

# The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, AUGUST 31, 1887.

NO. 206.

## 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 when desired.

**Earl Bros., Commission Merchants,**  
157 South Water St., CHICAGO.  
Reference: FIRST NATIONAL BANK, Chicago.  
MICHIGAN TRADESMAN, 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.

**CINSENC 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.  
108 CANAL STREET.

**WHIPS**  
ADDRESS  
**GRAHAM ROYS,** - Grand Rapids, Mich.

## COAL and WOOD.

**E. A. HAMILTON, Agt.,**  
101 Ottawa St., Ledyard Block.  
Telephone 908-1 R.

## SHERWOOD HOUSE.

The Travelling Men's Favorite.  
CHARLOTTE, - - MICH.  
Re-fitted and 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 & TENTS**  
Horse and Wagon Covers,  
Oiled Clothing,  
Feed Bags,  
Wide Ducks, etc.  
Flags & Banners made to order.  
73 CANAL ST., - GRAND RAPIDS.

## Wm. H. Thompson & Co.,

166 South Water St., CHICAGO.  
Reference  
FELSENTHAL, 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.**

## 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 Attended 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 PREPARED PAINT is applied as received in original packages, and if within three years it should crack or peel off, thus failing to give satisfaction, we agree to re-paint 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. & Corrodors 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 Polish made.

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.

## 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.

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And so Tom struggled on. His greatest ambition was to acquire knowledge, and the country school-teacher saw in Tom a chance for development that should not be neglected. He loaned him books and periodicals, and these Tom eagerly devoured, using time for his studies which should properly have been spent in sleep. His talents ran in the way of mathematics and penmanship. Those great red hands could cipher out some of the most difficult problems or execute written copies for his less talented companions in a manner that was truly astonishing.

His parents could not understand Tom. They had attended a country school in their youthful days, had received a smattering of the learning, and the sacrifices of a large number of birch rods, and this had sufficed for their simple needs. Why must that great, awkward Tom—their own boy—want something better than the parents who had nursed him?

Two years passed in this way. Tom worked on the farm, often receiving condign punishment for holding the plow with one hand and trying to study a book in the other; while his brother, who guided the oxen, was never so happy as when opportunity offered to "tell dad," and get Tom into difficulty.

At last, Tom could stand this life no longer. He had heard of the great cities in which a boy willing to work could rapidly advance himself, and he determined to go there—to run away, if necessary. A thunderbolt could have created no greater consternation in the Hester family than when Tom, in a trembling, shame-faced way, announced his determination. His father stormed and swore that the boy would never amount to anything, but his meek, hard-worked mother had talked the matter over with Tom and had given her consent to his venture and had even promised to intercede with his father. So, when the old man had calmed down a little, she took him one side and argued the matter with him; showed him that Tom had talents that neither of them possessed, and, in short, it was decided that Tom should follow his own inclinations. Much as Tom had reckoned on going, when the actual hour of his departure was at hand, his heart failed him. Sixteen years of his life had been passed in the home of his parents, and when the thought arose of what he was parting from it brought the tears to his eyes.

However, by an effort he regained his courage, bade his family farewell and mounted the stage that was to take him to the railway station, sixteen miles, from which place he would launch himself on the tide of life, to battle with its currents alone.

True, he had no thought but that he should prosper. What boy, starting out as Tom did, would allow a thought of failure to dim the bright panorama of success so clearly depicted to his mental vision?

His clothes were new and whole, although of rough material, and in his bundle, safely stowed on the seat beside him, was another suit, not new but good enough for work, together with his shirts, a few knick-knacks and his mother's bible, all carefully packed and perfumed with the tears of parting with her darling boy.

He thought he would be able to live for some time, even if he got nothing to do, for his purse contained the enormous sum, to him, of five bright silver dollars, scraped together by his sacrificing mother, who had denied herself a good many actual necessities that Tom might have it.

But now the station at Duxbury was in

view, and Tom had only time to get on the train before it steamed away, and he was riding, for the first time, on a railway.

He was frightened at first, but, as the other passengers seemed perfectly at home, his misgivings forsook him, and he gave himself up to the enjoyment of the novel situation.

But finally the train steamed into the great depot at Boston, and Tom found himself hustled about in such a crowd, and amid such noise and confusion as he had never dreamed could exist, short of Pandemonium. He was sadly confused and did not know which way to turn; when, espousing a man in a blue uniform, who he knew must be one of the police of which he had read, he asked the way to a lodging house.

The policeman, a kindly sort of fellow, saw at a glance that Tom was a country lad, and, directing him to a respectable but cheap house, gave him a word of advice in regard to trusting strangers and letting anyone beat him. Tom thanked him for his counsel, but hardly thought he needed it. He had a strong pair of arms and thought he could defend himself anywhere.

Tom hurried on up the street, and soon found the hotel to which he had been directed. The landlord was accustomed to guests of Tom's description, and after he had paid three dollars for a week's board, advised him to leave his money in his care, where it would be safe. But Tom, determined to rely on himself, decided to carry it, which piece of foolishness he was destined to regret most bitterly.

After supper, Tom started out to see some of the sights of a great city. Everything was new and strange to him. He wandered on, gazing in open-mouthed astonishment at the brilliantly-lighted shop windows, wondering if all the people who were hurrying by had a definite idea of what they were after, and becoming very much impressed with the grandeur of all he saw.

Turning a corner, he came upon a sight that drove all else from his mind. Here, in the midst of all this bustle and noise, was a building—a large, wooden tenement—on fire. Firemen were running to and fro, shouting hoarsely to each other, steamers were throwing great streams of water on the building, and the roaring of the flames and the noise of the crowd which had collected made up such a scene of confusion that it seemed to Tom as though he should lose his senses.

As he was looking with all his eyes at the burning building, he was rudely jostled by a crowd of street gamins, a hand was thrust into his pocket, and, before he could say a word, they had passed out of sight. But that wasn't the worst of it. His precious two dollars, all he possessed in the world, had gone with them!

What should he do? To follow them and try to recover it was impossible! They had gone into the thickest of the crowd, where only those used to such scenes could go.

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It was a cold, rainy night, but Tom had heard of the bootblacks and newsboys who slept in boxes and other places fully as bad, and determined he could do the same. After walking around until he was tired, Tom spied a large dry goods case in a shadowy place, and decided to try that for the night. Creeping into the side of it, he was somewhat startled to hear a voice, sounding hollow and weird in the big box:

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## THE DIAMOND CUFF-BUTTON.

Written Especially for THE TRADESMAN.

Tom Hester was a farmer's son, living among the hills of Massachusetts. One of a large family, the resources of the farm, which seemed to grow nothing so well as rocks and thistles, were sadly taxed to feed and clothe the youthful Hesters.

Tom had been brought up to the hardest of labor, going to the "deestrick" school only when the frosts and snows of winter covered the earth, and there was no work at home. The greatest difficulty Tom experienced was in procuring the necessary books from which to extract knowledge; but, by dint of extra work for neighboring farmers, necessitating the endurance of a great many hardships, he at last contrived to purchase a few of the most necessary.

There was nothing particularly fascinating about Tom. He was simply a great, awkward country boy, his face covered with a multitude of freckles and sunburned with the heat of fourteen summers. His clothes—of homespun material—never seemed to strike the right spot on his angular frame, albeit the neighbors' boys, who had nothing better, contrived to put on considerable style at the corn-huskings and dances of the surrounding country.

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warmest place in de world, nor de dryest, but I am de soul o' hospitality. Walk right in an' make yer twilight!"

Tom, nothing loth, crawled into the dark, dismal hole, and his companion turned over and went to sleep as peacefully as though on the softest of beds, while Tom, from utter weariness, soon followed his example.

Early in the morning, before the sun began to warm the earth, Tom was awakened by his companion shouting in his ear:

"Say! young feller, does yer want de cops to run yer in fer a vag?"

Tom raised up with a start, and saw a boy of about his own age, with dirty face, ragged clothes and all the concomitants of the typical boot-black, staring at him from a corner of the box.

"Seems yer ain't up to such hustlin' as this, is ye? Jest in from de kentry



# 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.  
Advertisements made known on application.

WEDNESDAY, AUGUST 31, 1887.

## ENGLISH VS. IRISH.

The statistics of immigration show an increase from 328,995 to 484,116. Germany sent nearly a fourth, and England and Wales surpassed Ireland. As matters have gone for years past, there must be a very large body of Englishmen residing in America. Some of the English newspapers have referred to this fact with the hope that American politicians would soon find it at least as necessary to conciliate the British as the Irish vote. This ignores the peculiarities of this British immigration. When an Englishman comes to America, he either gives up his interest in his native country, or he does not become naturalized at all. It is estimated that there are forty thousand English and Scotch residents of Massachusetts who never have declared their intentions of becoming American citizens, and a movement is on foot to naturalize them in a lump, so that they may retaliate upon the Irish for such treatment as they received in celebrating the Queen's Jubilee in Faneuil Hall. Similarly, New York swarms with this kind of British residents, and with un-naturalized Irish Protestants besides. The whole importing trade, as it is called, is mainly in their hands; that is, they are commission agents for British and Scotch houses. They do not assume the responsibility of American citizenship, because they generally have no intention of making this country their home. Like the Chinese, the Hungarians and the Italians, they come to make some money and take it home with them. They strike no root in America, and have no sympathy with American ideas, although they indulge in very tall talk about their American experiences when they go back to the old country.

The Irish immigrants generally are very different from this. They throw themselves into our political life with the energy of natural politicians. They evince their entire competency to manage their own country under Home Rule, by managing the land of their adoption to an extent fully proportional to their numbers and their wealth. And with this they combine a vivid and unselfish interest in the welfare of their native land, which Americans grumble at and respect at the same time. It is this which makes the Irish in America outweigh even more than they outnumber the British immigrants. And many of the latter are heartily in sympathy with the Irish people on all Irish questions. THE TRADESMAN never heard more fervent condemnation of England's Irish policy than from English and Scotch residents in America. Their removal to surroundings where the parish prejudices of home are not in the atmosphere enables them to appreciate the infamy of keeping a people starving and dependent upon the alms of the world.

The naturalization movement in Massachusetts is under the direction of certain English and Scotch societies, who have held a conference. It is said that they expect to add some 6,000 voters to the election lists within a year. But every such voter will be obliged to take oath before his naturalization that for the three years previous to his naturalization he has had the intention of becoming a citizen. How many of these British residents will be able to swear to that? And is there not, as in such cases generally, a looseness about the counting of noses, which will lead to some disappointment when the results are all in?

The readers of the THE TRADESMAN will bear witness to the fact that this journal is not in the habit of bragging about either its circulation or its contents, so that a trifling deviation from the general policy of the paper will be pardonable at this time. THE TRADESMAN is now on the shady side of 5,000 paid circulation, and from present indications that figure will be reached before the end of the present year. In point of original contents, THE TRADESMAN is also proud of the record it is making as the most widely-quoted trade journal in the country. Its paid contributors are men of large business experience, as well as writers of good repute, and to their work may be attributed in no small degree, the remarkable success attending the publication of the paper.

The only case of cheese poisoning reported in Michigan this year, so far as THE TRADESMAN has heard, occurred at a grain threshing at Clarendon, Calhoun county, one day last week. Several were severely ill, but as is always the case, no one died. Considering the extreme heat which prevailed during June and July, rendering much of the milk received at the factories really unfit for the manipulation of the cheese maker, it is a matter of surprise that more cases of poisoning have not occurred.

It is evident that the friends of a uniform bankruptcy law will make a concerted effort to secure the enactment of such a measure at the coming session of Congress. As on previous attempts to secure such legislation, it will probably be found that the pressure for a uniform insolvency law comes mainly from the Eastern States, while the West and South will generally oppose it.

Despairing of receiving any assistance from the local Board of Health or its purely theoretical Health Officer, the Retail Grocers' Association of Grand Rapids has wisely decided to take the question of adulterations in its own hands and will accordingly appeal to the Common Council for the appointment of an Inspector of Meats and Vegetables, said officer to have full police power. THE TRADESMAN wishes the Association success in its attempt to curtail the sale of decayed vegetables and adulterated goods of all kinds.

The latest class to catch the "combination" fever is the gossamer manufacturers, who met at New York last Thursday and organized the Gossamer Manufacturers' Association, which includes every manufacturer of the kind in the country. An iron-clad agreement as to prices was entered into, which includes an immediate increase of 25 per cent. in the price of cheap goods.

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

Jennings & Smith have moved to their new location on Louis street.

Hirth & Krause are getting out a sixty page illustrated catalogue of the goods carried by them.

N. B. Godfrey has engaged in the grocery business at the corner of Hall and South Division streets.

Chas. Putnam has engaged in the grocery business at Twin Lake. Arthur Meigs & Co. furnished the stock.

C. Ainsworth has moved his grain and produce business from 82 to 76 South Division street, corner of Oakes street.

Olney, Shields & Co. have foreclosed their mortgage on the O. Ball grocery stock at Morley, and removed the stock to this city.

Bert. VanderVeen has engaged in the hardware business on West Leonard street. The stock was furnished by Foster, Stevens & Co. and the Black Hardware Co.

THE TRADESMAN has made a careful enumeration of the retail grocery stores in Grand Rapids and finds there are exactly 304 places in this city where groceries are sold.

Wm. Harrison, proprietor of the Harrison Wagon Works, is erecting a store building at the corner of Alpine avenue and North street, which he will occupy with a grocery stock.

Cole & Grove have engaged in the grocery and boots and shoes of Tustin. Cody, Ball, Barnhart & Co. furnished the groceries and Rindge, Bertsch & Co. the boots and shoes.

Geo. Oliver and O. O. Osborn have formed a copartnership under the firm name of Oliver & Osborn, and engaged in the drug business at the corner of Madison avenue and Hall street.

Robert Gleason has purchased an interest in the grocery business of H. Kruse, corner of Fifth and Stocking streets, and the two will continue the business under the style of Kruse & Gleason.

Gerrit Berkhof has sold his grocery business at the corner of West Leonard and White streets to John Harkema, who will continue the business. Mr. Berkhof will study for the ministry.

S. A. Holt has sold his interest in the grocery firm of Holt & Smith, at 670 Cherry street, to Bart Linderman, late of the grocery firm of Linderman & Westenberg. The new firm name is Smith & Linderman.

Most of the details attending the organization of the new Building and Loan Association have been arranged, and the preliminary work will probably be completed by the end of the present week. It is proposed to organize under the new law, making the capital \$2,000,000, divided into series. Those wishing to take stock in the first series can be accommodated by leaving their names at THE TRADESMAN office or with M. M. Houseman, in the new Houseman building.

## AROUND THE STATE.

Detroit—John Schroeder succeeds Schroeder & Co. in the grocery business.

Wayland—W. H. Bartholomew has purchased the grocery stock of Melzer Headley.

Bonanza—Hunter & Sargent, the Saranac hardware dealers, will put in a branch store here.

Plainwell—Smith & Ingraham recently shipped a carload of produce to Sault Ste. Marie.

Six Lakes—Wm. Wood is erecting a two-story store building for the reception of his drug business.

Twin Lake—Chas. Putnam, the grocer, has been appointed postmaster, vice W. F. Odion, resigned.

Ionia—Klingenberg & Slowinski succeed Klingenberg & Wagar in the merchant tailoring business.

Bonanza—H. Van Allen & Co. are building a store which they will occupy with a book and stationery stock.

Manton—LaBar & Cornwell, the Cadillac millers and grocers, will open a branch grocery store here this week.

Charlevoix—The style of the firm which has bought Perry Weed's drug stock is Fred A. Cochran & Co., the "Co" being C. B. Cochran, of Philadelphia.

Homer—Geo. H. French & Co. have sold their general stock to Guy Anderson, who will continue the business. Mr. French has done business in the same store for thirty nine years continuously.

Sturgis—J. C. Davis, general dealer, has assigned.

Elise—C. E. Clark, general dealer, has been closed by the sheriff.

Bonanza—Cahoon Bros. succeed Cahoon & Brown in general trade.

Standish—Arthur H. Wells succeeds Gould & Wells in general trade.

Imlay City—Nelson Haskins succeeds Davenport & Jones in general trade.

Gagetown—J. N. Young succeeds Regina Klein (Mrs. A.) in the dry goods and grocery business.

Charlotte—A. D. Baughman & Co., one of the oldest dry goods firms in the place, have sold out to Geo. Barney, of Bellevue, Detroit—Arthur Bassett, who recently removed from his old location on Woodward avenue to Griswold street, will move back to the old store as soon as he can dispose of his present stock and fixtures.

Tustin—H. Cole and John Grove have formed a copartnership under the firm name of Cole & Grove, rented the "Pioneer store" formerly occupied and now owned by G. W. Bevin and put in a grocery and boot and shoe stock.

Blanchard—Mrs. E. S. Hipkins has sold her drug stock to John S. Burton & Co., a firm composed of John S. Burton, of Holton, and Dr. Peter Beyer, late of Grand Rapids. The latter partner will manage the business.

Manistee—Geo. H. Haines, Agt., has assigned to Wm. Nungesser. Just previous to the assignment, a mortgage for \$1,600 was placed on the stock, in favor of L. M. Haines. The liabilities are placed at \$6,000 and the assets at \$3,000.

Battle Creek—The contemplated sale of the T. B. Skinner dry goods stock was not wholly consummated. Nelson Haskin, of Imlay City, was not able to carry out his original intention, but L. W. Robinson purchased an interest in the business and will carry on the business, in conjunction with Mr. Skinner, under the style of L. W. Robinson & Co.

## STRAY FACTS.

Coral—The new grist mill is a sure thing.

Big Rapids—Mary Saurbier, grocer, has assigned.

Burnip's Corners—Adam Newell has put in a fruit evaporator.

Boyer City—Chas. Shepard, hardware dealer, has been closed on chattel mortgage.

Plainwell—R. Politt & Son have started up their evaporator, employing twenty hands.

Newberry—Walter A. Lyon has sold his blacksmith business, and will locate in the copper region.

Loomis—The business men have raised \$800 for the man who will put up a roller process mill here.

Watervliet—The Watervliet Evaporating Co. has completed a factory 40 feet square and expects to begin operations about September 1.

Lake Odessa—The first stock of goods put into Lake Odessa was a saloon stock. The second, now going in, is an undertaking outfit.

Detroit—The Peninsular Savings Bank will open for business on September 15. Sixty per cent. of the \$250,000 capital stock has been paid in.

Paw Paw—Trescott & Co. have their evaporator so far completed that they expect to be able to commence work on September 5. They will employ twenty-five pairs of hands and be able to handle 400 bushels of apples daily.

Montague—The Farmers and Workingmen's Co-operative Association have filed articles of association with the county clerk. The capital stock is \$5,000, divided into 1,000 shares of \$5 each. The amount actually paid in is \$350.

Frankfort—The Frankfort Building and Loan Association is now an actual fact, the organization having been completed by the election of the following directors: For one year, E. A. Stowe, Christ Marowell, W. P. Hibbard; two years, O. C. Fish, B. F. Lincoln, J. May; three years, E. R. Chandler, F. L. Fuller, A. G. Butler.

## MANUFACTURING MATTERS.

Port Huron—A soap factory is among the possibilities.

Carson City—The B. M. A. is looking for a stove mill.

Otter Lake—Our business men will give \$2,000 bonus for a flouring mill.

West Bay City—Oxford parties contemplate starting a grist mill here.

Mt. Pleasant—The barrel heading factory at this place will soon start up.

West Harrisville—Covley & Lott have bought the Pierson shingle mill.

Midland—William Patrick is rebuilding his salt block which was recently destroyed by fire.

McBrides—Neff & Prestel have bought 400 acres of pine timber in Ferris township, Montcalm county, for \$40,000.

East Saginaw—G. B. & S. L. Wiggins succeed Wiggins, Cooper & Co. in the lumber and salt business, James Cooper retiring.

Ionia—Hudson & Co., the Potterville shovel and rake manufacturers, have under advisement the removal of their plant to this city.

Detroit—E. C. DeCou & Co., extract manufacturers, have dissolved. W. M. Colwell continues the business under the same style.

Saginaw—A raft of 4,000,000 feet of logs is on the way from Lake Superior to this place. The logs are said to run three to the thousand.

Manton—The Manton Brick Co. has made over a million of brick so far this season, and is still actively pushing operations.

Riverdale—Wylie Bros., of East Saginaw, have sold a tract of pine near this place to Grand Rapids parties for \$40,000. It is estimated to cut 6,000,000 feet.

East Saginaw—The mill belonging to the Jesse Hoyt estate will probably finish its work this season, the executors having decided to sell the balance of the standing timber owned by the estate.

Cheboygan—Three years ago the Cheboygan Lumber Co. bought a tract of pine in the Spanish River region for \$40,000. Last week the property was sold to Stephen Baldwin, of Detroit, for \$100,000.

Menominee—The hung up logs on the Menominee River that are not likely to be available for sawing this season will amount, it is estimated, to 150,000,000 feet, leaving the probable cut about 450,000,000.

West Greenbush—Spencer & Fenner will build an addition to their sawmill for making turned work, for which they will use the different varieties of hardwood growing in this neighborhood. They will also put in hoop machinery.

Farwell—J. E. Austin has purchased fourteen fortunes on sections 9 and 10, of 17-5 west, from the Warner estate, which are estimated to cut 5,000,000 feet of logs. The logs will be shipped by rail to Lake George over the Toledo & Ann Arbor road, and manufactured into lumber by Mr. Austin, who will erect a sawmill at that place.

## Gripsack Brigade.

A. B. Hirth is still on the road for Hirth & Krause and is meeting with good success. W. A. Mitchell, traveling representative for the Winfield Mfg. Co., of Warren, Ohio, was in town Monday.

J. L. Strelitsky now carries his necktie in his shoe, a new style which is destined to come into popular use.

E. H. McCurdy, who has visited the Western Michigan trade for eighteen years with a line of crockery and glassware samples, was in town over Sunday.

A. S. Lee, formerly with the Liggett & Myers Tobacco Co., but now State agent for the Lake Erie Tobacco Co., of Cleveland, is in town for a couple of weeks.

W. G. Hawkins went to Detroit Monday for a visit with his house, the Detroit Soap Co., the manager of which expressed himself as more than pleased with the business W. G. is working up in his territory.

A. E. Fernald, buyer for Dunham, Peters & Co., at Chase, recently received a postal card from George Owen bearing no other tidings than the address. The question naturally arises, Does George think his customer is a mind reader, or was the writer full when he sent the card?

The report that C. Crawford had been arrested for cruelty to animals is probably without foundation. A couple of farmers recently discovered him whaling the life out of what they supposed to be a pair of mustangs, but, on closer investigation, they found the animals to be rats instead.

L. M. Mills, Secretary of Michigan Division, T. P. A., has received notice that the entire Pennsylvania railway system will put on sale, September 1, 1,000 mile tickets for \$20. Traveling men have long coveted this concession and now have reason to look for the same action by other railway systems.

Lindon Record: "Steve Sears, the popular representative of a Grand Rapids cracker factory, is the fortunate possessor of a \$1,000 prize ticket in the last drawing of the Louisiana State Lottery. Steve is nothing if not liberal and his customers all along the line are each being made the recipients of a box of \$7 cigars."

Detroit News: The traveling men of Grand Rapids, with the rare nerve for which their species is noted, have challenged the drummers of Detroit to play a couple of base ball games, one in each city. It is stipulated that the games shall commence at sunrise, and if played out before dark each of the players shall have an annual pass over the Erie & Kalamazoo railroad.

A Caledonia correspondent writes as follows: "Cornelius Cardamon Crawford keeps two mustangs here with which to drive himself all over this part of the State, instead of paying car fare. One of the animals has a disagreeable habit of insisting on lying down after being hitched in the buggy. Cornelius has tried every known remedy to break the habit, without success, and would be thankful for suggestions from his friends."

The boys have recently resurrected Dave Smith's old story about Wm. B. Edmunds, and as it has not been previously told in THE TRADESMAN, it will bear repetition at this time. Every body knows that "Taffy Bill," as he is familiarly called, is the largest man who goes out of this market. Let him don his highest plug hat and his largest linen duster, and combine the two with carrying his two largest sample cases, and he presents the appearance of a monster.

On the occasion in question, he entered a passenger car, when a young lady sang out: "Oh, Ma, look at that big peddler!" It is needless to remark that Wm. B. passed on to the next car.

## Purely Personal.

L. D. Harris, the South Ionia street paper jobber, spent last Saturday and Sunday in Detroit.

Bruce Lowe, billing clerk for Eaton & Christenson, spent Sunday with his wife at Coldwater.

W. B. Sweet, book-keeper for H. H. Freedman & Co., of Reed City, was in town over Sunday.

Arthur H. Webster, formerly engaged in the drug business at Big Rapids, contemplates engaging in the same business here.

A. F. Willey, formerly engaged in the planing mill business here, will have his new sawmill at Bristol, Tenn., in operation by January 1.

C. E. Olney is expected home from Connecticut about the middle of September.

C. E. Enlow, late with Altman, Miller & Co., started for Oberlin, Ohio, to-day, where he will attend college the coming season.

Fred. Putnam, clerk for H. Kruse, the Stocking street groceryman, is going to Ne-gamnee, having secured a more lucrative position there.

John R. Price, the Chicago cigar and tobacco jobber, was in town last Thursday long enough to make a brief call on his many friends.

Geo. W. Bevins, of Tustin, has returned from a month's visit with old friends on Chautauqua Lake and vicinity, whom he had not seen for twenty-eight years.

E. E. Hewitt, formerly engaged in the grocery business at Lansing, but more recently engaged with Smith & Johnson, of Chicago, is now identified with F. J. Lamb & Co.

Dr. C. N. Snyder, the Shaytown physician and druggist, was married last week to an estimable young lady of Vermontville, until recently connected with the public schools of that place.

Jas. W. Seymour, for eight years shipping clerk for Wm. Sears & Co., but for the past year with Olney, Shields & Co., has returned to the employ of Wm. Sears & Co., taking the position of billing clerk.

H. L. Jenness, of the wholesale crockery and glassware firm of Jenness & McCurdy, of Detroit, has returned from England, where he spent the summer in the pottery district, making purchases for the fall and winter trade.

Orrin S. Dean, of the firm of Dean Bros., druggists at Freesoil, will be married on September 8 to Miss Minnie K. Remington, the ceremony occurring at the residence of the bride's parents at Mannsville, N. Y. The happy couple will take up their residence in a handsome cottage Mr. Dean has recently erected at Freesoil.

Smith Barnes, General Manager of the Hannah & Lay Mercantile Co., at Traverse City, passed through this city Monday on his way to Chicago, whence he starts Wednesday noon for Southern California, where he expects to remain four or five weeks in search of rest and renewed health. He expects to return by way of the Northern Pacific.

## Association Notes.

Grand Lodge is talking organization. It used to be "On to Richmond!" Now it is "On to Flint!"

Manistee Advocate: Six new members have been added to the Manistee Business Men's Association, which makes a total membership of 86.

It was expected that Governor Luce would honor the convention with his presence, but a late reply from His Excellency puts an end to such hopes.

The organization of Breckenridge, which was to have taken place last Tuesday under the auspices of L. M. Mills, was postponed four weeks, owing to stormy weather.

Jno. P. Stanley, Secretary of the Battle Creek Retail Grocers' Association, writes: "Our Association is in a prosperous condition and our meetings are well attended and very interesting."

Detroit News: The Lansing Business Men's Association is getting out a carefully revised and thoroughly edited blacklist for the purpose of letting dead-beats know there is a God in Israel.

Will Emmert, Secretary of the Eaton Rapids B. M. A., writes: "Our Association is strong, although not growing rapidly, and much good work is being done in the line of collecting old accounts."

Detroit Journal: The retail merchants of Ishpeming have formed a protective association, designed to rule out the wily dead-beat, coax manufacturers to the town, and generally help Ishpeming and its interests.

Tustin is surrounded with an abundance of hardwood timber—beech, maple, elm, etc.—and the B. M. A. is prepared to offer exceptional inducements to a man who will put in a hardwood manufactory at that point.

Delegates to the State convention should consult their local ticket agent without delay and ascertain whether they can obtain through tickets to Flint. If they cannot do so, they should immediately write to the State Secretary for additional certificates, which will be furnished on application.

Evart Review: The Business Men's Association has the job of grading, claying and graveling the road between Evart and Sears in hand this week. Dave Wolf has raised nearly \$300 in \$5 subscriptions from our citizens, and it is expected that those who travel the road often will donate time and work liberally.

The departure of Smith Barnes, Chairman of the Committee on Trade Interests, for California will not deprive the State convention of his report, albeit the members will miss his inspiring presence. Mr. Barnes prepared as long a report as the condition of his health would permit, which will be presented at the convention by the Secretary.

Muskegon Chronicle: What can a Business Men's Association do? It can combine in that union which is always aided strength, for mutual good; make "black lists" to drive its members against bad debts and dead-beats; unite in various plans for the business interests of the whole; exchange views and ideas at occasional meetings; pull as one man upon any project which promises to be a business benefit to the town; and combine for defense when business interests are attacked. If these are not enough, call upon us when all these have been attained and we will furnish another little list.

## Excursion to Detroit.

The Michigan Central Railway will run a special train to Detroit on Tuesday, September 6, to give those interested an opportunity to witness the last game of base ball to be played this season between the Chicago and Detroit. Ample time will be given to visit Detroit's great cyclorama of the Battle of Atlanta, which was executed by famous artists at an expense of \$300,000. Hourly descriptions will be given. The train will leave Grand Rapids at 6 a. m., arriving at Detroit at 11 a. m., returning at 7:30 p. m. Tickets for the round trip, \$3. Tickets will be good on that train and date only.

## The Secret of the Pure Food Agitation.

From the Denver Retail Grocer. The retail grocers throughout the United States can help the pure food movement a great deal more than Congress, or anyone else, if they will make it their business to handle only first-class articles, and also to expose any firm who sells adulterated goods. They can command respect from every one if they will endeavor to educate their customers to buy articles that are unadulterated, and not to take an inferior kind simply because it is cheap. Give the firms that are putting trashy goods in the market a wide berth, and encourage honest manufacturers and dealers.

Advices from Alaska are to the effect that the run of salmon at Karluk Cannery, on Kodiak Island, has been extraordinary. The fish came along in vast numbers during the middle of June, and by July 12, the employees had caught and canned enough to fill 30,000 cases. The company expects to put up at least 70,000 cases this season. Their entire catch has already been disposed of. On Cook's inlet the cannery hands are working night and day, while at the Nush-ejekar River establishment a similar condition of affairs exists. The large Alaska pack of this season will in great part compensate for the small amount put by the Columbia River and other canneries.

Advices from Ludington are to the effect that a popular representative of a prominent bakery (and sponsor for an odorous cheese) recently rode a seven dollar hobby horse from Pentwater to Green Creek, thence to Grand Rapids and thence back again; also that a member of a leading jobbing house left his canned goods and plugs to receive his "divvy" in the ring-boned hobby horse aforesaid. To whom does the above refer and what is its meaning?

Reliable advices to THE TRADESMAN from the principal wool buying points indicate about five million pounds of wool still in buyers' hands. Detroit handlers have about two million and Grand Rapids about half as much. Allegan men have a half million pounds, Charlotte a quarter million, Flint 100,000, Northville, 65,000, Eaton Rapids 57,000, and Ionia 35,000, besides large lots at Chelsea, Ypsilanti, Ann Arbor and Grass Lake.

Now is the time for you to use Tiger Ointment 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, Diarrhea, Flux, Yellow Fever and all kindred diseases, as well as Nervous Diseases, Sunstroke, Paralysis and their relations. Use internally and externally.

## Leading Cigar Jobbers of Michigan.

EATON & CHRISTENSON.  
Wholesale Cigars.

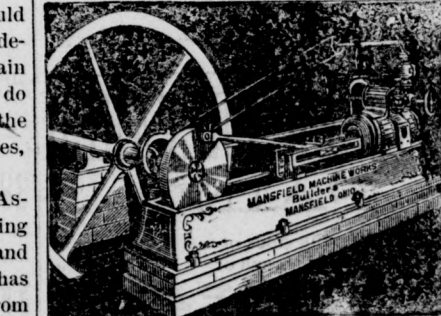
Grand Rapids, - - Mich.

## CHOP FEED

In Car Lots. Write for prices to Henry W. Bond, Miller, Fort Wayne, Ind.

## PORTABLE AND STATIONARY ENGINES

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



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

## GRACE BROTHERS PIANOS

GRAND RAPIDS MICH

Buy of the manufacturer and save freight and dealers' commissions. Factory, 61, 63 and 65 South Front St. Office and salesroom, 22 Monroe Street.

FRUIT EVAPORATOR.  
For Sale Very Cheap.  
Been Used only One Season.  
A Great Bargain.  
Stuart & Sweet,  
GRAND RAPIDS.

## MISCELLANEOUS.

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

FOR SALE—Or exchange for land, the Byron custom and flouring mill; never failing water power; large run custom; mill and dam in good repair; poor health reason for selling. H. H. Rosenkrans, Byron, Chislawsee Co., Mich.

FOR SALE—Desirable residence lot on Livingston street. Will sell on long time or exchange for good stock, mortgages or other real estate. E. A. Stowe, Tradesman office.

FOR SALE—The second largest wholesale ice cream manufactory in the State, with retail confectionery, cigars, etc., just completed. Will sell all together or the retail part separate. A chance to get a first-class paying business in one of the best towns in Michigan. Everything open for investigation. Lock box, 75, Owosso, Mich.

FOR SALE—Stock of dry goods in a large manufacturing town of about 5,000 inhabitants; stock inventory about \$60,000. Address box 600, Owosso, Mich.

FOR SALE—Twenty acres of improved fruit land three miles from Frankfort. Will trade for house and lot or stock of goods in Grand Rapids. Address, for particulars, E. A. Stowe, Grand Rapids.

FOR SALE—A paying business. M. V. Gundrum's general stock of merchandise, at Leroy, Mich



### HELP YOURSELF.

Written Especially for THE TRADERMAN.  
Work, and the Lord will give aid,  
Idle, and the devil is yours,  
Work, and the foundation is made  
To the life and the love that endures.  
Then work for the good of your soul;  
Then work for the love of sweet rest;  
Peace upon earth, and Heaven your goal,  
And God will look to the rest.  
M. J. WRISLEY.

### The First Picnic of the Rockford Association a Decided Success.

On August 26 the business men of Rockford held their first annual picnic at Myers' Lake, five miles east of that village. At 10 a. m. all dealers, excepting J. C. Drew, closed their stores, packed their lunch baskets and, with about 250 others from the village and surrounding country, emigrated to Myers' Lake, where social amusements, games, visiting and rowing occupied their time until about 1 o'clock. A sumptuous dinner was then spread by the ladies and everybody commanded to do their full duty. Being a cool day, hot coffee discounted ice-cream and lemonade. Music was next in order and given by the Rockford Ladies' Cornet band. Rev. W. W. DeGard was then introduced by President Sage and opened the afternoon exercises with an able and eloquent prayer. President Sage briefly explained their failure to produce expected speakers and announced Mr. DeGard as the orator. Good naturedly, the Elder explained his position. He had not been asked, he said, "to make an address until the previous evening, after all other resources had been exhausted." He had been called upon as the best man left. He was unprepared for such an important task and would read the oration delivered by Myron Walker before the Lowell Business Men's Association picnic. He then read with much force the full text of the oration, as given in THE TRADESMAN, concluding as follows: "The observer recognizes, not only in other countries but in this also, the necessity of organization. Combination is the lever that equalizes success. This is an age of organization. By organization the weak defend themselves against the strong and the Right against the Wrong."

C. N. Hyde made a few stirring remarks, explaining the objects of the Association, which is not for the purpose of obtaining higher prices for goods and oppressing the poor debtor, but for the mutual protection and benefit of the whole people and the extinction of those leeches, known as dead-beats, which hang upon the skirts of industry, sapping the rewards of honest toil and producing nothing but disgrace to society and ruin to their creditors. The Association has also taken a decided stand against adulteration of food in all its phases, including baking powders, spices, etc. The human stomach is not intended to be a reservoir for poisons, nor the dumping ground for enterprising lotteries and humbugging. The Association aims to bring about confidence and fraternal relations between the dealer and his patrons, whose interests are each dependent one upon the other. They stand ready to meet the farmers half way in the improvements of roads leading to the village. They have funds raised and are going to gravel the road three miles out to Warden's Corners. The Association is anxious to financially aid any legitimate enterprise which will locate in Rockford, which has the finest water-power in Michigan and the grandest surrounding country under God's canopy. Her citizens are alive, active and appreciative. Next year the Association will hold a picnic, to which everybody is cordially invited. All kinds of games and recreation will be on the programme and everything done to make the occasion one of enjoyment.

The applause which followed these remarks gave Mr. Hyde a severe shock of stage fright, from which he was happily relieved by the ladies, who came forward en masse and decorated his manly bosom with sunflowers à la Oscar Wilde fashion. O. F. Hyde also gave a short talk on the merits of the Association. He had lived in Rockford thirty years. Had he belonged to such organization during that time he would now be worth \$5,000, which had gone to the dead-beats. He believed the Association was beneficial to the general public, as well as the members, whose interests are identical with the good of all honest people.

Dr. Brown, of Detroit, once a resident of Rockford, believed that the organization was timely and useful. Local jealousy was to be deprecated. He would advise the encouragement of investors and capital and refer inquiring strangers to members of the Association for information. He advised the building of good roads and the patronizing of home markets.

On motion of Hon. Neal McMillan, a vote of thanks was given Mr. Myers for the free use of his grounds.

Music was given by the band, hot coffee was passed around and after a general good time by everybody the crowd scattered for home.

### The Hardware Market.

Nails are firm. The manufacturers are trying to form a pool to restrict production, so as to maintain better prices. The success of the attempt will largely depend on the encouragement the project gets from the Eastern manufacturers. Barbed wire is firm, with a marked tendency toward higher prices. Sial rope is still up, on account of the scarcity of sial hemp and the very strong pool. Indications point to higher prices on glass, owing to the higher prices which must be paid the men the coming season.

### Completion of the Organization of the Muskegon B. M. A.

From the Muskegon News, Aug. 24.  
The business men of the city met again last night and completed the organization of the Muskegon Business Men's Association. Mr. Fargo, who was chairman at the last meeting, called the meeting to order, and Mr. Jenson, temporary secretary, read the minutes, the constitution and by-laws as adopted at the last meeting, and a list of members, showing a roll call of 83. The chairman stated that the purpose of the meeting was to elect officers; his name having been mentioned for the office of President, he said that he would wish that some one else be chosen. A man of extensive acquaintance among the business men should be chosen. Every thing should be done with a view of advancing the interests of the Association. Business men should work together harmoniously and not in a spirit of antagonism and jealousy. J. A. Miller was mentioned for the place. Mr. Miller said that Mr. Fargo should be elected; he has given the matter his attention so far and has done well. As for him his other duties would not permit him to accept the office.

The Association then proceeded to an election by ballot with the following result: President—H. B. Fargo. Vice-President—C. A. Miller. Secretary—Will Connor. Treasurer—Jacob Jenson. Executive Committee—H. B. Fargo, Will Connor, C. L. Whitney, H. D. Baker, A. Towl.

Jacob Jenson gave notice of an amendment to the constitution which he would bring up at the next meeting, to the effect that the President, with the advice and consent of the Executive Committee, appoint the remaining standing committee, about half a dozen in number, at the next meeting, which will occur on Aug. 31.

R. S. Miner, H. B. Fargo and Wm. Peer were elected delegates to the State convention.

A note from ex-Secretary Peers says: "Our last meeting was marked with a good deal of enthusiasm. At the close of the meeting we had nearly 100 members, with more to hear from. I think we struck the key-note in changing the name of our organization. Too much praise cannot be given to our President, H. B. Fargo, for his efforts in behalf of the new organization, and I think the members present last night showed their approval of his work by electing him President without a dissenting voice."

### Recent Action by the Cheboygan Association.

CHEBOYGAN, Aug. 25, 1887.  
E. A. Stowe, Grand Rapids:

DEAR SIR—In pursuance to instructions from the Business Men's Protective Union of Cheboygan, I enclose to you herewith a resolution adopted by said Union at a meeting held Aug. 24, with a request to give space for same in your valuable paper; also that a copy of the paper be sent to each of the firms named in the said resolution.

Very respectfully,  
H. G. DOZER, Sec'y.

The resolution above referred to is as follows:

WHEREAS—At a meeting of the Business Men's Protective Union of Cheboygan County, held on June 6, last, a resolution was adopted instructing the Secretary to cause to be published in THE MICHIGAN TRADESMAN an article relating to some of the wholesale and jobbing firms of this State as selling to consumers and others not general dealers, after supplying the trade of regular dealers; therefore be it

Resolved—That it is hereby publicly expressed that the said article, containing the names of divers business firms, was not caused to be published by reason of any malicious or injurious intent, whatever, but all action taken in reference to same was in good faith, for the purpose of abating a course of trading considered detrimental to certain classes of business men, in view of promoting the interests of business men generally; and further

Resolved—That the said publication is deemed a mistake and is hereby publicly retracted, and it is requested that the following named business firms may be exonerated from any and all undeserving, unmerited or derogatory publications caused by or emanating from said article:

Moran, Fitzsimons & Co., Detroit.  
J. H. Black & Co., Detroit.  
Valley City Milling Co., Grand Rapids.  
Assistants—Lay & Co., Traverse City.  
Detroit Cramer Co., Detroit.  
Lewis & Fox, Bay City.

### Second Annual Meeting of the White Lake Association.

WHITEHALL, Aug. 24, 1887.

R. A. Stowe, Grand Rapids:  
DEAR SIR—The regular meeting of the White Lake Business Men's Association was held at Montague on Tuesday evening, August 23. In the absence of President Lindeman, Vice-President Geo. R. Hancock took the chair. The election of officers for the second year resulted as follows:

President—Geo. R. Hancock, Montague.  
Vice-President—A. T. Lindeman, Whitehall.

Secretary—Frank E. Jones, Montague.  
Assistant Secretary—W. B. Nicholson, Whitehall.

Treasurer—H. A. Spink, Whitehall.

Executive Committee—Geo. R. Hancock, F. E. Jones, H. A. Spink, Wm. Peck and J. J. Gee.

Delegates to the State convention—Wm. Peck and Thos. E. Phelan, of Montague, and W. B. Nicholson and H. A. Spink, of Whitehall.

The report of the Treasurer showed the Association clear from debt and with \$93 in the treasury to start on the second year's business with. W. B. NICHOLSON, Sec'y.

### An Echo of the White Lake Picnic.

From the Montague Times.

E. A. Stowe, of THE MICHIGAN TRADESMAN, was an invited guest and delivered an address which was full of good advice and original ideas. Mr. Stowe may with propriety be called the father of the business men's organizations of the State. His abilities are recognized by the merchants of the State, inasmuch as he was unanimously elected Secretary of the State organization at the last regular meeting. Mr. Stowe, by his energy and devotion to the cause, however, honors the office more than the office honors him.

A. Conklin, grocer, Bloomer: "I look for THE TRADESMAN as much as I do for my meals. It would be impossible to do business without it."

### M. B. M. A.

#### Completed Programme for the September Convention.

The following programme has been decided upon for the convention of the M. B. M. A., to be held at Flint on September 6 and 7:

TUESDAY—9 A. M.

1. Call to order by President.
2. Prayer by Rev. H. S. White.
3. Address of Welcome by John C. Dayton, Mayor of Flint.
4. Response in behalf of the Association by L. W. Sprague, Greenville.
5. Reading of President's Address.
6. Report of Secretary.
7. Report of Treasurer.
8. Report of Executive Committee.
9. Appointment of Committees on Credentials, Order of Business, Resolutions, President's Address and Secretary's Report.
10. Reports of delegates on local association work, one to three minutes each.

TUESDAY—1:30 P. M.

1. Report of Committee on Order of Business.
2. Report of Committee on Credentials.
3. Report of Committee on Transportation.
4. Report of Committee on Legislation.
5. Discussion of above and action on same.
6. Paper—"Manufactories, their value and how to secure them"—S. Lamfrom, Owosso.
7. Paper—"Mercantile Education"—C. T. Bridgman, Flint.
8. Reports of delegates continued.

TUESDAY—7:30 P. M.

1. Report of Committee on President's Address.
2. Report of Committee on Secretary's Report.
3. Report of Committee on Trade Interests.
4. Discussion of above and action on same.
5. "Can goods be successfully sold for ready pay?"—Park Mathewson, Detroit.
6. Dissolution of Association.

WEDNESDAY 9 A. M.

1. Call to order.
2. Prayer by Rev. H. S. White.
3. Organization of new Association.
4. Report of Committee on Constitution and By-Laws, and adoption of same.
5. Election of officers.
6. Adoption of constitution and by-laws for auxiliary bodies.
7. Adoption of charter.
8. Paper—"Village Improvements"—W. W. Warner, Allegan.

WEDNESDAY—1:30 P. M.

1. Paper—"Mutual Insurance"—Hon. M. T. Cole, Palmyra.
2. Opening of Question Box.
3. Paper—"The Building and Loan Association"—F. L. Fuller, Frankfort.
4. Selection of next place of meeting.
5. Announcement of standing and special committees.

WEDNESDAY—7:30 P. M.

1. Address—"The Business Man in Politics"—Hon. S. C. Moffatt, Traverse City.
2. Report of Committee on Resolutions.
3. Adjournment to banquet tendered by the Flint Mercantile Union.

#### The Banquet Programme.

The toasts to be responded to after the banquet will be as follows:

Prayer—Rev. H. M. Curtis.

The State Body—Frank Hamilton, Traverse City.

Our Local Bodies—Unassigned.

Early Closing—Frank Wells, Lansing.

Association Picnics—L. W. Sprague, Greenville.

The Blue Letter—Irring F. Clapp, Allegan.

The Traveling Man—Geo. W. Noble, Buchanan.

The City of Flint—D. D. Aitken, Flint.

Michigan—Unassigned.

The Egotist in Trade—Unassigned.

The Business Man in War—W. E. Thorpe, Hart.

The Delinquent—F. J. Luick, Tustin.

Mission of the Druggist—A. Bassett, Detroit.

Our Guests—Geo. W. Buckingham, Flint.

Our Hosts—Geo. H. Rowell, Battle Creek.

The Ladies—Robert M. Floyd, Chicago.

#### Delegates Selected.

The delegates so far reported are as follows:

Dimondale—N. H. Widger, F. G. Pray.

Alternates—H. A. French, I. D. North.

Flint—Albert Meyers, John Croul, C. T. Bridgman, Walter Berridge, C. D. Miner, L. C. Hedden, G. W. Hubbard, W. S. Pierce.

Saranac—H. T. Johnson, O. J. Bretz, Geo. R. Walker.

Kingsley—A. G. Edwards.

Freeport—A. J. Cheesbrough, Wm. Moore.

Alternates—E. H. Sisson, S. R. Hunt.

Cheboygan—H. Chambers, Jas. F. Moloney, O. M. Clement, Fred S. Frost, Wm. Rindskoff and W. H. Scott.

Owosso—S. Lamfrom, Chas. Lawrence, H. W. Parker, S. E. Parkill and N. C. Baldwin.

Alternates—E. L. Brewer, J. M. Terhush, E. A. Todd, N. C. Payne and Paul M. Roth.

Traverse City—T. T. Bates, S. E. Wait, D. E. Carter, S. Barnes, Geo. E. Steele, L. Roberts, Chas. Wilhelm, J. E. Gretlick, S. C. Despres, S. C. Moffatt.

Alternates—J. Steinberg, C. K. Buck, A. W. McElcheran, E. W. Hastings, M. B. Holly, W. F. Harsha, C. R. Paige, H. D. Campbell, A. H. Brinkman.

Cadillac—L. J. Law, J. C. McAdam, C. T. Chapin, Wm. Kennedy, Frank Hutchinson, J. H. Plett.

Eaton Rapids—L. A. Bentley, Will Emmert, L. W. Toles.

Tustin—J. A. Lindstrom, F. J. Luick.

Alternates—W. M. Holmes, J. P. Kennedy, Jr.

Muskegon—R. S. Miner, H. B. Fargo, Wm. Peers.

Alternates—A. Towl, Wm. B. Kieft, C. Philabaum.

Sand Lake—J. Y. Crandall, M. V. Wilson.

Alternates—A. Giddings, W. H. Brooks.

Plainwell—J. N. Hill, H. W. Chamberlain, O. B. Granger, J. H. Wagner.

Alternates—E. B. Bailey, Wm. Kennedy, C. H. Adams, C. D. Woodruff, J. B. Street, Joseph Renihan, W. W. Vosburg.

Rockford—Neal McMillan, Geo. A. Sage, Joshua Colby.

#### Proof Positive of Insanity.

He was being examined as to his sanity before a jury, and a great deal of evidence had been introduced without proving that his mind was out of repair. Finally his sister was called upon for her testimony and was asked: "Do you believe your brother to be insane?" "Yes, I know he is insane."

"What proof do you offer?"

"Best in the world."

"Let us hear it."

"Why, just yesterday I heard him tell his wife that she must really get a couple of new dresses and bonnets and not to think of the expense."

An application for his admittance to the asylum was made out at once.

#### Something Cheaper.

From the Detroit Free Press.

"I gave a brewer a mighty valuable hint this afternoon," he said, as he sipped his ginger-ale and mopped his forehead.

"What was that?"

"Told him something he could use as a substitute for hops."

"Not to you. It was tan-bark."

"Ah, I see. And what did he say?"

"Well, that's where I was a little disappointed. He said he was much obliged, but that tan-bark was too dear just now."

The popularity of the game of foot ball in England has brought about the introduction of a shoe made especially for the use of the player in this game. It consists of an ordinary lace shoe with a heavy top and an extra sole piece at the toe, and several iron protuberances on the sole, and one on the center of the heel. The shoe seems to be admirably adapted for the purpose, but it is hardly probable that it would pay to introduce it in this country.

A Washington man tells of a quarrel between two colored boys. The larger boy, with great volubility, was applying every sort of abusive epithet to the smaller boy. The smaller boy, leaning against a fence and regarding the speaker with a sullen scowl, waited for a halt. It came at last. "Is you done?" "Yes, I is done." Then slowly and coolly, the smaller boy said: "All dem things you say I is, you is dem."

The outlook for a good bean crop in this State is promising, providing the frost stays off long enough to enable growers to harvest it in good shape. The acreage is much larger than last year.

### Hardware.

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

#### Augers and Bits.

Ives' old style.....dis 60

N. H. C. Co.....dis 60

Douglases.....dis 60

Pieces.....dis 60

Snells.....dis 60

Peck's.....dis 60

Jennings, genuine.....dis 25

Jennings, imitation.....dis 50

Spring.....dis 40

BARROWS.....\$ 14 00

Railroad.....net 45 00

Garden.....dis 60

Hand.....dis 60

Call.....dis 30

Gong.....dis 25

Door, Sargent.....dis 60

Stove.....dis 60

Carriage new list.....dis 70

Plow.....dis 70

Sleigh shoe.....dis 70

Wrought Barrel Bolts.....dis 60

Cast Barrel, brass knobs.....dis 40

Cast Square Spring.....dis 60

Cast Chain.....dis 40

Wrought Bar.....dis 60

Wrought Square.....dis 60

Wrought Sunk Flush.....dis 60

Flush.....dis 60

Ives' Door.....dis 60

BARBERS.....dis 40

Backus.....dis 50

Spoford.....dis 50

Am. Ball.....dis 60

BUCKETS.....dis 3 00

Well, plain.....dis 4 50

Well, swirl.....dis 3 50

Cast Loose Pin, figured.....dis 70

Cast Loose Pin, Berlin.....dis 70

Cast Loose Pin, genuine bronze.....dis 70

Wrought Narrow, bright fast joint.....dis 60

Wrought Loose Pin.....dis 60

Wrought Loose Pin, japanned.....dis 60

Wrought Loose Pin, japanned, silver.....dis 60

Wrought Table.....dis 60

Wrought Inside Blind.....dis 60

Wrought Brass.....dis 70

Blind, Clark.....dis 70

Blind, Parker's.....dis 70

Blind, Shepard's.....dis 70

Ely's 1-10.....per m 65

Hick's C. F.....dis 60

G. D.....dis 60

Musket.....dis 60

CATRIDGES.....dis 60

Rim Fire, U. M. C. & Winchester new list.....dis 60

Rim Fire, United States.....dis 60

Central Fire.....dis 60

CHISELS.....dis 60

Socket Firmer.....dis 70

Socket Framing.....dis 70

Socket Corner.....dis 70

Socket Slicks.....dis 70

Butcher's Tanged Firmer.....dis 20

Barton's Socket Firmer.....dis 20

Cold.....dis 20

Curry, Lawrence's.....dis 40

Hotchkiss.....dis 25

Brass, Racking's.....dis 60

Bibb's.....dis 60

Feun's.....dis 40

COPPER.....dis 28

Planished, 14 oz cut to size.....dis 31

14x12, 14x10.....dis 31

Cold Rolled, 14x10 and 14x10.....dis 23

Cold Rolled, 14x10.....dis 23

Bottoms.....dis 23

DRILLS.....dis 40

Morse's Bit Stock.....dis 40

Taper and Straight Shank.....dis 40

Morse's Taper Shank.....dis 40

ELBOWS.....dis 40

Com. 4 piece, 6 in.....doz net 8 50

Adjustable.....dis 14 50

EXPANSIVE BITS.....dis 30

Clar's, small, \$15 00; large, \$20 00.....dis 25

Ives', \$18 00; \$24 00; \$30 00.....dis 25

FILES—New List.....dis 60

American File Association List.....dis 60

Disston's.....dis 60







# The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

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WEDNESDAY, AUGUST 31, 1887.

## LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.  
Written Especially for THE TRADESMAN.  
Shakespeare says that "there is a tide in the affairs of men, which taken at the flood leads on to fortune," but unfortunately for ourselves a vast majority of us, through neglect or force of circumstances, allow the flood-time to pass by, and the opportunity to disappear forever, and find consolation in whining about "what might have been."  
Interview one hundred impecunious individuals and ninety-nine of them will narrate some miraculous escape from the incubus of fortune. The city lots now covered with colossal buildings, the pine forests that are loading unending processions of railroad trains, the petroleum deposits that are furnishing streams of oleaginous wealth, and the mines that are unceasingly creating millionaires, have all, at some period of their lives, invited them to ease and affluence; but they allowed the tide to ebb; its flood found them unprepared, or uncertain, or irresolute—or more likely situated like the man who could have "swapped" a mule for the land on which the city of Chicago now stands, only he didn't own the mule or its equivalent—but the "what might have been" will never appear to lose its efficacy in reconciling the narrator to his alleged failure in life.

The persons in whose laps "the plums of opportunity" fall often give us occasion to wonder at the singular decrees of Nature. The old lady wouldn't select a militia captain to finish the campaigns of a Napoleon, or a country house painter to retouch the time-damaged frescoes of a Michael Angelo, but she doesn't appear to care particularly upon whose shoulders she drops the cast-off mantle of a Vanderbilt, or Gould, or Stewart. She is methodical and careful in creating brains for the field, the forum, the arts and sciences, and the various professions, but she is totally indifferent whether the wand of Fortunatus touches the illiterate, the selfish and parsimonious, or the cultured, liberal and benevolent.

I wonder sometimes whether those writers on mercantile subjects, who gravely assert that certain fixed and invariable rules must be followed by every dealer to insure success, don't sometimes pen their articles with a mental reservation. They are usually men of experience and intelligence, and very few of them can have failed to observe that, while it is safer for the majority of traders to be guided by consistent business principles, there are numerous cases where almost every common sense maxim is violated, and almost every reasonable safeguard neglected, and yet, while many of the disciplinarians "go to the wall," the offenders are lovingly smiled upon by fortune.

All these various reflections are suggested by a brief notice, which I recently read, that the estate of Cornelius O'Dowd had been appraised at \$210,000.

I have known a number of people during my life who won success as failures; people who, notwithstanding every exertion and precaution, have had

"Venture after venture wrecked,  
And shattered in the gulf of time."  
but I never knew an individual who was so diametrically their opposite as Cornelius. He was a rough, rude, uneducated man, and one totally deficient in system and order, and yet he was successful in every venture. I have no idea that he was endowed with a spirit of prophecy, yet immediately before the enormous advance of certain lines of goods, during the war, he exhausted every resource at his command in stocking up in these very lines, and made a comfortable little fortune at the outset. Although he never read a newspaper or market report, there was hardly an advance in any article of merchandise, for years, that didn't find him "loaded." His most hope-less accounts evolved into valuable real and personal property, and it almost seemed as if the fire and flood and wind-storm, that brought disaster to his neighbors, only added to his prosperity.

And yet this man had no method, or attempt at method, about his affairs. He was untidy about his store, irregular in his habits, offensive in his language, and unpopular in his community, and when he relinquished trade and took himself and his accumulations to another locality there wasn't the remotest visible regret at his departure. I am not antagonizing the business purists, but I would like to have the business purists account for this business phenomenon.

I don't think it profitable for the average man to use up any particular amount of his time in watching for the flood in his tide; the average man who does so will eventually learn what the ancient writer meant when he referred to

"Dropping buckets into empty wells,  
And growing old in drawing nothing up."  
I base this opinion upon the assumption that if any of us small-calibered financiers ever happen to be present at the opportune

moment, it is far more liable to be the result of accident than of presistent and deliberate watching.

And, after all, why should we small-calibered financiers puzzle our brains over the freaks of fortune, or worry over the unequal distribution of her favors? If she views us with comparative indifference, and neither frowns or smiles, we have, on the whole, rather reasons for self-congratulation. I don't exactly admire the philosophy of the mendicant who shed tears over the monetary afflictions of Croesus, and I should have regarded the latter gentleman as a very eccentric and illy-balanced personage if he had suggested an exchange of situations with the mendicant; but I believe the individuals who extract the most comfort out of life are circumstantially materially different from either of these ancient worthies.

When a person is annoyed and disgusted at his clumsiness and slowness in the scramble after wealth, nothing appears to soothe him and calm him and reconcile him to his various disappointments, more than a disquisition on the folly of mammon-worship. If he lectures he knows that every hearer is a devotee, and if he writes he realizes that, like himself, every reader is, more or less, given to adoration of the monetary deity; yet, in either case, he relieves his feelings, and confidently expects that every hearer or reader will, temporarily, sympathize with his views.

Well, in the language of the tramp who crawled out of the burning straw stack, and witnessed the destruction of his ragged bundle, "them ez hez must lose;" and when we pea-shooter financiers read about the frequent burstings of the big Columbiads, we can congratulate ourselves that the equipage of the financial world will, probably, never be disturbed by us.

"Let Us Have Facts."

Written Especially for THE TRADESMAN.  
In your issue of August 10 I find an article signed Frank A. Howig, which I have attentively read and considered. It contains many good suggestions, among which one of the foremost (provided it can be carried out) is: "Don't give credit."

This correspondent says that the practice of extending credit to customers is almost universal. This is true. Some credit more and some less, but all, or nearly all, give credit. Further, all, with no exception, wish they didn't.

A merchant may say to his customers that he keeps no account book and will charge nothing. When he begins business, he thinks he won't. But the next day a shower comes up, and Mrs. Cresus, a particular friend of his wife, and of undoubted responsibility, runs in to buy an umbrella. She cannot go home without one—has left her purse in her bureau, but will pay next time she comes in. She gets it, of course, else would the merchant be a disgrace to the fraternity. He smiles, hands out the umbrella, makes a "tip" for \$2, puts it in the till, and—the credit system is inaugurated.

He might as well have put the charge on a book as on the tip, for it will not be the last by many that he will have to collect. In an experience of more than forty years, I have known no merchant who did not give credit. Mr. Howig may be an exception. But in the place of assertions which I do not call in question, but which any one can make, will he give us the facts on which he has based the "no credit" part of his paper?

What sort of a business is it, in which he has succeeded in accomplishing that in which most of the best and wealthiest among our country merchants have signally failed? It is comparatively easy to conduct a small "cash on the counter" traffic; to sell cigars, peanuts and tin snappers; to sell a good many of them, too, and make a handsome percentage, and still credit not one cent; but a town needs few dealers of that sort, while a live merchant, ready to supply the people with goods which they must have, and in exchange take money if he can get it, but, if not, that which he thinks he can turn into cash—such a man is of some use to the community as well as himself, and it is pretty safe to say that in some form or other, he gives credit.

How large a business has Mr. Howig done? Was it \$2,000 or \$20,000 in any one year? Did he ever give credit? If so, when did he shut down, and what are the figures for business done and profits made during the last years he credited and the first during which he didn't?

Coupon systems may be well enough, but if they are based on nothing but notes, the notes in most cases are practically worthless, if the makers refuse payment. There is where the advantages of the Business Men's Associations are apparent. Plenty of men who would hardly think twice about paying a note, unless as a remote possibility, will hustle around to the very best of their poor abilities to avoid being black-listed.

I might say much more concerning the matters on which I have touched in this communication, but will leave the subject for the present. I have written the foregoing because, in common with many readers of your paper, I recognize that its mission is mainly the promulgation of facts based on practical experience, which may help the many to profit by the lessons one has learned.

Your readers are largely among the country merchants. Is there amongst them one who will tell the rest that he has for a term of years done a business of \$5,000 or more per annum, given no credit, and made money? Let us have facts! MERCHANT.

## VOIGT MILLING CO.,

Proprietors of

### Crescent Roller Mills

Manufacturers of the following well known brands:

Crescent, White Rose, Vienna, Royal Patent, AND

ALL WHEAT FLOUR, The Great Health Food.

W. end Pearl St. Bridge,

GRAND RAPIDS, - MICH.

### TRANSIT MILL COMPANY,

WHOLESALE DEALERS IN

Flour, Feed, Grain and Baled Hay.

25 Pearl Street,

GRAND RAPIDS, - MICH.

O. E. Brown, Gen. Mgr.

## SEEDS

We carry a full line of Seeds of every variety, both for field and garden. Parties in want should write to or see the

GRAND RAPIDS GRAIN AND SEED CO.  
71 CANAL STREET.

## SALT FISH

Bought and Sold by

FRANK J. DETTENTHALER,  
117 Monroe St., Grand Rapids.  
Oysters the Year Around

## FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

GEO. C. PIERCE, Vice President.

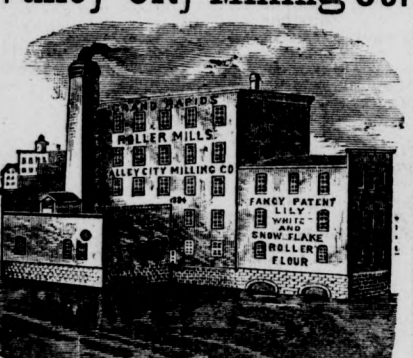
H. P. BAKER, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

## Valley City Milling Co.



### OUR LEADING BRANDS:

Roller Champion, Gilt Edge, Matchless, Lily White, Harvest Queen, Snow Flake, White Loaf, Reliance, Gold Medal, Graham.

### OUR SPECIALTIES:

Buckwheat Flour, Rye Flour, Granulated Meal, Bolted Meal, Coarse Meal, Bran, Ships, Middlings, Screenings, Corn, Oats, Feed. Write for Prices.

Grand Rapids, Michigan.

## SEEDS

FOR EVERYBODY.

For the Field or Garden.

If you want to buy

Clover, Timothy, Hungarian, Millet, Orchard Grass, Kentucky Blue, Red Top, Seed Oats, Rye, Barley, Peas, Onion, Ruta Baga, Mangle Wurzel, OR

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

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

## F. J. LAMB & CO.,

WHOLESALE DEALERS IN

### FRUITS AND VEGETABLES,

Butter, Eggs, Cheese, Etc.,

8 and 10 Ionia Street, GRAND RAPIDS, MICH.

SPECIAL ATTENTION GIVEN TO FILLING ORDERS.

## REMOVAL.

Jennings & Smith,

PROPRIETORS

ARCTIC MANUFACTURING COMPANY.

MANUFACTURERS

Jennings' Flavoring Extracts,

Arctic Baking Powder, etc.

## WILL REMOVE

ABOUT

AUGUST 15th.

TO THE

GIBSON BUILDING, 38 AND 40 LOUIS ST.

## SPRING & COMPANY,

JOBBERS IN

## DRY GOODS,

Hosiery, Carpets, Etc.

6 and 8 Monroe St., Grand Rapids.

## P. STEKETEE & SONS,

JOBBERS IN

## DRY GOODS,

AND NOTIONS,

83 Monroe St.,

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

GRAND RAPIDS, MICH.

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

## C. AINSWORTH,

JOBBER IN

## WOOL

CLOVER, TIMOTHY SEED and BEANS.

Parties Wishing to Buy or Sell above are Invited to Correspond.

76 South Division St., - - - Grand Rapids, Mich.

## WM. SEARS & CO.

### Cracker Manufacturers,

Agents for

AMBOY CHEESE.

37, 39 & 41 Kent Street, Grand Rapids, Michigan.

ORANGES

LEMONS

1865

POTNAM & BROOKS

Wholesale Mfrs. of

## Pure Candy

Our New Factory is one of the largest and best-equipped in the land. Come and see us. 11, 13, 15, 17 SO. IONIA ST.

1887

PEANUTS

CANDY

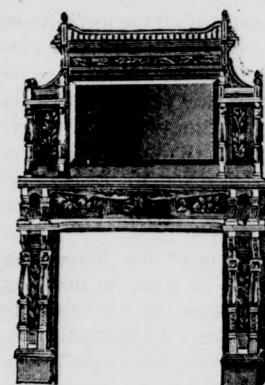
## CURTISS, DUNTON & ANDREWS

### ROOFERS

Good Work, Guaranteed for Five Years, at Fair Prices.

Grand Rapids, - - Mich.

STORE COUNTERS AND FURNITURE TO ORDER.



D. H. MOSHIER,

MANUFACTURER OF

Counters, Prescription Cases, WOOD MANTELS,

And all kinds of Store and Bank Furniture. Odd Bookcases and Sideboards.

Special attention given to ordered work. Call and see me or send for estimates.

62 So. Front St., GRAND RAPIDS.

## BELL, CONRAD & CO.,

58 Michigan Ave., Chicago,

PROPRIETORS OF

## Century Spice Mills,

IMPORTERS OF

TEAS, COFFEES & SPICES.

OWNERS OF THE FOLLOWING CELEBRATED BRANDS:

JAPAN TEA---"Red Dragon" Chop.  
COFFEE---O. G. Plantation Java,  
Imperial, Javoka, Banner, Mexican.

The Best Coffee on Earth. We Solicit Communications.

W. R. KEASEY, Traveling Representative.

L. M. CARY.

L. L. LOVERIDGE.

## CARY & LOVERIDGE,

GENERAL DEALERS IN

Fire and Burglar Proof

## SAFES

Combination and Time Locks,

11 Ionia Street, - - Grand Rapids, Mich.









# Drugs & Medicines

## State Board of Pharmacy.

Six Years—Jacob Jenson, Muskegon.  
Two Years—James Verner, Detroit.  
Three Years—Ottmar Eberbach, Ann Arbor.  
Four Years—Edmond McDonald, Kalamazoo.  
Five Years—Stanley E. Farris, Orono.  
Secretary—James J. Verner.  
Next Meeting—At Lansing, November 1 and 2.

## Michigan State Pharmaceutical Ass'n.

President—Arthur Bassett, Detroit.  
First Vice-President—G. M. Harwood, Petoskey.  
Second Vice-President—H. E. Fairchild, Grand Rapids.  
Third Vice-President—Henry Kephart, Berrien Springs.  
Secretary—S. E. Parkhill, Orono.  
Treasurer—Wm. Dupont, Detroit.  
Executive Committee: Geo. Gundrum, Frank Inglis, A. H. Lyman, John E. Peck, E. T. Webb.  
Local Secretary—James Verner, Detroit.  
Next Meeting—At Detroit, October.

## Grand Rapids Pharmaceutical Society.

ORGANIZED OCTOBER 9, 1884.  
President—Geo. G. Stettin.  
Vice-President—H. E. Loecher.  
Secretary—Frank H. Keott.  
Treasurer—Henry H. Fairchild.  
Board of Censors—President, Vice-President and Secretary.  
Board of Trustees—The President, John E. Peck, M. B. Kiam, Wm. Van Leeuwen, and O. H. Richmond.  
Committee on Trade Marks—John E. Peck, H. B. Fairchild and Hugo Hume.  
Committee on Pharmacy—W. L. White, A. C. Bauer and Isaac Watts.  
Regular Meetings—First Thursday evening in each month.  
Annual Meeting—First Thursday evening in November.  
Next Meeting—Thursday evening, Sept. 1, at THE TRADESMAN office.

## Detroit Pharmaceutical Society.

ORGANIZED OCTOBER, 1883.  
President—Frank Inglis.  
First Vice-President—W. B. Perry.  
Second Vice-President—J. J. Crowley.  
Secretary and Treasurer—J. J. Crowley.  
Assistant Secretary and Treasurer—A. B. Lee.  
Annual Meeting—First Wednesday in June.  
Regular Meetings—First Wednesday in each month.

## Central Michigan Druggists' Association.

President, J. W. Dunlop; Secretary, R. M. Munsell.

## Berrien County Pharmaceutical Society.

President, H. M. Dean; Secretary, Henry Kephart.

## Clinton County Druggists' Association.

President, A. O. Hunt; Secretary, A. S. Wallace.

## Charlevoix County Pharmaceutical Society.

President, H. W. Willard; Secretary, Geo. W. Crouter.

## Ionia County Pharmaceutical Society.

President, W. R. Cutler; Secretary, Geo. Gundrum.

## Jackson County Pharmaceutical Ass'n.

President, R. F. Latimer; Secretary, F. A. King.

## Kalamazoo Pharmaceutical Association.

President, D. O. Roberts; Secretary, D. McDonald.

## Mason County Pharmaceutical Society.

President, F. A. Latimer; Secretary, Wm. Hoyett.

## Meosota County Pharmaceutical Society.

President, C. H. Wagener; Secretary, A. H. Webber.

## Muskegon County Druggists' Association.

President, S. M. Sackett; Secretary, Julius Weiss.

## Muskegon County Druggists' Association.

President, W. B. Wilson; Secretary, J. R. Tweed.

## Muskegon Drug Clerks' Society.

President, E. C. Bond; Secretary, Geo. L. LeFevre.

## Newaygo County Pharmaceutical Society.

President, J. F. A. Ralder; Secretary, N. M. Miller.

## Ocean County Pharmaceutical Society.

President, F. W. Fincher; Secretary, Frank Cady.

## Saginaw County Pharmaceutical Society.

President, J. Smith; Secretary, D. E. Prall.

## Shiawassee County Pharmaceutical Society.

President, E. A. Ballard; Secretary, C. E. Stoddard.

## Tuscola County Pharmaceutical Society.

President, W. H. Willard; Secretary, A. H. Lyman.

## Manistee County Pharmaceutical Society.

President, W. H. Willard; Secretary, A. H. Lyman.

## Utility of Lye Traders.

In attempting to discuss this subject, I find myself in the same circumstances as the girl who undertook to write an essay on marriage—I haven't had experience enough to do the subject justice. I find myself in deep water before I have begun, and I can't swim; but I can kick and paddle and trust to luck for someone else to help me out.

One winter, my clerk having received an offer from another firm of more wages than my business would warrant in paying and leave anything for myself, I undertook to run the thing alone. We were boarding that winter. My wife not being troubled with household cares, was in the store a great deal. Let business be ever so dull, trade always comes with a rush. Let two old women come into your store, and before you can wait on them there will be three. Let there be three and then there will be five, and all in a hurry and all anxious to be waited upon at once. It was on such occasions that I was obliged to call upon my wife to engage them in conversation or supply their wants. I was surprised to see how soon she knew where everything was in the store and the price of it. I soon found out that she could make sales—and good ones—to parties who did not want anything when they first came in. And another thing—I never did like to clean lamps, and never had a clerk who did. She would fill and trim a dozen lamps and wash and wipe the chimneys until they shone as they do at the house, and do it quicker than I could clean one chimney with a wa' of paper and a stick. I don't like to sweep. She took to it naturally. When I swept, the dirt got into the corners—when she swept, it came out. She was handy at marking and putting away goods. She kept my prescription case in order. She soon took an interest in putting up prescriptions, and began to compound the easy ones herself. I watched her closely, but never caught her in a mistake. She was a more competent drug clerk at the end of three months than any boy apprentice I ever had was at the end of the first year.

But how did she suit the trade? Well, the loafers did not hang around the store; they bought what they wanted and went out. The ladies lingered longer and came oftener. The stove and zinc and floor around it took on a different color, and the *boquet* of the spittoon underwent a change. The whole atmosphere of the store seemed purer. Outsiders hinted to me that I would lose lots of trade, but a careful comparison of the books from month to month with those of the last year showed a steady increase.

Any lady in your town will come into your store, where the room is blue with tobacco smoke, and quietly call for any article wanted, or she will hand in a prescription for any ill the human flesh is heir to and wait patiently while it is prepared, although half a dozen loafers partly lurch their clamor when she comes in, and she knows that you read her trouble when you read her prescription. But as the honest granger or the country gawky or the rough, uncultured laborer, who is ill at ease in the presence of any lady but his wife, his mother or his sister, comes in to get an article for a friend or to tell you the latest four-mouthed story, he edges up to the stove when he sees a lady present and refuses to make his wants known. He feels injured when she quietly pushes the spittoon towards him as he spits upon her clean floor. He goes out and meets with his fellows around some bar room stove; and as they smoke their pipes and spit on the floor they swear they will boycott any durned ranch that is run by petticoats. And so they will to a certain extent, until they are brought to a state of refinement, when they can appreciate the difference between a place of business and a bar room.

In the city, your trade is different. Your lady book-keeper, your lady billing clerk, your lady cashier, your saleswoman—all do their work neatly and well. She meets and deals with a class of customers that appreciate her ability to earn her living at anything that she can do and do it well. As a general clerk in a retail store, she has her points in which she is to be preferred to male help. Your young man expects a raise of wages next year, although he knows your business is not increasing and that you are already paying him as much as you get yourself. She is satisfied with her last year's pay as it is more than she can get at anything else. He, when he has been with you six months, would just like to show you a point or two on how to run the business. She is willing to follow your directions and do things your way. He is going to quit you next year and go for himself, and he does not care much whether school keeps or not, only so *pay day* comes. She takes as much pride in your business as you do yourself. He is going to wash windows to-morrow or Monday. She washed them this morning and changed the window display before the sun got hot. He is out on the sidewalk watching a girl who has just gone into the post-office. She is inside arranging a show-case. He will enquire the wants of a customer and be glad when he is gone. She will supply his wants and engage him in conversation that will bring him in again. Your customer will stand and haggle over a price with him that he will pay to her without a murmur. Your cigar sales have fallen off somewhat, but your lady clerk doesn't smoke or treat her chums out of your stock. He thinks he is the life of your business and that your trade would leave you without him. She realizes that the business is under your management and control and that to sell goods is not all there is of business. He buys his friends with your margins. She holds your friends with her graces.

Are female clerks to be preferred to male help under any circumstances? My answer is most emphatically, yes, when your old clerk has accepted another position or when your new one has the big head.

FRANK HIBBARD.

The Jury Agreed with the Druggist.

Fatal results of druggists' blunders are fortunately not common. When they do occur there are the best of reasons for emphasizing the necessity of the utmost care in preparing prescriptions.

A case in point occurred in New York City last week. Mrs. Theresa Deutsch, an aged lady, died from drinking a liniment containing belladonna, given her by mistake for an internal medicine. At the coroner's inquest, the attending physician testified that he had attended Mrs. Deutsch for two weeks before her death. She was suffering from rheumatism. When first called he prescribed for her, and asked that the prescriptions be filled by Wordheim, a druggist who had filled prescriptions for him satisfactorily in the past. This was done. Later on the family said that they would like to get their medicine at Hart's drug store. He accordingly rewrote his prescriptions and also made a change in the medicines at the same time.

Albert Deutsch, a son, then went to Hart's drug store for salve and pills and liniment. He took for the liniment the bottle which had been used by Wordheim previously. He took the liniment, first prescribed to be taken internally and which had been discontinued. Hart put the liniment in this bottle. He pasted a label bearing his name over that part of the old label which bore Wordheim's name, and left exposed the lower part of the old label, which gave directions for the use of the internal medicine.

Druggist Hart defended his action by asserting that he supposed, from the physician's directions, that the preparation could be taken internally without danger. The jury seemed inclined to take such a view of the matter and rendered a verdict, exonerating Hart.

The Drug Market.

Gum opium is dull and lower under a strong bear interest, but it is believed a reaction will take place when the full extent of the shortage of crop is known. Morphia is steady. Quinine is very dull and weak. Foreign brands are lower. Borax is a little firmer, but not notably changed. Carbolic acid is firm at the advance. Stocks are small and it is getting scarce and high abroad. Crude glycerine is advancing and refined is very firm. In cubeb berries, the advance reported is well maintained. Oil cubeb has advanced again. Oils bergamot and lemon are in a good position for an advance. Oil peppermint is dull and lower. Oil sassafras is higher. Oil wintergreen is very firm and advancing. Chamomile flowers are higher. Golden seal root has advanced. Cloves are again higher.

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A case in point occurred in New York City last week. Mrs. Theresa Deutsch, an aged lady, died from drinking a liniment containing belladonna, given her by mistake for an internal medicine. At the coroner's inquest, the attending physician testified that he had attended Mrs. Deutsch for two weeks before her death. She was suffering from rheumatism. When first called he prescribed for her, and asked that the prescriptions be filled by Wordheim, a druggist who had filled prescriptions for him satisfactorily in the past. This was done. Later on the family said that they would like to get their medicine at Hart's drug store. He accordingly rewrote his prescriptions and also made a change in the medicines at the same time.

Albert Deutsch, a son, then went to Hart's drug store for salve and pills and liniment. He took for the liniment the bottle which had been used by Wordheim previously. He took the liniment, first prescribed to be taken internally and which had been discontinued. Hart put the liniment in this bottle. He pasted a label bearing his name over that part of the old label which bore Wordheim's name, and left exposed the lower part of the old label, which gave directions for the use of the internal medicine.

Druggist Hart defended his action by asserting that he supposed, from the physician's directions, that the preparation could be taken internally without danger. The jury seemed inclined to take such a view of the matter and rendered a verdict, exonerating Hart.

The Drug Market.

Gum opium is dull and lower under a strong bear interest, but it is believed a reaction will take place when the full extent of the shortage of crop is known. Morphia is steady. Quinine is very dull and weak. Foreign brands are lower. Borax is a little firmer, but not notably changed. Carbolic acid is firm at the advance. Stocks are small and it is getting scarce and high abroad. Crude glycerine is advancing and refined is very firm. In cubeb berries, the advance reported is well maintained. Oil cubeb has advanced again. Oils bergamot and lemon are in a good position for an advance. Oil peppermint is dull and lower. Oil sassafras is higher. Oil wintergreen is very firm and advancing. Chamomile flowers are higher. Golden seal root has advanced. Cloves are again higher.

Any lady in your town will come into your store, where the room is blue with tobacco smoke, and quietly call for any article wanted, or she will hand in a prescription for any ill the human flesh is heir to and wait patiently while it is prepared, although half a dozen loafers partly lurch their clamor when she comes in, and she knows that you read her trouble when you read her prescription. But as the honest granger or the country gawky or the rough, uncultured laborer, who is ill at ease in the presence of any lady but his wife, his mother or his sister, comes in to get an article for a friend or to tell you the latest four-mouthed story, he edges up to the stove when he sees a lady present and refuses to make his wants known. He feels injured when she quietly pushes the spittoon towards him as he spits upon her clean floor. He goes out and meets with his fellows around some bar room stove; and as they smoke their pipes and spit on the floor they swear they will boycott any durned ranch that is run by petticoats. And so they will to a certain extent, until they are brought to a state of refinement, when they can appreciate the difference between a place of business and a bar room.

In the city, your trade is different. Your lady book-keeper, your lady billing clerk, your lady cashier, your saleswoman—all do their work neatly and well. She meets and deals with a class of customers that appreciate her ability to earn her living at anything that she can do and do it well. As a general clerk in a retail store, she has her points in which she is to be preferred to male help. Your young man expects a raise of wages next year, although he knows your business is not increasing and that you are already paying him as much as you get yourself. She is satisfied with her last year's pay as it is more than she can get at anything else. He, when he has been with you six months, would just like to show you a point or two on how to run the business. She is willing to follow your directions and do things your way. He is going to quit you next year and go for himself, and he does not care much whether school keeps or not, only so *pay day* comes. She takes as much pride in your business as you do yourself. He is going to wash windows to-morrow or Monday. She washed them this morning and changed the window display before the sun got hot. He is out on the sidewalk watching a girl who has just gone into the post-office. She is inside arranging a show-case. He will enquire the wants of a customer and be glad when he is gone. She will supply his wants and engage him in conversation that will bring him in again. Your customer will stand and haggle over a price with him that he will pay to her without a murmur. Your cigar sales have fallen off somewhat, but your lady clerk doesn't smoke or treat her chums out of your stock. He thinks he is the life of your business and that your trade would leave you without him. She realizes that the business is under your management and control and that to sell goods is not all there is of business. He buys his friends with your margins. She holds your friends with her graces.

Are female clerks to be preferred to male help under any circumstances? My answer is most emphatically, yes, when your old clerk has accepted another position or when your new one has the big head.

FRANK HIBBARD.

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## The Michigan Tradesman.

The Diamond Cuff-Button.

(Concluded from First Page.)  
any other. I am, and always shall be, an honest man."

All Mr. Ames' efforts to get Tom to confess were without avail, and finally he lost patience with him and consented to his arrest as a forger.

Never will Tom forget the disgrace and misery of that trial; and the sentence of the judge, ten years at hard labor, almost broke his heart. But still he maintained his innocence, and went about his duties in the prison so cheerfully that he soon became a favorite with the officials of that institution. He never doubted, for a moment, that his innocence would one day be established and he would come forth with his honor vindicated.

Tom had been in his prison home for three months, when one day Mr. Mathews, head book-keeper for the firm of Ames, Mead & Co., was brought to his home, mortally injured. He had tried to catch a car in a crowded street, his foot slipped, and a large dray, heavily loaded, had crushed him to the earth.

He was conscious, and his first words were, "Doctor, is there the slightest hope for me? Tell me truly, for it concerns more than myself."

The doctor shook his head sadly. "You have about three hours to live."

"Send for Mr. Ames at once," gasped the dying man.

As Mr. Ames came into the room, the injured man asked all the attendants to retire but the physician.

"I have a confession to make before I die. I can't go until I have righted an innocent man."

Here the injured man gasped for breath, and it seemed as though he could not speak.

"Give me—brandy—quick," he gasped. "I must live until I can tell my sin."

The doctor gave him the brandy and it revived him. He went on:

"It was I who forged the check, not Tom. I put the papers in his desk and wrote the names on the envelope, in order to fasten suspicion on him. He is innocent! God forgive me!"

He threw his arms over his head and endeavored to raise himself, but it was his last movement. His head fell back and he had gone to his Great Judge.

It is needless to say that on this evidence Tom was liberated at once.

Mr. Ames and the rest of the firm did the handsome thing by asking his pardon for the disgrace they had brought on him; and, by way of atonement, gave him a share in the business.

A recent marriage notice in the Boston Herald read as follows:

**MARRIED**—At the residence of the bride's father, Thomas F. Hester to Mattie Ames, only daughter of J. H. Ames. The bridal party leave for a trip of three months in Europe, and will be at home to their friends September 14, 1887. **RELLUF.**

She Was a Woman of Business.

"Mary," said a leading business man to his wife the other morning, "I expect a gentleman will be out here to-day to look at our place with a view of buying. Don't be careless with him and neglect to show him all the good points about the premises. If you are a little discreet now, we can get a good price for our property."

"I understand," replied the wife, "I'll not neglect him."

In the course of the day a gentleman called, and the Mrs. gave him all the aid possible in inspecting the place. No real estate dealer could ever have been more valuable in describing property in an option town than was the loyal little spouse.

"Why," said she, "we have actually refused repeated offers of \$8,000 for this property, and have held it all along to be worth every cent of \$7,500."

That night, as the husband entered his home, he said "I was sorry to-day, Mary, but that gentleman had an engagement, so that he could not come out to look at the house."

"What's that you say?" exclaimed the wife.

"I said that that gentleman couldn't come out to look at the house to-day."

"But he did, though, and I tell you I cracked up the place to him. I verily believe I made him think the old rookery was worth \$7,500."

"How did he look?" asked the husband.

The wife described him, when, with a solemn invocation, the husband threw up both hands and yelled, "Mary, you have done me up completely. You have been talking to the assessor!"

Changes Ten Years Have Wrought.

"There is one thing that strikes me very forcibly in this city," said a whilom visitor of the Valley City the other day, "and that is the great number of young men who are at the head of large business establishments. Ten years ago the old men seemed to hold almost undisputed sway, but since that time their mantles have surely fallen on younger shoulders. It takes men of push and energy to keep pace with the world now-a-days."

An Important Condition.

Tommy's mother has had a terrible time teaching him to remember always to say "If you please" at the table. His memory is lamentably bad.

The other day this dialogue took place at the breakfast table:

Tommy—Mamma, pass me the butter.

Mamma—If what, Tommy?

Tommy—If you kin reach it.

## D. W. ARCHER'S RED COAT



## TOMATOES.

PACKED BY

**DAVENPORT CANNING CO.,**  
DAVENPORT, IOWA.

MANUFACTURED BY  
**J. H. THOMPSON & CO.,**  
59 Jefferson Ave., DETROIT.

## HONEY BEE COFFEE!

Best in the Market for the Money.

## PRINCESS BAKING POWDER,

EQUAL TO THE BEST MADE.

## BEE MILLS' SPICES

Absolutely Pure.

## ABSOLUTE SPICES

And

## Absolute Baking Powder.

100 per cent. Pure.

Manufactured and sold only by

**ED. TELFER, Grand Rapids.**

C. C. BUNTING.

C. L. DAVIS.

## BUNTING & DAVIS,

## Commission Merchants.

Specialties: Apples and Potatoes in Car Lots.

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

## E. FALLAS,

Makes a Specialty of

**Butter and Eggs, Fruits and Oysters.**

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

We Handle the Celebrated "ROCK BRAND" Oysters.

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

217 and 219 Livingstone Street.

Grand Rapids, Michigan.

## CEO. E. HOWES,

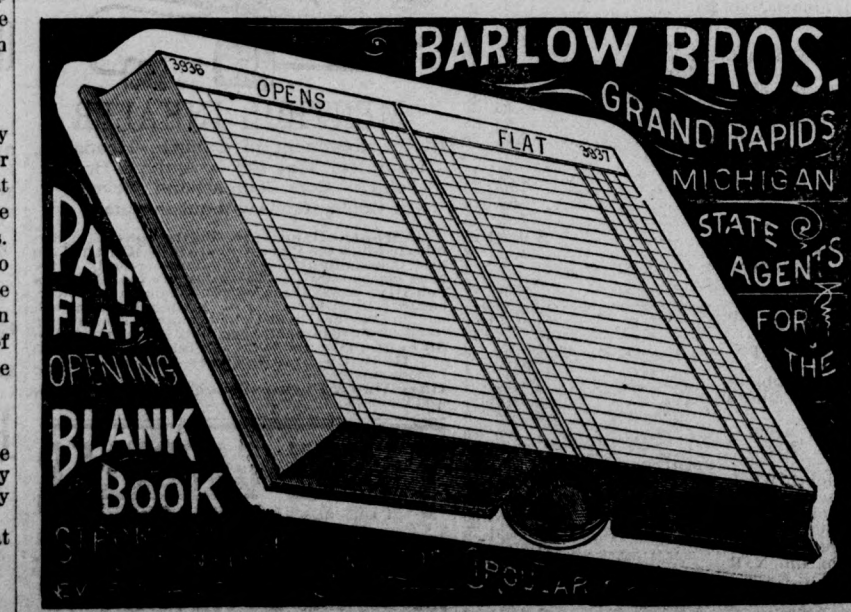
JOBBER IN

## Foreign and Domestic Fruits.

SPECIALTIES:

Oranges, Lemons, Bananas.

3 Ionia St., GRAND RAPIDS, MICH.



## MOSELEY BROS.,

WHOLESALE

## Fruits, Seeds, Oysters & Produce,

ALL KINDS OF FIELD SEEDS A SPECIALTY.

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

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

## Cody, Ball, Barnhart & Co.

Are sole agents at this market for the justly-celebrated

## HAMBURG CANNED GOODS.

Comprising the following well-known brands:

Solid Meat Tomatoes.

Table Queen Tomatoes.

Sweet Corn.

Snow Flake Corn.

Succotash.

Stringless Beans.

Fancy Sifted Peas.

Early June Peas.

Champion of England Peas.

White Marrowfat.

Petit Pois.

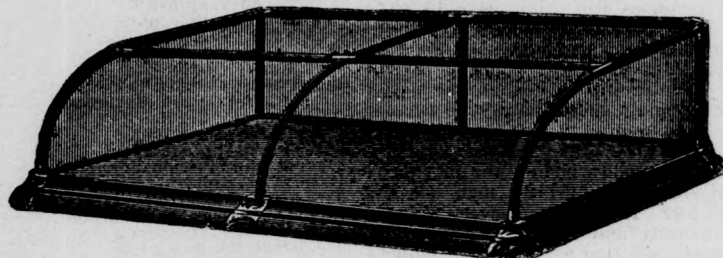
Black Raspberries.

Blackberries.

Remember "The Best is the Cheapest."

PLACE YOUR ORDERS EARLY.

DO YOU WANT A



If so, send for Catalogue and Price-List to

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

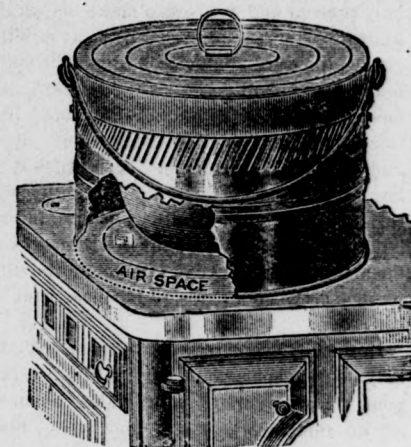
## H. LEONARD & SONS,

WHOLESALE

## CROCKERY, GLASSWARE,

## LAMP GOODS AND STONEWARE.

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



State Agents

FOR THE

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

Sherwood's Incomparable Fine Glazed Stoneware.



Dark. White.  
Stew pans 1/4 gal.....doz. 1.50 1.75  
Milk pans....." 2.00 2.25  
"....." .50 .30

SHERWOOD'S. doz.  
1/4 gal. Pres. Jars.....75  
1/2 " " ".....1.10  
1/2 " Butter Crock......90  
1 gal. Butter crocks.....1.50  
White Lined......75  
2 gal. Butter Crock.....3.00  
White Lined......3.00  
Tea Pots.....  
Coffee Pots.....  
Ice Mugs.....

To Insure Prompt Shipment Order Fruit Jars direct from us.



HEADQUARTERS

Mason's Porcelain Top Fruit Jars.

PRICES. gross.

Pints.....\$9.50

Quarts.....10.25

1/2 gallons.....13.25

Butters extra.....75

Globe Fruit Jars, pints.....11.00

" " quarts.....12.00

" " 1/2 gallon.....15.00

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



Regular Stoneware. per doz.

1/4 gal. Preserve Jars. Stone Cover.....90

1 gal. Butter crocks.....1.40

White Lined......75

1/2 " Tomato Jugs and corks.....90

1/2 " " ".....1.40

Corks for 1/4 gal. Tomato Jugs.....15

Sealing wax, five pounds in package per pound.....35

## CLARK, JEWELL & CO.

ARE SOLE AGENTS FOR

## ELASTIC STARCH.

IT'S A WINNER.

Your Stock is Not Complete Without It.

INCLUDE A BOX IN YOUR NEXT ORDER.

## The Standard of Excellence

## KINGSFORD'S

Oswego

PURE AND

"Silver

"Pure"



Gloss"

## STARCH.

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

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

## RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

## BOOTS AND SHOES.

AGENTS FOR THE

**BOSTON RUBBER SHOE CO.**

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