholesale Agents, Grand Rapids.

Try **POLISHINA**, best Furniture Finish made.

## GIANT Clothing Company.



## Our Order Department

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

**LARGEST HOUSE in the STATE**

DEALING EXCLUSIVELY IN

## Ready-Made Clothing

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

## ---GIANT---

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

## FURNISHING GOODS.

**GIANT CLOTHING COMPANY,**  
A. MAY, PROPRIETOR.  
Cor. Canal & Lyon Sts., Grand Rapids

**Voigt, Herpolsheimer & Co.,**  
Importers and Jobbers of

## DRY GOODS

Staple and Fancy.

**Overalls, Pants, Etc.,**  
OUR OWN MAKE.

A Complete Line of  
Fancy Crockery & Fancy Woodenware

OUR OWN IMPORTATION.  
Inspection Solicited. Chicago and Detroit Prices Guaranteed.

## FOR SALE.

Feed mill, eighteen horse power engine, good wholesale and retail trade. Will sell cheap. Address "Feed mill," care THE TRADESMAN.

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

## WONDERFUL SOAP.



**NO RUBBING! NO SORE FINGERS! NO BACKACHE! Warranted not to Injure the Clothes.**

**USED TWO WAYS!** (By Boiling and No Rubbing. FULL DIRECTIONS ON THE WRAPPER.)

**THE BEST LABOR-SAVING SOAP MADE**  
A Vegetable Oil Soap. Contains No Rosin.

A LARGE "CHROMO" WITH THREE BARS. Manufactured only by the

**G. A. SHODY SOAP CO.**

**CLARK, JEWELL & CO.,**

Sole Agents for Western Michigan.

## HIRTH & KRAUSE, LEATHER

And Shoe Store Supplies.

**SHOE BRUSHES, SHOE BUTTONS, SHOE POLISH, SHOE LACES.**

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

118 Canal Street, Grand Rapids.

## BELKNAP Wagon and Sleigh Co.

MANUFACTURERS OF

Spring, Freight, Express, Lumber and Farm

## WAGONS!

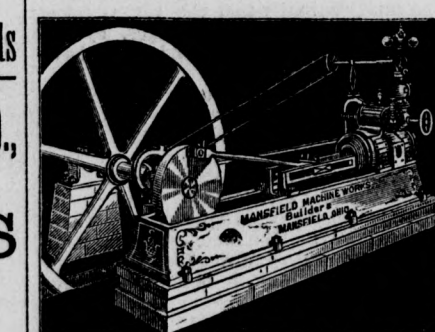
Logging Carts and Trucks Mill and Dump Carts, Lumbermen's and River Tools.

We carry a large stock of material, and have every facility for making first-class Wagons of all kinds. Special attention given to Repairing, Painting and Lettering.

Shops on Front St., Grand Rapids, Mich.

## PORTABLE AND STATIONARY ENGINES

From 2 to 150 Horse-Power. Boilers, Saw Mills, Grist Mills, Wood Working Machinery, Shafting, Pulleys and Belts. Contracts made for Complete Outfits.



**W. O. Denison,**  
83, 90 and 92 South Division Street,  
GRAND RAPIDS, MICH.

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

## STEAM LAUNDRY,

43 and 45 Kent Street.

**STANLEY N. ALLEN, Proprietor.**

WE DO ONLY FIRST-CLASS WORK AND USE NO

CHEMICALS.

Orders by Mail and Express Promptly Attended to.

**GERMAN L. Winternitz,**  
106 Kent St.  
**MUSTARD,** Grand Rapids, Mich.

## Eaton & Christenson

Are State Agents for

## FREDERICK THE GREAT CIGAR.

Grand Rapids, Mich.

Represented by the Giant,  
**Mr. Christopher Sparling.**

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

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

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

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

## VOIGT MILLING CO.,

Proprietors of

## Crescent Roller Mills

Manufacturers of the following well known brands:

Crescent, White Rose,

Vienna, Royal Patent,

AND

**ALL WHEAT FLOUR.**  
The Great Health Food.

W. end Pearl St. Bridge,

**GRAND RAPIDS, - MICH.**

**EDMUND B. DIKEMAN,**

THE

## GREAT WATCH MAKER,

—AND—

## JEWELER.

44 CANAL STREET,

**GRAND RAPIDS, - MICH.**

**HENRY J. HARTMAN,**

**FOUNDER,**

GRAY IRON CASTINGS A SPECIALTY.

Send for Estimates.

71 South 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.

## FRESH FISH

Bought and Sold by

**FRANK J. DETTENTHALER,**

117 Monroe St., Grand Rapids.

37 Oysters the Year Around

**CINSENG ROOT.**  
We pay the highest price for it. Address  
**Peck Bros.,** Druggists, Grand Rapids, Mich.

## LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN.

I had supposed until recently that the monotonous head-lines, "One-Half Off," "One-Third Off," etc., which stare you in the face every time you pick up a paper, were a modern species of advertising, but on looking over an old, eighteenth-century paper, the other day, I ran across the following:

ONE-THIRD OFF.

Caleb Powell, at the sign of the Golden Fleece, offers for sale two misfit, elegant velvet suits, made for gentlemen of quality, at two-thirds of their actual value.

I presume that the individuals who read this "ad." believed in its truthfulness, for, in the old time, mercantile honor was something besides a name; but in these days how many people who glance at the familiar "Off," "Cost" and "Slaughter" announcements think for a moment that rare or exceptional bargains are being offered to buyers, or that the advertisers are possessed of an honest desire to become public benefactors and philanthropists? There would be something to awaken interest in the reader's breast if he should see, for instance, "Granulated Sugar, 4 cents," or "Coat's Thread, 10 for a quarter," or "Best Nails, \$1.50 per keg," but it would convey to his mind no impression that stupendous bargains were on tap if the dealers should say "Sugar at Cost," or "Thread Almost Given Away," or "Great Slaughter of Nails."

Successful advertising is a science, and one in which I candidly confess I am not versed; but I can't be made to believe that the circus style is adapted to trade. Like the hard-headed gentleman in "Hard Times," the careful buyer is always looking for "facts," and the unmeaning clap-trap of the day has, as a business lever, about only one merit—it is a "bonanza" for the printer.

Speaking of advertising, reminds me of a painful incident that recently occurred in our community. Mr. Slimmer has always been a firm believer in the efficacy of printer's ink, and between himself and Spooner, the editor of the *Simoon*, a warm, mutual regard has existed for a long period. In a business point of view, the two gentlemen fitted each other perfectly—Slimmer being an exceptionally liberal advertiser and Spooner a generous buyer of dry goods—and it required very little currency to transact matters between themselves. Spooner conducts a temperance department in the *Simoon*, to which the ex-minister has, heretofore, been a regular contributor. So much for a preface.

Last Wednesday night, just before the *Simoon* went to press, Jacob Blobs, the saloonist, went into the office with an advertisement extolling the merits of his stock, which he wished inserted in the next issue. To this Spooner somewhat demurred, as he thought it wouldn't look exactly proper to publish W. C. T. U. articles and a liquor "ad." in the same paper. Blobs insisted, however, and as Spooner had a package at the express office marked "Ready Print, C. O. D., \$9.25," and had only about a couple of dollars in the treasury, and Blobs exhibited a crisp \$10 bill, the matter was finally adjusted, and Spooner and his boy went immediately to work on the copy.

Just at this juncture, Slimmer's clerk came in with a list of new goods to which he wished to call the attention of the public, and a drunken tramp printer, who happened to be present, was set to work. By an unfortunate and exasperating combination of circumstances, just before making up the forms, Spooner's wife was taken violently ill, and he had to leave the completion of the issue with his boy and the tramp. The next morning, in a conspicuous part of the paper, appeared the following announcement:

SLIMMER EVER TO THE FRONT!

The proprietor of the leading dry goods store of this section, announces that he has just purchased from the great establishment of JACOB BLOBS the finest line of Wines, Liquors and Cigars ever opened in the village. He desires, particularly, to call attention to his new styles of lawn goods and French fabrics for summer wear, while his Bologna Sausages and Limburger Cheese are unsurpassed in quality. He has a new and health-promoting Cornet at 75 cents, and Roasted Genuine Lager is constantly in stock. He invites the attention of ladies to his new designs in Parasols and Fans. A free lunch will be served to every ten-cent customer Saturday afternoons. His laces and embroideries cannot be rivaled in Western Michigan, and the individual who wants Soft Drinks will be accommodated. One of his most successful purchases was an unique style of "Misses' and Ladies' Hose," but to tone up the system and promote health and longevity use Booker's Bourbon Bitters. His new prints, gingham, muslins and other hot weather dress goods are unsurpassed. A Billiard and Pool Room in connection. Mr. Slimmer desires to thank the public for his generous patronage of years past, and if strict integrity, honorable dealing and low prices can command trade he proposes to materially enlarge his business. While we do not train with the temperance cranks and are opposed to prohibitive and summary laws, no drunkenness or gambling will be allowed. Remember, we are, and shall always remain, headquarters for dry goods.

N. B.—We have the only barkeeper in this section who understands the prepar-

ation of gin-cocktails, sherry-cobblers and other summer drinks.

As the drunken "four" departed early the same day, no explanation regarding the remarkable jumble of the two "ads." can be obtained. Mr. Slimmer has ordered a large supply of circulars explanatory of the blunder, from another printing office, and deemed the matter of sufficient importance to rise to a personal explanation in last night's class-meeting; and while Spooner is manifestly guiltless of any intentional wrong, I grieve to learn that the ex-preacher is seriously threatening to commence a \$5,000 libel suit.

There are some of the most extraordinary investments in advertising imaginable. For instance, isn't Snooks' contract of \$12 for a fourth of a page of a hotel register, in which to puff his peanut and cigar trade, simply absurd? Because Dayball "got stuck" on a \$10 lot of unsalable corsets, isn't he very foolish in paying Spooner \$15 for advertising them at "less than cost?" Doesn't Smith strike you as being next to an imbecile when, on discovering that he has invested in a \$6 "dead lot" of patent medicines, he spends \$10 in printing and postage stamps, in extolling their virtues? And when Hoyle, the hardware man, buys a job lot of carpet tacks and contracts for a column in the *Simoon* to boom them at two for a nickel, it strikes me that he, as well as myself, could take a course in the science of advertising with profit.

Barnum says that printer's ink is never wasted, which may be true, but the money that pays for it frequently is.

"The Off Ox."

This is, doubtless, an important subject—the off ox—and, in our opinion, requires a graduate of Oxford to properly develop it. The off ox, as I understand it, is not, necessarily, the one that carelessly swings his narrative across the face of the driver from the so-called off-side. That is called the "G" ox. He buttons his collar on the back of his neck, and is no more particular or fault-finding than any other ox. But the "off ox" which the committee, doubtless, had in mind in assigning this toast is the ox that is off the leg, unsteady, the ox with roving propensities, and no clearly defined line of policy, save to be always making trouble, whether to kick, hook, turn his yoke or get over his chain or to be as far away as is possible to get when wanted, chewing the cud of contentment and leisurely brushing the flies from his side. He is breechily and revels in the meadow and cornfield. He takes no offense at the zig zag obstructed supposed to enjoin him, and either scales it or lifts it gently on his horns. He stops when he feels so disposed, no matter how urgent the business in which he is engaged, and considers only his own sweet will about starting. His own pasture affords no satisfaction, but he is irresistibly drawn to the waving grass and grain just over the fence.

This is a genuine ox, but he has his counterpart in a higher order of animal life. The expression "off ox" is, by no means, applied only to that ruminating species of quadrupeds called oxen. Unfortunately, it applies to men, "the proud lords of creation," and, by a slight stretch of imagination, to the more meddlesome and gossiping portions of the gentler sex. The off ox in the human family is more annoying and dangerous, by reason of his superior intelligence. He possesses in a marked degree the characteristics already ascribed to the off ox. He is breechily and persists in meddling with the affairs of other people; is balking, in that things must go his way or not go at all, if he can prevent it; he is meddlesome, cynical, egotistical, talks opposite to his real views, if he has any, and spells "Yes" with an "n" and an "o" and vice versa. If he wishes to have the railroad pass across his farm, he endeavors to show the surveyor's a better route, somewhere else. He will, doubtless, admit that a railway is a very desirable thing to have, and would be willing to have it take all of someone else's lot or farm. Has always said that he would gladly give the right of way across his farm and give his bonus beside, if we could only get a road, as soon as probabilities thicken that one will be built, up goes the price of his land. He discovers that a railroad, of all things, is the last thing he would like on his farm, and wants more for a right of way than his entire farm is worth. Thus he opposes what he should advance and advances what he should oppose. He will spend time and money in order that someone else shall not succeed. He refuses to assist in some enterprise the object of which cannot be other than good, simply because someone is assisting whom he personally dislikes. He is jealous of others' success. He invades against business organizations and business men, then complains because business men refuse to immortalize him. He prefers to build up caste, to divide society into warring factions, to have interests clash and people wrangling. Unfortunately, Bellaire has not been entirely free from off oxen. But we hope that, in the prospective realization of hopes we have so long entertained, local differences will be forgotten; that each will realize that his personal interests shall not be allowed to stand in the way of the interests of our little town; that we will pull together and further the interests of Bellaire to the utmost of our ability. Fortunately, no man owns it. None should control it. The interest of each is the interest of all. We are a large family with kindred aims and ambitions. As the town we have chosen for our home improves, the interests of its inhabitants must increase. Then, let us unite in public spirit and lose sight of our personal feelings for the leaders in any enterprise which will benefit the town and, consequently, the people in it and help to make the enterprise successful. A few working heartily together with a common purpose will accomplish much more than many times their number working at cross purposes.

\*Response by C. E. Densmore at recent banquet of Bellaire B. M. A.

Bellaire has many natural advantages. It is situated upon a railroad route built on purpose by the greatest of all engineers, He who surveyed the courses of the rivers and led them to the seas, who threw our world into space and marked its orbit, who plated the heavens and studded them with stars. Situated as it is in a magnificent valley covered with mighty forests, threaded on a string of beautiful lakes and rivers, we confidently expect that following the iron horse will come manufactories and other business enterprises that will make Bellaire the commercial emporium of Antrim county. Our country is new and many of us have seen good pioneering and have studied the financial questions in aspects unknown to statesmen. We look to the future with hope revived.

Looking out over the busy world about us, we behold the ocean flecked with myriad sails. It has become subservient to man's use. We see the mountains towering in strength, reaching up into the regions of perpetual snow and parting the clouds that have their brows, victims of man's ingenuity. Their bases are tunneled, and busy hives of industry swarm beneath them. The iron horse frolics upon their slopes and glows with satisfaction as he follows his serpentine path among them. He snorts his defiance, as, prancing upon the jutting crag, he discovers the deep gorge before him and plunges back into his mountain stall. We note man's success in decaying electricity from the clouds and utilizing it as a winged messenger. It spans our continent, and, not content with this, the invisible errand boy dives beneath the waves of old ocean, speeds under its great depths and, in an instant of time, is dispensing information of what occurred across the sea.

Yes, man is fearfully and wonderfully made has wrought out many inventions. He is endowed by his creator with skill and intelligence. He has bottled up the lightning, has explored the bottom of the ocean, has traversed the region beyond the clouds, is familiar with the stars. He sweeps the forests and rides about the fields which supplant them upon machinery which does his work. He tortures the water, until angrily attempting to escape him, it does his bidding and drives his looms and factories. Progress is the watch word of the hour. The progress noted is not the work of the off ox. One must attend strictly to his own business to keep up with the march of events; and, if each attends to his own business, the progress he makes will surprise, and he will be equally surprised to find how little time he has to meddle with the concern of others.

The off ox is also a tale bearer and gossip, and the bible says, "Where there is no tale-bearer the strife ceaseth." The off ox is useful only as he obeys his master. He is not necessary or useful in the nurturing of infants nor in the dairy business, but he has his sphere; and each individual who has his sphere and occupy it. When any man comes to believe himself necessary and indispensable in a community and thinks that he can manage his neighbor's business better than it is being managed and, unrequited, attempts so to do, he is our ideal off ox, and the sooner he is gathered to his fathers the greater blessing will his demise afford.

"The Good New Times."

"A gratifying thing to the observer about the streets is the low price of clothing," said a well-known gentleman the other day. "Fine clothes, of course, are expensive and must always be so, but the cost of good, serviceable, every-day wear-and-tear clothes, is almost startling in its smallness. Why, I examined a strong suit of clothes, good for months of severe wear, a few days ago, and what do you suppose I was asked for it? Just \$3.50, and when I recovered my breath sufficiently to express my incredulity, the dealer said it was true, no jest about it. The making of rough clothes—not so very rough, either—which do not fit like a glove, can be done by machinery almost entirely from the time the wool is cut from the sheep's back till it is ready for wear, and, of course, the price is reduced accordingly. This gives the laboring man a margin after his necessities are provided for, with which to buy books, or to add comforts to his home, or to put into a building association and help toward the accumulation of a little real property to call his own. What a blessed thing it is that happiness and contentment and intelligence and usefulness do not require expensive apparel for their fullest enjoyment. One of the happiest and most learned men I have ever met was a mechanic, working by the day for very moderate wages. He owned a neat little home, and his chief delight was to settle down in an easy chair in the evening and read. He had little by little accumulated several hundred books, and not a flashy one among them. Everyone would bear many readings. He knew nothing about Latin or Greek, and couldn't tell German from Russian, but his judgment in matters of common sense was almost infallible. Now, this enviable man, surrounded by a family inheriting his tastes, always made a practice of buying very cheap clothes, for the sole purpose of putting the money to better use. People may talk of the good old times," said the philanthropist, as his car came along, "but I tell you the good new times are beyond comparison."

The Secretary of the Traverse City Business Men's Association writes as follows: "At our last meeting, we admitted four new members, after which the Committee on Manufacturing reported, showing that they were doing good work in inducing manufacturers to come to Traverse City to locate. A letter was read from the Association of Elk Rapids, inviting the Traverse City Association there the 4th of July to play an amateur game of base ball with them, which was accepted and a committee was appointed to organize a nine to wipe them off from the face of the earth."



# 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 22, 1887.

## A DIRTY SLUR.

The Grand Rapids *Telegram-Herald*, which never misses an opportunity to slur the traveling fraternity, published the following reflection on them in its Sunday issue:

A glance at the registers of the several hotels last night showed a wonderful falling off in the number of arrivals and traveling men were as scarce as hen's teeth. Landlords are suffering by reason of the iron-clad rules of the new Superintendent of Police, as traveling men are seeking other and more congenial climes for spending the three days which constitute their Sunday vacation.

In behalf of the traveling fraternity, THE TRADESMAN denounces the above statement as false and misleading. There may be some traveling men who come to Grand Rapids to drink and gamble, but the rank and file of the profession are not actuated by such motives, and any paper which lays such a charge at their feet is guilty of malicious defamation.

Bishop Potter, of New York, makes his appeal for a million dollars to build and endow a great cathedral in New York. The erection of such an edifice has been contemplated for at least fifteen or twenty years past, but the effort seems to have been delayed in the hope that Miss Catherine Wolfe would give or leave the money needed. But as this hope has come to nothing, the appeal is made to the people of the diocese. A Christian of the ages to which the Episcopal Church looks back for its models would be somewhat surprised by hearing of such an appeal. By a cathedral church he would understand the church where was placed the bishop's *cathedra* or throne from which he taught his flock. He would ask if Bishop Potter had no church or no *cathedra*, no flock to teach or no place from which to teach it. He would ask why Trinity Church, the oldest in the diocese, was not the bishop's church, and by what right any man calling himself rector could thrust himself into that church to the exclusion of the bishop. And he would be still more surprised to be told that the only cathedral in America was that of the bishop of a neighboring city, and that it was not in the city but in a country village at some distance from it! If a cathedral mean a big church, with special opportunities for ritualistic display, the call for a million may be quite in order. If it mean in America what it means historically in Europe, then all the wealth of New York will not suffice to create it. It is history, not money, which makes a cathedral.

The recent and great rise in the price of coffee is traced by some of our contemporaries to speculation, and the dealers are censured for this treatment of "the poor man's only luxury." The fact is that last October when the trees were in blossom in Brazil the coffee plantations were visited with a severe frost, so that there will not be half a crop this year. And as Brazil supplies five-sixths of what is used in the United States, prices have gone up accordingly. It would be better for us if we drew our supply from a larger area, and thus were less dependent on the weather of a single country. Mexico has splendid facilities for the production of coffee, but her people show very little readiness to make use of them. The excellence of Mexican coffee secures a steady and remunerative market in this country for all they have to sell; but they do not seem to wish to increase their product or to rival Brazil in meeting the American demand. As it was outside capital and enterprise that brought the Brazilian product up to our needs, we may wish for the same stimulus to the lagging energies of Mexico.

The pure food advocates are free to assert that they feel like Othello with his occupation gone. The disclosures of the New York *World* and the reports of analyses of foods made by chemists in all parts of the country show that the cry of adulteration is largely without cause. And recent developments have proven beyond a doubt that the men who are endeavoring to make capital out of the pure food movement are actuated by wholly selfish motives.

Savonarola regenerated Florence and General Smith gives promise of doing the same great work for Grand Rapids. His efforts toward the suppression of gambling and illegal liquor selling have received the approbation of every honest citizen, and THE TRADESMAN hopes to see him continue his present policy until Grand Rapids has become clean in all that the term implies.

The Pennsylvania Legislature has passed a bill to facilitate the establishment of co-operative stores. The same bill was passed two years ago, but was vetoed by Governor Pattison on the ground that the stores had some features which belonged properly to banks. Governor Beaver takes the view that making a store a place for the deposit of wages does not bring it under the constitutional restrictions imposed upon the creation of banks of discount. The bill is modeled after that drafted by Messrs. Ludlow

and Hughes for the British Parliament, and that has been found to work remarkably well. It is expected that stores of this kind will supersede the "company stores," wherever these are maintained really for the convenience of workmen, and not to fleece them by overcharges.

The Chicago *Grocer* intimates that THE TRADESMAN is letting up in its opposition to the pure food movement. For once that journal is correct. THE TRADESMAN has done its share toward killing the movement, but the leaders checkmated their enemies by committing suicide. Now, what is the use of kicking a mule, when the animal is dead?

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

John English has engaged in the grocery business at Lucas. Clark, Jewell & Co. furnished the stock.

J. C. Branch has engaged in the grocery business near White Cloud. Clark, Jewell & Co. furnished the stock.

Joseph Rogers has engaged in the grocery business at Hastings. Amos S. Muselman & Co. furnished the stock.

N. B. Clark has contracted to handle 3,000 cords of tan bark this season, which renders him the largest handler of that commodity in the country.

The Grand Rapids School Furniture Co. received orders last week for 1,400 opera chairs for the new Crawford Opera House at Wichita, Kansas; 400 chairs for the Presbyterian church at Kansas City; 500 chairs for the Millett Opera House at Austin, Texas; 350 chairs for a new opera house at Carlisle, Pa.; 1,200 chairs for a new opera house at Omaha, Neb.

The compressed yeast business at this market amounts to about \$18,000 per year, one-third of which is shipped to other points. The business is divided among four resident agents, who employ several wagons in distributing the article fresh every morning to the city trade. The first person to introduce compressed yeast at this market was P. Spitz, who established himself in business here ten years ago.

### AROUND THE STATE.

Vermontville—Baker & Hall have opened a meat market.

Howard City—B. T. Kent, hardware dealer, has sold out.

Elmira—J. R. Combs succeeds Combs & Manes in general trade.

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

Scottsville—J. Welch succeeds J. Welch & Son in the hardware business.

Armada—Cowden & Castle succeed M. W. Cowden in the milling business.

Paris—Church & Nichols succeed H. M. Fuller & Co. in the logging business.

Charlotte—Thos. J. Green succeeds Wm. H. Dudley in the hardware business.

Kalamazoo—David Loyle has opened a grocery store at 423 North Rose street.

West Branch—A. Shuster succeeds Eggleston & Co. in the grocery business.

Manistee—Milton & McGuire, late of Ludington, have opened a grocery store.

Charlotte—J. P. Griffith has sold his meat market to Wm. Mikesell and Wm. Griffith.

Wacousta—Arthur Lowell succeeds J. H. Lowell in the grocery and notion business.

Sparta—M. Van Wiltbergen succeeds Van Wiltbergen & Hastings in the lumber business.

Saginaw—Newell & Robinson succeed E. C. Newell & Co. in the book and stationery business.

Plymouth—Henry Dohmstreich & Co. succeed Daniel R. Penney in the grocery and crockery business.

Three Rivers—J. E. Treat's jewelry stock has been foreclosed on a chattel mortgage held by his brother.

Morley—Lon. A. Pelton is building a two-story addition to his hardware store, 25 x 30 feet in dimensions.

Lakeview—Dr. John Lamoreaux has sold his drug stock to S. E. Young, late of Edmore and Burnip's Corners.

Allendale—J. J. Quick has sold his general stock to Frank Parker, now principal of the Nunica graded school.

Charlotte—Arthur Brooks, late of Ludington, will open a crockery and fancy goods stock here about July 1.

Muskegon—J. M. Cotton and David Goldroth will embark in the clothing and furnishing goods business about August 15.

Jackson—Henry Kellogg succeeds H. P. Webster as President of the Jackson Cracker Co., having purchased Mr. Webster's stock in the corporation.

Hart—Chas. A. Gurney has purchased the interest of Chas. Adams in the drug business of Cady & Adams. The new firm will be known as Cady & Gurney.

Shelby—Kohler & Hobby, who engaged in the grocery business about four months ago, have agreed to disagree and dissolved.

Wheeler Bros. purchased the stock.

Charlotte—Allen McOmber, formerly engaged in the jewelry business at Hastings, has purchased a half interest in the jewelry establishment of Frank Pancrost. The new firm will be known as McOmber & Pancrost.

### STRAY FACTS.

Paris—E. M. Stickney shipped 75,000 feet of basswood lumber to Detroit last week.

Port Huron—E. Percival, of the firm of E. Percival & Son, grocers and broom manufacturers, is dead.

Clarksville—C. L. Howard's general store has been closed on mortgage by Spring & Company, of Grand Rapids.

Springport—R. Yearington, who was en-

gaged in the dry goods trade here for twenty-five years, died on the 16th.

Traverse City—Rumor has it that the firm of Ashton Bros. is to be changed to Ashton & Son, Frank Ashton retiring.

Bellevue—Barrett Vaughan, the druggist, now carries his right arm in a sling, as a result of attempting to wear a refractory calf.

Shelby—F. W. VanWinkle, the druggist, claims to be the union king of Northern Michigan. He has five and one-half acres under cultivation.

Greenville—H. M. Fuller has withdrawn from the banking business with C. J. Church & Co., and the lumbering firm of H. M. Fuller & Co. has dissolved.

Lyons—E. N. Thayer, the druggist and grocer, has been married twenty-one years and on Saturday the first fruits of the union appeared in the form of a 3½ pound girl.

Casnovia—The liabilities of W. H. Benedict are \$2,070. He says his failure is due to the operations of J. A. & J. C. Williams, of Detroit, who filled the farmers full of goods and left him to meet the expenses.

Mears—H. Cockell was arrested for perjury last Wednesday and taken to Chicago for trial. Members of the Excelsior Iron Works went his bail, and on Friday Cockell was back to his old stamping ground, talking damage suit.

Bonanza—The town has taken on a genuine railroad boom. Frank Hilbert, of Woodland, will put up a building for use as a general store and bank and Stephen Haight, of the same place, will put up a building to occupy as a furniture store.

### MANUFACTURING MATTERS.

Shelby—P. P. Roberts, of Hart, will start a branch tile factory here.

Saginaw—Bliss Bros' new sawmill goes into operation about July 1.

St. Louis—A. J. Harrington & Son are now turning out 100 tables per week.

Remus—H. W. Shantz has bought E. A. Straub's hoop mill and will continue the business.

Charlotte—The Steam Heat Evaporator Co. shipped a carload of machines to San Francisco last week.

Owosso—The Owosso Casket Co. has been promised a cash bonus of \$3,000, if it will double its present capacity.

Muskegon—The Muskegon Valley Furniture Co. has over 150 names on its payroll and is rushed with business.

Dimondale—E. W. Hunt is refitting his grist mill with complete roller process. He expects to start up again about August 1.

Pentwater—Dwight & Stiff will introduce roller process machinery in their flouring mill, which will give them a capacity of fifty barrels per day.

Holland—The Waverly Stone Co. has purchased a steel boiler, automatic engine and steam derrick, which will increase their daily output to twenty-five carloads.

Marshall—V. Arnold, C. H. Vary, W. H. Alexander and A. J. Rowley have organized a stock company for the purpose of manufacturing the Arnold patent sacker and weigher.

Pentwater—E. J. Birkett, late of Milwaukee, will establish the Pentwater Foundry and Novelty Works about October 1. Two buildings will be constructed for this purpose—one of brick, 28x46 feet in dimensions and two stories high and a wooden structure 20x30 feet in dimensions.

Bay City—G. H. Eckler & Co. are broom manufacturers. One night last week Val Mead, one of the firm, entered the premises and removed 27 dozen brooms. The "theft" was reported to the police, and upon discovery that Mead had taken the goods the search for the "thief" was discontinued. The firm dissolved partnership.

McLain—H. M. Harroun, in company with George S. Lacey, of Farmers, Ky., has closed negotiations for the purchase of the Wesson & Money plant at Bogue Chitto, Miss. There are at least a 100,000,000 feet of pine, a mill that will cut 35,000 feet a day, and a logging road seven miles long. Business will be conducted under the name of the Keystone Lumber Co. It is expected that the mill will be in operation in about 30 days.

Cheboygan—The lumber manufacturing interests of Cheboygan have taken on a decided impulse in the way of healthy growth, judging from the indications so far shown this present season, and all the possibilities point to the season's cut far exceeding that of former years. Several new mills have started up and some have dropped out of existence. The number at present in active operation shows a gain of two mills of large capacity over the count of last season, with still another which will be taken to Cheboygan and set up. It is hardly possible to correctly estimate the actual cut that the present season will foot up, but there are several good reasons for assuming that it will be far in excess of last season.

### Association Notes.

Hastings Banner: "The Business Men's Association continues to make life a weary waste to the dead-beat."

Evart Review: "Secretary Bell, of the Business Men's Association, rings a large bell each night, except Saturday, at 8.30 o'clock, to give notice of the time of closing all business places."

Owosso Times: The Owosso Business Men's Association is making big preparations for the banquet July 1. Good speakers from abroad are expected.

The State Association of Pennsylvania now includes every local association in the Keystone State, Philadelphia having wheeled into line during the past week.

Whitehall Forum: The White Lake Business Men's Association is perfecting arrangements to give a grand free excursion

to the Resort on the Fourth of July. This will probably be the only celebration of the day in either town, and a good time will undoubtedly result.

Some of the Pennsylvania associations have adopted a resolution fining members \$10 for buying goods with schemes on the first offense and expelling them for the second offense. The new idea is said to be meeting with great favor.

The bill incorporating the Michigan Business Men's Association and auxiliary branches passed the House last Wednesday and is consequently now a law. The full text of the law is given on the fourth page of this issue. A form for a charter is now under consideration, after which the State body will be in a position to charter the local organizations of the State.

Vermontville Echo: "The Business Men's Association is agitating the subject of closing the stores at 7 o'clock. The plan has been adopted in several surrounding cities and works like a charm. When people once get in the habit of doing their trading in the early evening, it can be made just as convenient to do so. Merchants are human and would like a little rest."

Evart Review: "The Business Men's Association met last Wednesday evening at the Council Rooms, nearly one-half of the members being in attendance. One new member was admitted. All the members present expressed themselves as highly pleased with the workings of the Association. A petition was handed in from the residents of the country north west of the village, asking the Association to help to get a good road laid out and completed on or near the old McFarlane logging road. The matter is to be vigorously pushed and it is confidently expected that the road will be put through. It will certainly be a great benefit to all."

### VISITING BUYERS.

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

A. E. Johnson, Sparta.  
J. H. Marlett, Berlin.  
G. M. Huntley, Reno.  
John Giles & Co., Lowell.  
Lee Denel, Bradley.  
A. Volner, Big Rapids.  
C. K. Hoyt, Hudsonville.  
Jno. Giles, Lowell.  
Robt. Graham, Coopersville.  
Norman Harris, Big Springs.  
Geo. N. Reynolds, Belmont.  
O. House, Chautauque.  
L. N. Fisher, Dorris.  
John English, Lucas.  
A. S. Sage, Rockford.  
C. H. Deming, Dutton.  
J. L. Handy, Boyne City.  
C. H. Joldersma, Jamestown.  
R. T. Parish, Grandville.  
Hoag & Judson, Cannonsburg.  
C. C. Jenks, Hamsey, Morgan & Jenks, Kalamazoo.  
Jas. Colby, Rockford.  
Henry Henkel, Howard City.  
G. W. Bevins, Tustin.  
D. M. Peacock, Ashland.  
Gibbs Bros., Mayfield.  
A. W. Blaine, Dutton.  
J. E. Gunstra, Lamont.  
M. Minderhout, Hanley.  
B. Burlington, Bradley.  
W. F. Myrning, Big Rapids.  
Headley & Son, Wayland.  
John F. Gauwiler, Croton.  
A. & L. M. W. C. Hudsonville.  
Berlin.  
H. Barry, Ravenna.  
Frank Narreagang, Narreagang & Son, Byron Center.  
P. Brautigan, Brautigan Bros., No. Dorris.  
Wm. Verneulen, Beaver Dam.  
J. C. Branch, White Cloud.  
South & Bristol, Ada.  
C. N. Hyde, Rockford.  
L. B. Chapel, Ada.  
B. J. McKee, Moline.  
Nelson F. Miller, Lisbon.  
A. Purchase, So. Bend.  
R. Kanfers & Son, Holland.  
D. H. Decker, Zeeland.  
Wm. DePece, Zeeland.  
G. TenHoor, Forest Grove.  
M. M. Nash, Bogue Chitto.  
Spring & Lindley, Bailey.  
S. Monroe, Berlin.  
W. H. Bartholomew, Wayland.  
N. V. Craun & Son, Sand Lake.  
J. A. VanBuren, Muskegon.  
Henry Misher, Freeport.  
W. H. Ballard, Sparta.  
Roland & Co., Traverse City.  
S. McNitt & Co., Byron Center.  
Spoon & Sinclair, Spoonville.  
D. F. Williams, Caledonia.  
R. A. Hastings, Sparta.  
W. N. Hutchinson, Ashland.  
H. Meadows & Co., Chas.  
G. P. Stark, Cascade.  
Sisson & Lilley Lumber Co., Sisson's Mill.  
Redpath & Murray, Martin.  
D. H. Blakeley, Coopersville.  
Blakeley Bros., Fife Lake.  
S. S. Waldo, Ganges.  
C. B. Roote, Hillsdale.  
Walling Bros., Lamont.  
J. N. Wait, Hudsonville.  
Childs & Carpenter, Child's Mill.  
D. V. Wilson, Sand Lake.  
J. C. Benbow, Cannonsburg.  
Adam Newell, Burnip's Corners.  
W. H. Fisher, Berlin.  
Veizy Bros., Lamont.  
O. W. Messenger, Spring Lake.  
C. Young, Allegan.  
J. Henry Geris, Big Rapids.  
R. G. Beckwith, Bradley.  
Geo. H. Walbrink, Allendale.  
C. W. Ries, Jamestown.  
W. H. Hicks, Morley.  
W. Bell, Nottawa.  
J. V. Craun & Son, Sand Lake.  
Jen Herder & Tanis, Vriesland.  
H. Van Noord, Jamestown.  
Jno. Tiesinga, Forest Grove.  
C. Wagoner, New Holland.  
W. M. Rogers, Fennville.  
Jno. Danstra, Gitchell.  
Wooden & VanWinkle, Sparta.  
C. E. Manley, Kenney.  
A. M. Church, Alpine.  
M. J. Howard, Englishville.  
Herder & Lahti, Zeeland.  
M. E. Snell, Wayland.  
S. Cooper, Jamestown.  
J. E. Edwards, O'Donnell.  
J. P. Dwinnell, Cardston.  
J. H. Killmer, Saranac.  
Gus. Begman, Bauer.  
John Gunstra, Lamont.  
Will Jeannott, P. Jennott & Co., Reeves.  
L. E. Whitman, Lawrence.  
Eli Runnels, Corning.  
C. M. Shaw, Sparta.  
G. S. Putnam, Fruitport.  
S. T. McLellan, Dennison.  
L. H. Chapman, Chapman & Callahan Cedar Springs.

### Independent Oil.

The Independent Oil Co. is receiving many flattering testimonials on the superior merits of its oils, especially the "Ethaline" and "Ruby" brands, which have gained a strong following in the regular channels of trade. As the fall season approaches, the tank line service between this market and Cleveland will be greatly increased, so that the usual periodical oil famine will be dispensed with this year.

Jackson merchants and manufacturers have set about the work of systematically and persistently booming the central city.

### Purely Personal.

H. B. Fairchild has begun the erection of a fine residence on Wealthy avenue, two lots east of the Rockford.

Charley Hyde, the Rockford grain and wool dealer, was in town Monday, getting pointers on "Incipient Railroads."

Lloyd Van Natta, billing clerk for Amos S. Muselman & Co., has gone to Easton, Pa., where he will spend a fortnight with his parents.

F. M. Priestley, of the Priestley Express Wagon & Sleigh Co., started out last Tuesday for a two weeks' trip among the Eastern jobbing trade.

Jas. M. Wilcox, formerly book-keeper for the Berkey & Gay Furniture Co., now occupies a similar position with Arthur Meigs & Co., lumber department.

G. H. Foster, President of the Excelsior Refining Co., of Cleveland, was in the city a couple of days last week, visiting his representative, Manager Marston, of the Independent Oil Co.

The "Black Boom," headed by the redoubtable Albert Retan—whose wine has a National reputation—serenaded a newly-married couple at Pawmaw last Thursday evening by singing "Hold the Fort."

### The Grispack Brigade.

Louis J. Koster, of Detroit, passed through the city Friday night on his way to the St. Louis convention.

Will A. Collins, formerly with A. Rasch, has engaged to travel for Christian Pfeifer, the St. Louis tobacco manufacturer.

W. N. Ford, representing Jas. G. Butler & Co., of St. Louis, was in town over Sunday and left to-day for the Saginaws.

Chas. S. Robinson has gone East on a ten days' trip. He will return on the 28th, when he will resume the quickstep among his trade.

Christopher Sparling, a smaller man than Tom Thum ever dared to be, has gone on the road for Eaton & Christenson, selling "Frederick the Great" cigar.

A. L. Braisted is authority for the statement that H. B. Fargo, the Muskegon grocerman, is having a dray built on purpose to escort Steve Sears around the Sawdust City.

Geo. F. Owen and L. M. Mills and wife left Saturday night for Chicago, from which place they proceeded Monday night for St. Louis, to attend the National convention of the T. P. A.

D. P. Thompkins, representing Schubmehl, Pratt & Co., cigar manufacturers of Birmingham, N. Y., was in town last week, arranging for the advent of the "Frederick the Great" cigar.

Geo. W. Botsford is now working through Indiana for the Auburn Paper Co. and C. B. Radford is working the trade of Northern Michigan. Mr. Radford was recently married to an estimable young lady of Lansing.

Albert C. Antrim, traveling representative for the Alabastine Co. and Anti-Kalsomine Co., has returned from a trip which began on January 7, during which time he covered twenty-two states, including the Eastern, Middle and Gulf States. He will start out again about July 1.

### Blood Oranges.

Strolling about the neighborhood of the Quincy market, writes a Boston correspondent of the *Low State Register*, my attention was attracted by the sign, "Blood Oranges, \$7.50 a Box," which decorated the exterior of an importer's shop. I had always supposed that the blood orange was a freak of nature, to be found semi-occasionally like a yellow fire cracker in a pack of Golden Dragons brand; but this, it seems, was a mistake, for the dealer assured me that the ruddy fruit was a distinct variety.

"It is artificially produced," he said, "by grafting an ordinary orange tree with the pomegranate. The result is an orange like any other so far as flavor is concerned, but with red juice that is visible through the skin. It brings a slightly higher price, because it is regarded as a curiosity. The people of Sicily cultivate it mostly. Yes, there are one or two queer kinds of oranges of which I know. The pineapple orange, which has something of the pineapple flavor, is finding its way into the market. Then, there is the 'navel' orange, grown extensively in southern California. It is considered particularly fine and sells at corresponding prices. The most curious thing about it is the astonishingly accurate imitation of the human umbilicus, which ornaments the extremity farthest from the stem. It is from this peculiarity that the variety takes its name. These navel oranges, by the way, are of the feminine gender and have no seeds at all."

"I had a few sweet lemons in stock the other day," added the dealer. "They are quite a rarity. People in this part of the world have poor taste in tropical fruit, anyway. They will always pay more for a red banana than for a yellow one, although the former is considered an inferior fruit where both are grown. The lime, too, is far more prized in tropical countries than the lemon, but notherrers think it is only good for pickling."

The Knights of Labor, when they first organized themselves, were undoubtedly animated by just and reasonable principles, but little by little they have relegated their rights to a secret clique of unscrupulous managers. They are forced to strike without cause in many cases, to stop work when they want to work, to espouse the quarrels of other organizations when they have none of their own, and to go into enforced idleness to suit the whim and caprices of "jawsmiths" who never toll taxpayers.

The fastest sea-voyage between Europe and the United States has just been accomplished by the Cunard steamer "Umbria," being only six days and twelve minutes from Queenstown upon landing in New York. Had she not gone forty-seven miles out of her usual course, for fear of icebergs, she would have arrived a couple of hours sooner.

The fire works trade has been smaller this season than for several years past, owing to the few general celebrations in prospect.

### 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—CHEAP—Portable saw mill in good running order. Capacity 25 M pine lumber per day. Gang edger, saw dust carrier, and line rollers. For further particulars enquire of J. F. Clark, Big Rapids, Mich. 1887.

FOR SALE—\$2,500 new stock of drugs and groceries at sacrifice, in rattling town. Five dry goods stores, one drug store. Drugs separate, if desired. Exchange for unimproved farm or other business. D. & G. Carr Tradesman. 1887.

FOR SALE—In the fast-growing city of Muskegon, a choice stock of groceries, including store fixtures, horses and delivery wagons. Corner store, well located, everything in good shape. Address H. Lock box E. Muskegon, Mich. 1887.

FOR SALE—Stock of general merchandise in good condition and locality, also store. Good reason for selling. J. C. Stitt, Dollarville, Mich. 1887.

FOR SALE—Fine residence property on Mount Vernon street, west side, with bath room, closets and all modern conveniences, for sale for \$5,000 cash, or will trade for stock of general merchandise or goods in any particular line. Address N. A. Fletcher, Houseman Building, Grand Rapids. 1887.

FOR SALE—Stock of groceries situated in a brick railway town, good farming community. Stock will inventory about \$800. Address N. L. Carr, The Tradesman. 1887.

FOR SALE—An old established confectionery and fancy goods stock. For information call or address at premises, 43 West Leonard street, city. 1887.

FOR SALE—Hardware stock in the thriving town of Spring Lake, situated on D. & G. H. & M. railway and two miles from Grand Haven. Stock will inventory about \$6,000. Call on or address C. A. Pearson, Spring Lake, Mich. 1887.

FOR SALE—The best drug store in the thriving city of Muskegon. Terms easy. C. L. Brundage, Muskegon, Mich. 1887.

FOR SALE—Drug and grocery stock; sales, \$5,000 a year; inventory, \$3,000. Western fever only reason for wishing to sell. Will give a bargain to right man. Address Palmer, care of The Tradesman, Grand Rapids, Mich. 1887.

FOR SALE—Hardware stock in Coopersville, a growing town on the D. & G. H. & M. railway. Stock will inventory \$5,000. A good delivery wagon. Address W. R. Bolton, Coopersville, Mich. 1887.

FOR SALE—Two store counters, three sets scales, six tea cans, six spice cans, one small coffee mill and two show-cases, also one delivery wagon. All of the foregoing will be sold cheap for cash. M. J. Lewis, 22 Grandville avenue, Grand Rapids. 1887.

FOR SALE—Best bargain ever offered for general stock in growing town in good farming community in Northern Michigan. Stock will inventory about \$6,000. Sales last year were \$60,000. Address "The Tradesman," Grand Rapids. 1887.

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

WANTED—I want a good man to clerk in general store. Must be steady, well recommended and not afraid of work. None other need apply. G. S. Putnam, Fruitport, Mich. 1887.

AGENTS WANTED—Solicitors for the "Imperial" cheapest reliable life insurance in the world. Men of energy and ability can secure good territory and contracts. O. H. Hovey, general agent, 32 Houseman block, Grand Rapids. 1887.

IMPORTANT TO EVERY STORE-KEEPER—Every retail dealer who desires to run his business on an economical basis should send for a sample of the Suttill Coupon System, the most complete arrangement of the kind that will abolish your pass-books. The best and most progressive merchants throughout the United States are now using this system with the very best results. With this system you have no writing, no bookkeeping, no pass-books. Every sale is a cash sale and hundreds of dollars are saved annually in forgotten entries alone. Having two kinds, samples of both will be sent on application. John H. Suttill, Albany, N. Y. 1887.



SOLIMAN SNOOKS.

The New Railroad Causes a Boom at the Corners.

CANT HOOK CORNERS, June 20, 1887.

Editor Tradesman:—Business is just getting right up and booming at the Corners, since they got the railroad within four miles. The town is full of railroad men and the way beer is getting jerked at the five saloons in Cant Hook Corners is a caution to wildcats. Law business is looking up and I have had to give much of my time to holding suits. We had a free fight Saturday night, in which fourteen men were engaged. There was a bloody array of noses in court on Monday as I performed the melancholy duty of socking each one \$2 fine and \$2.10 costs. I hate to discourage the hilarity of the occasion, but the dignity of the law must be preserved, you know.

The village marshall don't set around on his seat of authority like he used to. The boys keep him busy keeping the peace.

Real estate is also suffering a tremendous boom this summer. I never saw the beat of it in my life. Why, I sold that lot south of the barber shop for \$3.25 a foot, when only two weeks ago I held it at only seventy-five cents per foot, a clean advance of over 400 per cent. This place is bound to become a second Chicago, and all it lacks now is the population and smell.

You remember last week I was glad Mrs. Snooks was down in Indiana, so I had hopes she would not see how my relative, Tom, got on the D. B. list. Well, she has done a blame sight worse, as she has stumbled across another of the Snooks family at Michigan City. I supposed John was dead years ago, but it seems that he is keeping sole and body together as a cobbler, and has his little battered tin sign hung out on the panel of his door

JOHN SNOOKS COBBLER.

He is no "sherry cobbler," it seems, for fragrance, by the way Mehitable writes. She says she would not have ever went to the altar and took the name of Snooks, if she had known I had such a relation. Dad blame the luck! She drops into poetry, too, which is the unkindest cut of all. She says

Our dream of love is o'er,  
Wrecked by a cobbler store,  
Crushed by a weight of woe,  
Like a boot all out at toe.  
  
No more will I see thee ever,  
No more hear thy loving tones,  
For then could come between us,  
Like a skeleton's grinning bones  
  
The sign of yon gaunt cobbler,  
As he sits and paws away  
At the worn-out shoes of the laborer  
That works for a dollar a day.

That really looks as if the old lady was going back on me, don't it? If she does, I shall—but never mind—I won't say what. But when she learns how the old town is booming and how I am getting rich, hand over fist, I guess she will change her mind. My relations are no worse than hers, anyhow, when you come to that. Them Spriggs in Pine Holler pole a vote big enough to carry the Upper Peninsula, and every last one comes to town when there is a circus or 4th of July celebration, and Mrs. S. has to cook and bake and fry and stew and wash dishes all day, while the others go out to enjoy the sights. And young ones! Lord bless you, they have got more children than a Mormon Elder. The last circus we had here I got hot over the rum-pus at my house. One youngster tipped over the syrup pitcher and rolled in the molasses. Another pulled the what-not down and broke all the vases and little china dogs and lambs and a clock to eternal smash. One small boy tried to climb the rainwater spout and fell into the swill-barrel, and I spoiled my best Sunday pants pulling him out. Mr. Editor, do you happen to know of some lone island that I can buy? If you do, let me know. I want to build up a home on it pretty soon. When we go to the city to see a circus, we don't go and stay with our city cousins. No, sir, we go right plum to a hotel to stop. But then, we have relatives that we like to have come and see us, and they like us for ourselves and we like them.

This letter is not on trade matters, to be sure, but you have so many able correspondents now that your readers are well supplied on trade subjects.

Bilson was in to-day, and he said, "Snooks, that TRADESMAN is getting to be the dodgiestest best paper in seventeen states. Why, even my wife reads it in preference to the more literary Grabbag."

I say, "good for you, old chap."

Yours boomerily,  
SOLIMAN SNOOKS,  
General Dealer.

One Way to Educate the Dead-Beat.

After reading the ever-welcome TRADESMAN each week and carefully noting all that is said, pro and con, as to how to annihilate that class of hyenas called the dead-beat, I find him still preying upon his victims to a great extent. We can cut him off here to-day, but he will be in new pastures to-morrow. The venerable Soliman Snooks, of Cant Hook Corners, has not got him yet, and I have ventured to write a little on the subject. If we are to take the course of the most way to approach our enemies, we must first encounter the young and educate them that the practice of dead-beating a friend is wrong and one of the worst crimes to be committed. Secondly, our method of treating the dead-beat at present by black-listing him, will do in a certain measure,

but that will not cure the disease. There are a great many men who seem to carry the idea that these laws are on their side and never dream that these same laws were intended to check the grasping dealer or creditor from taking undue advantage of the poor or less wealthy. What I wish to say is, that I have been contemplating cutting from THE TRADESMAN each week that column explaining and criticising the dead-beat and mailing the same in an envelope to the persons who still persist in not paying their bills; but I would prefer to have THE TRADESMAN print a small sheet containing the articles glowingly describing the common enemy and mailing one to each name in every local association. I get this idea from the tracts which Christians use to bring converts to their respective churches. We can reasonably say that we might convert a great many of our professional dead-beats by holding them up so they could see in what light they are really held. As there are over 2,000 members, I do not think this course would be a burden, as the price exacted from each one to maintain such a sheet would only be a few cents.

AUXILIARY MEMBER.

Dangers of the Real Estate Boom to the Retail Merchant.

In conversation with a prominent jobber a few days since, he made the following remark: "I think the real estate boom throughout the country is having a bad effect on general trade. I have heard of at least three cases where dealers have injured their business by unfortunate real estate speculations."

We have in a previous issue referred to the dangers of the boom, but these words were suggestive of a danger to a distinctive class we had not specially mentioned—the small dealer, whose business, while probably perfectly satisfactory to him before the advent of the boom, is likely to be affected by the speculative fever surrounding him on all sides. He reads of the wonderful rise in the prices of real estate, of the marvelous fortune so and so has already secured, of the Eastern capitalist who has so much confidence in the prominent position his town must assume in the near future, and wonders why he should not also enjoy a modicum of the fortune so plainly in view. His inclinations gradually overcome by the force of common sense, his confidence increases, and ultimately his eyes become blinded by the glitter of prospective wealth.

Man is naturally a gambler. He will take chances, under exciting circumstances, that his better judgment tells him he should not take, but the hopes of winning in a game he sees others playing with success, induces him to make the venture, regardless of his lack of knowledge, which the successful one possesses. It is true in a sense, that where there is nothing risked there is nothing won, but not in the sense of venturing beyond the bounds of prudence. Every business is, to a certain extent, a risk, and to that extent a speculation, but the man who is successful is not the one who enters it at a venture, without previous experience, but he who has made it a study, perhaps for a life-time. If the dealer is prosperous, and has a surplus beyond his business needs, he may be pardoned in a measure for using it for speculative purposes; for then, should he meet with loss, he is able to stand it, and the chagrin natural to such a result will be mixed with a leaven of thankfulness that he is still on deck, and that his business has not been jeopardized. But the reverse would be the case should his working capital become impaired, his credit questioned, and confidence in himself—without which men seldom succeed—should fail him.

As an instance of the mania for speculation now current, we may mention the case of a minister, as reported in the daily press, who had so far neglected his ministerial duties in his infatuation for speculation, as to make his study virtually a real estate office, until his loss reduced to a bare dozen, who finally induced him to resign his charge. A dealer said to a jobber not long since, that he did not much care how his business went, as he had made a hundred thousand in real estate since the boom started, but it was not said in a manner to encourage belief in the statement, and his subsequent transactions did not tend to corroborate it. There is every reason to believe that we have entered into a period of prosperity that promises continuance for several years, but it is not confined to any one line. Every trade and occupation must feel its good effects. Real estate speculations are simply a part of the general prosperity, but the tendency has been to over-estimate the profits likely to accrue, and in this exaggeration lies the danger to the man of limited means. When men who have their total capital invested in a reliable business, rob that business to speculate in real estate at the prices the boom creates, they run the risk of the gambler who stakes his all on the turn of a card.

It Does Not Pay.

A citizen said the other day, concerning a city merchant, "I have no dealings with that man, because I do not think he is honest."

The friend remonstrated at this expression, remarking that he had always considered the merchant upright and honorable. He received the following reply: "I do not know whether I am justified in calling the merchant dishonest, but I base my suspicions on these facts. "I have been in the habit of sending my office boy to his place to buy certain small articles that I have needed, and I have noticed that very often he sells to this child imperfect articles and gives him for change mutilated currency or Canadian money, which he knows perfectly well older persons would not take, as they are not acceptable in current transactions. "I think that a merchant who will take advantage of a child in this way would take advantage of an adult if he could, and I prefer not to do any business with such persons."

The Wool Market.

The wool market has been excited and buyers are paying beyond prices warranted at the East. The parties furnishing funds to pay for these wools feel as though they had gone far enough to call a halt along the line and to-day start out at much reduced prices, while some local buyers seem as anxious as ever to resort to all ways to reduce cost, especially where the high prices are being paid. The Eastern market is firm and all await the outcome of high prices.

Monthly Report of the Michigan Division T. P. A.

GRAND RAPIDS, June 17, 1887. MEMBERSHIP REPORT.

The following names were added to our State Membership during the month ending May 31.

- 14778 M. Walker, Port Huron.
- 14808 J. B. White, Ionia.
- 14820 C. E. Dye, Ionia.
- 14810 W. T. Lamoreaux, Grand Rapids.
- 14889 A. N. Springer, Linden.
- 14920 T. Ferguson, Grand Rapids.
- 14921 A. B. Adams, Battle Creek.
- 14922 S. H. Lynn, Union City.
- 14923 J. E. French, Buchanan.
- 14924 H. R. Whitman, Detroit.
- 14925 G. S. Escott, Grand Rapids.
- 14926 T. A. Parish, Grand Haven.
- 14927 O. A. Perry, Grand Rapids.
- 14928 E. J. Morrison, Grand Rapids.
- 14929 G. H. Jacobs, Grand Rapids.
- 14930 B. D. Palmer, St. Johns.
- 14931 C. W. Starr, Orono.
- 14947 J. M. Orton, Lansing.
- 14952 E. A. Reynolds, Milan.
- 14954 Marvin Matson, Lapeer.

Forty-five members have paid renewal dues during the month.

DISBURSEMENTS.

The disbursements during the month are as follows:

May 16, Dispatch to Lansing.....	\$ 85
" 16, Badges for State Convention.....	13 25
" 16, Hotel Bulletins.....	7 50
" 16, Postage on 1,200 Letters.....	12 00
" 16, Messenger to Convention.....	1 50
" 16, Badges for Officers.....	3 10
" 16, Banner at Convention.....	1 00
" 16, Telegrams by Committee.....	66
" 16, Hotel Expenses of Guests.....	9 40
" 16, Tz. for Convention and banquet.....	27 00
" 16, One Letter Press for Secretary.....	4 00
" 16, Telephone to President Kelsey.....	20
" 16, Postage.....	20

Total disbursements for month.....\$90 81

The National Convention will be held in St. Louis, on June 21-24, inclusive, at which twenty-eight States will be represented, and without doubt will be the largest and most enthusiastic convention ever held in the interest of the commercial traveler.

Respectfully submitted,  
L. M. MILLS, Sec'y-Treas.

Dimondale Organized.

In response to the call published in last week's paper, the editor of THE TRADESMAN met the business men of Dimondale last Thursday evening and assisted them in the formation of an auxiliary to the Michigan Business Men's Association. N. H. Widger was made chairman of the meeting and A. H. Cameron secretary pro tem. After a thorough explanation of the system had been made, E. W. Hunt commended the plan as outlined and moved that the formation of an Association be immediately proceeded with. The motion was unanimously adopted, when the constitution and by-laws presented by Mr. Stowe were adopted. The following names were given in for charter membership, all of which were accepted: T. M. Sloan, N. H. Widger, John M. Jarboe, John Weber, B. S. Spencer, I. D. North, E. Underhill, Hough & Brigham, Alex. Oliver, A. H. Cameron, F. G. Pray, E. W. Hunt, H. A. French, J. W. Fish, Fred. A. Merritt, Fred. Bfister, Alfred E. French, D. Osborn, H. Cogswell, A. C. Baker.

Election of officers resulted as follows: President—T. M. Sloan. Vice-President—I. D. North. Secretary—N. H. Widger. Treasurer—F. G. Pray. Executive Committee—President, Secretary, F. A. Merritt, E. Underhill, David Hough.

Committee on Trade Interests—John Weber, E. W. Hunt, E. Underhill. The election of the Improvement Committee was deferred until the next meeting. The Blue Letter collection system was adopted for the use of the Association and the Executive Committee was instructed to procure the printing of the same.

The editor of the local paper was requested to print the constitution and by-laws in his next issue, as a matter of news, and the meeting adjourned.

The Early Closing Movement Inaugurated at Lansing.

The Lansing Business Men's Association, which was organized about a month ago, inaugurated the early closing movement—6 o'clock p. m.—last Monday. The clerks improved the opportunity to make a demonstration, which is thus described by the Lansing Republican:

A long mass of wailing humanity, wedged in between the buildings which line Washington avenue, and finding outlets at each business street intersection, jostled and swayed to and fro in eccentric undulations Monday night at eight o'clock when the weird notes of the band seeming to come in waves as if sent by the flickering flambeaux which gave the players light, announced that the parade of the business men, celebrating their emancipation from long hours of labor, had begun. Low lines of fire shot up from the head of the procession, as it advanced, and broke in ephemeral constellations overhead, while on in the rear, seemingly as far as the eye could reach, a cross fire of gleaming balls was kept up with unceasing impetuosity. As the long column advanced, two boys, looking like devils in the glare of the red light behind them, were seen to set sky rockets on a moveable board and touch them off for a trip into the air. Behind them came the city band, followed by the speakers' hack, containing Revs. C. H. Beale, Geo. A. Beattie and L. H. Squires. Next was a red fire wagon followed by 200 sturdy clerks, each supplied with Roman candles which were ignited and discharged incessantly. The procession moved slowly along the thoroughfare, and on, shouting and cheering as it went, until Franklin street was reached; then a right wheel was ordered and executed, setting the enthusiastic faces toward the buildings and factories of North Lansing. When the Franklin House was reached the little devils with the sky rockets counter-marched and all the rest of the procession followed them back to the Capitol square, to which the great river of humanity had flowed from Washington avenue, during the procession's visit to North Lansing.

The broad steps of the Capitol were literally covered with men, women and children, and on the Executive balcony, Gov. Luce, surrounded by a bevy of Lansing "rosebuds," looked down upon the mass of human beings which marked the limits of the plaza, as it stretched away to the entrance, where the speakers' carriage and the band had drawn up.

Rev. L. H. Squires was the first to speak. "I wish to congratulate both employer and employee," he began, "because of the adoption of fewer hours of labor. I am sure this movement is but the initiation of a great revolution which will give to the world more men and women. Up to this time you have been so restrained and trammelled that we don't know what's in you. We don't know how much latent talent lies hidden behind butter crocks and sugar barrels. Some one of you may be a great base ball player (laughter) and now that your innate curved balls may be evolved we shall have another professional added to the world. I think I can also see a good stroke oarsman and a heavy weight prize fighter here, who may be developed in the near future and bring glory on themselves. And now in order that I may be in harmony with this early closing movement, I shall close, hoping that you will realize all that you are striving for as a doctor's cure took dozens and dozens of all kinds of greatly advertised patent kidney and liver cures; but under all kinds of medicines I got worse and worse till I began to take Tiger Oil as above stated. I say it cost \$1.20 in the twelve years is far too low, but the \$2 in Tiger Oil which cured me is more than it took, as I used some for other general purposes in my family. But my case is only one in thousands who are spending their money for naught—but suffering and loss of time—who might be cured with Tiger Oil.

J. E. WALKER, Manager Telephone Exchange, Cadillac, Mich. Tiger Oil challenges the world of medicines for an equal to cure diseases in man or beast.

Rev. C. H. Beale smiled and said that, even if the move should not prove successful one thing was certain—the demonstrations at its opening had, for "you have had a jolly good time to-night, plenty of fire works and have kicked up lots of dust, for we are all covered with it. (Laughter). I am glad of this early closing. I believe it is another step in the cause of freedom. I do not know that this particular movement will be successful, but I do know that it is at least a suggestion of the mighty epoch which it heralds, for the day is coming when men will have more time for the improvement of their intellectual and spiritual natures. Some people think that early closing is impracticable. I don't believe as they do. They say the farmer and laborer can't buy in the day time (a voice "They can't") but I believe we can all adjust ourselves to this new and better way of living. I am sure that the young men who have this spare time given them, will improve it by making much of themselves. (Applause.) But I, too, must keep in harmony with the movement by an early closing, with a hope that success may crown your effort to maintain one."

How to Prevent the Jobber Retailing.

THE TRADESMAN is satisfied that few jobbing houses make a practice of selling goods at retail to persons not regular dealers. Such trade is frequently forced on a jobbing house under circumstances which render refusal difficult, but a little investigation will usually acquit the jobber of any intentional misdoing. The abuse has ceased to exist in those cities and towns where the associations have taken hold of the matter in earnest, and THE TRADESMAN would advise the remainder of the associations to take similar action without further delay. This can be done by the circulation of a "Roll of Honor" among the jobbing houses of the place—or, in the lack of same, among the traveling men who visit the place—which is usually worded about as follows: Believing that the interests of all concerned will be best served by drawing the line strictly between wholesale and retail business, we hereby agree with the Business Men's Association not to sell at retail or to any one not a regular merchant in any town under the jurisdiction of the above Association.

THE TRADESMAN heartily commends this plan, as it has worked to the satisfaction and profit of the retail trade in several towns and possesses all the elements of fairness to all parties concerned.

Moran, Fitzsimons & Co., tea importers and wholesale grocers, Detroit: "We find that it contains a good deal of information that will be of benefit to us in our business."

THE ACME OF UTILITY AND ECONOMY IN A STORE IN SHELVEING. KOCH'S PATENT ADJUSTABLE SHELF REVERSIBLE BRACKETS. SHELVEING CAN BE READILY PUT UP BY ANY ONE AND MOVED AS EASILY AS STOCK. ONE BRACKET SUITABLE FOR VARIOUS WIDTHS OF SHELVEING. PATENTED OCT. 19, 1887. Manufactured by KOCH A. B. CO. 354 MAIN ST., PEORIA, ILL.

ASK YOUR JOBBER FOR Independent Oil Co.'s KEROSENE If your Jobber does not handle INDEPENDENT OIL, send your orders direct to the office of the Company, 156 South Division St., Grand Rapids.

SEEDS FOR EVERYBODY. For the Field or Garden. If you want to buy Clover, Timothy, Hungarian, Millet, Orchard Grass, Kentucky Blue, Red Top, Seed Oats, Rye, Barley, Peas, Onion, Ruta Baga Mangle Wurzel, Write or send to the Seed Store, 71 CANAL ST., W. T. LAMOREAUX. TIME TABLES. Duluth, South Shore & Atlantic Railway. "The Soo-Mackinaw Short Line."

WEST READ DOWN		TIME TABLE May 1, 1887		EAST READ UP	
P.M.	Leave		Arrive	P.M.	
5:40	Leave	Detroit	11:10		
A.M.	Arrive	St. Ignace	1:40	P.M.	
7:00	Leave	St. Ignace	8:40	5:55	
5:30	Leave	Marquette	2:00	7:00	
					P.M.
6:30	1:00	Leave	Marquette	4:45	6:10
6:40	1:35	Leave	Negaunee	5:10	6:35
6:50	2:00	Leave	Houghton	5:40	7:05
7:00	2:30	Leave	Calumet	6:10	7:35
					A.M.

Only direct route between the East and South and the Upper Peninsula of Michigan.

A. WATSON, General Superintendent.

E. W. ALLEN, Gen'l Pass & Ticket Agent.

Detroit, Lansing & Northern.

Grand Rapids & Saginaw Division.

DEPART.

Saginaw Express..... 7:30 a.m.

Saginaw Express..... 10:30 a.m.

ARRIVE.

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

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

All trains arrive at and depart from Union Depot.

Trains run solid both ways.

Chicago & West Michigan.

Leaves. Arrives.

Ex. & Mail, N.Y. Mail, N.Y. Ex.

4:30 p.m. 7:45 a.m. Grand Rapids, 9:45 a.m. 6:15 p.m.

7:30 p.m. 10:00 a.m. Allegan, 8:28 a.m. 4:30 p.m.

7:30 p.m. 11:35 a.m. White Pigeon, 5:55 a.m. 4:00 p.m.

8:30 a.m. 12:00 p.m. Toledo, 11:00 p.m. 4:45 a.m.

8:30 a.m. 9:40 p.m. Cleveland, 6:40 p.m. 5:35 a.m.

8:30 a.m. 3:30 p.m. Buffalo, 11:55 a.m. 11:40 p.m.

5:40 a.m. 6:50 p.m. Chicago, 11:30 p.m. 6:50 a.m.

A local freight leaves Grand Rapids at 12:30 p.m., carrying passengers as far as Allegan. All trains daily except Sunday.

J. W. McKENNEY, General Agent.

Lake Shore & Michigan Southern.

Kalamazoo Division.

Leaves. Arrives.

Ex. & Mail, N.Y. Mail, N.Y. Ex.

4:30 p.m. 7:45 a.m. Grand Rapids, 9:45 a.m. 6:15 p.m.

7:30 p.m. 10:00 a.m. Allegan, 8:28 a.m. 4:30 p.m.

7:30 p.m. 11:35 a.m. White Pigeon, 5:55 a.m. 4:00 p.m.

8:30 a.m. 12:00 p.m. Toledo, 11:00 p.m. 4:45 a.m.

8:30 a.m. 9:40 p.m. Cleveland, 6:40 p.m. 5:35 a.m.

8:30 a.m. 3:30 p.m. Buffalo, 11:55 a.m. 11:40 p.m.

5:40 a.m. 6:50 p.m. Chicago, 11:30 p.m. 6:50 a.m.

A local freight leaves Grand Rapids at 12:30 p.m., carrying passengers as far as Allegan. All trains daily except Sunday.

J. W. McKENNEY, General Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST. Arrives. Leaves.

Steamboat Express..... 6:30 p.m. 10:30 a.m.

Through Mail..... 10:40 a.m. 10:30 a.m.

Evening Express..... 3:55 p.m. 3:50 p.m.

Limited Express..... 6:30 a.m. 11:00 a.m.

Mixed, with coach..... 6:30 a.m. 11:00 a.m.

GOING WEST. Arrives. Leaves.

Through Mail..... 1:05 p.m. 1:10 p.m.

Through Mail..... 5:00 p.m. 5:10 p.m.

Mixed..... 10:40 p.m. 7:45 a.m.

Mixed..... 5:40 a.m. 5:40 a.m.

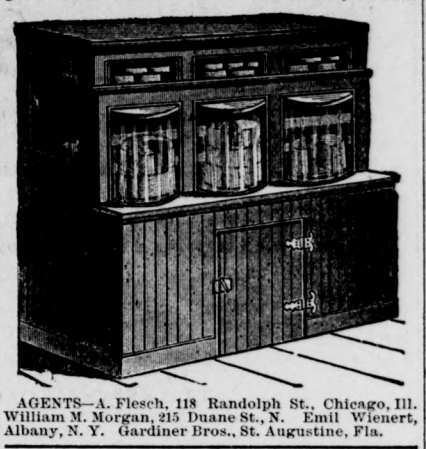
Daily, Sunday excepted. Daily.

Passengers taking the 6:50 a.m. Express make close connection at Orono for Lansing, and at Detroit for Chicago, arriving there at 10:30 a.m. in the following morning. The Night Express has a through Wagner car run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapids Express to and from Detroit. Direct connections made at Detroit with all through trains East over M. C. R. R. (Canada Southern Div.)

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

C. R. RUGGLES, Gen'l Pass. and Ticket Agent, Chicago.

GROCERS' REFRIGERATORS, Manufactured by O. M. WHITMAN & CO., 69 Bristol Street. BOSTON, MASS.



AGENTS—A. Fleisch, 118 Randolph St., Chicago, Ill. William M. Morgan, 215 Duane St., N. Emil Wiener, Albany, N. Y. Gardiner Bros., St. Augustine, Fla.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

GEO. C. PIERCE, Vice President.

H. P. BAKER, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

Make a Specialty of Collections, Accounts of Country Merchants Solicited.

For Sale or Exchange.

A factory fully equipped with wood working Machinery—good Brick Buildings—ample grounds—good shipping facilities—well located in a thriving City in Illinois—will be sold at a bargain, or exchange for other property—a rare chance. Correspondence solicited; address "Factory" this paper.

ORGANIZATION OUTFITS.

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

Fuller & Stowe Company,

49 Lyon Street, - Grand Rapids, Mich.



EATON & LYON,

Importers, Jobbers and Retailers of

BOOKS,

Stationery & Sundries,

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

MAGIC COFFEE ROASTER

The most practical hand Roaster in the world. Thousands in use—giving satisfaction. They are simple durable and economical. No grocer should be without one. Roasts coffee and pecan-nuts to perfection. Send for circulars.

Robt. S. West,

150 Long St.,

Cleveland, Ohio.

SEEDS</



## The Michigan Tradesman.

### BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

#### PURCHASE-MONEY AGREEMENT.

According to the decision of the Supreme Court of Pennsylvania in the recent case of Freed vs. Richey, the Statute of Frauds does not require that an agreement in reference to the payment of purchase money should be in writing when the deed for the delivery of real estate has been properly executed and delivered.

#### EVIDENCE OF VALUE OF GOODS DESTROYED.

A stock of goods was burned by fire which at the same time destroyed the books and most of the papers of the person owning the goods. In an action upon an insurance policy to recover the value of the goods, the trial court admitted, as evidence bearing upon the value of the goods, an inventory made by the seller of the goods, assisted by the plaintiff, ten months before the fire, showing the prices then paid for the class of goods embraced therein. The New York Court of Appeals held that this evidence was properly admitted.

#### THE WORD "NOTICE" CONSTRUED.

The word notice in the phrase "upon notice to the assured," occurring in a fire insurance policy, was construed by Judge Wheeler in the United States Circuit Court at New York, in the case of Chadbourne vs. The German-American Insurance Company. The plaintiff, it appears, had a policy issued by the defendant company in April, 1886, upon some lumber-drying machinery. No premium was paid on the policy. On July 23 the insurance company mailed the plaintiff a notice that unless he paid the premium within twenty-four hours it would cancel the policy. He received the notice Saturday, the next day. He sent no premium, and that same day the company sent him a notice by mail that the policy was canceled. The plaintiff received the second notice Monday morning. That afternoon the machinery was destroyed by fire. The plaintiff sued for damages. Judge Wheeler held that the word "notice" in the policy giving the company the right to cancel the policy "upon notice to the assured" was equivalent to "reasonable notice," and that after the receipt of notice the policy remained in force a reasonable time, sufficient, probably to enable the plaintiff to get new insurance. The court left it to the jury to determine whether the notice of cancellation was reasonable, and the jury gave a verdict for the plaintiff.

Text of the Bill Incorporating the M. B. M. A. and Auxiliary Bodies.

The following is the full text of the law incorporating the Michigan Business Men's Association and auxiliary associations.

SECTION 1. The people of the State of Michigan enact, That the Michigan Business Men's Association and the local associations auxiliary thereto, may be incorporated in pursuance with the provisions of this act.

SEC. 2. Any five or more persons, residents of this State, being members of the Michigan Business Men's Association of the State of Michigan, desirous to become incorporated, may make and execute articles of association under their hands and seal, which said articles of association shall be acknowledged before some officer of the State, having authority to take acknowledgment of deeds and shall set forth:

First. The names of persons associating in the first instance and their place of residence.

Second. The corporate name by which such Association shall be known in the law and the place of its business office.

Third. The object and purpose of such Association, which shall be to secure the cooperation of merchants and other classes of business men, promote the social, moral and business interests of its members, and the period for which it is incorporated, not exceeding thirty years.

SEC. 3. A copy of said articles of association shall be recorded with the Secretary of the State and thereupon the persons who shall have signed such articles of association, their associates and successors, shall be a body politic and corporate by the name expressed in such articles of association. Said corporation shall have full power and authority to make and establish a constitution, by-laws, rules and regulations, not in conflict with the laws of this State and to alter and amend the same.

SEC. 4. A copy of the record of such articles of association under the seal of the State, duly certified according to law, shall be received as prima facie evidence in all courts of this State of the existence and due incorporation of such corporation.

SEC. 5. Such corporation, when duly formed, shall have power to institute and charter auxiliary associations within this State, having similar aims and objects, providing that the constitution and by-laws adopted by such auxiliary associations shall not be repugnant to the laws of this State and shall be approved by this corporation, with which copies of the said constitution and by-laws must be filed.

SEC. 6. This corporation shall from time to time make and establish such constitution, general laws and regulations for auxiliary associations as such corporation shall judge proper to secure uniformity and effectiveness.

SEC. 7. Any five or more persons, residents of this State, being members of any auxiliary association, having been duly chartered by the Michigan Business Men's Association, desirous to become incorporated, may make and execute articles of association under their hands and seals, specifying as provided in section two of this act, and file a copy of such articles with the clerk of the county in which such corporation may be formed, which shall be recorded by such clerk in a book to be kept in his office for that purpose; and thereupon the persons who shall have signed such articles of association, their associates and successors shall be a body politic and corporate by the name expressed in such articles of association.

SEC. 8. This corporation or any auxiliary association thereto, may take and hold personal and real property so far as may be necessary for the proper purposes of such organizations, not exceeding ten thousand dollars in amount, and may convey, dispose of and deal with the same as they may from time to time determine by a two-thirds vote of the total membership voting therefor; and for such purpose such corporation or auxiliary associations may create a capital stock of not more than ten thousand dollars, to be divided into shares of not more than ten dollars each.

## WIGWAM SLIPPERS.



The Latest Novelty in the Slipper Line.

Men's Wigwam Slippers, heeled, \$11.00 dz. Boys' " " " 9.00 dz. Ladies' " " " 9.00 dz. Youths' Wigwam Slippers, heeled, \$7.50 dz. Misses' " " " 7.50 dz. Childrens' " " " 7.00 dz.

TERMS—NET CASH, NO DISCOUNT.

Agents for Woonsocket and Wales'-Goodyear Rubbers

Write for Fall Discounts.

**G. R. MAYHEW,**

86 Monroe St., Grand Rapids.

## TO THE TRADE.

We desire to call your attention to the

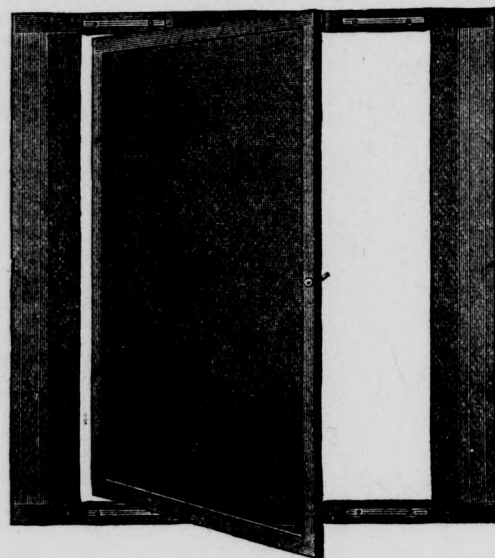
**Beardsley Window Screen,**

And ask you to examine its merits and the great advantages it possesses over any other screen in the market, and so be guided in purchasing for this season.

We carry the following sizes in stock:

Number	High	Opens	List
0	25	22 to 26	\$5.00
1	25	25 to 29	5.00
2	30	25 to 29	5.00

Discount 10 per cent.



### "THE BEST."

The Beardsley Swing Center Screens have these advantages over all others:

1. The center being a swinging door, obviates the necessity of removing the screen to clear the room of flies, to throw out or receive any article through the window, or to open and close the blinds.
2. They are made adjustable by movable wings on either side, and may be instantly fitted to any window without cutting or pounding.
3. The frames are made of kiln dried lumber, and are nailed and glued.
4. The wire cloth is from the celebrated Wickware Bros.' factory, of Courtland, N. Y.
5. They are the best finished of any.

The success this screen met with the past season has convinced us that it will take the lead in the future. We shall be pleased to correspond with the trade.

For particulars address

**FOSTER, STEVENS & CO.,** Grand Rapids, Mich.

C. C. BUNTING.

C. L. DAVIS.

**BUNTING & DAVIS,**  
**Commission Merchants.**

Specialties: Apples and Potatoes in Car Lots.

20 and 22 OTTAWA ST., GRAND RAPIDS, MICH.

**MOSELEY BROS.,**

**WHOLESALE**

**Fruits, Seeds, Oysters & Produce,**

ALL KINDS OF FIELD SEEDS A SPECIALTY.

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

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

## BULKLEY, LEMON & HOOPS,

Wholesale Grocers.

IMPORTERS OF

Teas, Lemons and Foreign Fruits.

SOLE AGENTS FOR

"Acme" Herkimer Co. Cheese, Lautz Bros.

Soaps and Niagara Starch.

Send for Cigar Catalogue and

ask for Special Inside Prices

on anything in our line.

## THE HOME YEAST CAKE.

Absolutely the Best and Purest ever put upon the Market.

**SELLS ON ITS MERITS.**

The Home Yeast Cakes are put up in two sizes (packages) cartons.

No. 1. Large size, 36 packages, or cartons, per case, \$1.50.  
No. 2. Smaller " 36 " " " 1.00.

—MANUFACTURED BY—

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

## METAL BRAND

TWO AND THREE PLY

**READY ROOFING**

Waterproof, Durable and Economical,  
OVER 7,500,000 SQUARE FEET APPLIED IN 1886.

**Curtiss & Dunton,**

GRAND RAPIDS. - - MICH.

## ABSOLUTE SPICES

And

**Absolute Baking Powder.**

100 per cent. Pure.

Manufactured and sold only by

**ED. TELFER,** Grand Rapids.

L. M. CARY.

L. L. LOVERIDGE.

**CARY & LOVERIDGE,**

GENERAL DEALERS IN

Fire and Burglar Proof

**SAFES**

Combination and Time Locks,

11 Ionia Street, - Grand Rapids, Mich.

**CEO. E. HOWES,**

JOBBER IN

**Foreign and Domestic Fruits.**

SPECIALTIES:

Oranges, Lemons, Bananas.

3 Ionia St., GRAND RAPIDS, MICH.

## L. D. HARRIS,

Wholesale Dealer in

**WRAPPING PAPER,**

OF ALL KINDS.

PAPER BAGS, BERRY PAILS, ICE CREAM PAILS, WOODEN BUTTER DISHES, WHITE AND MANILLA WAX PAPERS, TWINES, CLOTHES LINES, ETC.

33 NORTH IONIA STREET,

GRAND RAPIDS, - MICH.

**J. T. BELL & CO.,**  
**Wholesale Fruits and Produce,**  
**EAST SAGINAW, MICH.**



The accompanying illustrations represents the

**Boss Tobacco Pail Cover.**

It will fit any pail, and keep the Tobacco moist and fresh until entirely used.

It will pay for itself in a short time.

You cannot afford to do without it.

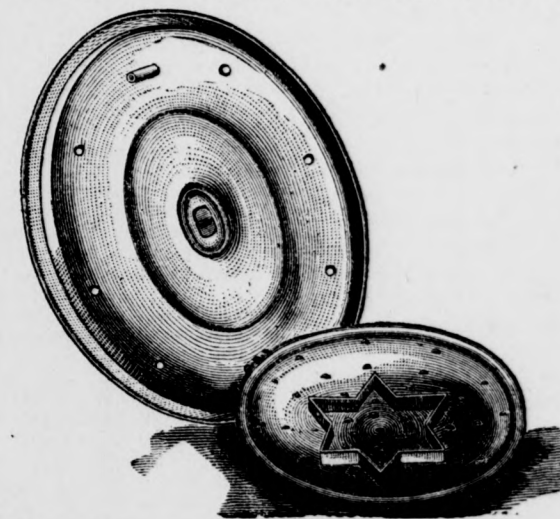
For particulars, write to

**ARTHUR MEIGS & CO.**

**Wholesale Crocers,**

Sole Agents,

77 to 83 SOUTH DIVISION STREET, GRAND RAPIDS.



**HONEY BEE COFFEE!**

Best in the Market for the Money.

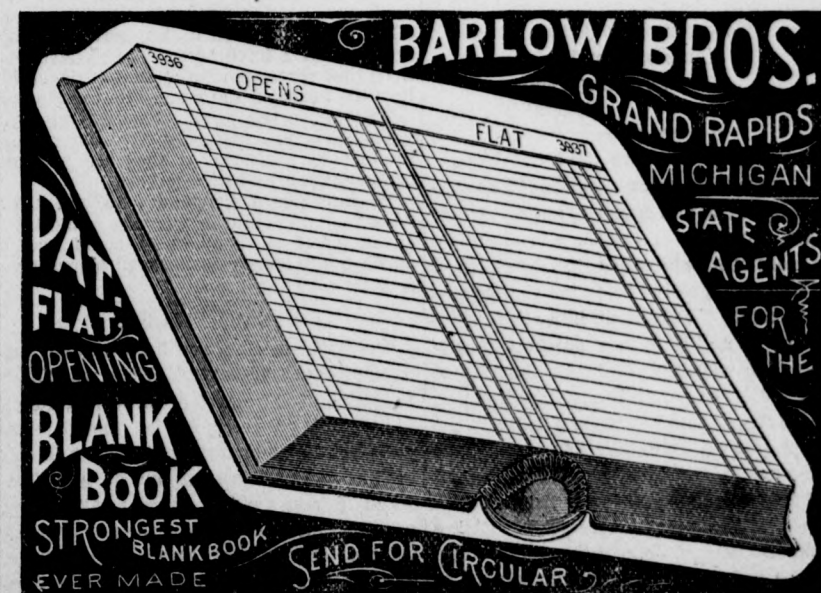
**PRINCESS BAKING POWDER,**

EQUAL TO THE BEST MADE.

**BEE MILLS' SPICES**

Absolutely Pure.

J. H. THOMPSON & CO.  
58 Jefferson Ave., DETROIT.





## The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

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

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

WEDNESDAY, JUNE 22, 1887.

### Dead-Beating and Lying Philosophically Considered.

Written Especially for THE TRADESMAN.

Let no man flatter himself that he can exhaust the subject of evil in any of its phases as it crops out in the daily affairs of life. All that the wisest can expect to do is to touch a remote outline of a theme that is as boundless as the infinite good, which is made vividly bright by a comparison with the evil which forms its necessary background.

The liar and the dead-beat are alike in that if they were not too indolent to study and work out the problem of existence—if they could only use the faculties that are used by honest or real men—they would be able to find very easily solid wealth, with every attendant blessing (who can estimate them?) in permanence and reality; the genuine instead of the counterfeit, in every department of thought and action, and find lasting good instead of transient shadow at one-tenth the cost of the sham article. I take it for granted that this affirmation is one of the most positively self-evident facts that can be presented to the minds of honest men.

For thousands of years our wise teachers have taught that the "sinners" and I believe that the "beat" is, in every phase, chief among ten thousand—has, while knowing beforehand that he was confronted by irresistible laws and forces in surrounding nature (man-laws and others), that were destined to crush him and bring to naught all his vile schemes and knowing that his ill-gotten gains will cost him ten for every one, yet deliberately choosing the evil in preference to the good, the one instead of the ten, gone on his course, and, as it were, tried to whip the Almighty himself.

Ask the level-headed sober and mature business man why he follows the path that leads to sound financial success, and he instantly replies, "Because there is absolutely no other way for me to gain the prize I seek. Laws of trade, financial, industrial, social and moral laws or resistless forces surrounding me, compel me to take this course, just as though I was under the command of a military despot who orders me to do thus and so every day of my life. To go the other course, although it might bring a quick profit now, would bring irremediable disaster in the near future. I dare not, cannot and will not take any other course than these all-potent laws dictate to me."

Therefore, is it not certain that a healthy moral organism, combined with a sound mental faculty, in conjunction with the surrounding elements—man and material—will be compelled, though appearing to act voluntarily, to follow the one right way to attain success in life? Can it be possible that a liar, while knowing a more incredible and marvelous truth than his fabricated snake story—one of snakes larger, longer and of more astonishing instincts and habits—will deliberately relate the lesser instead of the greater and accept the less marvelous of the two and all the time be conscious of the fact?

The more we reflect upon this theme, the more evident does it appear that swindling, lying and all manner of evil doing spring from indolence or a paralysis of some part of the organism and an over-development of some other part, not yet made plain by our theological and scientific experts. It is certain that, if the indolent tramp were awake to the man portion of his faculties, he would, with very much less physical effort and hardship, get the very thing for which he now longs and suffers in greatest abundance and have the respect of his community—in fact, everything that he now covets so earnestly, if he could use the organism according to the laws of nature and social government, as the real man uses the faculties possessed by him. Often have we seen, side by side, the live worker and the sluggard—the "nice" rascal and the human honest man—and noticed that the work which is looked upon by the one as his meat and drink, the thing in which his heart is wholly engaged and which he can in no wise spare, is regarded by the dead-beat as cruel drudgery and dreaded punishment, to be shirked and avoided and laid off onto others' shoulders as a "curse" instead of a blessing. Just that exercise which, to the developed man, is the very elixir of life and a glad, joyful opportunity to pay out his energies and thus attain life's highest prize is, to the sham man, a thing to be shunned and dreaded as his very worst foe, with which only animal hunger or an equivalent necessity can induce him to grapple.

There are many work lovers among merchants—men whose souls are literally absorbed in the work of improving the business to which they lay their hands—as are found among farmers, machinists, artists and others, and I appeal to them and ask, is it not true that a man does really delight in his chosen calling, be it what it may, in the legitimate work of civilized community just as when a child he rejoiced in his ties, loving that work as his best sport, play, paying out his energies spontaneously, in an artistic sense.

Now, let me ask those who work for a living to give their hearts and hands to the

work of attaining success in their department of business. Is it not true that, if the poor dead-beat, high or low, could for one whole day feel the gladness and joy of heart that are felt by the honest, human man, as he goes to the work before him, he would, upon awakening to his normal condition of mind and finding himself again grudging his money and his strength and hating his duty as a dreaded "punishment," if he could not get back the joys of that single day of higher happiness, go immediately and hang himself? I am certain that you will all agree with me that he would and be astonished that he had been able to endure existence so long as one of the lower animals in human form.

I am aware that this is a new way of "coming at" the delinquent (the most dangerous enemy of civilized communities), but I think you will be able to see that, while we must protect ourselves against him by all means practicable, he really deserves no more censure for wasting his existence than any other kind of an idiot or imbecile. What nature withheld from him he can in no wise give, and, like all other men, he must work out what is in him and sacrifice himself for his ruling principle.

The true worker, at times, feels "lazy" and, for the time, dreads his work, when "disturbances" fling it onto him too heavily, and can know how the lazy man feels; but the lazy man cannot know how the worker feels, else he would commit suicide when he found himself firmly stuck in the pit of work-hatred. If the true worker did not soon recover from his lazy moods it would wreck his reason. To become chronically lazy after having felt genuine joy in work would make him a maniac or self-murderer. And we are certain that the dead-beat (hypocrite or man-animal in any phase or condition of depravity) could no more endure existence, with his ruling hog instincts, after he had drunk in the purer and higher emotions, than after he had feasted for half a lifetime upon the choicest delicacies that tickle the palates of epicurians he could enjoy a square meal of mouldy sawdust rised down with sweetened swill. I tell you again, the brave man can know exactly how the craven coward feels in time of deadly danger and impending death, for he, during his "sinking spells" or fits of "blue devils" is, at times, subject to panics and seasons of despair, and he is often scared half to death by some unexpected upheaval or outburst of danger; and this awakening to find himself temporarily "the meanest slinking coward in the whole United States Army" (the exact words of as brave an officer as ever freely flung away his life for the honor of the old flag) almost kills him, although it lasts for only a few minutes. If this cowardly "streak" should continue for a day or two, it is certain that the man who had once felt and acted the hero would die broken-hearted, if he did not shoot himself to get out of his misery. Now, it is a self-evident fact that these sinking spells of dreading work and battle, of grudging money and strength, of envy, hatred, suspicion, which to the live worker and true fighter are only temporary aberrations of mind are to the dead-beat, coward and hypocrite the normal and inherited ruling passion, and constitute a moral atmosphere in which he is "at home," exactly as a fish is in its natural element.

And, further, it will be noticed that, while the brave man, after the first flash of fiery indignation always looks with sorrow and pity upon the coward or dead-beat in any form, the rascal, when offended at another of his kind or upon getting power over a fellow who has deceived or betrayed him, hates with an unrelenting hatred and crushes and scourgings his fellow with worse than savage ferocity and never knows a moment's lucid interval of charity. When you see a dead-beat forgive another or a coward look with respect upon his fellow-coward or a hypocrite cease to despise a hypocrite, you may know that the millennium is at hand.

Notice our "patriotic reformers" and "holy innocents" of the dynamite persuasion, if you desire to see the beauty of Satan rebuking sin in a condition of most perfect development. See when these men of "equality and fraternity" and "universal brotherhood" disagree and fall out. You'll notice in the trifling infellicities that ensue that they invariably administer the same quality of soothing syrup (nitro glycerine) to the "dear brother in loyalty and fraternity" that they "constitutionally" planted under the bed of the "capitalistic gorilla" or the throne of the Czar but a few days ago. But it is time that we get over our hatred of these poor moral inebriates and learn to look upon them as upon other anomalous phenomena, and attempt a rational, not angry, method of ridding society of these moral pests, just as we defend ourselves against small-pox, kill-sheep dogs, bed-bugs, skunks and other lesser evils. If you must shoot, why, shoot gently—pull the trigger, with a "Lord bless you, Amen!"

I perceive that I am drawing my letter out to the length of a sermon and that I shall undoubtedly sleep in the editorial hay-mow or waste pile for my temerity. But, I tell you again, this dead-beating and every grade of moral delinquency in society are, at the core of the matter, an entirely different phenomena than our savants have imagined, unless human beings can knowingly and deliberately prefer dross to gold, a lower to a higher—even highest—degree of happiness; and, while well aware that the Almighty power of God and of law confronts them and is certain to defeat their every dishonest scheme, first or last, they still throw off their coats, moisten their

hands and waltz in to whip him. I am certain that the honest portion of the community will have to confess that they cannot and dare not try to defeat a resistless power, when they see and know that it is really too much for them to tackle. And it is self-evident that he who does attempt to whip his Creator, or a power of "natural law," has sunk to a condition of moral palsy and blindness so lamentable and calamitous that no honest men can find it in their hearts to blame or hate him, any more than they would hate any other kind of carrion. Pity, loathing, sorrow and horror are the only emotions that can arise in the bosoms of honest men towards the dead-beat, the greatest failure in God's whole creation.

C. H. BARLOW.

### To Save Expenses.

From the New York Times.

An up-town hotel proprietor is much disgusted at a dinner party of commercial travelers that lingered in a private dining room until the small hours of morning. The lights about the room, excepting those over the table, were suggestively turned out, but the party remained around the festive board. On leaving, it transpired that they had determined to sit up all night to catch an early train and save a night's lodging, as they had given up their rooms the previous morning.

"Drummer, eh?" "Well, I'm traveling for a bank." "Pretty good pay?" "Yes, if I get across the Canada line."

## JENNESS & McCURDY,

Importers and Manufacturers' Agents,

DEALERS IN

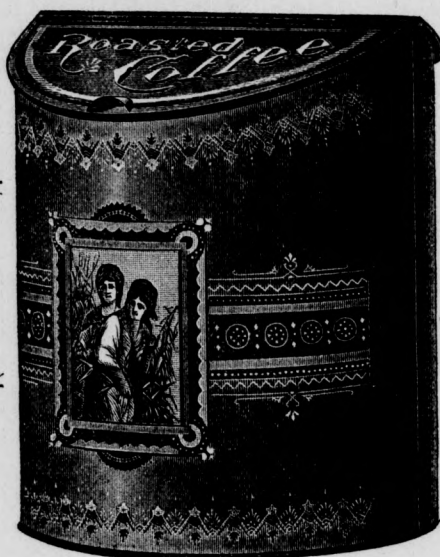
## Crockery, China, Glassware,

Bronze Lamps, Chandeliers, Brackets, Etc.

73 & 75 Jefferson Ave. DETROIT, MICH.

Wholesale Agents for Dufield's Canadian Lamps.

# SULTAN



GROUND

COFFEE

The Only Popular Brand of

## PURE GROUND COFFEE.

Is now being sold all over the United States.

Packed in New Style! Elegantly Decorated!

50 lb. Tin Drums, (like above cut) price 17 cents per lb. Also packed in 200 lb. Barrels, 16 cents per lb. In 1 pound pasteboard Cartoons, 100 Cartoons in box, 17 cents per lb. No charge for packages. We deliver the Coffee in 500 lb. lots and over. Terms 60 days, 2 per cent. off for cash. Send for samples.

## W. J. QUAN & CO.,

CHICAGO, ILLINOIS.

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.

D. W. Archer's Trophy Corn,  
D. W. Archer's Early Golden Corn,  
D. W. Archer's Morning Glory Corn,  
D. W. Archer's Red Coat Tomatoes

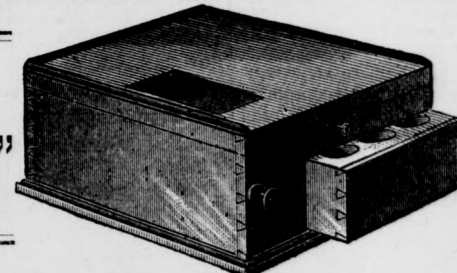


The above Brands are Standard the World Over. Ask your Jobber for them and take no other. Packed by

DAVENPORT CANNING CO., Davenport, Iowa.

YOUR EYE IS CAUGHT

"THE CASHIER"



"THE CASHIER"

MILLER'S PATENT CASH TILL AND SALE RECORDER.

Every Merchant in want of a perfect and complete Check System, should place his order at once. Special Offer until June 15, 1887. Send for Circulars.

C. B. MILLER, ITHACA, N. Y.

## SPRING & COMPANY

JOBBERS IN

## DRY GOODS,

Hosiery, Carpets, Etc.

6 and 8 Monroe St., Grand Rapids.

PURE. NEW PROCESS STARCH. SWEET.



This Starch having the light Starch and Gluten removed,

One-Third Less

Can be used than any other in the Market.

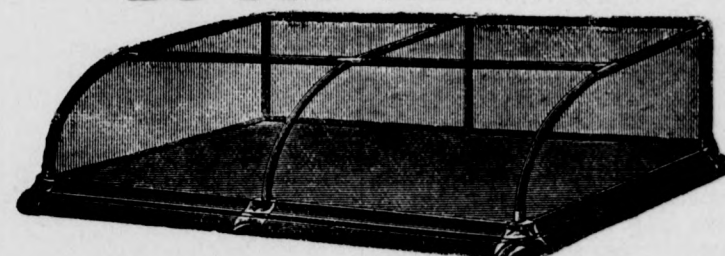
Manufactured by the FIRMENICH MNFG. CO.

Factories: Marshalltown, Iowa; Peoria, Ills. Offices at Peoria, Ills.

FOR SALE BY

STRONG. Clark, Jewell & Co. SURE.

DO YOU WANT A



If so, send for Catalogue and Price-List to

S. HEYMAN & SON, 48 Canal St., Grand Rapids.

E. FALLAS,

Makes a Specialty of

Butter and Eggs, Fruits and Oysters.

Cold Storage in Connection. All Orders receive Prompt and Careful Attention.

We Handle the Celebrated "ROCK BRAND" Oysters.

No. 1 Egg Crates for Sale. Stevens' No. 1 patent fillers used. 50 cents each.

217 and 219 Livingstone Street. Grand Rapids, Michigan

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

ALL KINDS Iron Roofing & Corrugated Iron

PORTER IRON ROOFING CO. CINCINNATI, OHIO.



## NOT GUILTY.

### Two Accused Houses Assert Their Innocence.

GRAND RAPIDS, June 18, 1887.

**E. A. Stowe, Grand Rapids:**  
DEAR SIR—In THE TRADESMAN of last week we notice a communication from Cheboygan, condemning manufacturers and wholesale dealers who sell direct to consumers, such as hotels, boarding houses, etc., also a sensible editorial on the same subject.

When firms are to be mentioned by name, however, in a journal whose circulation reaches nearly every business man in the State, great care should be exercised by a publisher to ascertain the facts before publishing anything which may prove derogatory to their business interests.

It is very easy to satisfy any candid enquirer that the Cheboygan business men—or those who authorized the writing of that communication—that they were laboring under a mistake when they imagined that the Valley City Milling Co. had been selling flour direct to one of the hotels in their thriving young city. The facts are that no flour ever went from our mill to said hotel without some dealer there being cognizant of the fact, and receiving a commission on the sale. We admit that said landlady may have thought he was getting his flour at first hands, and that he was angry (if that is a strong enough word to express it) when he found that he had unwittingly been paying a small profit into the hands of certain of the retail dealers, whose business contributes so largely to bring patronage to his hotel.

What caused complaint was that the landlady in question was handling five barrels of our "Roller Champion" flour from the depot, but inquiry would have shown that it was sold and shipped either to C. A. Gallagher or J. M. Meyer.

One dealer there who makes some pretensions as a jobber also makes some complaint of our selling to parties whom he claimed as his customers, though doing business in other towns, one of them distant some twenty or thirty miles in another county. Trusting that these explanations may satisfy the trade that we desire to deal fairly with them and that this was merely a case of mistaken identity we are

Respectfully yours,  
VALLEY CITY MILLING CO.

## ANOTHER EMPHATIC DENIAL.

DETROIT, June 18, 1887.

**E. A. Stowe, Grand Rapids:**

DEAR SIR—We notice to-day, published in your paper of the 15th inst., a letter from H. G. Dozer, Secretary of the Cheboygan Business Men's Association, to you, in regard to our firm selling to consumers. We send you herewith several of our circulars and catalogues, issued at various dates, in which we distinctly state—as in all of our circulars issued since 1872—that hotels or parties who buy exclusively for their own use "would not be sold by the package or otherwise or upon any terms." It is well known by the trade that we adopted this course long before any associations were organized in this State, for the purpose of protecting, as far as we could, the interest of the retail dealers. When the writer, "Roney," was in Cheboygan, about a month ago, he met L. P. Swift, who a year or two ago kept store and was also connected with the John Spry Lumber Co., at Sallier's Encampment, to both of which we sold a large amount of goods. Mr. Swift handed the writer a memorandum for some groceries in whole packages, such as dealers usually buy. This order was forwarded to the house, and was promptly filled, as formerly, supposing that he was doing business at his mill as before. We have had many applications to sell large bills to private parties, not in trade for cash and we always declined. We challenge anyone maliciously disposed to contradict our statement. We ask you to justice to ourselves, to contradict the erroneous statement, as the article in your paper might mislead some of our friends and customers.

Yours truly,  
MORAN, FITZSIMONS & Co.,  
per Jno. Roney.

## The Bakers Complete their Organization.

Fourteen of the twenty-eight bakers in the city met at the office of L. Winternitz last Wednesday evening for the purpose of perfecting the organization of the Grand Rapids Bakers' Association. The constitution and by-laws presented in THE TRADESMAN last week were adopted, with a few amendments, when the following gentlemen handed in their names for charter membership: A. Bradford, Thos. Wasson, W. H. Reed, C. Buob, Landauer Bros., C. E. Smith, A. Sommer & Son, Chas. Hoffman, F. L. Blake & Son, Fisher & Co., Fred. Behl, John Waagenar, D. B. Austin, Martin Schulling.

Election of officers resulted as follows: President—C. Hoffman. Vice-President—A. Hammerschmidt. Secretary—D. B. Austin. Treasurer—Thos. Wasson.

The election of the regular committees was deferred until the next meeting. The following gentlemen were appointed committees to solicit the applications of the remaining bakers in the city: Holland, John Waagenar and Martin Schulling; German, Fred. Behl and Otto Landauer; English, D. B. Austin and C. E. Smith.

The meeting then adjourned until Monday evening.

## The Grocery Market.

Rio coffee has declined about 2 cents per pound, but Javas, Mochas and all mild coffees have not come down with Rios, as they did not advance in a speculative way and stocks are low all around. Good salmon is high and very difficult to get and this condition will continue until the new pack comes in. Hand picked beans are so scarce that it is difficult to fill orders. Dried apples are higher.

Oranges are not so plenty and prices are a shade higher. The new crop of Rodis are now coming and are firm stock. Californias are about exhausted. Lemons are still in good supply and prices are steady on common grades and firm on strictly choice and fancy marks. The supply of bananas is moderate and prices are about regular.

Local cheesemakers complain that the Lenawee county cheese manufacturers are demoralizing the market by quoting cheese

to the retail trade at the same prices given the jobbing trade. The factories in this State are all doing well, the output being greater than in any other previous year in the history of the business.

## Retail Grocers' Association.

Members of the Retail Grocers' Association of Grand Rapids should remember that the regular semi-monthly meeting occurs this evening and govern themselves accordingly.

## Food That Paris Consumes.

Some interesting figures with regard to the consumption of food in Paris have recently been published in France, from which we take the following details: It appears that in the year 1885 no less than 803,894 oxen, 188,595 calves, 1,979,536 sheep and 352,004 pigs were killed at Paris. Adding to this the 7,646,412 pounds of horse flesh which was sold for food, 157 pounds of meat is the average consumption of each inhabitant. The largest number of cattle came from the provinces and the rest was supplied by Germany, Switzerland and Austria-Hungary. Besides this, an average of 9 pounds of tongues, livers, kidneys, calves' heads, 23 pounds of fish, 23 pounds of poultry and 7 pounds of oysters per inhabitant has to be added to the consumption of meat. It will appear strange that the average of 7 pounds of oysters falls on each inhabitant of Paris, the more so as the poorer classes contribute largely to raise the average. It is stated that the oyster fishery of 9 pounds of the greatest demand in Paris is that known as the Portuguese oyster, the flavor of which has been improved by some new experiment in the growth of oysters.

Grand Haven celery was the first to reach this market this year. The Kalamazoo crop will not be ready for market for a week yet.

## COUNTRY PRODUCE.

Beets—50¢ doz.  
Beans—Country hand-picked are held at \$1.25 per bu., and city picked are in sharp demand and scarce at \$1.60 to \$1.75.  
Butter—Creamery is in good demand and fairly firm at 18¢ to 20¢. Dairy is in better demand at 12¢ to 13¢.

Cabbages—New, \$2. per crate.  
Carrots—50¢ doz.  
Cauliflower—\$1 doz.  
Celery—Grand Haven, 35¢ doz.  
Cheese—Jobbers paid 8¢ for strictly first-class full cream last week, but announce that they will offer but 7½¢ to 8¢.

Cucumbers—40¢ doz.  
Dried Apples—Evaporated, 10¢ per lb.; quartered and sliced, 6¢ to 7¢ lb.

Eggs—The market has taken a strong upward jump, in consequence of a strong Eastern demand. Jobbers are now paying 13¢ to 14¢ and holding at 15¢.

Honey—Fair demand at 10¢ to 12¢.

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

Maple Sugar—30¢ lb.

Onions—New, \$1 per bu. Bermudas, \$2 per crate. Bunch, 18¢ doz.

Parsley—25¢ doz.

Peas—75¢ bu.

Potatoes—Handers are paying 90¢ for all good varieties and holding at \$1.10. New ready-made command \$1.30 per bu.

Pop Corn—24¢ doz.

Radishes—12¢ to 15¢ doz.

Raspberries—Red \$1.75 per 24 pt. case. Black \$2.50 per 24 pt. case.

Spinach—30¢ bu.

Strawberries—The present week will probably end the crop, as it is now on its "last legs." The berry is selling now at 50¢ to 60¢.

String Beans—\$1 per bu.

Tomatoes—\$2.50 per bu.

Turnips—75¢ per bu.

Wax Beans—\$1 per bu.

Watermelons—\$45 per 100.

## GRAINS AND MILLING PRODUCTS.

Wheat—Lower. City millers pay 8¢ cents for Lancaster and red for Pulse and Clawson.

Corn—Jobbing generally at 45¢ in 100 bu. lots and 40¢ in car lots.

Oats—White, 30¢ in small lots and 30¢ to 31¢ in car lots.

Rye—40¢ to 50¢ bu.

Barley—Brewers pay \$1.25 per cwt.

Flour—No change. Tentent, \$5.10 per bbl. in sacks and \$5.20 in wood. Straight, \$4.30 per bbl. in sacks and \$4.50 in wood.

Mill Feed—Screenings, \$14 per ton. Bran, \$11 per ton. Ship's, \$15 per ton. Middlings, \$16 per ton. Corn and Oats, \$17 per ton.

## PROVISIONS.

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

PORK IN BARRELS.  
Mess, new 15 50  
Short Cut, clear 15 75  
Extra clear, heavy 17 00  
Clear, short cut 17 00  
Boston clear, short cut 17 00  
Clear back, short cut 17 00  
Standard clear, short cut 17 00

DRY SAUSAGE—IN BOXES.  
Long Cleares, heavy 8 50  
" " medium 8 25  
" " light 8 00

Short Cleares, heavy 8 50  
" " medium 8 25  
" " light 8 00

SMOKED MEATS—CANNED OR PLAIN.  
Hams, average 23 lbs. 11 00  
" " 12 to 14 lbs. 11 00  
" " 10 to 12 lbs. 11 00  
" " 8 to 10 lbs. 11 00  
" " 6 to 8 lbs. 11 00  
" " 4 to 6 lbs. 11 00  
" " 2 to 4 lbs. 11 00  
" " 1 to 2 lbs. 11 00  
" " 1/2 to 1 lb. 11 00  
" " 1/4 to 1/2 lb. 11 00  
" " 1/8 to 1/4 lb. 11 00  
" " 1/16 to 1/8 lb. 11 00  
" " 1/32 to 1/16 lb. 11 00  
" " 1/64 to 1/32 lb. 11 00  
" " 1/128 to 1/64 lb. 11 00  
" " 1/256 to 1/128 lb. 11 00  
" " 1/512 to 1/256 lb. 11 00  
" " 1/1024 to 1/512 lb. 11 00  
" " 1/2048 to 1/1024 lb. 11 00  
" " 1/4096 to 1/2048 lb. 11 00  
" " 1/8192 to 1/4096 lb. 11 00  
" " 1/16384 to 1/8192 lb. 11 00  
" " 1/32768 to 1/16384 lb. 11 00  
" " 1/65536 to 1/32768 lb. 11 00  
" " 1/131072 to 1/65536 lb. 11 00  
" " 1/262144 to 1/131072 lb. 11 00  
" " 1/524288 to 1/262144 lb. 11 00  
" " 1/1048576 to 1/524288 lb. 11 00  
" " 1/2097152 to 1/1048576 lb. 11 00  
" " 1/4194304 to 1/2097152 lb. 11 00  
" " 1/8388608 to 1/4194304 lb. 11 00  
" " 1/16777216 to 1/8388608 lb. 11 00  
" " 1/33554432 to 1/16777216 lb. 11 00  
" " 1/67108864 to 1/33554432 lb. 11 00  
" " 1/134217728 to 1/67108864 lb. 11 00  
" " 1/268435456 to 1/134217728 lb. 11 00  
" " 1/536870912 to 1/268435456 lb. 11 00  
" " 1/1073741824 to 1/536870912 lb. 11 00  
" " 1/2147483648 to 1/1073741824 lb. 11 00  
" " 1/4294967296 to 1/2147483648 lb. 11 00  
" " 1/8589934592 to 1/4294967296 lb. 11 00  
" " 1/17179869184 to 1/8589934592 lb. 11 00  
" " 1/34359738368 to 1/17179869184 lb. 11 00  
" " 1/68719476736 to 1/34359738368 lb. 11 00  
" " 1/137438953472 to 1/68719476736 lb. 11 00  
" " 1/274877906944 to 1/137438953472 lb. 11 00  
" " 1/549755813888 to 1/274877906944 lb. 11 00  
" " 1/1099511627776 to 1/549755813888 lb. 11 00  
" " 1/2199023255552 to 1/1099511627776 lb. 11 00  
" " 1/4398046511104 to 1/2199023255552 lb. 11 00  
" " 1/8796093022208 to 1/4398046511104 lb. 11 00  
" " 1/17592186044416 to 1/8796093022208 lb. 11 00  
" " 1/35184372088832 to 1/17592186044416 lb. 11 00  
" " 1/70368744177664 to 1/35184372088832 lb. 11 00  
" " 1/140737488355328 to 1/70368744177664 lb. 11 00  
" " 1/281474976710656 to 1/140737488355328 lb. 11 00  
" " 1/562949953421312 to 1/281474976710656 lb. 11 00  
" " 1/1125899906842624 to 1/562949953421312 lb. 11 00  
" " 1/2251799813685248 to 1/1125899906842624 lb. 11 00  
" " 1/4503599627370496 to 1/2251799813685248 lb. 11 00  
" " 1/9007199254740992 to 1/4503599627370496 lb. 11 00  
" " 1/18014398509481984 to 1/9007199254740992 lb. 11 00  
" " 1/36028797018963968 to 1/18014398509481984 lb. 11 00  
" " 1/72057594037927936 to 1/36028797018963968 lb. 11 00  
" " 1/144115188075855872 to 1/72057594037927936 lb. 11 00  
" " 1/288230376151711744 to 1/144115188075855872 lb. 11 00  
" " 1/576460752303423488 to 1/288230376151711744 lb. 11 00  
" " 1/1152921504606846976 to 1/576460752303423488 lb. 11 00  
" " 1/2305843009213693952 to 1/1152921504606846976 lb. 11 00  
" " 1/4611686018427387904 to 1/2305843009213693952 lb. 11 00  
" " 1/9223372036854775808 to 1/4611686018427387904 lb. 11 00  
" " 1/18446744073709551616 to 1/9223372036854775808 lb. 11 00  
" " 1/36893488147419103232 to 1/18446744073709551616 lb. 11 00  
" " 1/73786976294838206464 to 1/36893488147419103232 lb. 11 00  
" " 1/147573952589676412928 to 1/73786976294838206464 lb. 11 00  
" " 1/295147905179352825856 to 1/147573952589676412928 lb. 11 00  
" " 1/590295810358705651712 to 1/295147905179352825856 lb. 11 00  
" " 1/1180591620717411303424 to 1/590295810358705651712 lb. 11 00  
" " 1/2361183241434822606848 to 1/1180591620717411303424 lb. 11 00  
" " 1/4722366482869645213696 to 1/2361183241434822606848 lb. 11 00  
" " 1/9444732965739290427392 to 1/4722366482869645213696 lb. 11 00  
" " 1/18889465931478580854784 to 1/9444732965739290427392 lb. 11 00  
" " 1/37778931862957161709568 to 1/18889465931478580854784 lb. 11 00  
" " 1/75557863725914323419136 to 1/37778931862957161709568 lb. 11 00  
" " 1/151115727451828646838272 to 1/75557863725914323419136 lb. 11 00  
" " 1/302231454903657293676544 to 1/151115727451828646838272 lb. 11 00  
" " 1/604462909807314587353088 to 1/302231454903657293676544 lb. 11 00  
" " 1/1208925819614629174706176 to 1/604462909807314587353088 lb. 11 00  
" " 1/2417851639229258349412352 to 1/1208925819614629174706176 lb. 11 00  
" " 1/4835703278458516698824704 to 1/2417851639229258349412352 lb. 11 00  
" " 1/9671406556917033397649408 to 1/4835703278458516698824704 lb. 11 00  
" " 1/19342813113834066795298816 to 1/9671406556917033397649408 lb. 11 00  
" " 1/38685626227668133590597632 to 1/19342813113834066795298816 lb. 11 00  
" " 1/77371252455336267181195264 to 1/38685626227668133590597632 lb. 11 00  
" " 1/154742504910672534362390528 to 1/77371252455336267181195264 lb. 11 00  
" " 1/309485009821345068724781056 to 1/154742504910672534362390528 lb. 11 00  
" " 1/618970019642690137449562112 to 1/309485009821345068724781056 lb. 11 00  
" " 1/1237940039285380274899124224 to 1/618970019642690137449562112 lb. 11 00  
" " 1/2475880078570760549798248448 to 1/1237940039285380274899124224 lb. 11 00  
" " 1/4951760157141521099596496896 to 1/2475880078570760549798248448 lb. 11 00  
" " 1/9903520314283042199192993792 to 1/4951760157141521099596496896 lb. 11 00  
" " 1/19807040628566084398385987584 to 1/9903520314283042199192993792 lb. 11 00  
" " 1/39614081257132168796771975168 to 1/19807040628566084398385987584 lb. 11 00  
" " 1/79228162514264337593543950336 to 1/39614081257132168796771975168 lb. 11 00  
" " 1/158456325028528675187087900672 to 1/79228162514264337593543950336 lb. 11 00  
" " 1/316912650057057350374175801344 to 1/158456325028528675187087900672 lb. 11 00  
" " 1/633825300114114700748351602688 to 1/316912650057057350374175801344 lb. 11 00  
" " 1/1267650600228229401496703205376 to 1/633825300114114700748351602688 lb. 11 00  
" " 1/2535301200456458802993406410752 to 1/1267650600228229401496703205376 lb. 11 00  
" " 1/5070602400912917605986812821504 to 1/2535301200456458802993406410752 lb. 11 00  
" " 1/10141204801825835211973625643008 to 1/5070602400912917605986812821504 lb. 11 00  
" " 1/20282409603651670423947251286016 to 1/10141204801825835211973625643008 lb. 11 00  
" " 1/40564819207303340847894502572032 to 1/20282409603651670423947251286016 lb. 11 00  
" " 1/81129638414606681695789005144064 to 1/40564819207303340847894502572032 lb. 11 00  
" " 1/162259276832213363391778010288128 to 1/81129638414606681695789005144064 lb. 11 00  
" " 1/324518553664426726783556020576256 to 1/162259276832213363391778010288128 lb. 11 00  
" " 1/649037107328853453567112041152512 to 1/324518553664426726783556020576256 lb. 11 00  
" " 1/1298074214657067907134224082305024 to 1/649037107328853453567112041152512 lb. 11 00  
" " 1/2596148429314135814268448164610048 to 1/1298074214657067907134224082305024 lb. 11 00  
" " 1/5192296858628271628536896329220096 to 1/2596148429314135814268448164610048 lb. 11 00  
" " 1/10384593717256543257073792658440192 to 1/5192296858628271628536896329220096 lb. 11 00  
" " 1/20769187434513086514147585316880384 to 1/10384593717256543257073792658440192 lb. 11 00  
" " 1/41538374869026173028295170633760768 to 1/20769187434513086514147585316880384 lb. 11 00  
" " 1/83076749738052346056590341267521536 to 1/41538374869026173028295170633760768 lb. 11 00  
" " 1/16615349947610469211318068253504272 to 1/83076749738052346056590341267521536 lb. 11 00  
" " 1/33230699895220938422636136507008544 to 1/16615349947610469211318068253504272 lb. 11 00  
" " 1/66461399790441876845272273014017088 to 1/33230699895220938422636136507008544 lb. 11 00  
" " 1/1329227995808837536905445460283411776 to 1/66461399790441876845272273014017088 lb. 11 00  
" " 1/2658455991617675073810890920566823552 to 1/1329227995808837536905445460283411776 lb. 11 00  
" " 1/5316911983235350147621781841133647104 to 1/2658455991617675073810890920566823552 lb. 11 00  
" " 1/10633823966470700295243563682267284208 to 1/5316911983235350147621781841133647104 lb. 11 00  
" " 1/21267647932941400590487127364534568416 to 1/10633823966470700295243563682267284208 lb. 11 00  
" " 1/42535295865882801180974244729069136832 to 1/21267647932941400590487127364534568416 lb. 11 00  
" " 1/8507059173176560236194848957813827







The Way to Extinguish the Dead-Beat.  
Written Especially for THE TRADESMAN.

There are certain principles which govern nature and mankind which can never be altered or effaced—principles which are as immutable as the laws of the Medes and Persians. One of the greatest and most potent of these is "Without labor, nothing." It is the most arrant nonsense for a man to expect to get through the world without giving his fair and just share of labor—either mental or physical—for value to be received. It matters not whether he be a Vanderbilt or a hod-carrier, his portion must be performed by himself. Even in the case of a wealthy man, it is not possible for him to delegate his share to others without positive detriment to himself and his fortune. Others may perform, but he must direct.

Taking these premises, then, for facts, it necessarily follows that when a man endeavors to shift a portion of his responsibility to other shoulders, like the Old Man of the Sea, at some time, sooner or later, he must come to grief.

Especially is this true of that curse to legitimate trade, the dead-beat. In trying to lay the responsibility of his own—and, if he has one, his family's—support, to a certain extent, upon the grocer, clothier or merchant of any class who is so unfortunate as to give him credit, he but lays the snare which will invariably entangle him in its folds and hurl him to utter ruin.

True, he may, for a time, live and even thrive upon this villainous practice of defrauding honest men, but, as the old saying has it, "The greater the height, the harder the fall," let him succeed ever so well, his discomfiture will be proportionate.

The theory has been put forward that the seeds of dead-beatism are hereditary. I have studied the animal in a great variety of its moods and I cannot agree with that idea. I believe that no man is brought into this world with the unnatural, ghoul-like instincts popularly supposed to be inherent in these excrecences upon social morality. I say that it is an acquired talent, if such I may term it, and is not handed down from father to son as, in England and other foreign countries heirlooms, centuries old, are entailed upon the successors to the estate. And, moreover, the acquisition thereof is not entirely blameable upon the dead-beat, but, to a certain extent, is the fault of the merchants themselves. They have, until recently been careless of their own interests and have allowed this deadly nightshade to spring up in their midst without endeavoring to root it out. They have not educated themselves, and education, in my estimation, is the only remedy for this evil. Let it once be thoroughly impressed upon the minds of men inclined to be dishonest that it is a road leading to one end only—that of utter ruin, both morally and financially—and in time we shall have a new regime—in fact something so nearly resembling the merchant's millennium that they will be only too glad to accept it as such.

How shall we thus educate ourselves? By organization. Organization is the primary step in the direction of education and when we have thoroughly organized ourselves and have studied the dead-beat in all his various phases and forms, then may we expect to be able to educate him. No man may teach without first acquiring knowledge himself. Therefore, organize and educate yourselves upon this problem, that you may instill into the minds of your customers that probity of character and uprightness which is the emblem and coat-of-arms of that "noblest work of God,"—an honest man.

#### Opportunity for Reform.

From the Boot and Shoe Recorder.  
THE MICHIGAN TRADESMAN, published at Grand Rapids, is doing a good work in organizing associations of business men and bringing them to get towards each other as rational human beings. An example of the effects of this influence was shown in a picnic given May 25 by the grocers of Grand Rapids at Reed's Lake. The grocers closed their doors, and with families, clerks and their wives and sweethearts, as well as traveling men and invited guests, enjoyed one day of pleasure. It need hardly be said that the association is a new one. Who would dare to say a few years ago, or even to-day, in almost any town in the United States, that it would be possible to bring the members of a trade together without a grand row? The rule is that the different merchants in the same business hate each other with a deadly hate. Hardly one of them but would sit up nights to plan some scheme to injure that detestable fellow across the way; and as to associating with him, why, they would not recognize him on the street.

Why should this feeling exist? There is no good reason for it, of course. It probably started from silly stories carried back and forward by sharp customers. When the men meet themselves each is surprised to find how much better the other fellow was than he supposed. If grocers can meet and enjoy themselves this way, why should not shoe dealers? Then, in addition to the enjoyment feature, there is the gain in a business way from an understanding and a little friendly talk about points of the greatest interest to both. Is not the experiment well worth trying?

#### Tit for Tat.

Tender-hearted young lady—Oh! you cruel, heartless, little wretch! to rob those poor birds of their eggs.  
Wicked little boy—Ho! that's the old one 'at you've got on yer bonnet. Guess she won't care.

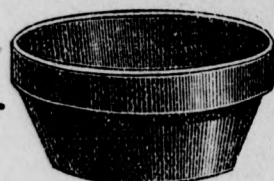
What do you think of this? While in conversation with Wm. M. Dale, one of the largest druggists in Chicago, we were surprised to learn that he had sold over one and a half million of Tansill's Punch & cigars and that the quality gets better all the time. The demand continues to increase. Let us tell 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.

# 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.

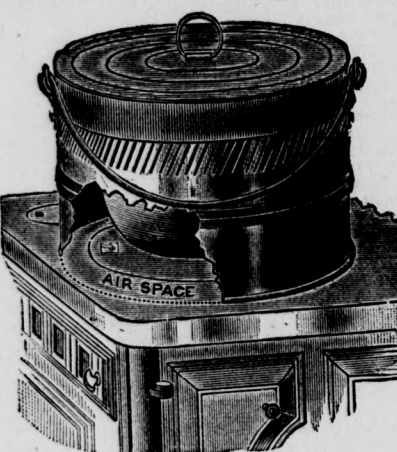
## Common-Sense Stew-Pans.



NEW GOODS, WHITE LINED.

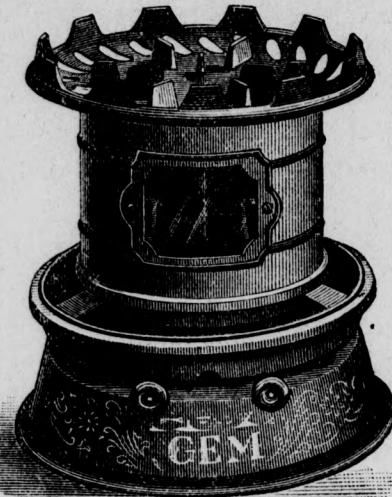
Don't fail to keep an assortment of these cheap preserving and cooking kettles on hand. Retail only 20 and 25c each.

## 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.

## Summer Goods.



GEM OIL STOVE, \$1.85 each

Every style of

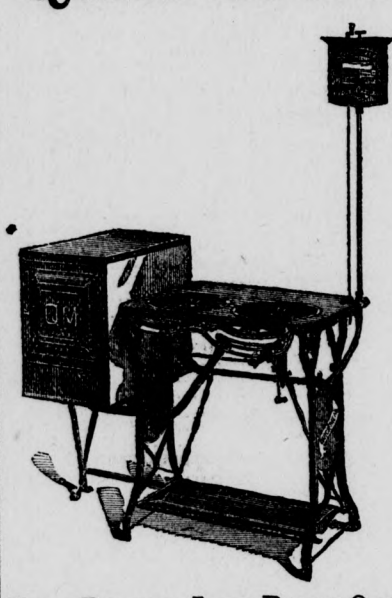
SUMMER STOVES

Carried in stock as per our

Summer Catalogue.

(Send for one)

## "Quick Meal."

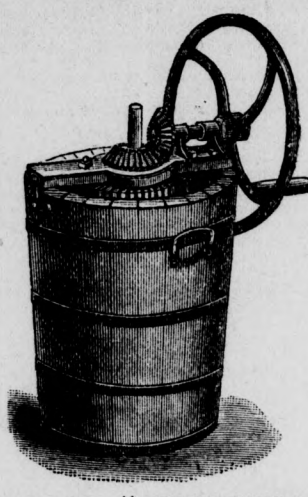


Four-Burner, Low-Down Oven.

Fully described, with prices, in our

Summer Catalogue.

## Ice Cream Freezers.



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.

## 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 GRANITE 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.

## Binder's Twine.

## Bug Finish.

## Curtiss & Dunton.

## DETROIT SOAP CO.,

DETROIT, MICH.

Manufacturers of the following well-known Brands

## SOAPS

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

For Quotations address

## W. C. HAWKINS,

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

## F. J. LAMB & CO.,

WHOLESALE DEALERS IN

## FRUITS AND VEGETABLES,

Butter, Eggs, Cheese, Etc.,

8 and 10 Ionia Street, GRAND RAPIDS, MICH.

SPECIAL ATTENTION GIVEN TO FILLING ORDERS.

## P. STEKETEE & SONS,

JOBBER IN

## DRY GOODS,

AND NOTIONS,

83 Monroe St.,

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

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers  
American and Stark A Bags

A Specialty.

## FULLER & STOWE COMPANY,

Designers

## Engravers and Printers

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

Address as above

49 Lyon Street, Up-Stairs, Grand Rapids, Mich.

## The Standard of Excellence

## KINGSFORD'S

Oswego

PURE

AND

"Silver

"Pure"



Gloss"

## STARCH.

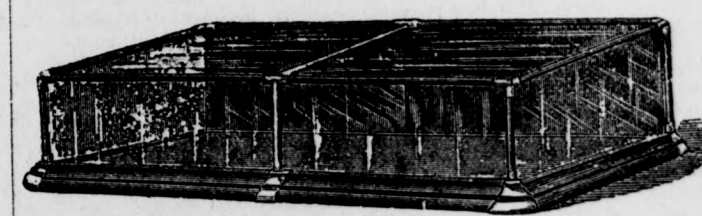
Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

## SHOW - CASES.



Dealers will find it to their advantage to correspond with us, as we are in the position to make a No. 1 goods at the lowest possible prices. Correspondence solicited from the jobbing trade relative to premium cases.  
Address  
AMERICAN SHOW CASE WORKS,  
27 Lake Street, Chicago.  
Send for Catalogue and prices.

## RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

## BOOTS AND SHOES.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

14 and 16 Pearl Street, - Grand Rapids, Mich.