

The Michigan Tradesman.

385

VOL. 4.

GRAND RAPIDS, WEDNESDAY, AUGUST 24, 1887.

NO. 205.

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.

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.

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 TRADERMAN, 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.

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

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.

GINSBURG ROOT.

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

JUDD & CO.,

JOBBERS OF SADDLERY HARDWARE
And Full Line Summer Goods.
102 CANAL STREET.

WHIPS

ADDRESS
GRAHAM ROYS, - Grand Rapids, Mich.

SHERWOOD HOUSE.

The Traveling Men's Favorite.
CHARLOTTE, - - MICH.
Re-fitted and Re-furnished.
Sample Rooms on First Floor.
First-Class in all its Appointments.
M. F. BELGER, Proprietor.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND Jeweler,

44 CANAL ST.,

Grand Rapids, - Mich.

CHARLES A. COYE,

Successor to

A. Coye & Son,

DEALER IN

AWNINGS AND TENTS

Horse and Wagon Covers,
Oiled Clothing,
Feed Bags,

Wide Ducks, etc.

Flags & Banners made to order.

73 CANAL ST. - - GRAND RAPIDS.

H. H. FREEDMAN & CO.

Manufacturers and Jobbers of

CIGARS

Factory No. 26, 4th Dist.

REED CITY, - - MICH.

BOOKS,

Stationery & Sundries,

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

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 At-

tended to.

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 PRE-

PAINT is applied as received in original

packages, and if within three years it should

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 Fin-

ish made.

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
FESENTHAL, GROSS & MILLER, Bankers.

V. R. STEGLITZ,

Proprietor of

Eaton Rapids Cigar Factory.

Manufacturer of the following popular brands:

S. & M. CRICKET.

ROSADORA.

V. R. S.

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

Eaton Rapids, - Mich.

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.

LUDWIG WINTERNITZ,

STATE AGENT FOR

Fermentum!

The Only Reliable Compressed Yeast.

Manufactured by Riverdale Dist. Co.

106 Kent Street, Grand Rapids, Mich.

TELEPHONE 566.

Grocers, bakers and others can secure the agency for their town on this Yeast by applying to above address. None genuine unless it bears above label.

Eaton & Christenson

Are State Agents for

FREDERICK THE GREAT

CIGAR.

Grand Rapids, Mich.

Represented by the Giant,

Mr. Christopher Sparling.

COOK & PRINZ,

Proprietors of the

Valley City Show Case Mfg. Co.,

Manufacturers of

SHOW CASES.

Prescription Cases and Store Fixtures

OF ALL KINDS.

SEND FOR CATALOGUES.

SEND FOR ESTIMATES.

38 West Bridge St., Grand Rapids.

Telephone 374.

HEMLOCK BARK!

WANTED.

The undersigned will pay the highest

market price for **HEMLOCK**

BARK loaded on board cars at any

side track on the G. R. & I. or C. & W.

M. Railroads. Correspondence solicited.

N. B. CLARK,

101 Ottawa St., Grand Rapids

A VERY PRACTICAL JOKE.

Written Especially for THE TRADESMAN.

The little village of Smithfield was electrified one day by the announcement that old Mr. Nelson was intending to retire from the active business life he had led in the village for the last fifteen years, and would turn the store and its contents over to his nephew, Frank Nelson, who would one day inherit all the old man's wealth, he being a bachelor, with neither kith nor kin except Frank.

Although there were other stores in the place, Nelson's was the sole claimant to any pretense of a metropolitan style. Here it was that the young ladies of Smithfield came to do their shopping when they wanted anything stylish in dress goods or the latest shades in ribbons.

It was a general store, filled with all classes of merchandise, from the lowly washtub to the more genteel silks and satins.

Many years ago Nelson had started in business a poor man; but, by strict integrity and careful attention to the demands of his customers, he had amassed a very comfortable fortune. But now he was getting on in years, and had decided to spend his remaining time on earth in seeking what enjoyment he might get out of it, for he was a jolly old bachelor, always ready for any fun or any joke that might be played.

Another reason for his decision was that Frank, who had been educated in a business college in the East, and had been traveling for the past two years, might have a chance to learn the practical parts of the business under his supervision, and make the personal acquaintance of the patrons of his uncle's store; for Frank had not been in Smithfield since his boyhood, and no one there remembered him.

Now, in the village of Smithfield resided many young ladies whose claims to beauty were not to be despised, even by a traveled young man like Frank Nelson; and, as a natural consequence, the rumor that such a distinguished personage intended to make his home among them, set many a maiden's heart a-flutter, and many were the plots that were laid in feminine minds to entrap him.

Among these fair damsels were two sisters, daughters of a widow not in the best of circumstances. The sisters worked, one as a school teacher and the other as clerk in a small dry-goods store, and by this means lengthened out the family purse.

One of the sisters, Nellie Walters, was a blonde, short in stature, yet plump withal, with gray eyes and a piquant expression that was in perfect harmony with a modest, retiring character. She had been her father's pet child, but he had not spoiled her, and she had budded into perfect womanhood. She was the school teacher, and was idolized by her scholars.

Her sister, Emma, was as much her opposite in appearance as she was in disposition. She was a decided brunette, tall in stature, and had a certain air of hauteur about her that attracted while it repelled. She was pronounced a coquette by the more malicious of her neighbors, and her actions did not belie them. Many were the young swains who had been sinned by the fire that sparkled in her black eyes, and then cast aside as so much rubbish.

The sisters heard of the intended change and of Frank's coming with very different sensations.

Nellie's first thought was, would he keep her brother in his place in Mr. Nelson's store or supplant him with some of his own friends? It would be a hard blow to the Walter's family if he did, for Henry's wages added not a little to their support.

But the imperial Emma's thoughts were of a different nature entirely. She immediately set her sharp wits to work to make the best plan possible to bring young Frank Nelson and the old man Nelson's thousands to her feet. She schemed and pondered, until she finally laid out a plan of campaign that, as she thought, was sure to accomplish her object.

Old Mr. Nelson had written Frank to come on the morning train, Thursday; but, through some mistake, he arrived on the evening train of Wednesday, and no one came to meet him. So, telling the station agent he would send for his baggage in the morning, he set out to walk up the village street towards his uncle's place of business.

As he strolled along, trying to pick out the old landmarks, scenes of his boyish frolics, and wondering if anyone would recognize him, he suddenly became aware of two very pretty girls walking just in front of him, and so earnestly engaged in conversation that they did not notice his presence behind them.

Now Frank was much too honorable to be guilty of eavesdropping, but, as the shorter of the two raised her voice a trifle, he was amazed to hear his own name, and could not resist the temptation to hear the balance of the sentence:

"I tell you, Emma, you will be doing a most despicable thing to try and throw yourself at Frank Nelson's head in such a shameless way. Don't you ever stop to think what mother would say?"

"Oh! I've heard enough of your preaching about what mother would say, Nellie. I

tell you I am going to marry Frank Nelson, in spite of everything; and when I am once mistress of old man Nelson's wealth, you and mother will be sorry that you tried to hinder me," responded Emma, and then the girls turned a corner and were soon out of sight.

"Whew!" thought Frank. "It seems my future is decided for me already. I hardly thought, when I came to this little burg, that I should find a wife already picked out for me. Let's see, can't I have a little fun out of this? By jove! I've got it! I'll see what uncle says." And, with thoughts of future fun in his mind, he hurried on to his uncle's store and found the old gentleman about ready to go home.

"Not a word about my being your nephew, uncle," he said, as the old man grasped the boy's hand. "I've got a little practical joke by which you and I can have some fun, and learn a certain fair marrying damsel of Smithfield a lesson."

The old man, always ready for any fun, assented at once, and, as they walked up the dark street towards home, Frank related the conversation he had accidentally overheard, and unfolded his plan for entrapping the trapper.

Old Mr. Nelson entered heartily into the fun, and the result of their conversation was that the morning's mail carried a letter to Frank's college chum, reading as follows:

DEAR HARRY—I want you to come up to Smithfield on the first train. You can spend your vacation here, instead of with your brother, and I'll promise you more fun than hearing a clam talk. Don't fail. Explanations when you arrive.

Your old chum, FRANK.

The next day, Mr. Nelson told his friends that Frank had been delayed, and wouldn't come until Saturday morning. He also, incidentally, let it be known that he had hired a new clerk, who would keep the books, attend to collections and work of that nature.

So, on Saturday morning, the old man drove down to the depot, and, on the arrival of the train, rushed up and grabbed a young man who got off by the hand, and acted generally as though very glad to see him. From this, the depot-loungers inferred that this was the long-expected nephew, and the news of his arrival spread rapidly, as anything in the way of news will, in a country village.

On their arrival at the store, quite a crowd of Nelson's patrons and friends had gathered, anxious to make the acquaintance of the young man, and see if he brought any of his city airs with him.

The old man introduced him, right and left, as "my nephew, Frank," and the young man thus made the acquaintance of half the people in the town in a very short time.

Of course, it was very obscure to Harry Fleming's understanding as to why he was adopted as the nephew of Mr. Nelson in Frank's place, but he knew there was a joke somewhere, and accepted the situation as a matter of course.

"The old man's nevy ain't no slouch, I tell 'e," was the sage remark of the oldest inhabitant, as he rolled his quid in his mouth. I reckon he'll turn things wrong side out in this here town. He's got all the old man's smart ways."

The next Monday, the old man formally transferred the management of the store to his nephew (?), and the new proprietor, together with the new clerk and Fred Walters gave the old store such an overhauling as it hadn't seen for years. Old, shelf-worn stock was put on "bargain counters"—a new thing at that time. New goods came and were opened up every day, and the store of Frank Nelson, in a short time, presented a much more attractive appearance than old Dan Nelson's ever had.

The new clerk was very attentive to customers, and had such a stylish, attractive way of showing goods that the demands of the young ladies of the village upon their respective purses for pin money was largely increased. This, together with the young proprietor's geniality and friendliness towards all with whom he came in contact increased the trade to a wonderful extent.

About a month after our hero's appearance in Smithfield, his uncle decided to give a house-warming in his honor, and, accordingly, issued invitations to all in the village with whom he had been associated, and among them were Mrs. Walters, her two daughters, Nellie and Emma, and their brother Fred.

The all-eventful evening at length arrived, and as the guests came the old man introduced the two young men as "my nephew Frank and Harry Fleming."

After a bountiful spread in the large dining room, the tables were cleared and the young people danced until they were tired.

Emma Walters devoted her entire attention to Frank, and he seemed highly smitten with her charms, and danced and flirted with her outrageously; while the new clerk, Harry Fleming, was fully as attentive to her sister, who seemed not at all displeased with his attentions, although she cast many an anxious glance towards her sister.

So matters progressed for some time. Young Nelson was Emma Walters' escort to all the parties and picnics, and became a constant caller at the residence of her moth-

er; and people nodded their heads wisely, and hinted something about wedding-cake.

Meanwhile, the new clerk was as fully engrossed with the fair Emma's sister as his employer was with Emma. They took long walks together, and rowed on the river in the shady evenings; and finally Harry was forced to admit to himself that he loved the girl who looked so confidently up at him as he told her of his hopes and ambitions. As they were returning from church one evening, he won a shy consent from Nellie to be his wife.

Mrs. Walters objected somewhat on account of his poverty, but he urged his suit with such fervor and showed such bright prospects for his getting a share in Nelson's business, that she finally agreed to an early marriage—the first of September.

Nellie's sister laughed at her for taking up with a poor clerk.

"Wait until you see me Frank Nelson's wife," she said, "and you'll wish you had more ambition than to marry our clerk."

The preparations for the wedding went on finely, and old Mr. Nelson insisted that the young folks must be married at his house.

"I'll give Nellie a wedding-present she hadn't thought of," said he to Mrs. Walters, and she, supposing the old man would do the handsome thing, consented.

The first of September dawned fair, and was as bright a day as any young couple starting on life's journey together could wish for.

Mr. Nelson's old-fashioned house was thronged with guests from the village, the wedding-dinner was prepared, the minister had taken his stand with bible open, when the groom led the blushing Nellie before him, her sister acting as bridesmaid.

"Do you, Frank Nelson, take this woman—"

Frank Nelson! Had they heard aright or had the minister lost his senses! Emma Walters turned white, but, imagining there was some mistake, kept her place.

The ceremony was concluded, and the minister said, "I now pronounce you man and wife," when Mr. Nelson came up, and, taking the newly-wedded couple by their hands, addressed the wondering guests:

"My old friends, help me to congratulate my nephew on his marriage with this dear girl. At the same time, let me explain a little misunderstanding that seems to have arisen. This young man whom I hold by the hand is my nephew, and not the clerk, Harry Fleming, who stands here; and this young lady, his wife, is Mrs. Frank Nelson. Forgive us for our deception, for Frank has found a dear little wife by it, and I think it has taught some people a lesson they'll not soon forget. It isn't wise to talk over our matrimonial plans on the street."

Of course, what the old man meant was only known to the parties interested, and has remained a secret to this day.

Nellie forgave her husband for his share in the joke, but her sister never forgave either, and soon after left the village to travel as companion to a rich widow.

As for old Mr. Nelson, he chuckled and laughed until his nephew had to throw water in his face and pour brandy down his throat to avert an apoplectic fit.

"That was—ha! ha! ha!—the best joke I ever saw in my life!" was all he could say.

RELUK.

Maxims for Merchants.

Lying won't stand, while truth is truth.

Risk anything before you risk your reputation.

A man's money is as much his own as a man's talent.

Credit should be sparingly given and integrity be the basis of it.

Enterprise talks, imagines projects; capital affords the means to do.

Capital builds the ship, the railway and the telegraph; enterprise works them.

A bird in the hand is worth only one bird. There is no chance of making it worth two, without letting it out of the hand.

The merchant who craves the earth generally gets, in due time, all he can occupy—a space in his bosom about two feet by six; or rather the earth gets him.

Every practice has its theory. There is a good way and there is a bad way of doing everything. The good way is the true and the bad way is the false theory.

A man can succeed better in the mercantile field by pursuing an honest, straightforward course than he can by deadening his conscience and disregarding all moral obligations.

A man who really means to aid a young merchant is a man of cautious dealing. He wants to impart not only the capital of gold, but also that of wisdom and direction which are better than gold.

Pull upright, energetic business men this way, and then that way and the other, and they only bend, but never break. Trip them down, and in a trice they are on their feet. Bury them in the mud, and in an hour they will be out and bright.

A man may be unfortunate, he may be poor and penniless, but if he is known to possess unbending integrity, an unwavering purpose to do what is honest and just, he will have friends and patrons, whatever may be the embarrassments and exigencies into which he is thrown.

It is only by a perfect knowledge of business, by an exercise of tact, judgment and cautious discrimination, coupled with habits of industry and a diligent observation of the laws of trade and manners of men, that a young man can ever hope to become a merchant of honorable eminence.

BUSINESS LAW.

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, AUGUST 24, 1887.

The arrival at New York of cargoes of raw sugar from the Hawaiian Islands, amounting to some 10,000 tons, has caused no small sensation among the trade in that city, for this sugar enters free of duty, under the treaty with those Islands. It came around Cape Horn, and more is expected to follow. It will, perhaps, impress upon many persons the simple fact that an easy way of adjusting this line of business to the operations of the general trade in sugar will be to repeal the present duty on all that comes in—with protecting provisions against export duty, and in favor of our own ships.

The board insurance monopoly seems determined to fight every innovation and take advantage of every excuse to extort more money from policy holders. Michigan manufacturers who are substituting crude oil for coal or wood as fuel now find themselves subjected to an increase of rates on the pretext of increased liability. Oil fuel has been extensively introduced in Cincinnati and other large cities, with the approval of the insurance companies, but the bull-headed idiots who control the board companies doing business in this State are amenable to neither reason nor mental growth.

The Inter-State Board of Trade of the United States has been incorporated at New York, for the purpose of fostering trade and commerce, preventing abuses in trade, securing freedom from exactions, uniformity in the customs and usages of trade, information on trade matters, to settle differences between members, promote friendly intercourse, unification of transportation laws, originate and advance measures for the benefit of agriculture, trade and commerce.

In purchasing and maintaining an experimental farm, as is now contemplated by that organization, the White Lake Business Men's Association will take a step in advance of any other organization in the State. The idea, as outlined in another column and described by President Linderman in his annual address, is perfectly feasible and deserves the commendation of every one interested in the development of Michigan agriculture.

THE TRADESMAN has no hesitation in pronouncing the oration delivered by Myron H. Walker at the picnic of the Lowell Business Men's Association, and printed *verbatim* on another page, to be the best exposition of association work which has yet been given. It is a long way in advance of any previous effort in that direction and gives evidence of careful study and preparation on the part of the author.

Official Report of the Manton B. M. A. Picnic.

MANTON, Aug. 22, 1887.

DEAR SIR—The morning of our Manton Business Men's Association picnic dawned auspiciously. The sun shone from a cloudless sky. The air was cool and, had the roads not been so dusty, a more perfect day for the occasion could not have been selected. Early in the morning the people began to gather in from the country, on foot, on horseback, and with horse and ox teams, until our beautiful village was filled to overflowing, putting on a regular Fourth of July celebration appearance. The place selected for holding the picnic was a fine grove on an eminence overlooking and just west of the village limits. The ground had been cleared, tables erected, swings put up, etc., the day before. Promptly at 10 a. m., according to the programme, the stores were all closed and the band formed on Main street and with sweet strains of music, marched to the grounds, followed by the people in procession. On arriving, the visitors seated themselves in the cool shade for social chat and to listen to the enlivening strains from the band. We expected to have the presence of the Hon. Frank Hamilton, President of our State Association, but, unfortunately for us, his engagements were so pressing that, at the last moment, he wrote it would be impossible to come. Short addresses were made by Rev. Sylvester H. B. Sturtevant, of Sherman, (who, accompanied by Mrs. Sturtevant, Dr. Corbin and Mrs. Corbin, had driven over to participate) and H. C. McFarlan.

In the meantime, the business men, with their coats off, under the direction and efficient help of the ladies, were busy cutting, carving and carrying of the large pine on Main street, which they had prepared and arranged them on tables 200 feet in length. At 1 p. m., everything being in readiness, the people were invited to begin active operations, and such a time of feasting, mixed with fun, joke and laughter, our village has never witnessed. Taken all in all, it was an immense success and will bear repeating. But, Mr. Editor, it would have done your heart good to have seen the ladies and business men at the close. A more tired, worn-out, completely done-up lot it has never been my good fortune to see, but they had the full assurance of success to apply as a balm to their aching bodies, and a good work well done.

R. FULLER, Sec'y.

Any man who buys goods, and at the time of purchasing draws a check for the amount on a bank where he has no deposit, is guilty of a fraud and felony, and is liable to indictment for crime. Payment by the debtor's check does not of itself cancel the debt unless expressly so agreed, and the creditor can sue either on the debt or check at his option.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Jennings & Smith will shortly remove to the Gibson building, at 38 and 40 Louis street.

H. A. Vedders succeeds Theodore B. Goossen in the grocery business at 79 Shawmut avenue.

The Sisson & Lilly Lumber Co. has put in a branch supply store at Otis. Amos S. Musselman & Co. furnished the stock.

Cornelius Jonker has engaged in the grocery business at the corner of Carrier street and College avenue. The stock was purchased at this market.

Bert VanderVeen, son of E. VanderVeen, the Holland hardware dealer, will shortly engage in the hardware business on West Leonard street, near the intersection of Scribner street.

Cary & Loveridge have sold a \$2,035 channel steel safe to the Oceana Loan and Security Association, at Hart. Also steel fire and burglar proof safes to Putnam & Brooks and the Honduras Timber Co.

Wm. Sears & Co. are now running their cracker factory an extra day each week, by working over hours, and contemplate putting on a night force to run in conjunction with the day gang. They pronounce the report that they contemplate putting in a branch factory at Manistee as without the least foundation in fact.

L. D. Harris has declared a final dividend in the matter of the Post and Tribune Job Printing Co., of Detroit, of which estate he was assignee. Two previous dividends have been declared, one of 25 per cent. and one of 20 per cent. The final dividend distributes another 10 per cent. among the creditors, making 55 per cent. received by them. The creditors number sixty-two, representing \$12,000 worth of indebtedness.

AROUND THE STATE.

Bellaire—Fred. Smith has opened a jewelry store.

Charlevoix—John McCabe has opened a meat market.

Bellaire—Hemstreet Bros. will soon open a grocery and feed store.

Vermontville—Geo. J. Lamb, the harness dealer, has added a line of groceries.

Blanchard—Mrs. E. S. Hopkins has sold her drug stock to J. S. Burton, of Chase.

Detroit—Thos. W. King, dealer in picture frames, has assigned to D. King, Jr.

Luther—Paine & Buckner have embarked in the furniture and undertaking business.

Big Rapids—C. F. Mynning, grocer at the upper depot, has added a line of boots and shoes.

Lake City—Wood & Walton are arranging to build a new store, which they will occupy themselves.

Moscow—W. W. Armstrong succeeds S. C. Murray in the hardware and agricultural implement business.

New Hudson—Elmer J. Rice succeeds Andrew Laird in general trade. The latter still retains his produce business.

Pentwater—W. A. Smith has retired from the meat market firm of Smith Bros. The business will be continued by W. F. Smith.

Hastings—Fred. Heath has retired from the drug firm of W. H. Goodyear & Co. The business will be continued by W. H. alone.

Charlevoix—Perry Weed has sold his drug stock to C. B. Cochran, of Philadelphia. The business will be conducted by his brother.

Whitehall—M. Frechling contemplates closing out his dry goods business in the fall and engaging in the same business at Grand Rapids.

Traverse City—Hamilton & Milliken have leased the store adjoining their present quarters on the north and will soon be occupying three full stores.

Plainwell—J. N. Hill & Co., left a barrel of molasses on their store floor one night last week. Before morning the barrel bursted, with a result more sweet than pleasant.

Lakeview—John Bale, of the mercantile and lumbering company of Macomber & Bale, lost a thumb last week by allowing it to come in contact with the friction pulley in his saw mill.

Cadillac—Geo. A. Deitz has returned from Tennessee and resumed a partnership connection with the grocery and drug business of A. E. Smith, under the former firm name of Smith & Deitz.

Battle Creek—T. B. Skinner has sold his dry goods store to Nelson Haskins, of Inlay City, and L. W. Robertson, of Hubbardston. Mr. Skinner has been selling dry goods here for forty years.

Big Rapids—The \$400 mortgage on the grocery stock of A. B. Carpenter, held by Amos S. Musselman & Co., of Grand Rapids, was foreclosed last week. The stock was bid in by Mrs. Carpenter, who will continue the business in her own name.

Muir—O. N. Ely has retired from the firm of L. A. & O. N. Ely, and returned to rural pursuits. L. A. Ely will continue the general merchandise business at the old stand, adding thereto the sale of his patented articles, as follows: Patent shelving; button exhibitor; wall paper and border exhibitor.

Whitehall—The attorney for the mortgage creditors of J. Widoe & Son replevined the stock from the attaching creditors last Wednesday, when H. E. Staples foreclosed his mortgage, bidding \$2,000 for the stock, subject to three other mortgages aggregating \$2,000. Mr. Staples has thrown the store open for business and will attempt to justify his action in ignoring the attaching creditors at the next turn of the Muskegon Circuit Court.

East Jordan—Harry Branch succeeds Geo. Beaman in the drug business.

Clarkston—E. Jossman succeeds Frank Jossman & Co. in general trade.

Quincy—J. & John Hayes succeed T. R. Rathbun in the grocery business.

Morrice—A. B. Clark & Co. succeed D. B. Holmes in the hardware business.

Jackson—Dunham & Lewis succeed Fowler & Dunham in the grocery business.

North Branch—Harvey & Stoneberg, harness dealers, have dissolved and sold out.

East Jordan—Arthur Ward succeeds Cutler & Moorehouse in the confectionery business.

Dexter—Leonard D. Alley has sold out his general store and grain and agricultural implement business.

STRAY FACTS.

Lapeer—Each \$100 share in the First National Bank is now worth \$265.

Lansing—A. D. Hensel succeeds B. F. Hall in the lumber business. The latter still retains his coal business.

Clarkston—I. Frank has retired from the Clarkston Exchange Bank. Jossman & Bird continue the business.

Berlin—Through the efforts of Dell Wright, telephone connection with the outside world has been secured.

Muskegon—The savings bank project does not look as favorable as it did a week ago, the subject having failed to arouse much enthusiasm among the monied men of the city.

Bellevue—Whitney & Davenport are putting up an evaporator with a capacity of 225 bushels of apples daily. The works will furnish employment to thirty-five persons during the season.

MANUFACTURING MATTERS.

Jonesville—The cotton mills are now run both day and night.

Hersey—C. N. Leach has sold his shingle mill and gone to Wisconsin to locate.

James McSkimin has engaged to travel for Cody, Ball, Barnhart & Co., handling teas exclusively.

Matherton—The sawmill of Peter Donney was destroyed by fire on the 14th. The fire originated in the boiler room. No insurance.

Rockford—Horace H. Childs has purchased the interest of Benj. F. Carper in the paper mill business of Childs & Carper, at Childs' Mills, and will conduct the business alone hereafter.

Lowell—The Michigan Cutter Co. is building a warehouse, 42x100 in dimensions and 14 feet high. The building will be completed this week and used wholly for storage purposes.

Whitehall—H. Olsen is agitating the organization of a stock company with a capital of \$6,000, to engage in the manufacture of novelties in the line of furniture. It is proposed to erect a new building in the rear of Olsen & Dege's feed mill and utilize the same power used in that establishment.

Gripsack Brigade.

Nobody knows the drummer's ways, and nobody knows where the drummer goes. Nobody knows where the drummer eats, and nobody knows where the drummer sleeps.

Cornelius Capsule Crawford now has his mail sent in care of the Salvation Army.

Louis J. Koster, traveling representative for Edson, Moore & Co., Detroit, was in town last Friday.

F. O. Taft, formerly station agent at Lowell, is now on the road for the Michigan Cutter Co., of Lowell.

Valda Johnston was starting out for a ride with his family Saturday when John S. Long drove along the street on a dead run, colliding with Valda's vehicle, wrecking it and slightly injuring his child.

M. K. Walton spent last week in the Upper Peninsula in the interest of Curtis & Dunton. He sold one concern two carloads of goods and another house a full carload. He also sold 2,300 handsheds, which will not be shipped until fall.

Purely Personal.

Frank Jewell, of Clark, Jewell & Co., spent last Friday at Pevamo.

M. S. Goodman has returned from a week's visit with friends in Traverse City.

Edward Bremer, book-keeper for F. D. Yale & Co., is rusticating a week in Walker township.

Geo. Sherman, book-keeper for the Sisson & Lilley Lumber Co., at Sisson's Mills, was in town last Saturday.

Geo. G. Whitworth has returned from the East, whither he has been in the interest of the Fox Caster Association.

John Snitseler, of the firm name of Voigt, Herpolsheimer & Co., started East Monday for the purpose of buying fall goods.

Franklin Barnhart, of the firm of Cody, Ball, Barnhart & Co., is visiting his old home and friends on the banks of Chautauqua Lake.

Henry Herpolsheimer, of Lincoln, Neb., spent several days last week with his brother, Wm. G. Herpolsheimer, and went on to the Eastern markets.

Geo. A. Sage, the Rockford grocer, attended the Iowa reunion last week. Contrary to expectation, it did not require the services of a shutter to get him home.

Jerry Williams, senior member of the firm of Williams & Coburn, wool buyers of Boston, was in town last week, the guest of his Michigan representative, W. T. Lamoreaux.

H. Mathews, the Chase merchant and lumberman, passed through the city Monday on his way to New York, whence he sails Saturday for Queenstown, intending to spend about six weeks in Ireland and Great Britain. He is accompanied by his family.

Geo. B. Dunton, Jr., put in his appearance at the residence of the paper jobber last Saturday.

Frank Hamilton, President of the Michigan Business Men's Association, will be in the city Friday on his way to the Eastern markets. He will return direct to Flint, arriving there a day in advance of the State convention.

A. T. Linderman, the Whitehall inventor, has lately applied for a patent on a new device for a packing box, which is destined to become very popular. It comprises an ordinary box made of veneer, with enclosed angles crated with wood. Mr. Linderman has shown the box to but few people, but all unite in asserting that it is the best substitute for the present cumbersome packing cases ever introduced.

Monthly Report of State Secretary Mills.

GRAND RAPIDS, Aug. 22, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—The following additions to the membership of the Michigan Division, T. P. A., have occurred since my last report:

15167—A. D. Noble.

15172—G. H. Doane.

15178—J. L. Likens.

15195—G. A. Monroe.

15230—J. Grotomat.

15230—A. Meekison.

15240—Geo. Ward.

15245—C. A. Lewis.

15264—E. W. Trout.

15278—Jas. A. Peters.

15345—E. G. Miles.

15399—J. H. Cummins.

15392—L. E. Woodward.

15105—B. A. Giddie.

15174—W. F. Shedd.

15177—A. E. Cadwell.

15196—D. L. Densmore.

15221—G. A. Angel.

15237—Geo. H. Raynor.

15241—Geo. J. Heinzelman.

15166—C. B. Baker.

15272—F. L. Kelley.

15275—G. F. Behr.

15375—G. S. Trevor.

15384—S. T. Green.

15395—J. A. Duncan.

15194—W. S. Jones.

15218—C. T. Clavage.

15226—T. O. Lewis.

15239—F. E. McConnell.

15245—Wm. Simmons.

15242—Frank Mosher.

15273—W. W. Dennis.

12337—E. E. Eagle.

15378—J. F. Nelson.

15390—A. L. Nichols.

One hundred and five more members have paid annual dues for 1887-8.

Inasmuch as the outlook is very encouraging for the adoption of 5,000 and 3,000 mile books and the insurance system, and having received official notice that two leading railroads, through the efforts of our Railway Committees, will place on sale 1,000 mile books at 2 cents per mile, on September 1, which is evident we will be successful in inducing others to do likewise, it is incumbent on every commercial traveler to lend us helping hand by renewing his membership, or joining our Association.

Application blanks and all information cheerfully given by State Secretary and Treasurer.

L. M. MILLS, 563 Wealthy avenue, Grand Rapids.

Standing Committees of the Michigan Division, T. P. A.

GRAND RAPIDS, Aug. 22, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—The President of the Michigan Division, T. P. A., has appointed the following State Committees for the year ending July 1, 1888:

Legislation—M. J. Matthews, Detroit; S. E. Parkhill, Owosso; W. A. Atles, Detroit.

Railroad—Geo. F. Owen, Grand Rapids; E. A. Rich, Ionia.

Hotel—A. A. Howard, Coldwater; Julius Bader, Kalamazoo; W. H. H. Smith, Fenton.

Press—E. A. Stowe, Grand Rapids; M. B. Field, Lansing; M. N. Reed, Ypsilanti.

Bus and Baggage—W. J. Richards, Union City; E. P. Gage, Bay City; A. H. Rothmel, Kalamazoo.

Relief—C. L. Zacharie, Kalamazoo; D. S. Hatfield, Grand Rapids; C. F. Ballard, Charlotte.

Employment—C. S. Kelsey, Battle Creek; E. A. Reynolds, Milan; J. F. Hammell, Ionia.

Arrangement—L. J. Koster, Detroit; A. L. Lay, Battle Creek; Wm. Haste, Detroit.

Finance—C. W. Gregg, Jackson; Geo. F. Owen, Grand Rapids; A. F. Peake, Jackson.

The D. G. H. & M. and Grand Trunk Railways, in order to especially favor commercial men, have given the week-end privilege to all, and it is to be hoped every member of our Association will show his appreciation of the liberality of these roads, by reciprocating in every honorable way, and lend their influence to those roads who recognize the rights and importance of the commercial traveler.

Very truly, L. M. MILLS, Sec'y-Treas. Mich. Div., T. P. A.

The Hardware Market.

Nails still remain firm at \$2.10 for iron and \$2.20 for steel. Sisal rope has taken a jump to 11c, on account of a pool among the manufacturers and a great scarcity of sisal hemp. Manila rope has sustained a slight advance, but a stronger advance is among the probabilities. There is no change in barbed wire, although it is firmer with all the manufacturers, and there is prospect of a slight advance. Owing to the fire in the Calumet & Hecla mine, the indications are good for an advance in copper. Screws are firm at the new list and discount, both manufacturers and jobbers seeming to be adhering to the new price.

He Could Collect It Himself.

Col. Dodge, the Lowell hypochondriac, was bawling the death of a \$10 debtor the other day, remarking that the man was now in hell and beyond his reach, when the Secretary of the Lowell B. M. A., who happened to hear the remark, suggested that it would be easy to collect the amount.

"How so?" eagerly inquired Dodge.

"By making out a statement of the account and taking it with you when you die," was the reply.

VISITING BUYERS.

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

J. E. Edwards, Odonnell, John Ruppman, Falmouth, P. J. Bennett & Co., Reeves, S. T. McLean, Denison, Gus. Begman, Bauer, A. J. Koon, Listerie, A. D. Martin, Otis, C. M. Shaw, Sparta, Schrock & Long, Clarksville, Jno. Damstra, Gitchell, G. Ten Hoer, Forest Grove, Wm. Vermeulen, Beaver Dam, H. Van Noord, Jamestown, Herder & Lahuis, Zeeland, Jno. M. Cook, Grand Haven, C. K. Hoyt, Hudsonville, Johnson & Seibert, Caledonia, S. J. Martin, Sullivan, G. S. Putnam, Fruitport, S. Cooper, Jamestown, Nelson F. Miller, Lisbon, Den Herder & Tanis, Vriesland, R. McKinnon, Hopkins, L. R. Rogers, Eastport, Cole & Chabel, Ada, F. C. Stone & Son, Cedar Springs, O. House, Chauncey, W. H. Goodyear, Hastings, Sisson & Lilly Lumber Co., Sisson's Mills, W. H. Hicks, Morley, S. J. Koon, Lisbon, W. J. Runner, Shelby, A. DeKruif, Zeeland, J. A. Pelton, Morley, Walling Bros., Lamont, Dr. V. Sins, Conklin, N. Watt, Hudsonville, Kremer & Bangs, Holland, John Giles & Co., Lowell, H. G. Deming, Burton, E. E. Campau, Jackson, Hoag & Judson, Cannonsburg, J. P. Cordes, Alpine, G. N. Reynolds, Belmont, Levett & Dunn, Dor, C. E. Manley, Kinney, A. L. Utter, Uter Lumber Co., Sullivan, C. E. Coburn, Pierston, Thos. Cooley, Lisbon, Smith & Bristol, Ada, Jas. Cooley, Rockford, H. Matthews & Co., Chase, C. N. Hyde & Co., Rockford, Jos. Rogers, Hastings, Bert Tinkler, Hastings, Adam Wagner, Eastmanville, L. K. Gibbs, Gibbs Bros., Mayfield, M. Gezon, Jenisonville, Jas. Smith, Big Rapids, M. Hinderhout, Hanley, John Gunstra, Lamont, Geo. F. Cook, Grove, Steikney & Co., Paris, H. Blakeley, Coopersville, A. L. Conger, Kalamazoo, M. P. Dowling, Middleville, H. Colby & Co., Rockford, R. Gilbert & Co., Moline, G. W. Clark, Saranac, R. T. Parish, Grandville, E. J. Hewes, Newaygo, W. H. Struik, Forest Grove, M. Heybour & Bro., Drenthe, S. J. Sijtema, Grand Haven, A. Woolley, Hastings, D. W. Shattuck, Wayland, L. A. Paine, Englishville, S. Sheldon, Pierston, G. H. Walbrink, Allendale, A. W. Curtis, Holly, B. Broederve, Drenthe, M. M. Robson, Berlin, G. W. Brown, Drury, Cadillac, H. B. Irish, Lisbon, Otto Bros., Middleville.

Mrs. M. Potter, proprietor of bazaar store, Grand Lodge: "I like it very much. Don't know how I could do without it."

WHOLESALE AND RETAIL.

COAL and WOOD.

E. A. HAMILTON, Agt., 101 Ottawa St., Ledyard Block.

Telephone 302-1 r.

Merchants' Stationery.

Having Made a Specialty of Mercantile Printing for several years, we are able to offer the Merchants of Michigan the best goods in that line at the Lowest Prices compatible with Fine Work. We quote:

500 Business cards Good Stock \$9.00.

500 Envelopes Extra Stock \$10.00.

500 Bill heads

500 Statements

Anything else in the line of Commercial Printing Executed Promptly and at a Reasonable Price.

Remember that a Merchant is judged largely by the appearance of his stationery.

Orders can be sent direct and printing delivered to any jobbing house at this market, to be shipped with other goods.

Correspondence Solicited.

FULLER & STOWE COMPANY, Grand Rapids, - Mich.

Blasing Apparatus.

Fuses, Caps, Augers.

HURCULES POWDER

THE GREAT STUMP AND ROCK

Annihilator

Strongest and Safest Explosive known to the Arts. Now is the time to Stock Up for Farmers' Trade.

Mail orders promptly filled.

L. S. HILL & CO., 19 and 21 Pearl St., Grand Rapids, Mich.

Also wholesale dealers in Gunpowder, Ammunition, Guns, Fishing Tackle and Sporting Goods Generally.

HESTER & FOX,

Manufacturers' Agts. for

Saw and Grist Mill

THE LOWELL PICNIC.

One of the Largest Gatherings of the Season.

The first annual picnic of the Lowell Business Men's Association was held at Island Grove, in that village, last Friday. All the stores, except one, were closed while the picnic was in progress, and aside from business men and their employees, there was a large attendance of townspeople and farmers from all directions. Heavily loaded tables were set in the grove and between 12 and 1 o'clock ample justice was done to the viands. After all had been satisfied, the crowd assembled on improvised seats around the platform, when the exercises were opened with an acceptable selection by the Grand Ladies' Band and prayer by Rev. J. T. Husted. A double quartette sang "The Old Oak Bucket" with good effect, when President Blain congratulated the Lowell Business Men's Association on the success of its first attempt in the entertainment line. The day and dinner had been all that could be wished for and he hoped the remaining exercises would be equally satisfactory. In conclusion, he said he hoped to meet everyone present on that occasion at the second annual picnic of the Association next year. He then called on Myron H. Walker, of Grand Rapids, who delivered the following oration:

The tendency of our time, among all classes and trades in society, and in business, is to combine for the protection and advancement of mutual interests, to multiply the power of the individual by association and union of effort, and so attain aims and objects held in common to be desirable but impossible of accomplishment by the unaided individual.

The power and personality of the individual citizen were, perhaps, never more potent and marked than they are to-day; and the individual citizen is the all-powerful unit of state and government, upon whose patriotism and intelligence these must depend, by whose conscience and judgment all questions must be finally resolved, and for whose protection they are organized and supported. Yet, while this is so, population has become dense; the weight and momentum of the mass are great, and in the onward rush individuals are ever being crushed.

Society is complex; its interests are multifarious; business is greatly diversified and specialized; the accumulation and power of wealth are multiplied, and power is largely concentrated in the hands of a few. From all these causes come the desire and need of the individual citizen to increase his power by combination with others, thus enhancing and combining the power of the influence of individuals otherwise weak; for the protection and assertion of individual rights and interests. Therefore, we find fraternities, lodges, assemblies, and associations of various kinds rapidly multiplying. On the other hand, this is the age of giant corporations and monopolies, springing largely from similar causes but seeking the attainment of different ends—combinations for securing increased power and profit, regardless, too often, of the means used or of the effects produced upon a community. Such a giant monopoly is the "Standard Oil Company," that without mercy crushes competition, corrupts legislators, intimidates the public authorities, thus seeking to control and monopolize the principal supply of light for a great nation; that it may gather to itself greater profit, although the people be wronged thereby. Then there are gigantic railroad pools—freight and passenger—by means of which great trunk lines divide profits, and often ill-gotten and extortionate. This is the age of wheat corners, coffee deals, pork corners, and numerous other corners upon "change," which means simply that a set of wealthy gamblers undertake to control the supply and price for a whole nation of some of these staples of life, cornering the market, raising the price to a fictitious value, and making, thereby, enormous profits, day after day in order that they may grow suddenly rich without adding one dollar of value to the resources of the nation. These and many other monopolies of the day are evil, seeking to gather wealth for the few from the little of the many, without just return or compensation. Their growth should be checked and power restrained by wise and just legislation.

Any organization must be judged by its fruits—by what it accomplishes; and, in speaking of an association which is yet largely to be tested by time, we judge of its merits by its avowed objects and its fundamental and governing principles. But these, in practice, we find are sometimes wrested from their true aim. Organizations may have good principles and purposes worthy objects and yet produce evil results; or the good they do may be partly mixed with and neutralized by the evil because of bad leadership or failure to carry out their principles in practice. Take, for instance, the Knights of Labor, as prominent among those organizations which have grown from the felt need of united effort of which I have spoken. It is composed chiefly of laboring men; its motto, "The injury of one is the concern of all." Its declared aim, "to organize, assist, and advocate with a view to the ultimate solution of the labor problem," and these, some of its leading principles and objects—first, "to make industrial and moral worth, not wealth, the true standard of individual and national greatness;" second, "to secure to the workers the full enjoyment of the wealth they create, sufficient leisure in which to develop their moral, social, and intellectual faculties, all the benefits, recreation, and pleasure of association;" in a word, "to enable them to share in the gains and honors of advancing civilization." The motto, the object, and the principles are worthy any set of men. And listen to these things for which they pledge themselves to strive—"equal pay for equal labor of both sexes" and "to favor arbitration of differences and so render strikes unnecessary." Yet this same organization, with such principles to govern it and such objects and aims to inspire it, pledged in terms to arbitration that strikes may be unnecessary, has ordered and championed more strikes in the last few years than have occurred before in the history of the nation. Nearly nine-tenths of them have failed, vast sums of money have been lost to the workingman as well as his employer, and poverty has visited many a home where modest comfort dwelt before.

By similar means the boycott has been so unjustly and frequently applied that the term is odious and the thing largely lost its power; and as a legacy of these strikes and boycotts, irritation and suspicion exist between employer and employee, and each is thereby prevented from doing justice to the

other. This shows how an organization with excellent principles and purposes may be drawn away to bad methods and injurious ends. The Knights must follow more closely their clear-sighted leader, Powderly; drive out the demagogues in their ranks who live by the sweat of their jaw; avoid strikes and the boycott as desperate remedies; really favor arbitration; cultivate respect, intelligence, and just views of and respect for the rights of others, and the Order may yet make a grand history and do a grand work.

Some years ago, our friends of the Grange conceived the idea that they could do away with the middle-man, as he is called—the retail trader—and, in some cases, the jobber or wholesaler, and buy their goods direct from the manufacturer and importer, and send their products direct to the consumer or the great markets of our country, thus saving money and much vexation of spirit. They made a brave effort in that direction, but the middle-man is still with us, and, indeed, it looks very much as though he had come to stay, despite the earnest efforts of the Patrons. If, so, we must accept the inevitable and make the best of it.

Without doubt, as civilization advances, population increases, wants multiply, and the great markets of our country, thus saving money and much vexation of spirit. They made a brave effort in that direction, but the middle-man is still with us, and, indeed, it looks very much as though he had come to stay, despite the earnest efforts of the Patrons. If, so, we must accept the inevitable and make the best of it.

Many of you remember the time when three or four general stores in Lowell did all the business and there was not a distinctive dry goods, clothing or boot and shoe store in the town, these all being combined in one. Many of the firms in our business in Lowell have dropped from their stock one line of goods after another, until now they are specialists. At the same time, these firms carry no less or little less stock but a much larger and better variety of their line of goods, and sell, as a rule, at cheaper prices. All this shows that the middle-man is a product and, therefore, a necessity of advanced civilization, and fills a legitimate place in business and needs the present wants of society; not an excrescence, I think, either, but rather a useful member of society, who, in his way, is as necessary to the comfort and civilization of the people of to-day as the farmer is in his. I think that most of the Grange members have also come to the conclusion that they cannot get along without the middle-man as well as they thought they could—that a man cannot, as a rule, run a farm and a store at the same time with success; that a man who does one thing, and does it well, is of more value than he who would be his own lawyer, banker, jobber, and retailer at the same time that he is a farmer or producer, and that agriculture of itself offers to the intelligent farmer a broad field for study, skill, and learning, to the exclusion of any other business.

Then, I conclude that we can not get rid of the middle-man; if we would, and the question is, how can we best get along with him? Perhaps, however, a question of more importance to him, and to you gentlemen of the Lowell Business Men's Association here to-day, is, how can he, or you, rather, best get along with us—that is, with the general public, upon whom you depend for custom and support and with whom you have a mutual confidence and good will on terms of mutual confidence and good will.

I am to speak very briefly of the principles and purposes of the Lowell Business Men's Association—what it claims to do and what it ought to do. I understand, from its declared purposes and principles, that it seeks to bring the public and the business man into more confidential relations, to the advantage of each. Out of the tendency of the age to combination and union, of which I have spoken, out of the need of a closer union and more harmony between business men, out of the deepening feeling among business men that their interests are mutual and common and can best be advanced by united efforts, rather than by opposition and warfare among themselves, have grown business men's associations. In our country, doubtless, has been long felt, but the means to meet it have not been made plain. One thing is certain—the rapid growth and multiplication of the business men's associations throughout Michigan and the enthusiasm of their members prove the existence of the want and that these organizations are thought by the business men to meet that want. Whether they will or not cannot be told until the organizations, their principles and their work, shall have been tested by time. I believe that their principles and purposes, as stated in the constitution, if adhered to and attained, as they may be by wise management, will benefit not only the business men themselves but the public also; for the interest of any man engaged in a legitimate business, supplying that which the public needs, is identical with the interests of the people.

The community too often look upon business men with distrust, as men, who, as a rule, they prey upon them. Will they have been tested by time? I believe that their principles and purposes, as stated in the constitution, if adhered to and attained, as they may be by wise management, will benefit not only the business men themselves but the public also; for the interest of any man engaged in a legitimate business, supplying that which the public needs, is identical with the interests of the people.

This association proposes, among other things, "to encourage well-directed enterprise, to promote the proper progress, extension and increase of the trade and growth of this village." This suggests the inquiry, What is the duty which the business man owes the community in which he lives and does business? First of all, he should be a public-spirited citizen, interested and enterprising in behalf of his own town or city, quick to discern chances for improvement and growth, and ready to aid its material prosperity as far as he is able.

There is a marked difference between different business men and the business men of different places. In this respect Grand Rapids, for instance, has been generally blessed with public-spirited citizens. These men have talked Grand Rapids—its advantages and prospects—by day, dreamed

of it by night, boomed it, and pinned their faith to it and its future. Any deserving enterprise has received their encouragement. They have been liberal in supporting public improvements. Their money is invested in Grand Rapids property and industries, and there they build their homes, expecting there to live and die. Can this be said of Lowell? Only in part. It is true, there has been a marked improvement in the past year or two; but the time is not long past when Lowell seemed to prefer to pay for broken legs rather than for good sidewalks; high rates of insurance, rather than for water works; for horse-racing and driving parks rather than for good roads leading into the village, and for investments in wheat options rather than for homes. I have been told, but do not vouch for its truth, that the D., G. H. & M. R. R. and its depot would have been on this side of Grand river, had it not been for the attempt of a few men to get more than the worth of their property. For years business men made their money in Lowell and invested it elsewhere, stopping here in the meantime but making and building no homes here. Such public spirit never built a city or boomed a town. But a change is happily coming over the place; homes are going up, and the water works are being built, and the new railroad is coming, and men begin to talk as if Lowell had a future. The Business Men's Association, I understand, helped in some of these enterprises and proposes united and well-directed effort in the future. The Association will do well, among other things, to give due encouragement to the improvement of the roads leading into the village from the surrounding country; to beauty the place, the village—among other things, the public park and the cemetery shall further; to develop and utilize its water power and other natural advantages; to encourage and aid needed public improvements, and agitate for greater efficiency in its schools and the payment of better wages to its teachers.

But the business man owes a still further duty to the community in which he lives, viz., to encourage morality and obedience to law, and to discourage vice and crime. This seems plain, yet there are business men in every community, Lowell not excepted, who forget or ignore this duty. A community takes its moral tone largely from its business men, who are generally its most influential class of citizens. How, then, shall the business men of Lowell, or this Association, longer tolerate gambling in a legitimate place in business and needs the present wants of society; not an excrescence, I think, either, but rather a useful member of society, who, in his way, is as necessary to the comfort and civilization of the people of to-day as the farmer is in his. I think that most of the Grange members have also come to the conclusion that they cannot get along without the middle-man as well as they thought they could—that a man cannot, as a rule, run a farm and a store at the same time with success; that a man who does one thing, and does it well, is of more value than he who would be his own lawyer, banker, jobber, and retailer at the same time that he is a farmer or producer, and that agriculture of itself offers to the intelligent farmer a broad field for study, skill, and learning, to the exclusion of any other business.

Then, I conclude that we can not get rid of the middle-man; if we would, and the question is, how can we best get along with him? Perhaps, however, a question of more importance to him, and to you gentlemen of the Lowell Business Men's Association here to-day, is, how can he, or you, rather, best get along with us—that is, with the general public, upon whom you depend for custom and support and with whom you have a mutual confidence and good will on terms of mutual confidence and good will.

I am to speak very briefly of the principles and purposes of the Lowell Business Men's Association—what it claims to do and what it ought to do. I understand, from its declared purposes and principles, that it seeks to bring the public and the business man into more confidential relations, to the advantage of each. Out of the tendency of the age to combination and union, of which I have spoken, out of the need of a closer union and more harmony between business men, out of the deepening feeling among business men that their interests are mutual and common and can best be advanced by united efforts, rather than by opposition and warfare among themselves, have grown business men's associations. In our country, doubtless, has been long felt, but the means to meet it have not been made plain. One thing is certain—the rapid growth and multiplication of the business men's associations throughout Michigan and the enthusiasm of their members prove the existence of the want and that these organizations are thought by the business men to meet that want. Whether they will or not cannot be told until the organizations, their principles and their work, shall have been tested by time. I believe that their principles and purposes, as stated in the constitution, if adhered to and attained, as they may be by wise management, will benefit not only the business men themselves but the public also; for the interest of any man engaged in a legitimate business, supplying that which the public needs, is identical with the interests of the people.

of modern times, the dead-beat. It has fed and nourished him until he has grown into huge proportions, the pest of society and terror of every business man—more terrible than an "army with banners." Of all useless and worthless people in the world the dead-beat holds equal rank—I had almost said is entitled to the first place. Moving about from place to place like a devouring locust, ever seeking "green fields and pastures new," the dead-beat comes with his insinuating smile, his oily tongue, and plausible promises and takes captive the tradesman unawares, who in blissful ignorance smiles over his trade and dreams of large profits, only to be rudely awakened and find that an account which he had banked upon and counted good is so much waste paper, so much book-keeping for naught, and his profits sunken to losses. The new store, with its grand opening, is the dead-beat's paradise. Joy cometh to him with its announcement. He lifteth up his eyes, and behold, his harvest is at hand. He is its steady customer and fast friend until money is called for—then his heart is broken, his friendship and his trade cease. And so this army of dead-beats preys upon the community, and the cry goes up for relief. Men are weary of the dead-beat, and the world is weary of him, he is taking the first step toward becoming a dead-beat. If he once thoroughly believes and acts upon that principle, he becomes of no use to himself or to the world. The world owes no man a living, except as he honestly earns it and renders an equivalent for it. The thief, the tramp, and the dead-beat are prominent and worthy representatives of that class who hold and practice the contrary doctrine. The credit system, it is not alone the tradesman and the customer who are deceived, but means of payment but the cash customer and he who pays promptly, as well. The merchant must renege, in part, at least, for the losses suffered from bad debts. Anyway, he must make the attempt. Who will foot the bill other than his cash and best-paying customers? Hence, these pay higher prices because of the credit system. If, then, this Association shall succeed to give some considerable relief to the cash customer and in reducing the amount of credit business, it will benefit all classes, even the dead-beat himself, who is not past reformation—if any such there be. It is not practicable—and the Association recognizes the fact—in a community like this, depending largely upon the custom of farmers, whose cash comes in usually only at certain seasons, to a strictly cash business. But if a unitary system of payment, business men, it will be found feasible to do much more of a cash business than the farmer and even the tradesman himself is aware.

Not only by introducing the cash system, where possible, does the Association propose to eliminate dead-beats and protect its members, but, also, by exchanging information in regard to customers, thus guarding against giving credit to unworthy persons, and by a system of collecting doubtful accounts and black-listing dead-beats. This feature of the Association's work is most liable to be misunderstood and criticised by the public and abused by members of the Association. Great care should be taken to prevent its use for the collection of unjust or honestly disputed accounts. The plan of the Association is, in substance, this: The members who have old or past-due accounts reported to us, we will send them a list of the school-house and the church tract a desirable class of citizens. This falling, before reporting the debtor as delinquent, they are required to send him a "blue letter," so-called, setting forth the fact that he owes the writer a stated sum and giving him fifteen days to pay or arrange for payment. If the debtor fails to do this, at the end of the fifteen days his name is reported to the committee of the Association, with his occupation and place of residence. The secretary then mails him an official notice, which states that unless he pays or arranges to pay the amount in ten days, he will be reported to the Executive Committee as a delinquent. If not then paid, the Executive Committee, after investigating all disputed accounts and giving the debtor an opportunity to be heard in the absence of extenuating circumstances, places his name upon the list of delinquent debtors. These delinquent lists, both local and State, are published for the use of the members, who are obliged to trust any one whose name appears upon them, and, if they do so, they are liable to a fine of ten dollars. The purpose of this is two-fold—the collection of doubtful debts, and protection of the members' associations from dead-beats. Rightly and wisely used, this method is an efficient means to these ends. The danger is that wrong may be done by putting upon the list those who are honestly trying to pay but are unfortunate, and those who honestly, but perhaps mistakenly, dispute the account. If there be an honest dispute between the merchant and his customer over an account, it should be settled by courts of justice—at all events outside of the Association and their work. The inevitable rule if the Association would merit success and receive public approval.

Care should be exercised in the selection of the Executive Committee, choosing only men of good judgment, who will give sufficient time to the careful and thorough discharge of the duties of the Committee. The widest difference should be made by the Association between the dead-beat, the dishonest, unwilling and indifferent debtor on the one hand, and the honest, but poor or unfortunate debtor on the other. Members of the Association, and business men generally, should remember that honest men will always pay their debts when due, and may sometimes fail to keep their promises to pay. For those who are honestly striving to meet their obligations, the creditor should have sympathy and forbearance. But the debtor should not forget the truth of the old darkey's saying that "De man dat has to dodge round de corner to get out ob de way ob de man he owes will neber get to heaven."

Never avoid your creditor. If you cannot pay him when the debt comes due, go directly to him, tell him so in a manly fashion; tell him also your reason and your prospects for future payment, and you will seldom fail to find him reasonable and accommodating. By running away, dodging, or avoiding him, you will lose his respect and your credit will be ruined. The burden of debt, nothing will sooner crush the life and sweetenness out of average humanity, followed as it is in natural order by duns, collectors, attorneys, and officers of the law. It is to be dreaded and avoided as a dire evil for which no amount of present luxury and enjoyment can compensate. Choose rather rigid economy and self-denial. Hedged about by these safeguards and governed by such a spirit, this department of the Association ought not to give ground for complaint, and have delinquent any reason to complain—the merchant seeks simply his own by fair and honorable means.

But does some one suggest, How about the tradesman who deliberately defrauds

his creditors and fails in order to make money? I do not know what the rule of the Association is, but to him the advantages of membership should be denied. We need to return to the days of old-fashioned honesty, before men grew rich by paying their creditors twenty-five cents on a dollar, and when dead-beats were unknown and the name had not become a part of our language, when it was just as much a part of a man's religion to pay his debts as it was to attend prayer-meeting. I am not a worshipper of the past, but we might well learn of it in this respect.

Finally, I understand that it is proposed by the Association to bring about between business men themselves a mutual regard for each others' rights and feelings and a more generous and honorable rivalry. Indeed, if the other purposes of the Association are accomplished, this will follow as a matter of necessity. Much progress has already been made in this direction, or such an organization would be unthought of and impossible.

Avoid ruinous competition and crying down each others' goods; be generous in all your treatment of each other; unite heartily to advance your common interests, and business will be less vexatious and more satisfactory and successful. In the present condition of society, the failure or success of one is the concern of all. When the farmer suffers loss, business languishes; when the merchant fails, the community is injured. Society is interested in its humblest member. Let the humblest of us be dignified by the thought that by doing honest work, filling our station in life rightly and well, we may contribute to the uplift and welfare of society.

"Nothing useless is so low; Each thing in its place is best; And what seems but idle show Strengthens and supports the rest." I love to look at the seal and read the motto of our State. Who can read those words upon her seal—"If you would hold a beautiful peninsula, look around"—and remembering the natural advantages, the riches of forest, farm, and mine, the patriotism, public spirit, and intelligence of our Michigan, not feel an honest and just pride?

If the Business Men's Associations of our State follow closely their organic principles and ever seek to attain their ends by fair means and in a spirit of justice and forbearance, they will multiply, for not only the members but the State and all its people will be benefited. It affords THE TRADESMAN much pleasure to be able to give the above oration verbatim, as it is the best general address which has ever been given on that subject. Mr. Walker was frequently interrupted with applause and at the close of his speech was heartily greeted.

After another selection by the band, President Blain called on the editor of THE TRADESMAN, who spoke briefly on the same subject covered by Mr. Walker, concluding with the following reference to the State Association:

As the local organizations were called into existence as a matter of necessity, so it was soon found to be necessary to carry the work further than the local body could do it effectively, and as a result of such necessity the Michigan Business Men's Association was organized last September. Of the work accomplished in the first year of our existence, it is only necessary for me to say that it is more than we anticipated when we began.

As the local association represents unity and equity, so the State body stand for that co-operative strength which comes from combined and concerted action. No attempt is made to dictate to the local bodies, the State Association assuming such duties only as cannot be well performed by the local organizations. In other words, we take up the work where the local association leaves off and carry it forward. The delinquent is the ward of the local association so long as he remains within the jurisdiction of the organization placing him on the delinquent list, but when he moves to new pastures the State Association steps in and does what it can to prevent him getting credit in the new field and so posting the business men that they may not be victimized. We find that the subject of securing good, and combating inimical, legislation can better be handled by a central organization than by a hundred local branches, although the machinery of the parent body is such that the work is done by the locals, the State organization furnishing merely the directing force. The same is true, in a general way, of the subjects of transportation and play important parts in our future work.

As the possibilities of local organization expand, so we expect the State body to keep pace with the times and render its quota to the success of the cause. We believe that local organization is the only feasible plan for the reformation of trade abuses and the elevation of business men and business methods; and we are equally certain that an organization which brings all the local bodies into harmony—enabling the business men of all sections to join hands for the accomplishment of a common purpose—is destined to play no unimportant part in the work of business regeneration and advancement.

Another selection by the band closed the literary exercises of the day, when an adjournment was taken to the fair grounds to witness a game of base ball between Lowell and Grand Rapids clubs.

The Lowell Association has accomplished much good in the eighteen months it has been in existence and President Blain and the members have every reason to look forward to a successful future.

Manistee Joins the State Body. MANISTEE, Aug. 17, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—Our Association at the meeting held August 5, decided to join the State Association, and I herewith enclose P. O. order for \$8.30 in payment of per capita dues for present membership.

We shall endeavor to be represented at the convention. We have just gotten out our first delinquent sheet and will report to you next month. Yours respectfully, H. W. LEONARD, Sec'y.

"Let There Be Light." SAUGATUCK, Aug. 20, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—Will you please give me a few of the general by-laws of the Business Men's Association? We want an Association, but don't know just what it is. If you can give us some light on the subject, we will be very grateful. Yours Respectfully, L. A. PHELPS.

Muskegon Business Men Make a Good Start.

From the Muskegon News, Aug. 18. About forty representative business men met at Rifenburg hall last evening to consider the project of organizing a Business Men's Association. H. B. Fargo was selected to act as chairman and Jacob Jesson as secretary pro tem. E. A. Stowe, of Grand Rapids, who has organized over eighty associations, explained the aims and objects of organized effort among business men, when John Howell moved that the formation of an association be immediately proceeded with, which was adopted. R. S. Miner moved that the constitution presented by Mr. Stowe be adopted, which was carried, when the following gentlemen handed in their names for charter member ship: H. B. Fargo, R. S. Miner, Jacob Jesson & Co., A. Towi, M. M. Goodspeed, J. R. Tweedale & Co., John DeHaas, Wm. Pease, Philbaum & Howell, E. W. Quackenbush, Main & Anderson, W. R. Keitt, L. Poppe, F. E. Johnson, John Newton, Scandinavian Stock Co., F. H. Johnson, D. A. Boekens, C. C. Wright, A. D. Wood, H. Goldman, A. Van Buren, Geo. L. Pillsbury, H. Hasse, Cotton & Goldrath, H. D. Baker, S. S. Morris & Bro., Rosien Bros., A. S. Sussen & Welton, D. Christie & Co.

Committees were appointed to receive the names of the remaining business men of the city, when an adjournment was taken until next Tuesday evening, at which time officers will be elected and the work of the Association begun in earnest.

A Plan to Further Improve the Present Collection System.

SARANAC, Aug. 17, 1887. E. A. Stowe, Grand Rapids: DEAR SIR—Can we not at the September meeting of the State Association further improve our collection system by having a State collector appointed, who could take charge of the entire department and be furnished with blanks for the purpose and collect the hard ones that the local association can not fetch to time? I have a plan which I would like to present to the convention, if it is so desired. Yours truly, H. T. JOHNSON.

F. J. Dettenthaler will handle the justly celebrated Anchor brand of oysters during the coming season. This brand gave universal satisfaction last season, having made hundreds of friends among the trade, all of whom will insist on handling the same brand again the coming season. Mr. Dettenthaler also hopes to put the Anchor brand in many new hands this year.

Hardware.

These prices are for cash buyers, who pay promptly and buy in full packages.	
AUGERS AND BITS.	
Nres, old style.....	dis 60
N. H. C. Co.....	dis 60
Douglass.....	dis 60
Pierces.....	dis 60
Smith.....	dis 60
Cook's.....	dis 40
Jennings, genuine.....	dis 25
Jennings, imitation.....	dis 10
Spring.....	dis 40
BARROWS.	
Railroad.....	\$ 14 00
Garden.....	net 35 00
BELLS.	
Hand.....	dis \$ 60 10 00
Cow.....	dis 70 00
Call.....	dis 30 15
Gong.....	dis 25
Door, Sargent.....	dis 60 10
BOLTS.	
Stove.....	dis \$ 60
Cast Iron.....	dis 70 10
Plog.....	dis 70 10
Sleigh Shoe.....	dis 70
Wrought Bar.....	dis 40
Wrought Bolt.....	dis 40
Cast Barrel, brass knob.....	dis 40
Cast Square Spring.....	dis 60
Cast Chain.....	dis 60
Wrought Barrel, brass knob.....	dis 60
Wrought Square.....	dis 60
Wrought Flat.....	dis 60
Wrought Bronze and Plated Knob.....	dis 60 10
Flush.....	dis 60 10
Ives' Door.....	dis 60 10
BRACKS.	
Barber.....	dis \$ 40
Backus.....	dis 40 10
Yorker & Fumby's.....	dis 50
Am. Ball.....	dis net
BUCKETS.	
Well, plain.....	\$ 3 50
Well, swivel.....	4 00
BUTTS, CAST.	
Cast Loos Pin, figured.....	dis 70 10
Cast Loos Pin, figured.....	dis 70 10
Cast Loos Pin, genuine bronze.....	dis 70 10
Wrought Narrow, bright fast joint.....	dis 60 10
Wrought Loos Pin.....	dis 60 10
Wrought Loos Pin, Japan.....	dis 60 10
Wrought Loos Pin, Japan, silver.....	dis 60 10
Wrought Table.....	dis 60 10
Wrought Inside Blind.....	dis 60 10
Wrought Brass.....	dis 75
Blind, Parker's.....	dis 75 10
Blind, Shepard's.....	dis 75 10
CAPS.	
Ely's 1-10.....	per m \$ 65
Hick's C. F.....	60
G. D.....	35
G. D.....	35
CATRIGERS.	
Rim Fire, U. M. C. & Winchester new list.....	dis 60 10
Central Fire.....	dis 60 10
CHISELS.	
Socket Firmer.....	dis 70 10
Socket Framing.....	dis 70 10
Socket Corner.....	dis 70 10
Socket Slicks.....	dis 70 10
Yorker & Fumby's.....	dis 40
Barton's Socket Firmer.....	dis 40
Cold.....	net
COMBS.	
Curry, Lawrence's.....	dis 40 10
Hotchkiss.....	dis 25
COCKS.	
Brass, Racking's.....	dis 60
Bibb's.....	dis 60
Beer.....	dis 40 10
Fenn's.....	dis 60
COPPER.	
Planished, 14 oz cut to size.....	dis 28
Cold Rolled, 14x20.....	dis 31
Cold Rolled, 14x18.....	dis 23
Bottoms.....	dis 23
CUTS.	
Morse's Bit Stock.....	dis 40
Taper and Straight Shank.....	dis 40
Morse's Taper Shank.....	dis 40
FLAWS.	
Com. 4 piece, 6 in.....	doz net \$ 80
Corrugated.....	dis 20 10
Adjustable.....	dis 14 10
HOLDS.	
Clar's, small \$1.00; large, \$2.00.....	dis 30
Ives', 1, \$1.00; 2, \$2.00; 3, \$3.00.....	dis 25
IRON.	
American File Association List.....	dis 60 10
Diston's.....	dis 60 10
New American.....	dis 60 10
Nicholson's.....	dis 60 10
Yorker & Fumby's.....	dis 55 10
Heller's Horse Raps.....	dis 50
LATHS.	
Nos. 16 to 20.....	dis 28
List 12.....	dis 12
Discount, Juniata 50x10, Charcoal 60.....	dis 18
LATHS.	
Stanley Rule and Level Co.'s.....	dis 50
Maydole & Co.'s.....	dis 25
Kip's.....	dis 25
Mason's Solid Cast Steel.....	dis 40 10
Blacksmith's Solid Cast Steel, Hand.....	dis 30 10
HANGERS.	
Barn Door Kicker Mfg. Co.'s Wood track.....	dis 40 10
Champion, anti-friction.....	dis 60 10
Kidder, wood track.....	dis 40 10
MISCELLANEOUS.	
Gate, Clark's, 1, 2, 3.....	dis 40
State.....	dis 40
Screw Hook and Strap, to 12 in.....	dis 14 10
Screw Hook and Eye.....	dis 34
Screw Hook and Eye.....	dis 10 10
Screw Hook and Eye.....	dis 84
Screw Hook and Eye.....	dis 74
Strap and T.....	dis 70
HOLLOW WARE.	
Pots.....	dis 60
Kettles.....	dis 60
Spiders.....	dis 60
Gray enameled.....	dis 50
HOUSE FURNITURE.	
Stamped Tin Ware.....	new list 75
Japaned Tin Ware.....	dis 25
Granite Iron Ware.....	dis 25
IRON.	
Grub 1.....	dis 11 00
Grub 2.....	dis 11 00
Grub 3.....	dis 12 00
KNOBBS—NEW LIST.	

The Michigan Tradesman.

Michigan Business Men's Association.
President—Frank Hamilton, Traverse City.
First Vice-President—Paul P. Morgan, Monroe.
Second Vice-President—E. J. Herick, Grand Rapids.
Secretary—E. A. Stowe, Grand Rapids.
Treasurer—Julius Schuster, Kalamazoo.
Executive Committee—President, First Vice-President, Secretary, N. B. Blain and W. E. Kelsey.
Committee on Trade Interests—Smith Barnes, Traverse City; P. Ranney, Kalamazoo; A. W. Westgate, Cheboygan.
Committee on Legislation—W. E. Kelsey, Ionia; J. V. Crandall, Sand Lake; J. P. Clark, Big Rapids.
Committee on Membership—H. S. Church, Sturgis; B. F. Emery, Grand Rapids; J. A. Coye, Grand Rapids; J. W. Milliken, Traverse City; C. T. Hartman, Flint.
Committee on Constitution—W. E. Kelsey, Ionia; R. D. McNaughton, Coopersville; J. F. Clapp, Allegan.
Official Organ—THE MICHIGAN TRADESMAN.

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

Ada Business Men's Association.
President, D. F. Watson; Secretary, Elmer Chapel.
Alba Business Men's Association.
President, C. R. Smith; Secretary, Peter Baldwin.
Allegan Business Men's Association.
President, Irving E. Clapp; Secretary, E. T. VanDorst.
Retail Grocers' Association of Battle Creek.
President, Geo. H. Rowell; Secretary, John P. Stanley.
Bedford Business Men's Association.
President, H. J. Leonard; Secretary, J. E. Earle.
Bellaire Business Men's Association.
President, John Rodgers; Secretary, G. J. Noteware.
Burr Oak Business Men's Association.
President, B. O. Graves; Secretary, H. M. Lee.
Business Men's Association of Big Rapids.
President, E. P. Clark; Secretary, A. S. Hobart.
Bozette Business Men's Association.
President, R. K. Perkins; Secretary, F. A. Chase.
Cadillac Business Men's Association.
President, J. C. McAdam; Secretary, C. T. Chapin.
Carson City Business Men's Association.
President, F. A. Rockefeller; Secretary, C. O. Trask.
Cassopolis Business Men's Association.
President, H. E. Hesseltine; Secretary, E. Farnham.
Cedar Springs Business Men's Association.
President, T. W. Provin; Secretary, J. H. Chapman.
Charlevoix Business Men's Association.
President, John Nichols; Secretary, R. W. Kane.
Coopersville Business Men's Association.
President, G. H. Watson; Secretary, W. R. Boynton.
Eastport Business Men's Association.
President, H. M. P. U. of Cheboygan.
Dimondale Business Men's Association.
President, T. M. Sloan; Secretary, N. H. Smith.
Dorr Business Men's Association.
President, L. N. Fisher; Secretary, E. S. Botsford.
Retail Grocers' Association of E. Saginaw.
President, Richard Luster; Secretary, Chas. H. Smith.
Edmore Business Men's Association.
President, H. W. Robson; Secretary, W. S. Whittlesley.
Eastport Business Men's Association.
President, F. H. Thurston; Secretary, Geo. L. Thurston.
Eastport Business Men's Association.
President, F. H. Thurston; Secretary, Geo. L. Thurston.
Elk Rapids Business Men's Association.
President, F. H. DeGalin; Secretary, Will Emmert.
Elk Rapids Business Men's Association.
President, J. J. McLaughlin; Secretary, C. L. Martin.
Evart Business Men's Association.
President, W. M. Davis; Secretary, Chas. E. Bell.
Life Lake Business Men's Association.
President, E. Hagdorn; Secretary, O. V. Adams.
Flint Business Men's Association.
President, W. C. Pierce; Secretary, J. L. Willett.
Frankfort Business Men's Association.
President, Wm. Upton; Secretary, E. R. Chandler.
Freeport Business Men's Association.
President, Foster Sisson; Secretary, Arthur Chesborough.
Fremont Business Men's Association.
President, Joseph Gerber; Secretary, C. I. Rathbun.
Grand Haven Business Men's Association.
President, Fred. D. Voss; Secretary, Fred A. Huty.
Grand Haven Business Men's Association.
President, Fred. D. Voss; Secretary, Fred A. Huty.
Retail Grocers' Ass'n of Grand Rapids.
President, Jas. A. Coye; Secretary, E. A. Stowe.
Greenville Business Men's Association.
President, L. W. Sprague; Secretary, E. J. Clark.
Hartford Business Men's Association.
President, V. E. Manley; Secretary, L. B. Barnes.
Holland Business Men's Association.
President, John Kruse; Secretary, P. W. Kane.
Hastings Business Men's Association.
President, L. E. Stauffer; Secretary, J. A. VanArm.
Harbor Springs Business Men's Association.
President, W. J. Clark; Secretary, A. L. Thompson.
Hersey Business Men's Association.
President, O. L. Millard; Secretary, Frank Beardsley.
Hopkins Business Men's Association.
President, S. C. Furber; Secretary, S. C. Hendel.
Howard City Business Men's Association.
President, C. A. Vandenberg; Secretary, B. J. Lowry.
Holland Business Men's Association.
President, Jacob Van Putten; Secretary, A. J. Santon.
Hubbardston Business Men's Association.
President, Boyd Bodner; Secretary, L. W. Robinson.
Ionia Business Men's Exchange.
President, Wm. E. Kelsey; Secretary, Fred. Chas. Jr.
Ithaca Business Men's Association.
President, O. E. Jackson; Secretary, John Everden.
Kalamazoo Retail Grocers' Association.
President, P. Ranney; Secretary, M. S. Scoville.
Kalamazoo Business Men's Association.
President, A. E. Palmer; Secretary, G. E. Ranney.
Kingsley Business Men's Association.
President, H. P. Whipple; Secretary, C. H. Camp.
Lansing Business Men's Association.
President, Frank Wells; Secretary, Will Coffey.
Lawrence Business Men's Association.
President, H. M. Marshall; Secretary, C. A. Stebbins.
Leslie Business Men's Association.
President, Wm. Hutchings; Secretary, M. L. Campbell.
Lowell Business Men's Association.
President, S. B. Blain; Secretary, Frank T. King.
Luther Business Men's Association.
President, W. B. Pool; Secretary, Chas. Robinson.
Lyons Business Men's Association.
President, B. M. Hutchinson; Secretary, D. A. Reynolds.
Mancelona Business Men's Association.
President, W. E. Watson; Secretary, C. L. Ladd.
Manistee Business Men's Association.
President, C. B. Gardner; Secretary, W. Leonard.
Manistique Business Men's Association.
President, F. H. Thompson; Secretary, E. S. Orr.
Manton's Business Men's Association.
President, P. A. Jenson; Secretary, R. Fuller.
Muskegon Business Men's Association.
President, H. R. Fargo; Secretary, Wm. Peet.
Muir Business Men's Association.
President, Simon Town; Secretary, L. A. Ely.
Merchant's Union of Nashville.
President, Herbert M. Lee; Secretary, Walter Webster.
Osgood Business Men's Association.
President, J. M. Ballou; Secretary, J. F. Conrad.
Oscoda Business Men's Association.
President, W. E. Thorp; Secretary, E. S. Houghtaling.
Ovid Business Men's Association.
President, C. H. Hart; Secretary, Lester Cooley.
Owosso Business Men's Association.
President, W. A. Woodard; Secretary, S. Lamfom.
Petoskey Business Men's Association.
President, Jas. Buckley; Secretary, C. C. Borman.
Pewamo Business Men's Association.
President, Albert Retan; Secretary, E. R. Holmes.
Plainwell Business Men's Association.
President, M. Bailey; Secretary, J. A. Sidle.
M. U. P. A. of Port Huron.
President, G. C. Meisel; Secretary, S. I. Merriam.
Rodney Business Men's Association.
President, L. T. Wilmarth; Secretary, R. E. McCormick.
Read City Business Men's Association.
President, C. J. Reichbauer; Secretary, H. W. Hawkins.
Rockford Business Men's Association.
President, Geo. A. Sage; Secretary, J. M. Spore.
Sand Lake Business Men's Association.
President, J. V. Crandall; Secretary, Peter Comstock.
St. Charles Business Men's Association.
President, B. J. Downing; Secretary, E. E. Burdick.
St. Johns Merchants' Protective Association.
President, H. L. Kendrick; Secretary, C. M. Merrill.
Business Men's Protective Ass'n of Saranac.
President, Geo. A. Potts; Secretary, P. T. Williams.
Scottville Business Men's Association.
President, H. E. Symons; Secretary, D. W. Higgins.
South Boardman Business Men's Ass'n.
President, H. E. Hogan; Secretary, S. E. Nichard.
So. Arm and E. Jordan Business Men's Ass'n.
President, D. C. Knecht; Secretary, C. W. Sullivan.
Sherman Business Men's Association.
President, H. B. Sturtevant; Secretary, W. G. Shane.
Sparta Business Men's Association.
President, J. R. Harrison; Secretary, M. B. Nash.
Sturgis Business Men's Association.
President, Henry S. Church; Secretary, Wm. Jern.
Traverse City Business Men's Association.
President, Geo. E. Steele; Secretary, L. Roberts.
Tustin Business Men's Association.
President, G. A. Estes; Secretary, Geo. W. Bevin.
Vermontville Business Men's Association.
President, W. H. Benedict; Secretary, W. E. Holt.
Waterville Business Men's Association.
President, H. Pease; Secretary, F. H. Merrifield.
Wayland Business Men's Association.
President, E. W. Pickett; Secretary, H. J. Turner.
Woodland Business Men's Association.
President, John Vetter; Secretary, L. N. Harter.
White Cloud Business Men's Association.
President, P. M. Roedel; Secretary, M. D. Hayward.

White Lake Business Men's Ass'n.
President, A. T. Linderman, Whitehall; Secretary, W. B. Nicholson, Whitehall.

THE FIRST ANNIVERSARY.

Annual Picnic of the White Lake Business Men's Association.

The White Lake Business Men's Association was organized on August 12, 1886. Much good work has been accomplished during the past year and much remains to be done. For the purpose of indulging in a mutual rejoicing over the achievements of the past and laying plans for future work, it was decided to celebrate the first anniversary of the birth of the organization by holding a picnic at the White Lake resort. There were not so many invitations issued as on the Fourth of July—when the Association tendered everyone a free ride to the same resort, an invitation which was accepted by 1,500 people—but a sufficient number put in an appearance to tax the capacity of the ferry boat *Cayuga* to the utmost. On several trips it was necessary to lash a barge to the boat, in order that none might be disappointed.

The resort chosen for the picnic comprises seventy acres, being a strip of land about a quarter of a mile wide lying between Lake Michigan and White Lake. The land is situated at an elevation of about fifty feet above the water on either side, is sufficiently undulating to render the view picturesque, and is handsomely shaded by tall pines and second-growth hardwood. There is an absence of the ever-shifting white sand so common at most other Lake Michigan resorts, its place being taken by occasional patches of green sward and a luxuriant growth of small vegetation. Why the owners of the resort have not developed and improved it is only explainable on the hypothesis that they are lumbermen by profession and see more money in converting their pine forests into lumber. A few thousand dollars judiciously invested in laying out the grounds and constructing a good hotel would bring in large returns, besides attracting thousands of people to the resort during the summer season.

The first boat left for the picnic grounds at 9 o'clock and five round trips were made at intervals of two hours thereafter. After surveying the grounds and admiring its many beauties, an old-fashioned picnic dinner was summarily disposed of, when the crowd gathered at the pavilion, attracted thither by music furnished by the Ladies' Cornet Band of Whitehall. Although the ladies have had but a single year's practice, they play like veterans, and contributed greatly to the day's enjoyment. The meeting was called to order by President Linderman, when Rev. B. F. Murden invoked the divine blessing. Secretary Nicholson made his annual report, showing a balance of \$73 in the entertainment fund and \$44.26 in the general fund. The various actions taken by the Association during the year were cited, showing that the members had allowed no grass to grow under their feet. President Linderman then called on the editor of THE TRADESMAN for a few remarks, which were given, when an interesting address was made by L. M. Mills in behalf of the traveling men.

The President then read his annual address, as follows:

It devolves upon me at this our first annual meeting to present to your notice a brief resume of the results of our past efforts, and to present for your consideration fields for operations for the future.

Our Association was formed for the avowed purpose of collecting bad debts of the past, of protection against bad debts in the future, of harmonizing interests, of promoting a friendly intercourse of the members, of advertising the advantageous locations to be secured by outsiders who desire to come among us, or rather who desire to have some among us. Gentlemen, we have done a goodly amount of these things, more, perhaps, than we are any of us aware of. Such undertakings do not come about in a day or a month, but we are being educated rapidly in harmony of feeling, in unity of action, in learning to yield our individual ideas where they conflict with the needs of the mass, in striving the good of the towns in which we live, as well as meditating upon our individual benefit, in becoming broader gauge men with every effort of the kind we make. Brothers—before I said Gentlemen, now I say Brothers—this is a good deal to do in one short year, and yet it has not seemed to show a great amount; the foundation, however, has been laid for future action and each succeeding effort will become the easier for what we have done this year. All grand undertakings have had their beginnings, oftentimes small and without promise; few realize, however, when later on success seems to crown every effort and things seem to move of themselves in the way we want them to go, that the silent work on the foundation of the structure has made such things possible.

Our attendance at our regular meetings has not been as large as it should have been. Gentlemen, it will pay you to make a point to be at the regular meetings oftener. There are matters of interest that will be brought out the coming year. Be present at the meetings—bring your oar along and put it in. You may not see the dollars and cents in it at the time, but you will surely see the sense in it later on.

Turning now from the generalities of the past, I desire to direct your attention to some specific matters which need your attention in the near future. We are an Association of business men. To be such, we have to do business. This necessitates someone to do business with. It is an open secret that a good many of the lumbermen and their hundreds of employees will not be engaged in cutting up pine logs on White Lake a thousand years from now. Some of them will have moved away by that time—and they may go sooner. Shall we move away after them, stay here and go out of business or bring in other people to do business with who won't go away?

Now, gentlemen, robbed of all romance or ridicule, there is one of these three propositions that we need to settle the very first thing we do. There is no question about the natural beauty of our loca-

tion—nature has been lavish in that regard. We can say without fear of successful contradiction that there is not a more beautiful country, naturally, in the State of Michigan, than that lying within a radius of five to eight miles from White Lake. This may seem a broad assertion, and one made without very careful consideration to someone who hasn't been out around very much. However that may be, I can say that I have traveled a good deal and have been a close observer wherever I went, and the statement is made not for effect, but to see what I can say to you to-day to cheer you, not to disparage other places, but because I believe it to be absolutely true. Remember I speak of natural beauty; unfortunately, however, we cannot do very much business with natural beauty—the great trouble is the beauty is too natural, too unadorned. We would like her better with a modest drapery of thriving tillings, and we would like to shake hands and do business with the thriving tiller. Ah, there! Thriving Tiller—Stay there! Moss-back. This may be rude and vulgar, but I cannot express myself any better, and I ask your pardon. The greatest problem we have to solve, in my mind, is the proper way to change the "Stay there! Moss-back" to "Ah, there! Thriving Tiller." Gentlemen, it can be done, and it is our business to help to do it. Let us attend to our business as becomes business men. I have made this matter a study—I may say a special study—for the last eight years, and I am convinced, as a result of my investigations, that it can be done in one and only one way. The keynote to the whole problem is green fertilizers. Small holders of ten, twenty or thirty acres have no means to pay out, nor ability to procure if they had the means to pay for high-priced fertilizers. Neither is it best for this sandy land. A vegetable mass—mixing with and separating these heat-and-cold-conducting little rocks that make the sand—is the stuff that changes the soil from a hot, arid, drifting sand to a heavy loam that will stand the drought better than clay, works easier, is soon ready to work in the spring or after a shower, is warmer and more fertile. Upon such land as this, when brought to the right state of cultivation by plowing under a few green crops, fruit trees, vines, and bushes of any kind may be planted with profitable and gratifying results, until the thriving tiller has his hands full to care for the out put of ten acres.

Were the banks of our beautiful lake and the banks of hundreds of other beautiful lakes dotted with ten acre fruit farms, each supporting a Thriving Tiller, Mrs. Thriving Tiller and all the little tillers, would we want to move away after the lost lumberman had gone? I think not; in fact, I think if we should look for our lost lumberman, we would find him at home in some vine-clad cottage not a thousand miles away, happy in the possession of ten acres of such fruit land, a competence, and—little tillers. As I said, this sand cannot be made to blossom like the rose by any other means than green fertilizers judiciously and intelligently applied. But people are not going to bank on what I say or any other person says that that process will accomplish the desired result; seeing is believing, and however nice this may look on paper, they would much rather be in the condition of the happy swain who had just been accepted by his sweetheart. Said he,

Love's no humbug, though all things show it; Once I thought so—now I know it.

Gentlemen, these people must not only think that this sand can be profitably worked by this process—they must know it. A movement is on foot to prove by practical demonstration upon a piece of this sandy land that it can be done. That movement should be fostered and encouraged by every business man in this vicinity. A committee have in charge the consideration of a stock company to lease and cultivate in the right way a small tract of sandy land. I hope that they will form the company and that we will all take stock. A better thing could not be done.

In conclusion, I suppose the proper thing for me to do would be to extend my thanks to you all for the courtesy you have extended to me during the past year, etc., *ad lib.* I don't think I'll do anything of the kind, however. The truth is, you haven't been very courteous to your presiding officer. You would generally get up and say, "Mr. President" (and a good many not even that), and then, without waiting for recognition, sail in; but then, we hadn't much time for parliamentary usages, and that was the way that whether our meetings were held in the stately chambers of the village council, with light and chairs and table and stationery; or in the firemen's annex, with a tallow dip, one chair, and an envelope for the secretary's notes; or on the sidewalk, gathered around a lantern and a shingle block, we "got there" just the same. So, all in all, I think I do feel kindly towards you, everyone, and believe I can in future years look back upon our Association meetings as some of the pleasantest things of my life among you, when any failures in judgment on the part of the Executive were met with no harsher comment than "Mr. President."

David Forbes, the Scotch singer, was asked to favor the audience with an Irish song, which he executed very cleverly. Election of officers was the next thing in order, but as the people were restive under restraint and looked longingly at the waving foliage and the dancing water below, the Association adjourned to meet in Montague a week hence.

At the invitation of the captain of the life saving station, the people assembled on the bank of the channel opposite the station and witnessed an exhibition drill by the crew, which was fully appreciated and largely applauded. The light-house was also inspected, through the courtesy of the keeper, and other points of interest examined. Taken as a whole, the day was a very enjoyable one and will long be remembered by all who participated in the occasion.

Next year the Association will hold another picnic and add to the features of this year's event such games as base ball, foot ball, tug of war, running and jumping matches, rowing and swimming races, dancing, etc. The general excursion and picnic will probably then be combined in one.

In the Country.
"Jeremiah, did you bring that hunk of oleomargarine from town with you?" inquired Farmer Goshen.
"Yes, father."
"Well, jis' drop it inter the churn and call out the summer boarders."

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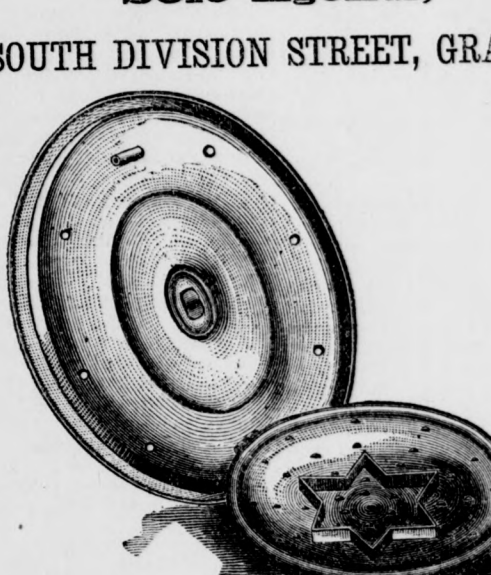
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WEDNESDAY, AUGUST 24, 1887.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN.

The merchant who possesses a clerk who is honest, intelligent and industrious, and one who has an active interest in the business, should deem himself an unusually favored individual. There are clerks with honesty but no intelligence; honesty and intelligence but an excess of indolence; with plenty of industry but wanting in moral perceptions, and, perhaps, with all the requisites mentioned except a sincere desire for the prosperity of their employers.

It is a common occurrence for the young fellow on the farm to endeavor to exchange the plough and drag for the scale and yardstick, on the assumption that he will thereby secure better wages and a life of ease and comfort; but if he succeeds in bringing about the change, and does his duty faithfully, it won't take him long to learn that idleness has no more place in a store than on a farm. In any establishment doing sufficient business to warrant the payment of reasonable salaries, a clerk can, if he choose, put in as many solid hours of work as the employee of the manufacturer or agriculturist. For its value there are few investments that require as much care and attention as the average stock of merchandise (I am speaking from theory much more than practice), and the clerk who devotes his spare time to arranging, dusting and freshening your goods is the one whose services you can least dispense with.

The large city establishments can, perhaps, afford to indulge in the dude clerk, but for the country trade he is a dismal failure. One of his species used to exhibit himself, for a stated salary, in a store in a neighboring town. His name was Augustus McCue, and I have always thought that it was partially, at least, through Augustus' efforts that his principal was forced into an assignment. At all events, he did assign, and as his principal creditor was an Eastern party named Binker, the concern fell into that individual's hands, and McCue was retained by Binker's attorney to conduct the business. In a few weeks McCue began to receive letters from Binker asking what occasioned such a sudden and remarkable decrease in the volume of business, and McCue used to write back explaining the phenomenon in various ingenious and plausible ways, but he neglected to mention the fact that the store, under its new management, was closed for every circus, horse race, ball game and picnic that came off anywhere in the vicinity, and that the institution had, moreover, recently fitted him out with several new specimens of the tailor's art.

One morning about half-past nine o'clock McCue came sauntering slowly down the street, reflecting on what a "soft snap" he had, and reproaching himself for not sleeping an hour or two longer. On approaching the store he found a corpulent, plainly dressed old gentleman seated on a box, and patiently waiting for the doors to be unlocked.

"I say, young man," remarked the o. g. mildly, "ain't you a little late this morning?"

"Well, I dunno I am!" replied McCue. "We don't care nothing about forenoon customers, anyhow!"

"But it doesn't look exactly like business, does it?"

"Say, old feller! if you don't like our style you can navigate, you know!"

"Well, young feller! I don't like your style and I'm not going to navigate!"

"Mebbe you own this town, old Hippopotamus?"

"Oh no! I only own this store and stock! And now come inside and we'll give the thing a little looking over!"

McCue's family saved him from a Jackson contract by mortgaging their property, and the young man has been looking long and vainly for another store in which to exhibit his attractions.

Most of us who have arrived at, or are approaching, the period of wrinkles and gray hairs have sowed more or less "wild oats," and I'm afraid the most of us are not tolerant enough in excusing the same practice in the rising generation. I've heard Dayball chuckle over youthful escapades, and some of them slightly deficient in morality, too, and then growl at his clerk for nothing more harmful than a night's dancing. Mr. Slimmer often tells in class meeting what a depraved wretch he was, before he experienced a "change of heart," and how he revelled in cards and billiards, and attended chivarie parties, and headed nocturnal raids on watermelon patches, and yet he recently felt impelled to discharge a clerk because he persisted in going to progressive euchre parties. If Jones' statements can be relied upon he was an old-time athlete and occasionally a bruiser, yet even his philosophy occasionally gets overbalanced by the frequent absences of his assistant, who is deeply interested in the mysteries of baseball. Yes, I am satisfied that the old "stag-

ers" of trade forget too often that those who are in the spring-tide of youth are, by the laws of nature, actuated by different motives and impulses than themselves. If they will let their minds wander back I will wager a reasonable sum that each and every one of them who can remember a father or grandfather, has heard these progenitors repeatedly bewailing the perversity and recklessness of the rising generation, and mournfully predicting that the world was rapidly going to "the demnation bow-wows." And so it has been and probably always will be. Years and eons, the thousand and one worriments and vexations of life have made a wide gulf between the tastes and desires of the middle-aged man of business, and his helper who is, perhaps, just reaching manhood; and while the employer is justified in remonstrating against unreasonable excesses in the amusement line and against heedlessness and neglect of business, let him not be too arbitrary in formulating rules for rigidly regulating his assistants' conduct.

"A gentleman from L— has written me about the character of that young, tallow-faced, ecru-headed youth, what's-his-name, that used to work for you," I observed to Jones the other day, "How did he happen to leave your employ?"

"Oh! you mean young Slinker!" said the old man, with a sort of foolish grin. "Well, I'll tell you," but 'tain't necessary to write back the particulars you know; you kin just explain on gherial principles like. You see, Slinker had been after me for a long time to learn the business, an' w'en Bilkins went West, I took 'im in. He used to brag how he could draw trade, but I never knowed 'im to draw anything successful but 'is wages. Slinker never had much brains, an' wot little he did have he spilled by readin' dime novels an' sich stuff. One day he read a yaller covered book, wich I picked up afterwards, wich told how a poor young clerk fell in love with 'is rich employer's darter, an' how the old man diskivered it, an' how, fin'ly he giv' the old feller a sound lickin' w'en the darter was present, an' married 'er and her father's fortin'. This, somehow, got it into his fool head that he was stuck on Jul'a Ann, an' she on 'im, an' that to make up the programme old Jones had got to be thrashed. So one Monday mornin' I kin down to the store late, an' Jul'a Ann kin along to get some truck for dinner, an' we found the floor hadn't bin sweep', nor a cussed chore done, an' I says: 'Wot's the matter, Slinker, w'y don't you clean out?'

"If you won't yer dirty work done, do it yourself," says he.

I was s'prised, but I kep cam an' asked 'im if that was his peculiar way of resignin' his situation.

"It's my peculiar way of sayin' you can't tyrnize over me any more," says Slimmer hittin' himself on the breast like a gorilla.

"All right," I remarked, "I don't owe you nothin', now git."

Then he giv' me some sass, an' I put my boot where 'twould do the most' good. I didn't stop to think I's old and clumsy, an' fore I knowed it the young feller had me on the floor poundin' away like mad. Slinker mus' of had a wrong idee 'bout the state of Jul'a Ann's fectious, fur 'fore he knowed it she grabbed up the poker an' knocked him stiffer'n a wedge. I gin 'im \$25 to keep the matter to hisself, an' he's never been in since. I don't have any particular grudge agin' the cussed fool, but you'll hav' to use your own judgment 'bout recommendin' 'im, you see?"

Points for Retailers.

Get along slowly if you must, but get along honestly.

Live up to your own engagements and keep your own secrets.

Never deal with a man who flies in a passion on being dupped.

Follow your business closely and it will lead to honor and wealth.

Beware of a gaudy exterior. The rich and prudent are plain men.

The debtor seldom attaches the same importance that the creditor does to the prompt payment of small debts.

Integrity of character and truth are the prerequisites for success in any calling, and especially in that of the merchant.

The most successful business men have been found among those who duly estimated the importance of small things.

Every clerk knows that success cannot attend his efforts unless he be thoroughly honest and scrupulously conscientious.

Almost all men use too many words in buying and selling, and when too many words are used there is almost always a lie somewhere.

The rule with small debts is the same as with large ones—they should be promptly paid when due. Generally they are due from the start, and if not paid then become overdue.

It is an easy thing to point out the way to success, but even if that way leads surely to the goal longed for, it is only necessary to abide religiously by one's sober convictions and success is certain.

Thoroughness is a habit which once cultivated will never leave you; attention to customers wins every time, and when the practicability of it is once demonstrated it will be a pleasure to continue it; economy is a difficult thing to learn, but its importance stares every one of us in the face.

Why He Was Polite.

Two men meet on a street car. A woman enters and one of the men hastily gives her his seat. The other one looks in astonishment, and when the woman gets off, says: "You are growing strangely polite." "How so?" "Why, you gave that woman your seat just now. I never saw you do anything of the kind before. You must have been struck by her appearance." "Oh, no. You see I owe her husband a grocery bill and she knows who I am."

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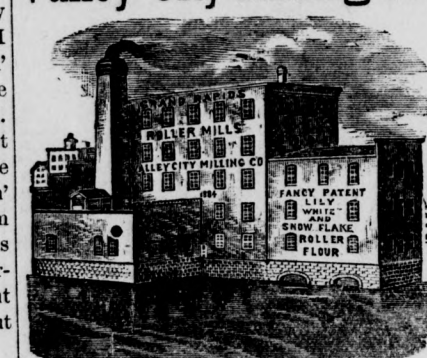
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ORANGES

LEMONS

FIGS.

NUTS.



PEANUTS

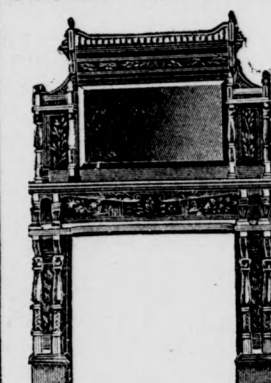
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Groceries.

The Grocers' Picnic at Battle Creek.

The grocers of Battle Creek held a picnic at Gorge Lake last Wednesday afternoon. Although not an Association picnic, it was projected and carried out by members of the Association. Desiring the attendance of every grocer in the city and surrounding towns, and as eleven grocers in the city are not members of the Association, it was deemed advisable to call it "The Grocers' Picnic."

It was an impromptu affair and, contrary to our most sanguine expectations, was heartily entered into by every grocer in the city and the grocers of the towns of Bedford, Cresco, and Climax. There are thirty-six grocers in Battle Creek, thirty-two of whom attended the picnic. Two of the absent ones were old men who did not dare attend on account of the extreme heat; one was out of the city and one was unable to attend on account of the birth of a child. Thirty-four of the thirty-six stores were closed at 1 p. m. and not opened until Thursday morning.

The German Cornet Band of this city accompanied us, and afternoon and early evening were devoted to music, base ball and making the acquaintance of our fellow grocers. The occasion was an enjoyable and profitable one to us all, and did more to create a feeling of friendship and harmony among us than anything we ever had. We had an abundance of good things to eat, and fed at least seventy-five invited guests outside of the grocer's families, and gathered up at least twelve basketsful of the fragments that remained.

We propose to have a picnic again next year but on a much larger scale—devote whole day to it and have a longer programme of exercises and amusements, giving a prize to the clerk who can do up a neat package in the shortest space of time, one to the grocerman who comes the longest distance to attend, one to the one who brings the largest family, etc., and many other enjoyable features which will add interest to the occasion. We believe that our Association has, in a large measure, brought about this feeling of good will and sociability among the grocermen of Battle Creek, and we hope in the near future to make our Association such an organization as every grocerman in Battle Creek will deem it an honor and a privilege to be a member of.

J. P. STANLEY, Sec'y.

The Grocery Market.

Sugar remains about stationary. Canned goods are still on an upward tendency. The manufacturers of oatmeal and rolled oats, by means of their combination, have advanced prices 30 cents per barrel. Cheese continues to walk up the ladder, being now quotable at 11c at the factory for July make and 11½c for August. Jobbers are holding at 12½c, and a further advance is by no means improbable. Other articles in the grocery line are about steady.

Oranges are steady in price and good in quality, with only a fair supply. Lemons are in good supply and prices a shade lower, though best makes are firmly held at about last week's prices. Bananas are coming in freely and prices are moderate, with quality first-class. There will be three cars here to sell this week.

Candy, on account of heavy demands and a stiff sugar market, is strong in price.

An Important Meeting.

The adjourned meeting of the Retail Grocers' Association, which will be held this evening, will be a most important one. The new delinquent list, which has been in course of preparation for two months, will be distributed among the members. Twelve delegates to the State convention will be elected and Warren Hutchins will address the members on the "Best Methods of Preserving Fruits and Vegetables." Other important matters will be brought up for discussion and action, making it essential that there should be a full attendance.

New Departure.

CODY, BALL, BARNHART & Co., Wholesale Grocers.

GRAND RAPIDS, Aug. 20, 1887.
Tea Department.—We have decided to open a Tea Department, in connection with our business, being firmly convinced by close observation that it is a branch of the trade that requires more than ordinary attention. Our arrangements are now perfect and we know we can make it pay you to buy your teas of us.

Mr. JAMES McKIMIN will represent us on the road, and any favors shown him will be duly appreciated by us.

Respectfully,
CODY, BALL, BARNHART & Co.

Make Contracts Now.

The Independent Oil Co. is now prepared to make contracts with the retail dealers to furnish them with their supplies of oil during the fall and winter months. This is the best method for the retail trade to pursue, as it ensures a full supply at all times and fair prices, which is not always the case where the dealer is compelled to depend upon his own resources during the time of the oil famine.

At Foster, Stevens & Co.'s: Arthur Zwiler, employed in the order department of the wholesale store, has resigned to take charge of his father's general store at Coldwater. Ed. McGowan has resigned his position in the retail department, on account of ill health, and returned to his home at East Saginaw. Harry Barber and C. M. Norton, both engaged in the wholesale store, have gone North, the former bent on pleasure and the latter in pursuit of business.

THE TRADESMAN acknowledges the receipt of an invitation to attend to first annual picnic of the wholesale grocers, importers and brokers of Chicago, which was held last Saturday, and regrets that it was unable to be represented on that occasion.

F. J. Dettenhaler will be prepared to fill orders for Baltimore oysters about the 25th. Watch his quotations under the head of the Grocery Price Current.

F. J. Dettenhaler has arranged to handle a larger line of Baltimore oysters this year than he did last season, which is saying a good deal.

Association Notes.

What town will be the first to present a B. M. A. brass band?

The Rockford B. M. A. will picnic at Myers' Lake, five miles from that town, on Friday of this week.

The Sherman B. M. A. now has fifteen members, four additions having been reported to the State body last week.

The Sturgis B. M. A. sends in per capita dues on ten additional members, making thirty-four in all, and also applies for a charter.

Secretary Scoville, of the Kalamazoo Retail Grocers' Association, has gone East with his son, who is severely afflicted with inflammatory rheumatism.

The Flint Mercantile Union has entered into an arrangement with the ladies of St. Paul's church to get up the "spread" tendered the State convention on September 7.

The Hopkins Station B. M. A. is agitating the establishment of a roller flouring mill at that place. A man named S. Ensign offers to make such a venture, if properly encouraged.

For uniqueness of statement and brusqueness of sentiment, THE TRADESMAN commends the annual address of the President of the White Lake B. M. A., which is given in full in another column.

If the President of the Lowell B. M. A. had known beforehand that the White Lake picnic would be enlivened with music by a female brass band, he would not have sent in his regrets at the last moment.

Three "Association picnics" were held last week—at White Lake on Tuesday, at Lowell on Friday and at Manton on Saturday. The unanimous opinion seems to be that such events are conducive of more good to the organization than any other plan yet devised.

N. W. Allen, the Watervliet general dealer, writes: "I have been a member of the Watervliet B. M. A. but a few weeks, but I find it is business and has paid me well. Some of my debtors send me 'blows,' others dollars, and the latter counteract the effect intended to be produced by the former."

Fremont Indicator: Now the business men of Fremont are in condition to "talk up" and act upon matters for public good—hold out inducements for men to locate here with new enterprises; to some way start the town anew on the road to prosperity. In short, let the Association be energetic, as similar bodies are at the present time throughout the State.

President Linderman has made a careful compilation of the amount of bad debts collected by the White Lake Business Men's Association during the year it has been in existence and finds that the sum total is \$2,830. The accounts were of "absolutely no use," says Mr. Linderman, "and we would gladly have taken a cent on the dollar before the Association was formed."

Traverse City Herald: At the last meeting of the Business Men's Association it was unanimously resolved, "that it be the sense of this meeting that the business men of Traverse City should provide, as individuals, for the grange exhibits at the coming fair of the Grand Traverse County Agricultural Society." This resolution has already been acted upon, in part, and a sufficient amount subscribed to insure good premiums for these exhibits.

Col. E. W. Dodge, the Lowell lawyer, doctor and preacher, enjoys the distinction of having his name on the delinquent list of the Lowell B. M. A. On the occasion of the Association picnic last Friday, he posted several notices around the town denouncing the occasion as a gathering of "high-toned dead-beats." Mr. Dodge's recent actions have been so eccentric as to give some of his friends strong grounds for fearing that he is not quite right in the upper story.

The Traverse City B. M. A. has made a ten-strike by securing a second manufacturing enterprise for that town within the space of a week. Wm. Beiter made the Association a proposition to remove his mill and chair-stock works from Keystone to Traverse City for a bonus of \$4,000 and five acres of land. Hannah, Lay & Co. generously donated the land and a committee appointed by the Association secured the necessary funds within a day's time. The B. M. A. has already done more for Traverse City than has ever been accomplished by all her citizens put together heretofore.

The White Lake Business Men's Association, comprising the business men of Whitehall and Montague, has under advisement a novel project, which speaks well for the enterprise of that organization. It is proposed to organize a stock company with a capital of \$5,000 or less, for the purpose of purchasing forty acres of sandy land for experimental purposes. Much of the soil in that vicinity is too light for successful cultivation, as the effect of the heat is too marked. It is claimed that the sowing and plowing under of three successive crops of rye will make a mould which will act as a non-conductor, so that the heat and drought will not so easily penetrate the soil, as well as affording the necessary fertilizing quality. The results of such an experiment will certainly be worth all it costs, and THE TRADESMAN hopes to see the project carried out.

Parker & Hobbs, grocers, Kalkaska: "THE TRADESMAN is worth five times its cost."

FOR SALE

At Pawamo, Iowa Co., Mich., the stock of fruit paints, oils, fixtures, owned by the estate of E. H. Stevens. The stock will be sold for \$800 to \$1,000. The best location in the village, doing a good trade. Has the telephone office in the store. Write or call on me at Pawamo, Mich. Josephine Stevens, Administrator Pawamo, Aug. 13, 1887.

Corsets.

Boned, with Featherbone, which is absolutely unbreakable, and is not injured by perspiration, or laundrying. Soft and pliable, giving health and comfort.

Patents. LUCIUS C. WEST.

105 E. Main St., Kalamazoo, Mich., U. S. A. Branch of London, Eng. Practice in U. S. Courts. Circulars free.

RETAIL MERCHANTS

And Dealers.

THE MISSOURI

Steam Washer

Is made in the best possible manner, of the best obtainable materials, and with proper care is warranted to last any ordinary family ten years. Every merchant and retail dealer should keep it in stock. Write for prices and terms.

J. WORTH, Sole Mfr.

ST. LOUIS, MO.

The letters below are a fair sample of a very large number received by me in my regular correspondence. They speak for themselves.

OAGALLA, Neb., Nov. 29, 1883.

J. WORTH, St. Louis, Mo.

DEAR SIR—I received yours of the 16th, asking how I liked the Missouri Steam Washer. Sir, I can do more and better washing with it in one day than any four women can do in the same time by any other process. It is the best Washing Machine in the world and the inventor ought to have a pension for helping women with their hardest work as he has.

Yours truly, Mrs. EMMA ARMSTRONG.

Office of J. E. LANE & Co., Phoenix Laundry, Big Rapids, Mich., July 7, 1886.

J. WORTH, St. Louis, Mo.

DEAR SIR—Two years ago we purchased one of your Steam Washers of Mr. Owen, of this place. After giving it a thorough trial we find that it is the best washer, little or big, we ever saw. One girl does all our washing, which is \$65 to \$75 per week, and the clothes are perfectly clean and white. Fraternally yours,

J. E. LANE & Co.

Apples, gallons, standards. 2.75

Bananas, standards. 1.00

Carrots, red, standards. 1.00

Corn, Archer's Trophy. 1.50

Beans, Stringless, Erie. 1.00

Beans, Lewis' Boston Baked. 1.50

Corn, Archer's Trophy. 1.50

Morning Glory. 1.35

"Revere. 1.35

"Rome. 1.35

"Sequoia. 1.35

"Hamburg. 1.40

"Livingston. 1.50

Peas, French. 1.50

Peas, extra marrowfat. 1.20

Peas, soaked. 1.50

Peas, Early June. 1.50

"Early June, sifted. 2.00

"French, extra fine. 2.00

Mushrooms, extra fine. 2.00

Pumpkin, 3 lb. standards. 1.00

Succotash, standard. 1.00

Squash. 1.00

Tomatoes, standard. 1.20

CHEESE.

Michigan full cream. 12

CHOCOLATE.

Wilbur's Premium. 30

"Sweet. 30

"Baker's Cocoa. 30

"Cocoa-theta. 30

"Vanilla. 30

COCOA BUTTER.

Schepps, 1 lb. 25

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WHOLESALE PRICE CURRENT.

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

AXLE GRASS.

Crown. 80 Paragon. 2.10

Frazer's. 80 Paragon 25 b. pails. 90

Diamond X. 80 Paragon 25 b. pails. 90

Modoc, 4 doz. 2.50

BAKING POWDER.

Aome, 3/4 cans, 8 doz. case. 85

"1/2 c. 2.00

"1/4 c. 2.00

Princess, 3/4 c. 2.00

"1/2 c. 2.00

"1/4 c. 2.00

Artic, 1/2 c. 2.00

"1/4 c. 2.00

Victorian, 1/2 c. 2.00

Diamond, "bulk." 1.50

Dry, No. 2. 2.00

No. 1. 2.00

Liquid, 8 oz. 2.00

Artic 4 oz. 2.00

Artic 8 oz. 2.00

Artic No. 1 pepper box. 2.00

Artic No. 2. 2.00

Artic No. 3. 2.00

Artic No. 4. 2.00

Artic No. 5. 2.00

Artic No. 6. 2.00

Artic No. 7. 2.00

Artic No. 8. 2.00

Artic No. 9. 2.00

Artic No. 10. 2.00

Artic No. 11. 2.00

Artic No. 12. 2.00

Artic No. 13. 2.00

Artic No. 14. 2.00

Artic No. 15. 2.00

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Artic No. 51. 2.00

Artic No. 52. 2.00

Artic No. 53. 2.00

Artic No. 54. 2.00

Artic No. 55. 2.00

Artic No. 56. 2.00

Artic No. 57. 2.00

The Michigan Tradesman.

PECULIARITIES OF MERCHANTS.

NO. 1.

Written Especially for THE TRADESMAN.

As a class, merchants are usually earnest, serious, matter of fact persons—in business, not addicted to levity or nonsense, but speaking directly to the point—in a word, are business men. Still, as in all cases, there are exceptions, so we find merchants having their peculiarities and eccentricities, not to say occasional foibles. Our observation has been that those very peculiarities have proven valuable, nearly always securing for them a large share of patronage and, in time, resulting in a competence. Most of us can recall the acquaintance of a few whose distinctive traits stand out with vivid brightness in the memory.

We herewith recite in brief the history of a few, all of whom were known to us personally, and who have sometimes from force of circumstances only, entered the mercantile arena, yet have acquired wealth at last. They seem to belong to the one-tenth who are successful. May this not be attributable to their being, as a rule, from the middle class in society and from their own self-reliant energies?

Fifty-two years ago Mr. Henry Sherman emigrated from the town of Starkey, on the west shore of Geneva Lake, N. Y., and with his young wife settled on the virgin prairie about two miles west of Elgin, Illinois. Mr. S. was one of the old-time Methodists, and carried his religious zeal with him in the every day affairs of life. He had made a most determined, but unsuccessful, struggle for a living in old Starkey, and rumor said had been given the cold shoulder by his more fortunate relatives. Registering a vow that he would yet buy and sell the richest of them, one bright morning Henry girded on the armour of faith, hope and charity; on bended knees thanked the Lord for health and strength, and harnessing his poor old horses to a canvas covered wagon, which contained all his earthly possessions, he and his wife turned their faces toward Chicago and the Great West, shaking the dust of Starkey from their feet forever.

"After several weeks' toilsome journey," says Mr. S., "we arrived at the Fox River and having made a 'claim' on the prairie, found our small stock of cash reduced to barely twenty-five cents the last time of which I paid for nails to put a cheap fence in front of our cabin."

In those pioneer days it was only by the most resolute determination that a "claim" was held and Mr. Sherman passed many a sleepless night with a gun in his hands, the muzzle projecting through the crevices of his hut, ready to call a halt should a stranger approach.

Years passed away. The farm was his own, and prosperity smiled upon him. Elgin became a village of 3,000 people, and, as one of the solid and responsible farmers of the county, Mr. S. placed his name as collateral security for a friend who kept a stock of drugs and groceries in the village. In brief, the sheriff was soon in possession of the store and, says Mr. Sherman, "I awoke one morning with this alternative staring me in the face—either to mourn over those goods or mourn after them, and suddenly found myself elevated to a full-fledged druggist, hardly knowing opodeldoc from laudanum! In a few days I was the sole owner of a fearfully dilapidated stock of drugs, groceries, stationery and the usual large catalogue of fancy goods peculiar to such an establishment, which had all been dragged over by the unskilled hands of both creditors and sheriff in a most unceremonious manner."

It was at this juncture that the writer—then a young man—was placed in charge of the stock, which involved about \$3,000. We shall never forget our first introduction to Henry Sherman, of his kind and hearty salutation, as he grasped our hand and welcomed us as a citizen of Elgin, promptly acceded to the terms of our salary and placed us in possession with the remark that he would be there with us to do the "coarse hand" work, such as weighing tea and sugar, drawing oil and molasses, and dealing out the "cat hound" candy; but he would depend upon us to handle the poisons, and perform the fine work, such as shoving the quill, making the purchases, etc.

With a very intelligent and industrious opposition establishment, directly across the street, it is unnecessary to add that our business had to be built up from the lowest round, but with Mr. Sherman's indomitable energy and perseverance, coupled with the sympathies of his friends, in less than three years, he had doubled the stock and owned the brick block in which we were doing business. We had also increased the sales from \$5 a day to over \$40.

It may be well to draw a crude pen picture of Henry Sherman, as he was thirty years ago. He was a man of only ordinary education, but well calculated to adapt himself to any circumstance or position in life, yet he regarded the cultivation of the soil as the most honorable vocation, and the farmer nature's true nobleman. An impromptu speech in his own terse and forcible language always commanded attention and applause. In stature he was small, thin and wiry; active in temperament, moving with a quick elastic step; an eye which grasped everything within its range instantly, and a mind and judgment ever ready for action. He was strictly orthodox in his religion, but liberal to a fault to the poor and needy, and his hospitality was proverbial.

With him, the tide "was always taken at its rise" and generally led to success. Nature had done much for the man, and art but little. In everything he said or did originality was prominent and natural. He was positive and decided in every act, through rather inclined to brusqueness. He was extremely fond of story-telling and his jokes and witticisms were as original, dry and quaint as those of Abraham Lincoln. He was rather careless in regard to apparel and personal appearance except when his attention was called to it by his excellent wife, his mind being occupied with more important matters. Caring little for the artistic and ornamental, he expended less for display in his store, but more for the substantial and useful, and the careful selection of his stock. All his customers were welcomed and made to feel at ease in his presence. The farmers (whose bulk of trade in his line seemed to be with us) often remarked that they were not afraid to enter Sherman's drug store with muddy boots or working dress, for fear of soiling the floor or breaking some costly vase.

During the harvest season, when the streets at mid-day were often deserted, Mr. Sherman would stretch himself out on a back counter in his store, with a bundle of wrapping paper for a pillow and sleep for an hour or two. On one occasion a farmer acquaintance stepped in and placing a hand on the sleeper, said in a sharp voice, "Wake up, Henry! How do you like the drug business, and how does it pay?" Raising himself to a sitting position, and glancing toward his clerk, he dryly remarked: "Pretty well, I guess. The Doctor says when we have sold ninety cents worth, we have cleared a dollar."

The questioner concluded, as we also did, that this was about the heaviest percentage of profit we had heard of.

It was almost impossible to provoke a quarrel with Mr. Sherman. Instead of a direct reply, he met anger with a quaint sarcasm that disarmed it, and covered the opponent with shame and confusion. One of his strongest points in controversy with an enraged person was to admit every assertion and there let the matter rest. It was an original and unique system of warfare, and yet we never knew a man to strike him, however strongly he might threaten. On another occasion, a person who considered himself wronged entered the store and shaking his fist across the counter at Mr. S., cried out, "you know, sir, that you lied to me!" "Well, then I did," coolly replied the incorrigible Sherman. "Well, I said you lied and you are an old scoundrel, also!" said the man, raising his voice a pitch higher, and speaking with stronger emphasis. "Then I am," answered Mr. S., raising his voice to the same key of his enraged opponent. "You are an old fool and I'll thrash the floor with you!" again screamed the nonplussed victim. "Then you will" was the consoling answer, and amid roars of laughter from the bystanders the attacking party, now fairly boiling with rage, left the store.

But Mr. S. had not told this man a falsehood—nor any other man, and he who ventured to assert in public that Henry Sherman had lied would be in imminent peril of being thought the real liar himself, so well was the character of this man known. He was one of those men we occasionally meet who never fail to accomplish their object in any emergency; and though, as remarked, his education was limited, he was never at a loss for language, and would suddenly astonish and convulse you with laughter by coining a very appropriate but outlandish word for something, the real name of which he had forgotten. For many years he was the favorite auctioneer among farmers and others, and his very name and well-known genial manners and amusing speeches were quite sufficient to draw a large audience. He was eminently successful as a farmer, merchant and speculator, and is still an honored but aged citizen of that city of over 16,000 inhabitants.

FRANK A. HOWE.

How the Joke Worked.

From the Detroit Free Press.

"I want the biggest and best watermelon in that lot," he said, as he surveyed a great pile of watermelons in front of a Woodward avenue grocery.

"Yes sir—here it is—best melon I've seen this year."

"Plug it," was the brusque command.

"Yes, sir—splendid red core. Shall I put it on ice?"

The purchaser drew from his pocket a flask of port wine and proceeded to pour the contents into the orifice. The melon readily absorbed the liquid, and when the plug was replaced the man chuckled: "He! he! he! I want that melon sent to—, the temperance fanatic! Say nothing, and it will be a big joke on him!"

A couple of days later the man came around to the store again and asked: "Well, the melon was sent up?"

"Oh, yes."

"And the boy didn't give my little plot away?"

"Oh, no; but we heard from it."

"You did? He! he! he! What did he say?"

"He and his family were off up the lake, but the hired girl and coachman said it was the best melon they ever put tooth into!"

The Local Committees at Flint.

FLINT, Aug. 13, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR:—We have appointed the following committees to take charge of the State convention:

On Arrangements—W. C. Pierce, G. R. Hoyt, C. T. Bridgman, Jno. Croul, D. D. Aitken, J. W. Blake, A. Myers, J. L. Willett.

On Entertainment—Geo. T. Warren, Wm. Atwood, Albert Myers, G. W. Hubbard, M. E. Carlton, Will H. Foote, Geo. E. Childs, J. H. Gotschall, Samuel Moffet.

Yours, J. L. WILLETT, Sec'y.

C. G. A. VOIGT & CO.

Proprietors of

Star Roller Mills.

Manufacturers of

"Our Patent,"

"Star,"

"Calla Lily,"

"Golden Sheaf,"

"Our Fancy."

Rye Flour, Granulated Meal, Bolted Meal, Bran Middlings and Screenings.

GRAND RAPIDS, - MICH.

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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 million 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.

TIME TABLES.

Grand Rapids & Indiana.

All Trains daily except Sunday.

GOING NORTH.

Traverse City & Mackinaw Ex. 8:45 a.m. 9:05 a.m.

Traverse City & Mackinaw Ex. 11:30 a.m. 11:50 a.m.

Traverse City & Mackinaw Ex. 7:30 p.m. 7:50 p.m.

Cadillac Express. 11:30 a.m. 11:50 a.m.

Saginaw Express. 10:30 a.m. 10:50 p.m.

Saginaw express runs through solid.

9:05 a.m. train has chair car to Traverse City and Mackinaw City.

11:30 a.m. train has chair car for Traverse City, Petoskey and Mackinaw.

10:40 p.m. train has sleeping cars for Traverse City, Petoskey and Mackinaw.

GOING SOUTH.

Cincinnati Express. 10:30 a.m. 11:45 a.m.

Traverse City & Mackinaw Ex. 10:50 p.m. 11:10 p.m.

7:15 a.m. train has parlor chair car for Cincinnati.

5:00 p.m. train has Woodruff sleeper for Cincinnati.

5:00 p.m. train connects with M. C. R. R. at Kalamazoo for Battle Creek, Jackson, Detroit and Canadian points, arriving in Detroit at 10:45 p.m.

Muskegon, Grand Rapids & Indiana.

Leave. 6:30 a.m. 10:10 a.m.

11:00 a.m. 4:30 p.m.

4:40 p.m. 8:50 p.m.

Leaving time at Bridge street depot 7 minutes later.

C. L. LOCKWOOD, Gen'l Pass. Agent.

Detroit, Lansing & Northern.

Grand Rapids & Saginaw Division.

Saginaw Express. 7:30 a.m. 4:10 p.m.

Grand Rapids Express. 11:25 a.m. 10:30 p.m.

Grand Rapids Express. 10:30 p.m. 11:25 a.m.

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

Chicago & West Michigan.

Mail Express. 9:10 a.m. 3:50 p.m.

Day Express. 12:30 p.m. 9:45 p.m.

Night Express. 11:00 p.m. 5:45 a.m.

Muskegon Express. 5:00 p.m. 11:00 a.m.

"Daily, fidally except Sunday."

Pullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 12:30 p.m. and through coach on 9:10 a.m. and 11 p.m. trains.

Newaygo Division.

Leave. 4:30 p.m. 4:30 p.m.

Express. 8:35 a.m. 10:30 a.m.

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

W. A. GAVETT, Gen'l Pass. Agent.

J. B. MULLIKEN, General Manager.

Lake Shore & Michigan Southern.

Kalamazoo Division.

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

4:35 p.m. 7:45 a.m. Grand Rapids. 9:45 a.m. 6:15 p.m.

4:55 p.m. 8:02 a.m. Allegan. 8:25 a.m. 5:40 p.m.

7:05 p.m. 10:06 a.m. Kalamazoo. 7:30 a.m. 4:40 p.m.

8:30 p.m. 11:25 a.m. White Pigeon. 5:55 a.m. 3:20 p.m.

2:30 a.m. 5:05 p.m. Toledo. 11:30 p.m. 9:45 a.m.

3:30 a.m. 9:40 p.m. Cleveland. 6:40 p.m. 1:35 a.m.

3:50 p.m. 3:30 a.m. Buffalo. 11:35 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. McKEENEY, General Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.

Steamboat Express. 6:25 p.m. 6:30 p.m.

Through Mail. 10:40 a.m. 10:50 a.m.

Evening Express. 8:25 p.m. 8:30 p.m.

Limited Express. 6:50 a.m. 6:50 a.m.

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

GOING WEST.

Morning Express. 1:05 p.m. 1:10 p.m.

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

Steamboat Express. 10:40 p.m. 10:45 p.m.

Mixed. 7:45 a.m. 7:45 a.m.

Night Express. 5:25 a.m. 5:40 a.m.

"Daily, Sundays excepted. "Daily" Passengers taking the 6:50 a.m. Express make close connection at Owosso for Lansing, and at Detroit for New York, arriving there at 10:30 a.m. the following morning. The Night Express has a through Wagner car and local sleeping car from Detroit to Grand Rapids.

Jas. CAMPBELL, City Passenger Agent.

Geo. B. REEVE, Traffic Manager Chicago.

Michigan Central.

Grand Rapids Division.

DETROIT.

Detroit Express. 6:15 a.m. 6:15 a.m.

Day Express. 1:10 p.m. 1:10 p.m.

Atlantic Express. 10:10 p.m. 10:10 p.m.

Mixed. 6:50 a.m. 6:50 a.m.

ANN ARBOR.

Pacific Express. 6:00 a.m. 6:00 a.m.

Mail. 8:00 a.m. 8:00 a.m.

Grand Rapids Express. 10:15 p.m. 10:15 p.m.

Mixed. 5:15 p.m. 5:15 p.m.

"Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapids Express to and from Detroit. Direct connections made at Detroit with all through trains East over M. C. R. R. (Canada Southern Div.).

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

O. W. HUGGLES, Gen'l Pass. and Ticket Agent, Chicago.

Duluth, South Shore & Atlantic Railway.

WEST.

A. M. P. M. Leave. (Arrive A. M. P. M.)

11:30 5:30 Grand Rapids. 10:20 9:40

10:45 4:50 St. Ignace. 8:30 8:30

8:00 1:00 Ar. Marquette. 2:35 10:40

8:35 1:45 Ar. Negaunee. 1:45 9:15

8:45 1:45 Ar. Ishpeming. 12:50 9:05

11:45 2:25 Ar. Houghton. 9:20 6:00

3:14 6:34 Ar. Calumet. 12:50 4:25

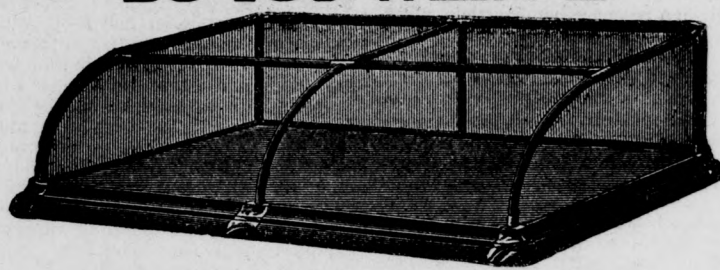
Only direct route between the East and South and the Upper Peninsula of Michigan.

E. W. LLEY, Gen'l Pass.

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

Now is the time for you to use Tiger Oil and prove it is better than any other medicine known for all Summer Complaints of the Stomach and Bowels, from the infant to manhood, as Pain, Colic, Cholera Infantum, Cholera, Cholera Morbus, Diarrhoea, Flux, Yellow Fever and all kindred diseases, as well as Nervous Diseases, Sunstroke, Paralysis and their relations. Use internally and externally.

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SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order.

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Nelson Bros. & Co.,

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.

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PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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Send for Cigar Catalogue and ask for Special Inside Prices on anything in our line.

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MANUFACTURERS AND WHOLESALE DEALERS IN

BOOTS AND SHOES.

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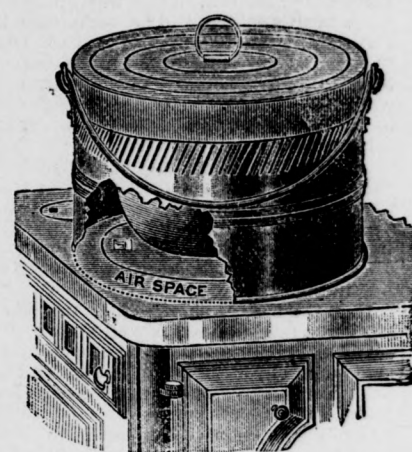
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H. LEONARD & SONS,

WHOLESALE

CROCKERY, GLASSWARE, LAMP GOODS AND STONEWARE.

134, 136, 138, 140 Fulton St., Grand Rapids, Mich.



State Agents

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Excelsior Cooking Crock.

Positively the finest kettle for cooking any kind of food. Those who try it will have no other. Cheapest Preserving Kettle. Absolutely Fire Proof. Not affected by Heat or Acid.

Factory Prices.

2 quart. per doz. \$4.00
3 quart. " " 6.00
4 quart. " " 8.00



HEADQUARTERS

Mason's Porcelain Top Fruit Jars.

PRICES. @ gross.

Pints. \$9.50
Quarts. 10.25
1/2 gallons. 13.25
Rubbers extra. 30
Globe Fruit Jars, pints. 11.00
" " quarts. 12.00
" " 1/2 gallon. 15.00

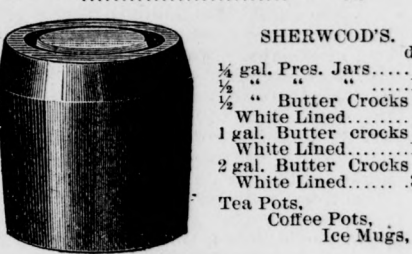
Preserve Jars. Tomato Jugs. Apple Butter Jars. Blackberry Jam Jars.

Sherwood's Incomparable Fin. Glazed Stoneware.



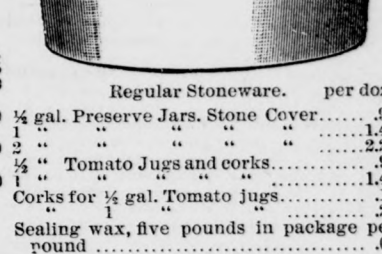
Dark. White.

Stew pans 1/2 gal. doz. 1.50 1.75
" 1 " " 2.00 2.25
Milk pans. " " .80 .90



SHERWOOD'S.

1/2 gal. Pres. Jars. doz. .75
" " " 1.00
1/2 Butter Crock. 1.50
White Lined. 1.50
1 gal. Butter crocks. 1.50
2 gal. Butter Crock. 3.00
White Lined. 3.00
Tea Pots. 1.00
Coffee Pots. 1.00
Ice Mugs. 1.00



Regular Stoneware. per doz.

1/2 gal. Preserve Jars. Stone Cover. .50
1 gal. " " " 1.40
1 gal. " " " 1.25
2 gal. " " " 1.40
2 gal. " " " 1.40
Corks for 1/2 gal. Tomato Jugs. .15
" " " .20
Sealing wax, five pounds in package per pound. .03

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STARCHE.

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

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

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