

The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 7, 1887.

NO. 207.

To Cigar Dealers

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

SILVER SPOTS

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

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

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

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

FURNITURE TO ORDER.

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

Wolverine Chair Factory,
West End Pearl St. Bridge.

WANTED.

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

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

Earl Bros., Commission Merchants,
157 South Water St., CHICAGO.
Reference: FIRST NATIONAL BANK, Chicago.
MICHIGAN 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, Dress-
ings, etc. Write for Catalogue.

118 Canal Street, Grand Rapids.

CHOP FEED

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

WHIPS

GRAHAM ROYS, - Grand Rapids, Mich.

COAL and WOOD.

E. A. HAMILTON, Agt.,
101 Ottawa St., Ledyard Block.
Telephone 909-1 R.

SHERWOOD HOUSE.

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

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

and Jeweler,

44 CANAL ST.,

Grand Rapids, - Mich.



KAYON & LYON,

Importers,
Jobbers and
Retailers of

BOOKS,

Stationery & Sundries,

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

CHARLES A. COYE,

Successor to
A. COYE & SON,
DEALER IN

AWNINGS AND TENTS

Horse and Wagon Covers,
Oiled Clothing,
Feed Bags,
Wide Ducks, etc.

Flags & Banners made to order.
75 CANAL ST. - GRAND RAPIDS.

PIONEER PREPARED

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

MIXED PAINT

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

On the Manufacturers' Guarantee:

When two or more coats of our PIONEER PRE-
PARED PAINT is applied as received in original
packages, and if within three years it should crack
or peel off, this 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 re-
quire. In case of complaint, prompt notice must be
given to the dealer.

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

Write for prices and Sample Card to

Hazeltine & Perkins Drug Co.,
Wholesale Agents, Grand Rapids.

Try **POLISHINA**, best Furniture Fin-
ish made.

What do you think of this? While in conver-
sation 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 mil-
lion of Tansill's Polish, and that the demand
for it was increasing. Let us tell you, if you
want to sell a cigar that your customers will
be pleased with, the sooner you order Tansill's
Polish the better.—Independent Grocer.

Dress Stays

Soft, pliable and absolutely unbreakable. Stan-
dard quality 15 cents per yard. Cloth covered 20
cents. Satin covered 25 cents. For sale everywhere.

STEAM LAUNDRY,

43 and 45 Kent Street.
STANLEY N. ALLEN, Proprietor.

WE DO ONLY FIRST-CLASS WORK AND USE NO
CHEMICALS.

Orders by Mail and Express Promptly At-
tended to.

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 WINTERITZ,

STATE AGENT FOR

Fermentum!

The Only Reliable Compressed Yeast.

Manufactured by Riverdale Dist. Co.

106 Kent Street, Grand Rapids, Mich.
TELEPHONE 566.

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

Eaton & Christenson

Are State Agents for

FREDERICK THE GREAT

CIGAR.

Grand Rapids, Mich.

Represented by the Giant,

Mr. Christopher Sparling.

COOK & PRINZ,

Proprietors of the

Valley City Show Case Mfg. Co.,
Manufacturers of

SHOW CASES.

Prescription Cases and Store Fixtures

OF ALL KINDS.
SEND FOR CATALOGUES.
SEND FOR ESTIMATES.

38 West Bridge St., Grand Rapids.
Telephone 374.

HEMLOCK BARK!

WANTED.

The undersigned will pay the high-
est market price for **HEMLOCK**
BARK loaded on board cars at any
side track on the G. R. & I. or C. & W.

M. Railroads. Correspondence solicited.
N. B. CLARK,
101 Ottawa St., Grand Rapids

HENRY J. HARTMAN,

FOUNDER,

GRAY IRON CASTINGS A SPECIALTY.
Send for Estimates.

71 South Front St., Grand Rapids, Mich.

FRUIT EVAPORATOR.

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

ANNUAL ADDRESS

Delivered by President Frank Hamilton
before the Flint Convention.

The following is the full text of the an-
nual address delivered by President Hamilton
at the third convention of the M. B. M.
A., now being held at Flint:

There is, perhaps, no greater pleasure
which comes to a man in this life than to
strengthened and fed by the increased
knowledge of the necessity for the
alleviation of some growing evil;

when from time to time he has
sounded other hearts and minds, and there
finding a comprehension of his thought, has
clasped hands with that man as with a
brother, taken new courage and with re-
newed ardor advanced another step toward
the undoing of his cherished plan.

For years he has devoted his energies to that
object, has overcome obstacles, lived down
all discouragements, barred himself from
social and literary enjoyments, recreations,
and even from longed-for participations and
possible developments in refined and artistic
studies, spurred on by the necessities of
his fellow-men, drawn by the love for the
best and highest altitude of his kind, romping
and ripening his thoughts and convictions
day by day, then side by side with
worthy comrades, putting all the wealth of
his desire, thought, study and experience
into practice, feeling the warmth and sym-
pathy of other hearts and minds tending to
the same end, then gradually beholding the
growth of his work, the fulfillment of his
hopes, the culmination of his desire—then
it is that he realizes his identity with his
fellow men; and the richness of that
life that reaches out to benefit is returned
to his own heart, doubly enhanced and vivified
with broad, deep meanings.

Members of this Association, such have
been your hopes, such has been your work,
and today we realize the fulfillment of
our desires, so far as the growth of our As-
sociation is a criterion.

At the first annual gathering of our As-
sociation, no truer words were uttered than
those by our State Secretary, when he said:
"This Association was no suddenly-con-
ceived idea, hastily and carelessly put into
execution." Bane and blessing, poison and
antidote, grew side by side. So, with the
growth of evils in trade and isolation in all
commercial, manufacturing and public in-
terests, grew up in the hearts of men—a true
men—a protest against these and a demand
for Public Spirit, better Pay, Progress and
sound Principle.

Men are more and more associating with
the multiplication of wealth a sense of re-
sponsibility, even to the point of recognition
for public usefulness. Not only are we
wed to this by the demands from with-
out, by the voice and spirit of the times
compelling competency in mercantile
demands, but the financial assurance, but the
tendencies of our own natures urge us
to this higher end, the luxurious
tenets of our organization surround us
there is but one way onward, and that is
upward.

Who to-day doubts the importance of
hastening a closer relationship in trade, a
keener knowledge of the business we are
engaged in, closer discrimination in credit,
a higher trade morality in the colossal specu-
lation, the modest and the luxurious
consumer, and the insignificant delinquent?
As in the many departments of life work
—science, art and literature—so in business;
application, thought, zeal, integrity, and
recreation, all combine to make this life,
as Swing says, "worth living."

Accepting this idea of moral, equitable
and commercial trustfulness, it will be the
new force in trade, the new light to the
people and the new business enterprise. A
business that relates itself to one hundred cents
on the dollar, sure and prompt pay, to high
character, to many courage, to firm enter-
prise, will be the stock in trade of the com-
ing man.

As the Michigan Business Men's Associa-
tion was "no suddenly conceived idea,"
neither was its usefulness and information. Said
alone—the expulsion of the malicious and
falsifying delinquent of the consuming class-
es. Its conception was of a broader charac-
ter, more unselfish, more worthy the dignity
of the business man; and the movers in every
successful organization are endeavoring to
develop it into nobler attainments and to
manipulate its affairs in the true spirit of
wisdom, conservatism and economy that
always marks the business man.

Referring to the commencement of the
organization one year ago, in point of num-
bers it has had a most remarkable growth.
Our work during the past six months has
been of a character that has not only ad-
vanced our interests, but has, we believe,
won the respect of all who have watched its
progress. The meeting of six months
ago, held in Grand Rapids, was one of in-
terest and profit such as never before has
been given the business men of Michigan.

Said the representative of the Pennsylvania
Association, who was one of our distin-
guished guests, to his own Association:
"The Michigan Business Men's Association
is one of the most representative bodies I
have ever seen. The necessity of ad-
herence to the rules of our Association will
be apparent to any fair-minded member. A
wise man will submit to a decision he deems
unfair in his own peculiar case rather than
weaken a good rule by opposition. Per-
haps my meaning is fully and forcibly illus-
trated in the 'early closing' movement."

The antagonistic tendency arises mainly
from the mistaken idea of an unrepresentative
type, toward which it is difficult for an
earnest advocate to exhibit toleration, but
toward which the more conservative dis-
plays the patient consideration of a positive
assurance that the higher education and the
growing public sentiment will accomplish
the desired end. The combined decision
of the body ought to be respected by each
member, and it is to be hoped the body will
rise superior to the few and become the ed-
ucators as well as the enthusiastic zealots.
We cannot pass this point without com-
mending the noticeable tendency in this,
the right direction, since our organization,
and I will here suggest that each organiza-
tion still further agitate this movement and

You who have week by week familiarized
yourselves with the growth and develop-
ment of the whole structure are prepared
to-day to forecast the future. You are
alive to the impending issues, the vital in-
terests and the demands of the hour. Our
official mouthpiece, THE MICHIGAN TRADES-
MAN, has through its columns devotedly
week by week voiced the work and the ac-
complishments of the Association, and has
placed before our members more valuable
matter for the business man than any other
trade paper published. It will readily ap-
pear to your minds that it has been devoted
to your interests, and the prosperity of our
Association could not be maintained with-
out it. Indeed, this, coupled with the in-
defatigable efforts of our Secretary, the editor,
has given it a character and a perma-
nence without which we could not have at-
tained our present standard.

Having thus far reaped the benefits ten-
dered by our official organ, determine now
within yourselves the value of these bene-
fits to the trade at large in the dissemina-
tion of information and commercial litera-
ture, realizing its worth to your Associa-
tion; to its members individually, and
give it that hearty and universal support
which it so justly deserves.

Perhaps I may present to your minds a
startling fact when I announce to you that
on the evening of September 6, 1887, this
organization will cease to exist. Die? No,
it will expire, take on the following morn-
ing a new form, stronger, sturdier, better
endowed to enclose the spirit that has al-
ways been and is now more manifest than
form. Already known, we shall acquire a
more universal recognition as a positive in-
corporated body under the laws of Michi-
gan.

The members of the local bodies who
have directed this organization in its pre-
sent condition, we look for an early ratifica-
tion of this action and most hearty co-opera-
tion in building our structure still higher.
We shall seek to direct your efforts only so
far as it may be for the general interest to
secure harmony and protection. Our indi-
vidual and collective work will be changed,
as hereafter determined.

At the meeting of the securing of this act
I will leave to the chairman of our Legisla-
tive Committee, who has devoted time,
money and thought in the fulfillment of the
special duties assigned him at our March
meeting and the general duties incumbent
on his office. I commend his report to you
to-day, not alone for the work accomplished,
but to point you to the relation and re-
sponsibility you hold toward the placing in
power of wise men—true men—men of honor,
and, last but not least, men of large busi-
ness capacity who make your laws. Advo-
cating no party measures whatever, it does
believe the members of this body to keep
in mind at the ballot box common sense,
honesty and business ability.

I shall, I am sure, listen with the great-
est interest to the report of the chairman
of the Committee on Trade Interests,
who will suggest trade matters worthy of
our deepest consideration. To these two
committees we are under special obliga-
tions for the deep interest and able qualifi-
cations manifested.

I realize that I am before a body of intel-
ligent business men, largely composed of
every branch of trade; representative men
in the communities in which they reside—
men whose counsel is might, whose wealth
builds up, whose efforts are crowned with
success. Far be it from my mind to offer
suggestions of authority or superior wisdom.
Humbly and illy capacitated do I stand
here to-day to voice your wants and senti-
ments.

I can say that we are all more than gratified
at the progress of the work. The de-
mand for new organizations is of no greater
moment to us than the evidence which
comes from a working body imbued with
the progressive spirit of the age. I may
say that the perpetuity of our existence de-
pends upon one word—work. Perhaps the
greatest misfortune which can happen to a
people is that one which throws numbers
out of work. The greatest misfortune
which can befall a man in a world so full of
burdens as this one is enforced idleness,
and the greatest misfortune which can befall
an association is "nothing to do."

Our bodies are becoming a greater factor
each day and more widespread in their av-
erage usefulness and information. Said
Dr. Baker, Secretary of the State Board of
Health: "I look upon your Associations,
State and local, as a power in the way of
educating the people in the way of pure
food." President Hughart said: "I am
glad your associations exist, as they give
us a representative body in each community
to deal with." Hon. M. T. Cole, author of
the insurance bill, writes to our Secre-
tary: "Through your timely assistance, in-
teresting the business men throughout
Michigan, we have been able to rid the
State of one of the most tyrannical compacts
ever organized in this country."

May we not, in these quoted sayings, re-
alize the extent of our work?

The second important measure is that we
work together. Among the multitudinous
interests that arise demanding the action of
local bodies are intermingled those competi-
tive infidelities which so frequently mar the
harmonious solution or the dignified adjust-
ment of a perplexing question. The eleva-
tion of trade and the development of asso-
ciated interests demand a fine discrimination
and a broad impartiality in the settlement
of these questions. The necessity of ad-
herence to the rules of our Association will
be apparent to any fair-minded member. A
wise man will submit to a decision he deems
unfair in his own peculiar case rather than
weaken a good rule by opposition. Per-
haps my meaning is fully and forcibly illus-
trated in the "early closing" movement.

The antagonistic tendency arises mainly
from the mistaken idea of an unrepresentative
type, toward which it is difficult for an
earnest advocate to exhibit toleration, but
toward which the more conservative dis-
plays the patient consideration of a positive
assurance that the higher education and the
growing public sentiment will accomplish
the desired end. The combined decision
of the body ought to be respected by each
member, and it is to be hoped the body will
rise superior to the few and become the ed-
ucators as well as the enthusiastic zealots.
We cannot pass this point without com-
mending the noticeable tendency in this,
the right direction, since our organization,
and I will here suggest that each organiza-
tion still further agitate this movement and

appoint committees to secure the co-opera-
tion of their mercantile communities.

There may be some who expect to receive
benefits from, rather than to confer them
upon, the Associations; such cases possibly
exist, but are too unworthy for lengthened
consideration.

Our system for collecting will, I think,
remain unchanged by the committee into
whose hands it was placed at our last meet-
ing for further consideration. The recent
minor changes made by the Secretary make
it unexceptionable in point of equity, just-
ice and a powerful stimulant to the delin-
quent to pay when prompted. The work-
ings of the system you are already familiar
with, in both local and State Associations.
I will here say that the monthly delinquent
sheets, issued by our State body, have been
a great factor in the cause for which they
were intended. These sheets, together with
our local delinquent lists, have not only
brought us thousands of dollars whence
none were expected, but have both checked
the call for and the granting of unwarranted
credits and have fostered somewhat the sense
of responsibility for the retailer who
would here repeat in substance what I said
at our March meeting—"Use not this sys-
tem for an outlet to larger sales and proba-
ble losses," but to check the indiscriminate
granting of credit, to the detriment of the
independent manhood of the debtor. The
man who uses a system of collection to os-
tracize an individual who has been urged to
business closed, but leaving details of time
which plans to place an offender upon a delin-
quent list without a fair and just trial,
requires no prophet to declare that that
member and that association will suffer.
On the other hand, I urge a careful and sys-
tematic use of these sheets, whenever re-
quired, and an adherence to the rules gov-
erning such methods, to the endeavor to
close business closed, but leaving details of time
and all impending moral or financial
evils and propel this system toward the
most possible cash basis—the one staunch
bulwark between us and failures or panics
through our own or others' misfortunes.

I want to commend a feature of the work
which has already played a most important
part in the advancement of our social inter-
ests—a feature which is entirely within the
power of these bodies. It has been my
pleasure to note from time to time the de-
tails of these events in the columns of our
official organ, thus saving further mention
on my part, as you at once recognize my al-
lusion to the picnic, the excursion and the
banquet. Right here I would urge the in-
auguration of an annual mid-summer "busi-
ness men's holiday," having all places of
business closed, but leaving details of time
and place to each local body. Let employ-
ers and employees, retailers and consumers,
with wives and children join in the festivi-
ties. I also want to recommend, for the
benefit of the members of each Association,
a social meeting, banquet or reception at
the close of each annual election. My most
earnest interest is in the recognition of
the happy results which have followed oc-
casions of this kind and which I perceive
would accrue to all our interests.

Very soon the long summer evenings will
confront us, the lethargy of summer heat
will give way to bright activity. Why not
adopt a more rigid adherence to duty in the
matter of attendance upon the monthly meet-
ings and "lend a hand" in stimulating an
active work along the line of trade talks,
discussions and addresses, occasionally in-
viting visitors from adjoining associations?
A work of this kind, entered into with zeal,
will furnish some of the brightest spots for
reflection in our later lives, and give to the
busy man that recreation which he too often
loses in the dreary monotony of long and
unproductive hours. Can we not free our-
selves from this bondage of daily routine
while it lies within our power—only wait-
ing to be broken by the light of social, moral
and intellectual discernment?

It is difficult to express, in a few words,
the pride and pleasure we feel in the man-
ifest zeal of our local bodies in the matter of
commercial and industrial achievements and
the work of public enterprise. It has been
a pleasure to see this year's expenses
cancelled before entering upon a second
year, and would be glad to receive any sug-
gestions as to the best method to secure
this end. I am confident that you will
agree with me in the statement that the
finances of the Association have been con-
ducted with the utmost economy and as
carefully as the good business man conducts
his own business.

I feel proud and grateful to every local or-
ganization represented by delegates to-day
for the many assurances I have had from
time to time of their efforts in their respec-
tive Associations. It has endeared the work
to me. The courtesies extended to me in
the past by all the pleasant relationship ex-
isting between the officers of the State body
have amply repaid me for my humble ef-
forts of the past year. It will always be a
source of pride to me to look back upon my
inexperience of this office, as the first Presi-
dent of the B. M. A. of Michigan.

In conclusion, I am pleased to say that
the outlook for this Association is most
hopeful. It was born at the right time, it
has nourished most generously by the local
bodies, it has a place to live, it has a place
to live, it is destined to become a power for
good too often told to be here repeated. Let
us lay the foundations broad and deep; let
this organization rank high among the many
that already exist; let its worth, its power,
its efficiency stand second to none. Within
the borders of Michigan, its vast re-
sources. She stands at the head in the rich
and precious products of copper, iron, silver
and gold. She is first in the production of
cereals, first in lumber and salt and extent
of seaboard, first, we sometimes think, in
the affections of a beneficent Father. The
shores of her lakes are dotted with cities
and villages, sending to each other and the
world the results of enterprise and indus-
try, the products of the soil. Can we find
another so like ours, shedding light and
heat upon a soil that laughs with rich har-
vests and at the same time upon men who
radiate with warm hearts, cool heads,
marked energy and zeal?

Are not these large, wise and generous
provisions granted men who will use them
larger and more beneficent and exalted
fields of action? And may this idea shape
and mould the men of the Business Men's
Association of Michigan.

Liability of Insurance Company.
An insurance policy insured against in-
juries "effected through external, violent
and accidental means," providing that the
insurance should not extend to injuries oc-
curring in consequence of the violent expo-
sure of the insured to unnecessary danger,
hazard or perilous adventure, and requiring
the insured to use all due diligence for per-
sonal safety and protection. In an action
upon this policy the Supreme Judicial Court
of Massachusetts held that an employee of a
railroad company, killed on the track by a
train, was injured by "external, violent and
accidental means;" that being sent there to
shovel snow from the crossings, he did not
expose himself to unnecessary danger, and
that the burden of proof was on the com-
pany to show that he did not use due dil-
igence for personal safety.

The Michigan Tradesman.

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

E. A. STOWE, Editor.

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

WEDNESDAY, SEPTEMBER 7, 1887.

THE THIRD CONVENTION.

AS THE TRADESMAN goes on the press this week, the third convention of the Michigan Business Men's Association meets in opening session at Flint. Preparations for the event have been carefully consummated and, as interest in the work of organization was never so great as at present, there is every reason for thinking that this convention will surpass the second convention, in the same way that the latter event surpassed any other meeting of the kind ever held in this country. The programme, which has been repeatedly published in these columns, comprises features which are common to men in any branch of business, so that no one will have cause for thinking that the proceedings of the convention will possess less interest for him than for another. The question of insurance, for instance, is as important to the manufacturer as to the grocer, and a discussion of that subject will attract the attention of both, while a desultory controversy over the subjects peculiar to each line of business invites the apathy of all but the representatives of that one line. To the absence of such class questions and distinctions and the encouragement of a spirit of utilitarianism is largely due the wonderful success which has accompanied the work of organization in this State.

Speaking in a general way, the officers and committees of the Association are entitled to much credit for the numerical strength the movement has assumed, as well as for the valuable results secured wherever organization has taken root. They have worked day and night, week in and week out, for the success of the cause they have so much at heart, and the thought that 2,400 reputable business men have joined hands in the suppression of business abuses and the ennobling of business pursuits must be a source of profound satisfaction to them, as it has been a source of profit and a cause for rejoicing to those numbered among the friends of organization.

The changed conditions under which association work will be carried on in the future, in consequence of the incorporation of both State and local bodies, are sure to bring about a gradual improvement in the entire system—an improvement which will remove obstructions heretofore considered necessary evils and open up new fields for exploration and effort. In giving each body legal status and making each association dependent, in a measure, on the other, a degree of uniformity will necessarily have to be introduced which cannot fail to result in the lasting good of the movement.

By the courtesy of the President, Secretary and Chairman of the Committee on Trade Interests of the Michigan Business Men's Association, THE TRADESMAN is able to present the annual address of the former and the annual reports of the latter simultaneous with their delivery at the convention. Such courtesy is appreciated all the more from the fact that it will undoubtedly enable THE TRADESMAN to present an otherwise complete report of the convention within the limits of a single issue, which it hopes to do next week. The address and reports present a concise view of the strides organization has taken in this State during the past year and are worthy the careful perusal of all interested in association work and methods.

Cheboygan business men complain because insurance rates are not perceptibly lower than they were before the city had her splendid water works and efficient fire department. Such a condition of affairs is the result of the most damnable monopoly which ever cursed the State—a monopoly which will cease to exist on January 31, 1888, when the anti-compact law goes into effect. It should not be forgotten, either, that the author of the law gives the Business Men's Association the entire credit for securing its enactment.

If there is one enterprise, more than another, which would pay in Grand Rapids, it is the establishment and operation of a tobacco factory. The grocery jobbers at this market send hundreds of thousands of dollars a year to Louisville, St. Louis, Chicago and other leading tobacco manufacturing points, a portion of which would be cordially turned over to a home institution, if such an establishment was in existence.

Semi-Monthly Report of State Secretary Mills.

GRAND RAPIDS, Sept. 1, 1887.

E. A. Stowe, Grand Rapids.

DEAR SIR—I herewith hand you my semi-monthly report of the Michigan Division, T. P. A., from Aug. 15 to September 1, 1887.

ADDITIONS TO MEMBERSHIP.

15467 M. Morton, Romeo.
15468 A. West, Cornua.
15502 G. B. Clark, Vernon.
15525 F. O. Kellogg, Grand Rapids.
15539 F. E. Francisco, Three Rivers.
15542 J. H. Campbell, Marshall.
Five members have paid dues and been reinstated. Respectfully submitted,
L. M. MILLS, Sec'y Treas.

H. H. Steffy, general dealer, Crystal: "A good paper."

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

J. S. Page is now pleasantly settled in his new drug store at the corner of Plainfield and Coit avenues.

Daniel Horton has engaged in the grocery business at Remus. Bulkley, Lemon & Hoops furnished the stock.

Walker & Morgan have engaged in the grocery business at Sault Ste. Marie. The stock was furnished by Cody, Ball, Barnhart & Co., making the fifth new stock they have put in at the Sault since May 1.

Chas. F. Cobb, who was identified with the defunct Hoptonic Co., states that he has nearly completed arrangements for the transfer of the business of the late concern to a newly-organized company at Chicago, which will take up the work where the Hoptonic Co. left off and carried it forward. The factory will not be removed to Chicago.

Not to be outdone in the suggestion of new schemes, Frank Jewell advances the idea of the wholesale trade of Grand Rapids organizing a stock company for the purpose of operating a steamboat line along the eastern shore of Lake Michigan. Manistee, Frankfort, and other important points along the shore have direct connection, by water, with Milwaukee and Chicago, and it is argued that by putting Grand Rapids on the same footing, much of the trade which goes across the lake could be diverted to this market. The project appears to be feasible, and is certainly desirable, and THE TRADESMAN hopes to see the subject agitated.

AROUND THE STATE.

Hudson—M. E. Powers has purchased the Hamilton hardware stock.

Tecumseh—Kies Bros. have removed their clothing stock to Elkhart, Ind.

Muskegon—D. B. Jones has engaged in the grocery business at 301 Clay avenue.

Farwell—M. A. Tompkins has engaged in the furniture and undertaking business.

Manistee—Henry Maker has purchased the candy and cigar business of Frank Smith.

Marshall—Mack & Reiley, the grocers, have dissolved, Mr. Reiley retiring to accept a position on the road.

Sturgis—E. D. Cory, the book and music dealer, has assigned. Assets and liabilities are said to be about even at \$2,000.

Cadillac—LaBar & Corpwell will discontinue their Crooked Lake store when they establish a branch store at Manton.

New Salem—Brautigan Bros., the North Door general dealer, have started up their new job turning establishment here.

Nashville—Mr. and Mrs. F. B. Cable have sold their millinery and fancy goods stock to Feighner & Kuhlman, late of Hastings.

Hastings—W. H. Myers has repurchased the harness stock he recently sold to John Cole and will continue the business at the old stand.

Manistee—Wm. Crosby has moved his restaurant and bakery business to Onekama. J. J. Post will continue the business at the old stand.

Muskegon—J. C. Donaldson, formerly with S. A. Tillotson, has opened a domestic bakery, confectionery, fruit, tobacco and cigar store at 24 West Clay avenue.

Detroit—J. E. Bolles & Co. have removed to their new works on West Woodbridge street, between Seventh and Eighth streets, where they have largely increased their facilities.

South Arm—John Leng has sold his interest in the general store of Leng & Draper to Walter S. Johnson, of Sutton's Bay. The business will be continued under the style of A. F. Draper & Co.

Ionia—Geo. H. Maul, formerly engaged in the tea and coffee business here, but recently in trade in the same line at Grand Rapids and Muskegon, has returned to this city and re-engaged in trade here.

Kalkaska—Pipps Bros. & Martindale will occupy the Elms block as soon as finished with their hardware stock. It will make one of the finest stores in Northern Michigan, being 50x100 feet in dimensions.

Flint—A building owned by Sturt & Son, and occupied by Mummery & Van Kuren as a creamery, and an adjoining building owned and occupied by Alfred Ingalls with his residence, grocery and meat market, burned on the 29th ult. Sturt's loss on building, \$500; Mummery & Van Kuren's loss, \$500, no insurance; Ingalls' loss, \$500, fully insured. The fire was of incendiary origin.

Muskegon—Albert Towle, the Western avenue grocer, has been arrested on a capias issued at the instance of Rev. J. J. Jacobs, who charges Towle with slander. The reverend gentleman claims \$10,000 damages. He was pastor of the Baptist church, of which Towle is a member, and there has been trouble in the flock, during which Towle has accused the shepherd of untruthfulness and other wicked things. Towle gave \$5,000 bail.

Martin—O. Green, the veteran merchant, languishes in the county jail at Allegan. He has had a bad habit of going on sprees, and got into that way last Thursday. During the afternoon he got a shotgun and threatened people with it, seeming to think they meant to rob him. In the evening he saw Philletus Smith across the street and ordered him to come over to his store. Smith answered him that he was on his way home, and started on, when Green fired. Ten shot took effect in various parts of Smith's body, but will do no harm except a passing soreness. Smith lives in the Northern part of the State and was visiting in Martin. He and Green were good friends.

Homer—Spayde & Linn, clothing dealers, are about to dissolve.

Denton—T. B. Moon succeeds H. B. Jenks in the grocery business.

Menominee—Hornick & Nowack succeed John Rasor in the meat business.

Caro—L. Axford & Son succeed John F. Wilmut in the hardware business.

Harrison—Rauch & Hoover succeed Sears & Rauch in the hardware business.

Bay City—J. A. & W. E. Beardsley succeed J. A. Beardsley in the news business.

Alba—E. B. Hodge & Co. have moved their harness business here from Charlevoix.

Ironton—M. Hubbard & Co. succeed Lucia Bros. and Rood & Relyea in general trade.

Lansing—Tower Bros. succeed Tower & Bower in the restaurant and confectionery business.

Remus—Daniel Horton, for the past year in the employ of C. V. Hane, has engaged in the grocery business.

Ionia—J. L. Lee & Co., a firm composed of J. L. Lee and R. C. Stone, have purchased the dry goods stock of Chas. Root which was formerly owned by Stone Bros.

Muskegon—J. D. Sheridan & Co., formerly of Brooklyn, where they conducted a general store, have engaged in the clothing, hat and cap and gents' furnishing goods business at 36 Western avenue.

Bay City—R. G. Gustin & Co., wholesale grocers, have struck natural gas in the village of Gustin on the D. B. C. & A. R. R., the flame from which reaches 148 feet. They have telegraphed Gov. Alger to come there immediately and bring with him people interested, as they will bore still lower for oil, Ann Arbor professors having pronounced the outlook favorable. If the enterprise proves a success, smelting works will be erected.

STRAY FACTS.

Rollin—Louis Fitts has started his new fruit evaporator.

Blissfield—C. H. Fitts & Co. have started up their fruit evaporator.

Charlotte—A Knights of Labor co-operative fruit evaporator has gone into business.

Cedar Springs—The business men have all agreed to close at 8 p. m., until May 1, next year.

Charlotte—The grocers have joined the early closing movement by agreeing to shut up at 8 p. m.

Kalkaska—Fire recently destroyed the job shop of Don. D. Haven. Loss \$3,000, no insurance.

Alpena—Fletcher, Pack & Co. have purchased boring machinery and will begin boring for salt or gas within a few days.

Hart—The Oceana Loan & Trust Co. will begin a general banking business October 1, under the style of the Oceana County Savings Bank. E. D. Richmond will act as cashier.

Nashville—G. W. Francis and F. C. Boise have bought the patents and plant pertaining to the Williams fruit evaporator of John Williams & Co., of Kalamazoo, and will remove the manufactory to this place about December 1.

Detroit—The Michigan Railway Supply Co. has been incorporated with a capital stock of \$100,000, \$70,000 of which is already paid up. The stockholders are C. A. Newcomb, Collins B. Hubbard and William A. Pungs, who own respectively 933, 933 and 934 shares of \$25 each. The company will make iron and steel railway beams and other railway supplies. The manufactory will be situated in Detroit. The company is having its machinery made now, but does not know when or where its shops will be erected.

MANUFACTURING MATTERS.

Big Rapids—The new Crescent Furniture Co. started on its first 100 suits the last day of August.

Ontonagon—Complaint is made that the docks are so full of lumber there is no piling room left.

Hunter's Point—H. H. Gardner & Co. have bought L. H. Warner's mill. Mr. Warner goes to Menominee.

Nashville—L. N. Kellogg has the foundation walls up for a new furniture factory. The main building will be 33x80 feet.

Menominee—The proposition to remove the Marinette Iron Works from Marinette, Wis., to this place, is under consideration.

Morley—Higbee & Hugh offer \$100 for information leading to the discovery of the fellow who drove spikes into their sawlogs.

Monroe—The J. M. Bulkley Manufacturing Co. has been organized with a capital of \$25,000 to engage in the manufacture of metallic spring beds.

Borland—Nichols Bros. have put in a shingle mill with a capacity of 25,000 per day, and will operate the same in connection with their sawmill.

Ontonagon—It is said that more lumber was loaded on vessels here last week than was ever handled in any corresponding time in the history of the place.

Oscoda—P. E. Shien & Co. recently made up a raft of eight strings which were chained together at Tawas, and made up a total of 1,600,000 feet of long timber, which had been sold to the Laycock Lumber Co., at Buffalo, N. Y.

Menominee—It is expected that about the usual amount of logs will be put into the Menominee the coming winter, which with 150,000,000 likely to be left over, would make a total of about 650,000,000 feet for next season's sawing.

Gladwin—Wm. Chester has sold to Wm. J. Dolph & Co., of Stanton, the pine timber upon 640 acres in town 18, 1 west, for \$1,200. The firm will locate a shingle mill and begin the manufacture of the timber as soon as the railroad reaches Gladwin.

Whitehall—The levy made by Sheriff Nelson on the stock of logs of the Wilcox Lumber Co. has been released, as the judgment in favor of Mrs. Barbel, of Grand Rapids, has been satisfied.

Muskegon—The insurance adjusters at work on the recent fire losses settled with Hackley & Hume for \$29,043.86, with Stinson, Fay & Co. for \$9,746.79 on lumber, with T. D. Stimson for \$3,000 on lumber, and with Stinson Bros for \$5,000 on docks and tramways.

South Boardman—M. B. Farrin & Co., having finished cutting their tract of pine, have shut down their mill, having cut in all about 18,000,000 feet. They have also a large tract of hemlock, but will not cut it at present, as the returns would be too small to pay for handling.

Manistee—R. G. Kinsley has contracted to furnish tanners at LaCrosse, Racine and Milwaukee with 1,000 cords of bark, and is also shipping pulp wood to the Pioneer Wood & Pulp Co., Centralia, Wis., besides being an extensive fire contractor. His present contracts will carry him into the winter.

Muskegon—The Monroe Manufacturing Co. has about finished the most complete refuse burner at Muskegon. It has a centrifugal shaving and dust collector which draws the refuse to the burner and deposits it. The company's planing mill has produced shavings at the rate of several wagon loads daily, an amount of refuse which obstructed movements about the mill.

Ludington—The manager of the T. R. Lyon mills recently received an order for a bill of timber of specified size. He telephoned his camps on the Lake county railroad to procure the logs, which were cut, skidded and loaded on cars the same day. They reached the mill the day following, were cut into lumber and loaded on the vessel for Chicago within thirty hours after the original order was given.

Saginaw City—D. Hardin has commenced clearing the ground for the new match factory buildings to be erected at the corner of Water and Waller streets. The principal building will be 40x90, two stories high, and the smaller building will be 30x30 one story high. Mr. Hardin has contracted with the match company to erect the buildings and furnish the power to run the machinery, which will be transmitted from the engine in the drill house of what is known as the Kull salt block. The match company is preparing to establish a first-class institution. It will start out under more favorable circumstances than were at first expected.

Gripsack Brigade.

Dick Mangold is now on the road for the Model Mills.

F. W. Haddon is now working the city trade for H. Leonard & Sons.

D. S. Haugh has recovered from his recent illness and resumed his trips.

Guy Bradford, son of the more or less renowned Cassias, entered the Commercial College Monday.

Thos. D. Haight is now on the road for the Aldine Manufacturing Co., working at present in the enterprising cities of the Saginaw Valley.

Mrs. L. M. Mills and Mrs. W. F. Blake are taking the Hastings drive with their husbands this week. The young ladies who usually hang on the gates as the boys drive drive by will please govern themselves accordingly.

Will J. Worden spent last week among the cities and towns of the Saginaw Valley. Will has finally embarked in business on his own account, having opened an undertaking establishment at Saginaw City. He has placed the business in competent hands and will continue to travel for the Powers & Walker Casket Co.

One of the most successful cigar salesmen who comes to Grand Rapids was in town last week. As usual, he took around but one sample at a time. When asked how he managed to make the rounds in this way, he replied, "I don't care to sell one man but a single brand. When I sell one merchant a good bill, I do not fill his neighbor up with the same brand, which would eventually knock me out at both places. I have tried every plan under the sun and find this one enables me to get over the ground faster and gives better satisfaction all around."

W. A. Smith was born at Hastings, June 23, 1858, and lived there until fourteen years of age. He then removed to Tecumseh, where he attended school a half dozen years, when he entered the grocery and crockery store of Bremer Bros., remaining behind the counter about six years. He then transferred his allegiance to the clothing firm of Kies Bros., with whom he remained between two and three years. Receiving an offer to travel on the road for J. M. Wheeler & Co., the Toledo tobacco and cigar jobbers, he accepted the same and for a year covered the trade of Southern Michigan. Receiving a more lucrative offer from Eaton & Christenson about a year ago, he engaged with that firm to succeed W. J. Price with the Upper Peninsula trade of the house, in which territory he is likely to remain for some time. Mr. Smith has been married eight years and has two pretty daughters, aged seven and six years, respectively. He is a hard-working, conscientious traveler and has made many friends during his year's stay in this community.

Purely Personal.

C. A. Fellows, the Big Rapids druggist, is taking a trip through North Carolina.

W. B. White, book-keeper for W. T. Lamoreaux, has returned to his post of duty after a month's enforced idleness by reason of severe illness.

Robert Fisk, late of Mancelona, has entered the employ of Dr. A. Hanlon, at Elk Rapids.

H. D. Purdy, the Fennville druggist, who has been very sick with brain fever, is convalescent.

H. C. Teed, of the commission firm of H. C. Teed & Co., of Chicago, was in town a couple of days last week.

W. L. Freeman, wife and baby, left to-day for a two week's visit at his old home at Freeman, Ontario.

John Killen, the veteran groceryman, has gone to Houghton on business, expecting to be gone ten days or two weeks.

M. S. Goodman, book-keeper for the Hazzeltine & Perkins Drug Co., spent Sunday at Battle Creek, the guest of A. J. Little.

Robert W. Clark, formerly of the grocery firm of Wagner and Clark, is now with a surveying party near Orange Grove, Cal.

A. J. Little, Manager of the Metal Back Album Co., selling agents for the Art Album Co., of Battle Creek, was in town a couple of days last week.

James Wingarden, late of the grocery firm of Wingarden & Cook, is suffering from the loss of a thumb and two fingers from his left hand, which were severed on a saw in White & Friant & Letellier's planing mill on Aug. 25.

Jennie L. Matthews, daughter of M. J. Matthews, the veteran Detroit traveler, was married Monday to Albert G. Washburn, the well-known Charlevoix merchant. The happy couple will, of course, make their home at Charlevoix.

Benj. Krause, of Ann Arbor, is visiting his brother, Adolph G. Krause, of the firm of Hirth & Krause. Mr. Krause is a pharmacist by profession, having graduated from the Pharmacy department of the Michigan University last June, and will remain in Grand Rapids, if he can secure desirable employment.

M. J. Wristley, who has done good work in extending the circulation of THE TRADESMAN in this city and the lake shore towns, starts this week for a month's trip through the Saginaw Valley and the Upper Peninsula. THE TRADESMAN bespeaks for its representative the courteous consideration of the trade.

OATS!

I can offer a few cars of No. 1 White Oats at 31 1-2 cents in car lots here on track.

W. T. LAMOREAUX,

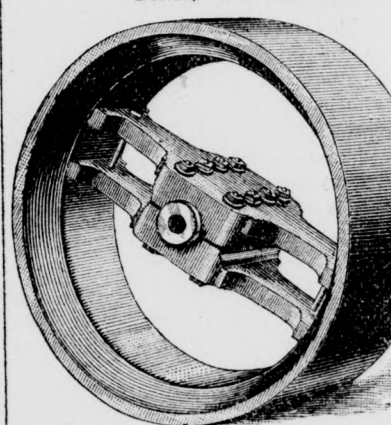
71 Canal Street,
GRAND RAPIDS, MICH.

HESTER & FOX,

Manufacturers' Agts. for
Saw and Grist Mill

MACHINERY

Planers, Mowers, Moulders and all kinds of Wood-Working Machinery, saws, Belting and Oils.



And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for sample Pulley and become convinced of their superiority.

WRITE FOR PRICES.

44, 45 and 48 So. Division St.,
Grand Rapids, Mich.



HURCULES POWDER

THE GREAT STUMP AND ROCK

Annihilator

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

Mail orders promptly filled.

L. S. HILL & CO.,

19 and 21 Pearl St., Grand Rapids, Mich.

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

VOIGT, HERPOLSHEIMER & CO.,

80 and 82 Monroe and 48, 50 and 52 Ottawa Sts.,

GRAND RAPIDS, MICHIGAN.

We desire to call the

attention of the

Wholesale

Trade

to the fact that we

have just received a

Large and Well-Assorted

Stock of

Ladies', Misses' and Children's

CLOAKS

Which we are offering

at prices that can-

not be

UNDERSOLD

When in the city

call and look us

through.

All Orders will be Promptly and Carefully Filled.

MISCELLANEOUS.

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

FOR SALE—A new soda fountain, which cost \$140 and freight this spring. It is exchanged for Matthews & Co. Will sell for \$100. In perfect order. W. R. Mandigo & Co., 587 1/2 Wood, Mich.

FOR SALE—Stock of general merchandise which will inventory about \$10,000, but can be run down to \$8,000 within thirty days. This is an established business of nine years' standing, and a rare chance for the purchaser. Good reasons for selling. Apply to Rice & Little, Coopersville, Mich.

FOR SALE—Drug stock in a town of 1,500 inhabitants, situated in fine farming and milling country. A good place for the right man. Reason for selling—owner not a registered pharmacist. Address O. C. Pemberton, 200 Fremont, Mich.

FOR SALE—The best brick hotel and barn in Michigan for \$1,000; owner going west. F. W. Downer, Gaines, Mich.

FOR SALE—Twenty acres of improved fruit land, with several acres bearing fruit. One mile from Frankfort. Will trade for house and lot or stock of goods in Grand Rapids.

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

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

FOR SALE—The second largest wholesale ice cream manufactory in the State, with retail confectionery, cigars, etc., in connection. A chance to get a first-class paying business in one of

The Michigan Tradesman.

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

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

- Ada Business Men's Association.**
President, D. F. Watson; Secretary, Elmer Chapel.
- Alba Business Men's Association.**
President, C. R. Smith; Secretary, Peter Baldwin.
- Allegan Business Men's Association.**
President, Irving F. Clapp; Secretary, E. T. VanOrstrand.
- Retail Grocers' Association of Battle Creek.**
President, Geo. H. Howell; Secretary, Stanley.
- Belding Merchants' Association.**
President, H. J. Leonard; Secretary, J. M. Earle.
- Bellaire Business Men's Association.**
President, John Rodgers; Secretary, G. J. Johnson.
- Burr Oak Business Men's Association.**
President, E. O. Rogers; Secretary, H. M. Lee.
- Calhoun Business Men's Association.**
President, E. P. Clark; Secretary, A. S. Hobart.
- Bozette Business Men's Association.**
President, E. R. Perkins; Secretary, W. C. Chase.
- Cadillac Business Men's Association.**
President, J. C. McAdam; Secretary, C. T. Chapin.
- Carson City Business Men's Association.**
President, F. A. Rockwell; Secretary, C. O. Trask.
- Cass Business Men's Association.**
President, H. A. Bailey; Secretary, E. Farnham.
- Cedar Springs Business Men's Association.**
President, T. W. Prosser; Secretary, L. H. Chapman.
- Charlevoix Business Men's Association.**
President, John Nichols; Secretary, R. W. Kane.
- Coopersville Business Men's Association.**
President, G. H. Watson; Secretary, C. L. Boynton.
- H. M. P. U. of Cheboygan.**
President, J. H. Tuttle; Secretary, H. G. Dozer.
- Dimondale Business Men's Association.**
President, T. M. Sloan; Secretary, N. H. Widger.
- Dorr Business Men's Association.**
President, L. N. Fisher; Secretary, E. S. Botsford.
- Retail Grocers' Association of E. Saginaw.**
President, Richard Luster; Secretary, Chas. H. Smith.
- Edmore Business Men's Association.**- Eastport Business Men's Association.**
President, F. H. Thurston; Secretary, Geo. L. Thurston.
- Eaton Rapids Business Men's Association.**
President, F. H. DeGallin; Secretary, Will. Emmert.
- Elk Rapids Business Men's Association.**
President, J. J. McLaughlin; Secretary, C. L. Martin.
- Evart Business Men's Association.**
President, W. M. Davis; Secretary, Chas. E. Bell.
- Fife Lake Business Men's Association.**
President, E. Hagdon; Secretary, G. Y. Adams.
- Flat Mercantile Union.**
President, W. C. Pierce; Secretary, J. L. Willett.
- Frankfort Business Men's Association.**
President, Wm. Upton; Secretary, E. R. Chandler.
- Freeport Business Men's Association.**
President, Foster Sisson; Secretary, Arthur Chesborough.
- Fremont Business Men's Association.**
President, Joseph Gierler; Secretary, C. L. Rathbun.
- Grand Haven Business Men's Association.**
President, Fred. D. Voss; Secretary, Fred A. Hutter.
- Retail Grocers' Ass'n of Grand Rapids.**
President, Jas. A. Coye; Secretary, E. A. Stove.
- Greenville Business Men's Association.**
President, L. W. Sprague; Secretary, E. J. Clark.
- Hartford Business Men's Association.**
President, V. E. Manley; Secretary, L. B. Barnes.
- Holland Business Men's Association.**
President, John Kramer; Secretary, P. W. Kane.
- Hastings Business Men's Association.**
President, L. E. Stauffer; Secretary, J. A. VanArman.
- Harbor Springs Business Men's Ass'n.**
President, W. J. Clark; Secretary, A. L. Thompson.
- Hersey Business Men's Association.**
President, O. L. Millard; Secretary, Frank Beardsley.
- Hopkins Station Business Men's Ass'n.**
President, S. C. Parker; Secretary, S. C. Bond.
- Howard City Business Men's Association.**
President, C. A. Vandenberg; Secretary, B. J. Lowry.
- Holland Business Men's Association.**
President, Jacob Van Dusen; Secretary, A. Van Dusen.
- Hubbardsville Business Men's Association.**
President, Boyd Redner; Secretary, L. W. Robinson.
- Ionia Business Men's Exchange.**
President, Wm. E. Gardner; Secretary, Fred. Cutler, Jr.
- Ilwaco Business Men's Association.**
President, O. F. Jackson; Secretary, John Eversden.
- Kalamazoo Retail Grocers' Association.**
President, P. Hanney; Secretary, M. S. Scoville.
- Kalamazoo Business Men's Association.**
President, A. E. Palmer; Secretary, C. E. Ramsey.
- Kingsley Business Men's Association.**
President, H. P. Whipple; Secretary, C. H. Camp.
- Lansing Business Men's Association.**
President, Frank Wells; Secretary, Will. Crotty.
- Lawrence Business Men's Association.**
President, H. M. Marshall; Secretary, C. A. Stebbins.
- Leslie Business Men's Association.**
President, Wm. Hutchings; Secretary, M. L. Campbell.
- Lowell Business Men's Protective Ass'n.**
President, N. B. Blain; Secretary, Frank T. King.
- Luther Business Men's Association.**
President, W. B. Pool; Secretary, Chas. J. Robinson.
- Lyons Business Men's Ass'n.**
President, E. M. Hutchinson; Secretary, D. A. Reynolds.
- Mancelona Business Men's Association.**
President, W. E. Watson; Secretary, C. L. Bailey.
- Manistee Business Men's Association.**
President, C. D. Gardner; Secretary, H. W. Leonard.
- Manistique Business Men's Association.**
President, F. H. Thompson; Secretary, E. N. Orr.
- Manton's Business Men's Association.**
President, F. A. Jensen; Secretary, R. Fuller.
- Muir Business Men's Association.**
President, Simon Towns; Secretary, L. A. Dy.
- Muskegon B. M. A.**
President, H. B. Fargo; Secretary, Will. Conner.
- Merchants' Union of Nashville.**
President, Herbert M. Lee; Secretary, Walter Webster.
- Oswego Business Men's Association.**
President, J. M. Ballou; Secretary, J. F. Conrad.
- Ocean Business Men's Ass'n.**
President, W. E. Thib. Secretary, E. S. Houghtaling.
- Ovid Business Men's Ass'n.**
President, C. H. Hunter; Secretary, Lester Cooley.
- Owosso Business Men's Association.**
President, W. A. Woodard; Secretary, S. Lamson.
- Potosi Business Men's Association.**
President, Jas. Buckley; Secretary, A. C. Bowman.
- Pewamaw Business Men's Association.**
President, Albert Hall; Secretary, E. R. Holmes.
- Plainwell Business Men's Association.**
President, M. Bailey; Secretary, J. A. Sidle.
- M. U. P. A. of Port Huron.**
President, G. C. Meisel; Secretary, S. L. Merriam.
- Kodiny Business Men's Association.**
President, L. T. Wilmarth; Secretary, R. E. McCormick.
- Reed City Business Men's Association.**
President, C. J. Fiedelhauser; Secretary, H. W. Haywood.
- Rockford Business Men's Association.**
President, Geo. A. Sage; Secretary, J. M. Spore.
- St. Charles Business Men's Association.**
President, B. J. Downer; Secretary, E. E. Burdick.
- St. Johns Merchants' Protective Association.**
President, H. L. Kendrick; Secretary, C. M. Merrill.
- Sand Lake B. M. A.**
President, J. V. Crandall; Secretary, A. P. Conestock.
- Business Men's Protective Ass'n of Saranac.**
President, Geo. A. Potts; Secretary, P. T. Williams.
- Scottville B. M. A.**
President, H. E. Symons; Secretary, D. W. Higgins.
- South Boardman Business Men's Ass'n.**
President, H. E. Hogan; Secretary, S. E. Niehardt.
- So. Arm and E. Jordan Business Men's Ass'n.**
President, D. C. Lovelady; Secretary, C. W. Sutton.
- Sherman Business Men's Association.**
President, H. H. Sturtevant; Secretary, W. G. Shane.
- Sparta Business Men's Association.**
President, J. R. Harrison; Secretary, M. B. Nash.
- Sturgis Business Men's Association.**
President, Henry S. Church; Secretary, Wm. J. J. J.
- Traverse City Business Men's Association.**
President, Geo. E. Steele; Secretary, L. Roberts.
- Tustin Business Men's Association.**
President, G. A. Estor; Secretary, Geo. W. Boring.
- Vermontville Business Men's Association.**
President, W. H. Bonfield; Secretary, W. E. Holt.
- Watervliet Business Men's Association.**
President, H. P. Jones; Secretary, F. H. Merriam.
- Wayland Business Men's Association.**
President, E. W. Pickett; Secretary, H. J. Turner.
- Woodland Business Men's Association.**
President, John Vain; Secretary, J. N. Hartley.
- White Cloud Business Men's Association.**
President, P. M. Roedel; Secretary, M. D. Hayward.

White Lake Business Men's Ass'n.

President, A. T. Linderman, Whitehall; Secretary, W. B. Nicholson, Whitehall.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN.

"When I left the ministerial field," said Mr. Slimmer, the other day, in his pulpit voice, "to endeavor to add to my worldly wealth by commercial pursuits, I did not expect to find my new path a thornless one, or my new profession entirely free from cares and troubles, and I was not disappointed; but I didn't expect to be made personally responsible for the dying of my calves, or the number of seeds rolled up in my cotton batting, or the amount of starch in my denims, and faults of that nature, but the duller trade becomes the more unreasonable some people are. Why, I've had old ladies accuse me of a deliberate and premeditated swindle on a seventy-five cent print transaction, and I judge from their language that some of them imagine that I spend most of my spare time concocting unrighteous plans to wrong them in every manner possible."

"And then," continued Slimmer, "to see how deplorably some people are wanting in reason. Why, one of my best customers left me the other day for one of the most curious causes I ever heard of. You see, he was a one-legged man, and he came in here to pick out a pair of boots. He found a six-dollar pair that exactly suited him. So he put one boot under his arm, threw down three silver dollars, and started for the door; and because I remonstrated with him he got angry and said he'd never enter my store again. Singular, wasn't it? I wish customers were all as easily suited as the Widow Sprigginton. After her husband died she came in to look at some black silks. I told her my spring stock hadn't arrived, and I'd only one good piece, and showed it to her, and then had to explain that two ladies who had used the same kind claimed that it faded to a brownish color, after a few months."

"Does it fade evenly?" she said.
"I informed her that I had no reasonable doubt of it."
"Oh!" she exclaimed. "That will be so nice. I can go out of mourning so gradually that nobody will notice it!"

If I was a member of Slimmer's church, I think I should have a painful duty to perform.
How much more smoothly and noiselessly the wheels of life would revolve if they were not being continually lubricated with human gall and bile. If every individual of thinking capacity would, as nearly as possible, practice the grand religion, whose entire catechism, creed and dogma are embraced in the two little words, "Do Right," how many of the discomforts, annoyances and vexations that now accompany our daily labors would vanish, and how much of the clouds and fogs of existence would melt away in its sunshine!

But what's the use of moralizing? The world is as it is, and as all the philosophers and preachers and moral sages of various names and objects appear to have very little success in purifying the moral atmosphere, it would be folly to hope for any relief from the minor annoyances which spring from the diversities and perversities of human nature, and those of us whom circumstances compelled to journey through life with the alleged, mark of Cain on our brows, would have had better digestions and a more satisfactory experience with the enjoyments of life, if we had, early, read the fable of the drop of water and the duck's back, and profited by its moral.

And do some of those dealers who grumble at the unreasonableness of a certain class of customers ever ask themselves if they are not liable to be regarded in about the same category by the jobber and his assistants? Do they always use reason, and common sense and a little courtesy in their claims for errors, shortages, etc? My early experience in trade convinces me that a great many do not. In my unseasoned business days I used to imagine that every mistake made against me, and in favor of the wholesaler, was a deliberate attempt at petty swindling, and that to defend my rights it was necessary to write long, indignant and almost "bull-dozing" protests on every occasion. I long ago saw my error and repented my folly, but I regret to believe that my course is still often duplicated by many traders.

It is not long since that I saw a letter, written by a country dealer to a wholesale firm, which I quote, as nearly as I can, from memory:

GENTS—What the h—l did you mean selling that butter at — cents, when I could have got — cents for it here. Smart, wasn't you? That you'd beet me out of a few dollars easy, but you won't, no, siree. I'll take the difference out of your acct, and if you want to git showed up as swindlers just sue me, that's all.

I have eliminated some of the obscenity from this epistle; extracted some superfluous capitals, and made a trifling correction in the orthography, but its substance was nearly as given.

The circumstances which led to this gentlemanly communication were, I learned, as follows: The jobbers were not dealers in butter and, merely as an accommodation, received a consignment from the writer to sell for him, and to be placed to his credit on a long over-due account. The invoice, on its arrival, was found to consist of a heterogeneous mass, wherein all colors, ages and flavors were mixed together in inextricable confusion, and the lot was practically unmarketable. The matter was referred

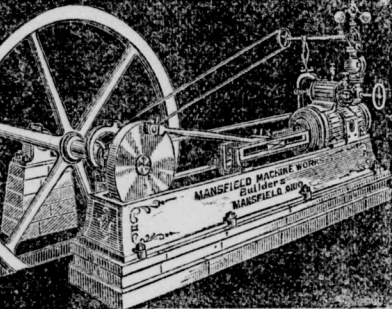
back to the sender, and, after several days had elapsed without reply, the stuff was disposed of at the best figures obtainable.

I discovered, some years ago, that a misunderstanding between myself and the wholesale merchant could be far more easily and satisfactorily adjusted by a quiet, courteous and business-like correspondence, than by a display of temper, and insinuations of dishonest dealing.

I sometimes wonder whether young Doddson, who graduated from a commercial school, and who takes immense pride in showing his penmanship in verbose and caustic letters, complaining of the shortage of a box of clothes-pins; the leakage of a half gallon of syrup; the broken condition of a box or package, etc., would "take his pen in hand" with as much indignation and vigor if he should find ten chests of tea billed to him and eleven shipped? My private impression is that the house would never be castigated for the error, although Doddson might soothe his conscience by giving the firm a temporary relief from his exhorting epistles.

PORTABLE AND STATIONARY ENGINES

From 2 to 250 Horse-Power, Boilers, Saw Mills, Grist Mills, Wood Working Machinery, Shafting, Pulleys and Belts. Contracts made for Complete Outfits.



W. C. Denison,
85, 90 and 92 South Division Street,
GRAND RAPIDS, MICH.

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

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.

The Standard of Excellence

KINGSFORD'S



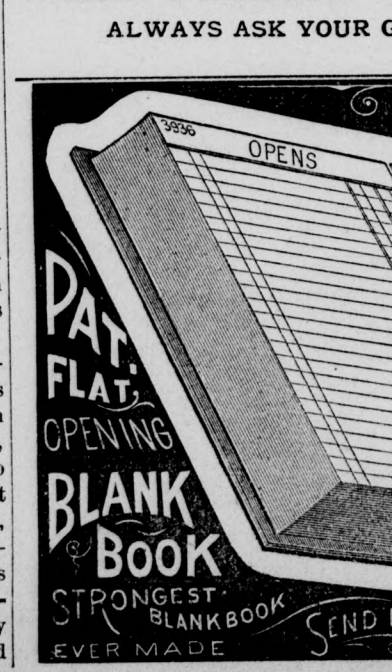
STARCH.

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

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

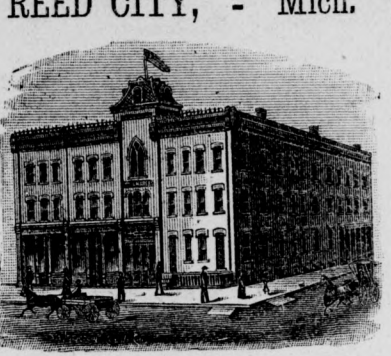
ALWAYS ASK YOUR GROCER FOR THESE GOODS.



ST. CHARLES, C. G. A. VOIGT & CO.

G. S. SWAYZE, Manager.

REED CITY, - Mich.



Fine Sample Rooms in Connection.

This spacious and admirably constructed New Brick Hotel is now open to the public. It is provided with all the Modern Improvements. The rooms are large, airy and pleasant, in suits or single, and newly furnished throughout. The design of management is to make this house one of comfort and pleasure to its guests.

The Traveling Public are cordially invited.

POTATOES.

We give prompt personal attention to the sale of POTATOES, APPLES, BEANS and ONIONS in car lots. We offer best facilities and watchful attention. Consignments respectfully solicited. Liberal cash advances on Car Lots when desired.

Wm. H. Thompson & Co.,
COMMISSION MERCHANTS,
166 South Water St., CHICAGO.

Reference
FELSENTHAL, GROSS & MILLER, Bankers,
Chicago.

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

Star Roller Mills.

Proprietors of

Manufacturers of

"Our Patent,"

"Star,"

"Calla Lily,"

"Golden Sheaf,"

"Our Fancy."

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

GRAND RAPIDS, - MICH.

M

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

U

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

Z

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

Z

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

Y

TIME TABLES.

Grand Rapids & Indiana.

All Trains daily except Sunday.

Traverse City & Mackinac Ex.	Arrives	Leaves
Traverse City & Mackinac Ex.	8:45 a.m.	11:30 a.m.
Traverse City & Mackinac Ex.	7:30 p.m.	10:40 p.m.
Cadillac Express	8:40 p.m.	5:40 p.m.
Saginaw Express	11:35 a.m.	7:20 a.m.
Saginaw Express	10:30 p.m.	4:10 p.m.

Saginaw Express runs through solid.

9:45 a.m. train has chair car to Traverse City and Mackinac.

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

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

GOING SOUTH.

GOING NORTH.		
	Arrives.	Leave
Traverse City & Mackinaw Ex.....	8:45 a m	9:05 a
Traverse City & Mackinaw Ex.....		11:30 a
Traverse City & Mackinaw Ex.....	7:30 p m	10:40 p
Madillac Express.....	3:40 p m	5:05 p
Madinaw Express.....	11:25 a m	7:20 a

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

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

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

Muskegon, Grand Rapids & Indiana.

Leave.

Leave	Arrive
1:30 a.m.	10:10 a.m.
11:00 a.m.	4:30 p.m.
4:40 p.m.	8:50 p.m.

Leaving time at Bridge street depot 7 minutes later.

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

Detroit, Lansing & Northern.

Grand Rapids & Saginaw Division.

DEPART.

Detroit, Lansing & Northern.	
Grand Rapids & Saginaw Division.	
DEPART.	
Saginaw Express.....	7 30 a
Saginaw Express.....	4 10 p
ARRIVE.	

Trains run solid both ways.

Chicago & West Michigan.

Leave.

Leave	Arrive
9:10 a.m.	3:30 p.m.
11:30 a.m.	12:30 p.m.
11:30 p.m.	5:45 a.m.
11:30 p.m.	5:45 a.m.

"Daily. Daily except Sunday.

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

Newaygo Division.

Leave.

Leave	Arrive
Express	4:05 p.m.
Express	8:25 a.m.
Express	10:20 a.m.

All trains arrive and depart from Union Depot.

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

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

J. B. MCKENNEY, General Manager.

Lake Shore & Michigan Southern.

Kalamazoo Division.

Leave	Arrive
Ex. & Mail, N. Y. Mail	N. Y. Mail, N. Y. Ex.
4:35 p.m.	7:45 a.m.
5:35 p.m.	10:35 a.m.
7:35 p.m.	10:35 a.m.
8:20 p.m.	11:35 a.m.
2:30 a.m.	5:35 p.m.
8:30 a.m.	9:40 p.m.
2:30 p.m.	5:35 p.m.
5:40 a.m.	6:50 p.m.

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

J. W. MCKENNEY, General Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.

*Night Express.....	5:25 a m	5:40
*Daily, Sundays excepted. *Daily.		
Passengers taking the 6:50 a m Express make a connection at Owosso for Lansing, and at Detroit for New York, arriving there at 10:30 a m the following morning. The Night Express has a through Wagner and local sleeping car from Detroit to Grand Rapids.		

Mixed with coach.

GOING WEST.

Grand Rapids Division.	
DEPART.	
Detroit Express.....	6:15
Day Express.....	1:10
*Atlantic Express.....	10:10
Mixed.....	6:50

Daily, Sundays excepted.

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

JAS. CAMPBELL, City Passenger Agent.

GEO. B. REEVE, Traffic Manager Chicago.

Michigan Central.

Grand Rapids Division.

DEPART.

WEST			EAST		
A.M.	P.M.	Leave	[Arrive	A.M.	
11:30	5:05Grand Rapids.....	Ar	10:30	
P.M.	A.M.	Lv		P.M.	
10:45	6:50St Ignace 1.....		8:30	
8:00	1:00	Ar.....Marquette.....	Lv	2:05	

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

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

Mixed..... 6:15 p.m.

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

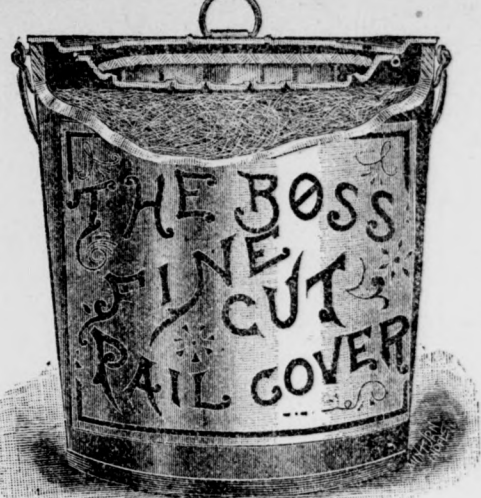
D. W. JOHNSON, Mich. Pass. Agt., Grand Rapids.

D. W. JOHNSON, Gen'l Pass. and Ticket Agt., Chicago.

Duluth, South Shore & Atlantic Railway.

WEST

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



The accompanying illustrations represents the

Boss Tobacco Pail Cover.

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

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

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

WEDNESDAY, SEPTEMBER 7, 1887.

M. B. M. A.

New Constitution Proposed for the State Body.

The following draft of constitution and by-laws for the Michigan Business Men's Association, to conform to the new incorporation law, will be presented at the September convention at Flint:

CONSTITUTION.

ARTICLE I—NAME.

The name of this organization, which is duly incorporated under Act No. 191, Session Laws of 1887, shall be the Michigan Business Men's Association.

ARTICLE II—OBJECTS.

The objects of this Association shall be to unite the local business organizations of Michigan in a compact body and assist in furthering the aims sought to be accomplished; to reform trade abuses; to disseminate useful information; to influence legislation in the interest of business men; to secure reasonable transportation charges; to induce equitable insurance rates and settlements; to assist in the prevention of delinquency and the collection of the credit business; to cultivate a spirit of fraternity among business men; to raise the standard of business men and business methods; to assist in furthering such other aims and objects as may hereafter be deemed desirable for the best interests of the business public.

ARTICLE III—MEMBERSHIP.

This Association shall be composed of such local organizations as have aims and objects in common with those stated in Article II, which have affiliated with this body by securing a charter and paying such per capita dues as may hereinafter be prescribed.

ARTICLE IV—OFFICERS.

Section 1—The officers of this Association shall consist of a President, First Vice-President, Second Vice-President, Secretary, Treasurer and an Executive Board of five members, of which the President and Secretary shall be two. These officers shall be elected annually by ballot and shall hold office until their successors are elected.

Section 2—The President shall, before the close of each annual meeting, announce a Committee on Trade Interests of three members and a Committee on Legislation of three members, a Committee on Insurance of three members and a committee on Transportation of three members.

ARTICLE V—DUTIES OF OFFICERS.

Section 1—The President shall preside at all meetings, if present. At the annual meeting he shall present a report of the proceedings for the year, its present condition and any suggestions for its future management which may be gained from his experience. He shall be ex-officio member of all committees, shall see that all officers and committees perform their duty, and shall, through the Secretary, call together the Executive Committee at any time deemed expedient.

Section 2—In absence of the President, the First Vice-President shall preside.

Section 3—In the absence of both President and First Vice-President, the Second Vice-President shall preside.

Section 4—The Secretary shall receive all money due the Association from any source and pay the same to the Treasurer, taking his receipt therefor; keep a record of all meetings of the Association and the Executive Board and cause a full report of the same to be prepared for publication; issue vouchers on the Treasurer for all bills approved by the Executive Board; conduct all official correspondence; act as Secretary of the Executive Board and ex-officio member of all committees; have charge of the books, papers and other property of the Association; notify all committees of their appointment and the proper officers of each auxiliary association of all regular and special meetings of the Association, at least four weeks in advance of meeting; also perform such other duties as may be required of him by the Executive Board, which shall decide upon a suitable compensation for his services.

Section 5—The Treasurer shall receive all moneys from the Secretary, giving his receipt therefor; pay all bills on the presentation of vouchers signed by the President and Secretary; preserve such vouchers and all bonds and securities belonging to the Association; make a full report of receipts and disbursements whenever required by the Executive Board, to whom the report shall be referred for approval; furnish such bond as the Executive Board shall require; at the expiration of his term of office, he shall turn over to his successor all the books and property of the Association.

Section 6—The Executive Board shall have general management of the Association and shall have charge of all matters pertaining to the Association not otherwise assigned; shall compile and publish a State delinquent list; shall investigate all applications for charters and report thereon; shall audit all bills against the Association; and examine the reports of the Secretary and Treasurer at each regular meeting. No member of the Board shall receive a salary, but actual traveling expenses incurred in attending regularly called Board meetings shall be paid out of the general treasury.

ARTICLE VI—DUTIES OF COMMITTEES.

Section 1—The Committee on Trade Interests shall report at each meeting such observations and information upon that subject as may seem to them of interest to the Association.

Section 2—The Committee on Legislation shall have charge of all attempts to combat financial, or secure favorable, legislation, shall report at each annual meeting what, if any, legislation affecting business men has been secured and submit such recommendations in regard thereto as shall appear to them to be proper.

Section 3—The Committee on Insurance shall study to secure good insurance at fair rates and prompt settlements on an equitable basis.

Section 4—The Committee on Transportation shall endeavor to secure any needed concessions in freight and express rates.

ARTICLE VII—MEETINGS.

Section 1—Regular meetings shall be held

at least once a year, at such time and place as the Association or Executive Board may designate.

Section 2—Special meetings may be held on the vote of the Association or the call of the Executive Board.

ARTICLE VIII—REVENUE.

The revenue of this Association shall be raised by the sale of charters and per capita dues for each member of auxiliary associations in such amount as may hereafter be prescribed.

ARTICLE IX—AMENDMENTS.

Amendments to this constitution and by-laws may be submitted in writing at any session, to be voted upon at a succeeding session. Amendments receiving a two-thirds vote shall become a part of the constitution.

ARTICLE X—BY-LAWS.

By-laws not in conflict with this constitution may be established for the government of the Association on the two-thirds vote of the members present at any session.

BY-LAWS.

ARTICLE I—QUORUM.
Twenty delegates shall constitute a quorum.

ARTICLE II—REPRESENTATION.

Representation in the conventions of this Association shall be on a delegated basis, each auxiliary association in good standing being entitled to one delegate for each fifteen members or fraction thereof. Delegates must be furnished with credentials, signed by the President and Secretary of the local body.

ARTICLE III—HOW TO JOIN.

Local organizations desiring to affiliate with this Association may do so by ratifying this constitution and by-laws, remitting to the State Secretary a charter fee of \$3 and per capita dues of 25 cents per annum, accompanied by a copy of the local constitution and by-laws, and a blank application, properly filled out, which will be furnished by the State Secretary. In case said application is accepted by the Executive Board, a charter will then be forwarded by the State Secretary, together with a blank form of articles of association, and upon the filing of the latter, properly filled out, with the county clerk of the county in which the association is situated the local body will then be duly incorporated and entitled to all the rights and privileges of the State body. Per capita dues on new members shall be remitted as soon as they are admitted.

ARTICLE IV—APPEAL.

Any local association failing to remit the per capita dues on or before October 1 of each year shall be debarred from the privileges of the Association until such remittance is made. The connection of an association shall exist until annulled by the Executive Board for sufficient reasons or until a majority of the enrolled members of the local organization so direct, after cancelling all arrears for dues.

ARTICLE V—PROCEDURE.

Questions not governed by the constitution and by-laws shall be decided according to Robert's Rules of Order.

ARTICLE VI—NOTIFICATION SHEETS.

The State Secretary shall issue a monthly sheet, giving the names and addresses of delinquents who have changed residence, and he shall mail each local association as many sheets as it has auxiliary members. Secretaries of local associations shall promptly communicate to the State Secretary the names of delinquents who have left their jurisdiction or recently become residents thereof; also those who have appeared on the State list who have been reinstated.

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

Merchants' Stationery.

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

500 Business cards	Good Stock
Note heads	\$9.00.
Envelopes	Extra Stock
Bill heads	\$10.00.
Statements	

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

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

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

Correspondence Solicited.

FULLER & STOWE COMPANY,

Grand Rapids, - - Mich.

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

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.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

GEO. C. PIERCE, Vice President.

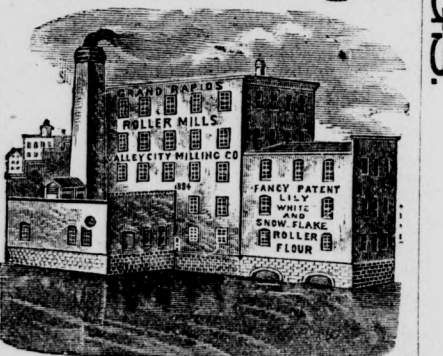
H. P. BAKER, Cashier.

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. Y. LAMOREAUX.

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

D. W. ARCHER'S RED COAT



TOMATOES.

PACKED BY

DAVENPORT CANNING CO.,
DAVENPORT, IOWA.

HONEY BEE COFFEE!
Best in the Market for the Money.
PRINCESS BAKING POWDER,
EQUAL TO THE BEST MADE.
BEE MILLS' SPICES
Absolutely Pure.

ORANGES LEMONS

1865
PUTNAM & 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

SPRING & COMPANY,

JOBBER IN

DRY GOODS,

Hosiery, Carpets, Etc.

6 and 8 Monroe St., 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.

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 AND 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.

F. J. LAMB & CO.,

WHOLESALE DEALERS IN

FRUITS AND VEGETABLES,

Butter, Eggs, Cheese, Etc.,

8 and 10 Ionia Steet, 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.

C. AINSWORTH,

WOOL

JOBBER IN

CLOVER, TIMOTHY SEED and BEANS.

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

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

Drugs & Medicines

State Board of Pharmacy.

Six Years—Jacob Jenson, Muskegon.
Three Years—James Vernon, Detroit.
Three Years—Ottmar Eberbach, Ann Arbor.
Four Years—Geo. McDonald, Kalamazoo.
Five Years—Stanley E. Parkell, Owasco.
President—Geo. McDonald, Kalamazoo.
Secretary—Jacob Jenson.
Treasurer—James Vernon.
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. R. Fairchild, Grand Rapids.
Third Vice-President—Henry Kaphar, Berrien Springs.
Secretary—S. E. Parkell, Owasco.
Treasurer—Wm. Dunlop, Detroit.
Executive Committee—Geo. Gundrum, Frank Inglis, A. H. Lyman, John E. Peck, E. T. Webb.
Local Secretary—James Vernon, Detroit.
Next Meeting—At Detroit, October.

Grand Rapids Pharmaceutical Society.

ORGANIZED OCTOBER 9, 1884.

President—Geo. G. Stokette.
Vice-President—H. E. Locher.
Secretary—Frank H. Scott.
Treasurer—Henry B. Fairchild.
Board of Councils—Vice-President and Secretary.
Board of Trustees—The President, John E. Peck, M. B. Kim, Wm. H. J. Loefer, and O. H. Richmond.
Committee on Legislation—W. L. White, A. C. Bauer and Isaac Watts.
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, October 6, at the Tradesman's office.

Detroit Pharmaceutical Society.

ORGANIZED OCTOBER, 1883.

President—Frank Inglis.
First Vice-President—F. W. R. Perry.
Second Vice-President—J. J. Crowley.
Secretary and Treasurer—F. R. H. Robertson.
Assistant Secretary and Treasurer—J. J. Crowley.
Annual Meeting—First Wednesday in June.
Regular Meetings—First Wednesday in each month.

Berrien County Pharmaceutical Society.

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

Clinton County Drugists' Association.

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

Charlevoix County Pharmaceutical Society.

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

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 County Pharmaceutical Association.

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

Mason County Pharmaceutical Society.

President, F. N. Latimer; Secretary, Wm. Heysett.

Meosota County Pharmaceutical Society.

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

Monroe County Pharmaceutical Society.

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

Muskegon County Drugists' Association.

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

Muskegon Drug Clerks' Association.

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

Newaygo County Pharmaceutical Society.

President, J. F. A. Raider; Secretary, N. K. Miller.

Ocean County Pharmaceutical Society.

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

Saginaw County Pharmaceutical Society.

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

Shiawassee County Pharmaceutical Society.

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

Tuscola County Pharmaceutical Society.

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

Manistee County Pharmaceutical Society.

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

A MALE CLERK'S VIEWS.

Written Especially for THE TRADESMAN.

In a concise, well-written article in THE TRADESMAN of last week, Frank Hibbard propounds the question, "Are female clerks to be preferred to male help under any circumstances?"

Now, as this is a broad question, in all that the word implies, and Mr. Hibbard answers it in the affirmative as for himself, I will endeavor to present the case in another view than that in which he has so graphically portrayed it.

There is one thing I wish clearly understood, however. I do not take my stand upon the ground that female clerks are of no value to merchants. On the contrary, I am too great an admirer of the fair sex to insinuate an iota to their discredit. But when the assertion is made that as suppliers of the stern sex in serving the public behind the counter in any branch of trade she is superior, then my instincts nerve me to take up arms in defense of my poor, good-for-nothing male clerks.

There is no doubt in my mind, whatever, that the ladies are far superior to men, for instance, in the millinery store. It would, no doubt, draw custom for a time, even in the millinery business, to have a male clerk. Put him in a dress suit, white tie and all, and then let him try on the latest "love of a thing" in spring bonnets to show a bevy of fair purchasers how becoming it is, and trade would be simply immense, especially if he is something of an Apollo in personal appearance. But the novelty of the thing would soon wear off and then the lady clerk would have the inside track.

The male clerk, as has been demonstrated time and again, is not so great a success as a lace or ribbon salesman in the fashionable dry goods houses of the country as the lady. Why? Because his perceptions are not so keen in that particular way as the lady's. How can he judge correctly whether Mrs. Moneybags wants something to excel her neighbor, Mrs. Millionaire, who purchased fifteen yards of Spanish lace for a new dress last week, or whether she simply wishes to make an ordinary purchase. If it is the first case, and he does not at once explain that "this piece is imported, and was only opened up last night and not a yard of it sold," he loses the sale and, perhaps, Mrs. Moneybags' valuable trade. Here, again, the petticoat has the advantage.

And now we arrive at a point where the male and female clerk stand on nearly the same basis. In the profession of pharmacy there is no reasonable doubt that a good female clerk is not as competent as a good male clerk, and vice versa. Right here is where Mr. Hibbard seems to base the clerical qualifications of the female clerk. But has he had any experience with them in any of the coarser branches of trade?

For instance, discharge your grocery clerks, Mr. Hibbard, if you employ more than one, and put female clerks in their places. If your grocery trade is confined to shelf goods, package articles and goods of a like nature, there is no doubt that you will get along all right, and, perhaps, your profits will be larger. In the natural order of things, you won't need to pay your female clerk as large wages as your male clerk receives. He has a family to support, while she lives with her own people and expends her wages upon her wardrobe and things of a like nature. But how is it when she commences to roll a barrel of sugar under the counter or attempts to put a hundred-pound case of codfish down cellar? Mr. Hibbard, the chances are, in that event, you'll have to do it yourself. No matter, it's good exercise and gives you an appetite. While she is washing the windows, you are wrestling with the barrel of sugar, not the lady clerk.

And this is not only the case with the grocery business, but with nearly every business under the sun—hardware, boots and shoes, hats and caps—male clerks are superior to female clerks.

"Your young man expects a raise of wages next year." Of course he does. Nothing stands still in this world—it must either retrograde or advance. If your "business is not increasing," and the fault lies with the clerk, discharge him and get a good one. Never employ an incompetent clerk—either male or female. If the lack of increase is blamable to your own lack of business ability, must the clerk take the consequences?

"He would just like to show you a point or two on how to run the business." Well, if he has any ideas on that subject, why should you not be willing and glad to hear them. There is nothing so bad but what good lies underneath it to some extent, and, small as you estimate his abilities, you may get a pointer from him that will save you dollars.

"He is going to quit you next year and go for himself." This shows, most conclusively, that he has some ambition, and most employers wouldn't give a piece of money for a clerk who is willing to drag away his existence in monotonous drudgery and routine for some one else.

"He is going to wash windows to-morrow or Monday." The sooner, Mr. Hibbard, that you can supply his place with a female clerk the better for you. The clerk who puts off disagreeable jobs ought to be compelled to do the extra work for twenty female clerks.

The balance of Mr. Hibbard's argument can be answered in a sentence. Your male clerk who flirts when on duty, is glad when a customer is gone, haggles about prices only when absolutely necessary to make a profitable sale, smokes your cigars without paying for them, gets the big head or makes friends for himself by selling goods at a loss to you, is not fit to shovel dirt on a railroad, and, for the good fortune of our merchants, most of them are too wise to employ any such.

Now, Mr. Editor, Mr. Hibbard says that he trusts to "someone to help him out." If, in my ignorant way, I have held out a plank for him to grasp, I am very glad. I don't like to see people get into deep water, for the reason that I can't swim myself.

A MALE CLERK

Minor Drug Notes.

Leeches should occasionally be fed on worms.

Castor oil is said to be a sure cure for bee stings.

This country imported only about 9,000 pounds of acaia in June.

Menthol pencils are sold on the streets of London at 2 pence each.

The potassium industry in Germany is greater than it has been for years.

The exports of glue from this country during June reached over 26,000 pounds.

Repeated doses of iodine of iron are said to effectually stop successive crops of boils.

Fluorine has been made artificially, but the process is too expensive to be practiced.

A drug store in Antwerp, Holland, was recently destroyed by the explosion of naphtha.

Lead in poisonous quantities has been found as a coloring agent in the sweat bands of hats.

Pyrofaxin is a new derivative of coal, which is used as a disinfectant, and in tanning leather.

Hydrochloric and lactic acids are found in the healthy stomach within one half hour after taking food.

Butyl sebate is described as a colorless liquid of an agreeable and aromatic odor and a burning taste.

New York has a new law prohibiting the sale of artificial wines, or those doctored with alcohol, except under specified conditions.

Photographic chemical supply depots must be dangerous risks for insurance companies, judging from the number of fires that occur in them.

Send me some of your essence you put people to sleep with when you cut their fingers off.

I want something to take tobacco out of my mouth.

Send me a baby's top to a nursing bottle.

An ounce of the smelling stuff that goes through your brain.

Something for a sore baby's eye.

Enough ipecac to throw up a girl four years old.

Enough anise seed to take the twist out of a dose of senna.

Plaster for a man kilt with stitches.

Something for a caustic woman.

Something to knock a cold out of an old woman.

Something for a woman with a bad cough and cannot cough.

Something, I forgot the name, but it is for a cure for a swollen woman's foot.

For a man with a dry spit on him.

For a woman whose appetite is loose on her.

Grand Rapids Pharmaceutical Society.

At the regular monthly meeting of the Grand Rapids Pharmaceutical Society, held at THE TRADESMAN office last Thursday evening, President Stokette presided. In the absence of Secretary Escott, Frank J. Wurzburg was selected to act as scribe.

John E. Peck, chairman of the Committee on Trade Interests, reported that 5,000 of the liquor blanks adopted at the last meeting of the Association had been printed and were now in the hands of the Secretary, who would dispose of them at cost—12½ cents a hundred.

A call was then made for opinions on the Sunday closing movement, which was responded to as follows:

Geo. G. Stokette—My Sunday trade now averages more than ever before.

Frank J. Wurzburg, of L. D. Putnam & Co.—I note no falling off in trade. On the contrary, the volume of trade during the evening has exceeded anything in my experience.

Will L. White, with I. R. Wilson—Our Sunday trade has actually increased.

Dr. H. E. Locher—I note no perceptible difference.

A. F. Hazeltine—My trade has not fallen below its usual volume.

John E. Peck, of Peck Bros.—Our trade is about the same as it was when we kept open all day.

Richard Bochove, of Bochove & Sanford—Our Sunday trade is better, if anything, since we inaugurated the closing movement.

President Stokette remarked that sentiment seemed to be pretty unanimous on the subject of closing on Sunday afternoon, and said that he hoped the single druggist who refused to join the movement—Albert Stonehouse—would see the error of his ways and repent before it was too late.

Dr. H. E. Locher moved that five delegates be appointed by the chair to attend the annual convention of the American Pharmaceutical Society, to be held at Cincinnati this week. F. J. Wurzburg moved as an amendment that President Stokette head the delegation, when the motion was adopted as amended. The chairman appointed as such delegates Geo. G. Stokette, F. J. Wurzburg, Dr. H. E. Locher, J. E. Peck and A. F. Hazeltine.

After the transaction of the usual routine business, the meeting adjourned.

The Average Physician and Elegant Pharmacy.

From the introduction to the preliminary draft of the National Formulary we extract the following:

Few physicians have ever made a practical study of the art of prescribing. To the majority the various articles of the materia medica are known simply as agents capable of producing certain therapeutic effects.

The physical properties and the chemical behavior of these agents is studied to a very limited extent in the schools, and, after graduation, opportunities to become further enlightened in this important part of medical science do not offer themselves to any but those who seek them. The young practitioner prescribes combinations which produce the effect of the art of prescribing.

And adds it to his list:

"Tis thus he heeds that warning old: 'Physician, heed thyself!'"

Michigan Drug Exchange.

375 South Union St., Grand Rapids.

AGENTS FOR THE

Standard Petit Ledger.

FOR SALE—Stock of about \$1,000 located in Grand Rapids. Will give liberal discount.

FOR SALE—Stock of about \$1,300 well located in town of 6,000 inhabitants in Texas. Liberal discount.

FOR SALE—Stock of about \$1,300 in town of 600 inhabitants in Kansas. Can be bought on very reasonable terms.

FOR SALE—Stock of about \$5,000 in town of 3,000 inhabitants in Indiana. Average daily sales \$35. Terms easy.

FOR SALE—Stock of about \$1,500 in town of 500 inhabitants. No other drug store in place.

FOR SALE—Stock of \$1,200 in town of 300 inhabitants. Average daily sales \$15.

FOR SALE—Stock of \$3,750 well located in Detroit. Doing good business.

FOR SALE—Stock of \$500 in town of 800 inhabitants. No other drug store in town.

ALSO—Many other stocks, the particulars of which we will furnish on application.

TO DRUGGISTS—Wishing to secure clerks we will furnish the address and full particulars of those on our list free.

WE HAVE also secured the agency for J. H. Vail & Co.'s medical publications and can furnish any medical or pharmaceutical work at publishers' rates.

Michigan Drug Exchange.

357 South Union St., Grand Rapids.

FOR SALE

At Pawamo, Ionia Co., Mich., the stock of drugs, paints, oils, fixtures, etc., owned by the estate of John Stevens, will be sold for \$800 to \$1,000. The best location in the village, doing a good trade. Has the iodine office in the store. Write or call on me at Pawamo, Mich. Josephine Stevens, Administrator Pawamo, Aug. 13, 1897.

CHURCH'S Bug Finish!

READY FOR USE DRY. NO MIXING REQUIRED.

It sticks to the vines and finishes the whole crop of Potato Bugs with one application; also kills any Curculio, and the Cotton and Tobacco Worms.

This is the only safe way to use a Strong Poison: none of the Poison is in a clear state, but thoroughly combined by patent process and machinery, with material to help the very fine powder to stick to the vines and entice the bugs to eat it, and it is also a fertilizer.

ONE POUND will go as far as TEN POUNDS of plaster and Paris Green as mixed by the farmers. It is therefore cheaper, and saves the trouble and danger of mixing and using the green, which, needless to say, is dangerous to handle.

Bug Finish was used the past season on the State Agricultural College Farm at Lansing, Michigan, and in answer to inquiries, the managers write: "The Bug Finish gave good satisfaction on garden and farm." Many unsolicited letters have been received praising Bug Finish.

Barlow & Star, hardware dealers at Coldwater, Mich., write as follows under date of May 14: "We sold 3,000 pounds of 'Bug Finish' last year. It is rightly named 'Bug Finish,' as it finishes the entire crop of bugs with one application. We shall not be satisfied unless we sell three tons this year, as there is already a strong demand for it. Please send us ten barrels (3,000 pounds) at once."

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

MANUFACTURED BY

Anti-Kalsomine Co., Grand Rapids.

The Drug Market.

Trade continues very good and prices, as a rule, are well maintained. Gum opium has further declined in Smyrna and is dull and weak here. Morphine is unchanged, but will probably be lower soon, unless a reaction takes place in opium. Quinine is in large stock and prices are easy, with a downward tendency. Dextrose is tending higher. Cattle bone has advanced and is scarce on spot. Cubes have again advanced. Anise and caraway seeds are lower. Oil sassafras has again advanced and higher prices are looked for. Carbolic acid is weak and tending lower. German chamomile flowers are higher.

Good Advice to Young Druggists.

From the National Druggist.

With twenty-six institutions in this country bidding for students of pharmacy, and promising to turn the other two years hence, prepared to battle with the drug trade, it is fair to presume that many of our readers are contemplating a course in pharmacy, or else have friends who have such ambitions.

Young men in the drug business are not always wealthy. Our experience with students teaches us that the financial question is an important factor in the arrangements for college. Students from the country frequently come to the city with the expectation of securing a position and attending college. Many of them are successful, but a large percentage are not, and find themselves away from home without money or position. It is to the interest of colleges to have as large attendance as possible, but they have no right to encourage young men to leave home unless they come with sufficient means to defray the expenses of one session.

Unhappy Result of Prescribing Fl. Ext. Rham. Cat.

A prominent Philadelphia surgeon lost a good patient, a spinster, the very pattern of propriety, by writing a prescription for "Fl. Ext. Rham. Cat." After reading the prescription she said that nothing could induce her to swallow such a remedy, and that he ought to be ashamed of himself for ordering it. He now keeps on the safe side by prescribing castor oil for hysterical patients.

To Bleach Sponges.

First wash well in cold water; then immerse in a bath composed of 3 drachms of permanganate of potash and 1 oz. of strong sulphuric acid to the gallon of water.

The duration of the immersion varies according to the size of the sponge, etc.

To obtain the color so much admired, wash well in soda water, then immerse the sponge in a solution of carbonate of potash (4 oz. to the gallon) until you have hit the color, then wash and dry.

Print on your bill heads whether interest will be charged on overdue accounts, if you want to collect. It is a legal notice.

The doctor grabs the sick man's gold

"Tis thus he heeds that warning old: 'Physician, heed thyself!'"

Michigan Drug Exchange.

375 South Union St., Grand Rapids.

AGENTS FOR THE

Standard Petit Ledger.

FOR SALE—Stock of about \$1,000 located in Grand Rapids. Will give liberal discount.

FOR SALE—Stock of about \$1,300 well located in town of 6,000 inhabitants in Texas. Liberal discount.

FOR SALE—Stock of about \$1,300 in town of 600 inhabitants in Kansas. Can be bought on very reasonable terms.

FOR SALE—Stock of about \$5,000 in town of 3,000 inhabitants in Indiana. Average daily sales \$35. Terms easy.

FOR SALE—Stock of about \$1,500 in town of 500 inhabitants. No other drug store in place.

FOR SALE—Stock of \$1,200 in town of 300 inhabitants. Average daily sales \$15.

FOR SALE—Stock of \$3,750 well located in Detroit. Doing good business.

FOR SALE—Stock of \$500 in town of 800 inhabitants. No other drug store in town.

ALSO—Many other stocks, the particulars of which we will furnish on application.

TO DRUGGISTS—Wishing to secure clerks we will furnish the address and full particulars of those on our list free.

WE HAVE also secured the agency for J. H. Vail & Co.'s medical publications and can furnish any medical or pharmaceutical work at publishers' rates.

Michigan Drug Exchange.

357 South Union St., Grand Rapids.

FOR SALE

At Pawamo, Ionia Co., Mich., the stock of drugs, paints, oils, fixtures, etc., owned by the estate of John Stevens, will be sold for \$800 to \$1,000. The best location in the village, doing a good trade. Has the iodine office in the store. Write or call on me at Pawamo, Mich. Josephine Stevens, Administrator Pawamo, Aug. 13, 1897.

CHURCH'S Bug Finish!

READY FOR USE DRY. NO MIXING REQUIRED.

It sticks to the vines and finishes the whole crop of Potato Bugs with one application; also kills any Curculio, and the Cotton and Tobacco Worms.

This is the only safe way to use a Strong Poison: none of the Poison is in a clear state, but thoroughly combined by patent process and machinery, with material to help the very fine powder to stick to the vines and entice the bugs to eat it, and it is also a fertilizer.

ONE POUND will go as far as TEN POUNDS of plaster and Paris Green as mixed by the farmers. It is therefore cheaper, and saves the trouble and danger of mixing and using the green, which, needless to say, is dangerous to handle.

Bug Finish was used the past season on the State Agricultural College Farm at Lansing, Michigan, and in answer to inquiries, the managers write: "The Bug Finish gave good satisfaction on garden and farm." Many unsolicited letters have been received praising Bug Finish.

Barlow & Star, hardware dealers at Coldwater, Mich., write as follows under date of May 14: "We sold 3,000 pounds of 'Bug Finish' last year. It is rightly named 'Bug Finish,' as it finishes the entire crop of bugs with one application. We shall not be satisfied unless we sell three tons this year, as there is already a strong demand for it. Please send us ten barrels (3,000 pounds) at once."

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

MANUFACTURED BY

Anti-Kalsomine Co., Grand Rapids.

HAZELTINE & PERKINS DRUG CO.,

WHOLESALE

Druggists!

Have now in Stock and Invite Your Order for the

HOLIDAY TRADE

An Elegant Line of

PERFUMES

Put up in the following styles:

Match Safes five styles

Christmas Cards ten styles

Fancy Plush Boxes

Hand Lamps two sizes

Night Lamps

Embossed Boxes

Vases four styles

Slippers two sizes

Bisque Figures

Watches

Tumblers

Pitchers

Boots

Jugs

The Michigan Tradesman.

HOWIG'S REPLY TO "MERCHANT."

Written Especially for THE TRADESMAN.

"Merchant" seems desirous of "facts." Our assertions were facts; "and these," he says, "I do not call in question." It is pleasing to know that one may say something worthy of criticism, but as a rule, our time—and we think your space, also—is too valuable to enter into the minutia of most questions, for this is clearly what "Merchant" is asking for. We cannot, therefore, enter into any lengthy controversy with him, or any one else, on paper, and as regards this question of the retail credit system, if "Merchant" has had forty years' experience and has not himself learned that every word we uttered in our previous article is strictly true to the letter, then it would be a waste of time and figures to say more, and there is no hope for him. He is joined to his idol, credit; let him alone. We said that "once the demon of credit is admitted, it will haunt you ever after." It is evidently haunting "Merchant" now, and he looks back at his losses with a waspish feeling, and is ill-natured with himself. "Wounded birds flutter." He has probably been bitten by dead-beats, which we regret, and while a champion for the credit system, admits wishing he had possessed the courage to have said no. He intimates that the retail credit system cannot be carried out. We know better, and there are merchants in Grand Rapids who know better. He may not. He also intimates that the man who does not choose to give credit is of little use to the community, or himself, either. Possibly he is not! But let that man proceed to take "Merchant's" advice and, without a long bank account to draw on, both intimations will certainly prove true in due time. We are stating "facts" now, as this is what he wants.

The case of Mrs. Croesus, which he hypothesizes, is very shallow and not at all relevant to the question, as it never inaugurates the credit system. It is not credit in any sense of the word. It is simply an accommodation to a friend, as to loan any article, and if any merchant knew such lady to be half reliable, he would, of course, accede to her request, just the same as he would open his purse and loan her the price of what she desired. "Merchant" knows he would not hand the umbrella or money, either, to a stranger, and make his "tip" of it. There are persons in the world, whom any of us would oblige in a small matter, without a thought or a care whether we ever heard of it again; but who, except "Merchant," would think of calling that "inaugurating the credit system."

There is a certain courtesy among ladies and gentlemen none of us would willingly ignore. But it is not every Mrs. Croesus, even, who ought to be accommodated. We have kindly, but firmly, refused several of them, who were able to purchase our entire stock, from the fact that we knew before hand they only paid when it pleased their royal highnesses to do so. "Merchant" thinks we have not stated "facts," based on practical experience! The press of the State, so far as heard from, think differently as shown by their copying portions of our article, and their very complimentary comments thereon. "Merchant" asks what sort of a business we have been in and are doing. A safe, legitimate, strictly cash business, Sir. But he wants details. Well, we began life an orphan, with nothing except a common school education, and in time amassed our thousands, while engaged in selling drugs, groceries, etc., without credit, but, unfortunately, lost the labor of years by fire. We now have a stock of miscellaneous notions, but no "tobacco, peanuts or tin swords." He might reply, we were a poor business man to be without insurance. Correct. Insurance is all right and proper, but in this case there were the best of reasons why we had none.

Did we ever give credit? Oh, yes, for a short time when with limited experience we, like many others, were so anxious to get rid of goods upon any terms that we could not say no. We saw the folly of it, and the ghost haunts us yet.

"When did we shut down?" Twenty-five years ago, after we had lost (given away) half the profits we had made. Since then we have sold rather less goods with half the expenses and nervous anxiety, and saved more money!

We are talking "facts" again! It is simply amusing to hear "Merchant" say that "a town needs a live merchant, ready to supply the people with goods which they must have" but just here he drops his beautiful credit system and adds—"for money or something he can turn into cash." He takes care to say nothing about selling the goods "on time!" Almost any of us would do that sort of business.

It is quite praiseworthy to take the farmer's produce when he is short of money. Most of us might be "live merchants" in that manner. "Merchant" speaks of the Business Men's Association. It is a truly good and useful one, but "Merchant" forgets whom it is designed to benefit. Such as him who admits being so weak he cannot say no! What gave birth to that Association? The retail credit system, of course. And "Merchant" will see, if he lives a few years, that the Association will almost or quite "root out" the pernicious system. While admitting that we stated a "fact" that credit was almost universal, he asks in the same breath for one of our country merchants who has done a business of \$5,000 a year, given no credit and made money. Why ask that question? He knows, and

we know, they do credit and lose hundreds, if not thousands, by so doing. Perhaps he reasons, it is better if in the end you have made a few thousands, to charge about half of it to profit and loss. Well, if one likes the labor and worry for that kind of outcome, they are welcome to it. Not any in ours.

We keep in our cash drawer a memorandum book of twenty leaves—a small pass book only. Nine of those leaves have been filled with mems. by us in the past two years' business. Each item is from 10 cents to \$2. We never allow them to exceed that sum. Four items only remain unpaid, and those were contracted in May and June last. Loss in two years by dead-beats and death, exactly \$1.35. We have stated facts once more! and our small book is open for inspection.

In closing, this credit problem is in one respect analogous to the liquor problem. There is no half way house to stop at. Both are either good or bad for us all. If whisky is good, and it can be demonstrated, let us have it—if bad, let us denounce it roundly. If credit is good and it can be proven, then the more we credit the better; if it is bad for us, don't continue to advocate it, and then admit, as "Merchant" has, that "with no exception they wish they didn't." Ah! that was an unfortunate slip for the champion's tongue! As the boys say it "gives the whole thing away" at once. Why not have the manhood to own that it is bad—a curse to the country—and not indirectly advise our young merchants to take stock in it, even though we ourselves continue in the wrong? The anecdote of the Irishman visiting the grave of Daniel Webster is here applicable. Standing in a brown study before the stone, and intently reading the inscription "I still live," his companion says, "Come along, Michael, what are you studying about?" Thrusting both hands still deeper into his pants pockets, and striking a dramatic attitude, he pointed to the inscription and replied, "Bedad, sur! If I was dead, I'd own it!"

We leave our remarks in the hands of all intelligent merchants, confident their verdict will be that we have stated "facts" instead of "fiction."

FRANK A. HOWIG.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of

DRY GOODS

Staple and Fancy.

Overalls, Pants, Etc.,

OUR OWN MAKE.

A Complete Line of

Fancy Crockery & Fancy Woodenware

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit Prices Guaranteed.

THE CHICAGO DAILY NEWS

Is a complete newspaper in all that constitutes the best type of American journalism. It is a member of the Associated Press, and is the only 2-cent morning paper in Chicago that possesses this first essential to a complete news service. In addition it has its own private leased wires connecting its office with Washington and New York. It prints ALL THE NEWS.

THE CHICAGO DAILY NEWS

Is an independent paper. It recognizes the utility of political parties as means for the accomplishment of proper ends, but it declines to regard any mere party as a fit subject for unquestioning adoration. It is unbiased in its presentation of political news.

THE CHICAGO DAILY NEWS

Is a "short-and-to-the-point" paper. It leaves to the "blanket-sheets" the monopoly of tiresome and worthless amplification. It says all that is to be said in the shortest possible manner. It is a paper for busy people.

THE CHICAGO DAILY NEWS

Now prints and sells over 175,000 copies per day—a larger circulation than that of all the other Chicago dailies combined. Sold by all news-dealers at two cents per copy. Mailed to any address, postage prepaid, for six dollars per year, or for a shorter term at rate of fifty cents per month. Address Victor F. Lawson, Publisher, The DAILY NEWS, 123 Fifth Ave., Chicago, Ill.

The Chicago Weekly News

Eight pages, 64 columns, is the largest dollar weekly in America.

19

THE INVENTION
NO BACKACHE.
RUNS EASY.
2 1/2 Cords of Wood have been saved by one man in 9 hours. Hundreds have saved 5 and 6 cords daily. "Easily" what every Farmer and Wood Chopper wants. First order from your vicinity secures the Agency. Illustrated Catalogue FREE. Address FOLDING SAWING MACHINE CO., 405 & 407 Grand Street, Chicago, Ill.

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.

GRAND RAPIDS FRONT

—TO THE—

We are now supplying the Trade with our new Brand of Soap

"BEST FAMILY."

It is the LARGEST and BEST bar of white PURE SOAP ever retailed at Five Cents a bar. Respectfully,

Grand Rapids Soap Co.



Full Line of

LUBRICATING OILS.

We make a specialty of

EUREKA OIL,

Which for Farm Machinery and general purposes is the Best Brand on the market.

GRAND RAPIDS OFFICE,

No. 1 Canal St.,

Telephone No. 228-2.

J. G. ALEXANDER, Agent.

GIVE US A TRIAL ORDER.

We Guarantee Satisfaction.



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

USED TWO WAYS! (By Boiling and No Rubbing. No Boiling Using Warm Water.

FULL DIRECTIONS ON THE WRAPPER.

THE BEST LABOR-SAVING SOAP MADE

A Vegetable Oil Soap. Contains No Rosin.

A LARGE "CHROMO" WITH THREE BARS.

Manufactured only by the

G. A. SHOUDY SOAP CO.

CLARK, JEWELL & CO.,

Sole Agents for Western Michigan.

ORGANIZATION OUTFITS.

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

Fuller & Stowe Company,

49 Lyon Street, - Grand Rapids, Mich.

MAGIC COFFEE ROASTER

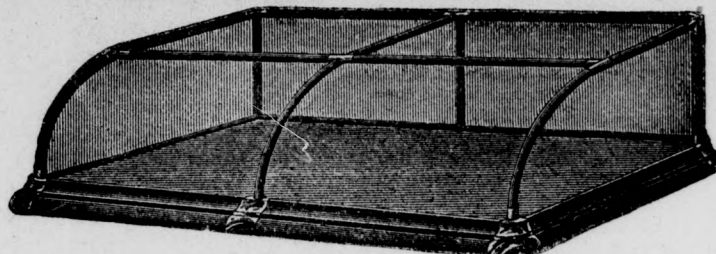
The most practical hand Roaster in the world. Thousands in use—giving satisfaction. They are simple, durable and economical. No grocer should be without one. Roasts coffee and peanuts to perfection. Send for circulars.

Robt. S. West,

150 Long St.,

Cleveland, Ohio.

DO YOU WANT A



If so, send for Catalogue and Price-List to

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

P. STEKETEE & SONS,

JOBBERS IN

DRY GOODS,

AND NOTIONS,

88 Monroe St.,

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

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers
American and Stark A Bags

A Specialty.

BULKLEY, LEMON & HOOPS,

Wholesale Grocers.

IMPORTERS OF

Teas, Lemons and Foreign Fruits.

SOLE AGENTS FOR

"Acme" Herkimer Co. Cheese, Lautz Bros.

Soaps and Niagara Starch.

Send for Cigar Catalogue and

ask for Special Inside Prices

on anything in our line.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

87, 89 & 41 Kent Street, Grand Rapids, Michigan.

CURTISS, DUNTON & ANDREWS

ROOFERS

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

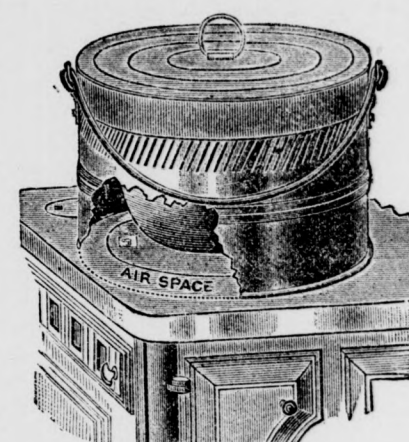
Grand Rapids, - - Mich.

H. LEONARD & SONS,

WHOLESALE

CROCKERY, GLASSWARE, LAMP GOODS AND STONEWARE.

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



To Insure Prompt Shipment Order Fruit Jars direct from us.



State Agents

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 Fin-Gazed Stoneware.



Dark. White.
Stew pans 1/4 gal.....doz. 1.50 1.75
1 " " " " 2.00 2.25
Milk pans....." " .90 .90



SHERWOOD'S.
1/4 gal. Pres. Jars.....doz. 1.50 1.75
1/2 " " " " " 2.00 2.25
1 " " " " " 2.50 2.75
1 gal. Butter crocks....." " 3.00 3.50
1 " " " " " 3.50 4.00
1 " " " " " 4.00 4.50
Tea Pots, Coffee Pots, Ice Mugs.

HEADQUARTERS

Mason's Porcelain Top Fruit Jars.

PRICES. 1/2 gross. Pints.....\$9.50
Quarts.....10.25
1/2 gallons.....11.00
Rubbers extra.....12.00
Globe Fruit Jars, pints.....12.00
" " " " " 13.00
" " " " " 14.00

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



Regular Stoneware. per doz.
1/4 gal. Preserve Jars, Stone Cover.....30
1 " " " " " 40
1 " " " " " 50
1 " " " " " 60
1 " " " " " 70
1 " " " " " 80
1 " " " " " 90
1 " " " " " 100
1 " " " " " 110
1 " " " " " 120
1 " " " " " 130
1 " " " " " 140
1 " " " " " 150
1 " " " " " 160
1 " " " " " 170
1 " " " " " 180
1 " " " " " 190
1 " " " " " 200
Sealing wax, five pounds in package per pound.....45

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.

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

ABSOLUTE SPICES

And

Absolute Baking Powder.

100 per cent. Pure.

Manufactured and sold only by

ED. TELFER, Grand Rapids.