NO. 207.

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

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.

T. WARREN & CO. Flint, Mich.

FURNITURE TO ORDER.

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

Earl Bros., Commission Merchants, 157 South Water St., CHICAGO.

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. 227 Special attention given to Repairing, ainting and Lettering.

Shops on Front St., Grand Rapids, Mich.

Garden Seeds a Specialty. The Most Complete Assortment in Michigan. Don't Buy until you get my prices.

ALFRED J.BROWN

16-18 N. Division St., Grand Rapids

LEATHER

And Shoe Store Supplies. SHOE BUTTONS

SHOE POLISH SHOE LACES. Heelers, Cork Soles, Button Hooks, Dressings, 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

Telephone 909-1 R.

SHERWOOD HOUSE. The Traveling Men's Favorite. CHARLOTTE, - - MICH.

WHOLESALE AND RETAIL

E. A. HAMILTON, Agt.,

101 Ottawa St., Ledyard Block.

Re-fitted and Re-furnished.
Sample Rooms on First Floor.
First-Class in all its Appointments. M. F. BELGER, Proprietor.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

I Jeweler,

44 CANAL ST., Anything or everything in the line of Special Furniture, inside Crand Rapids, - Mich. Independent Oil Co.'s



Importers, Jobbers and Retailers of

${ t BOOKS}$

Stationery & Sundries,

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

CHARLES A. COYE,

A. Coye & Son,

AWNINGS & TENTS

Horse and Wagon Covers, Oiled Clothing, Feed Bags,

Wide Ducks, etc. Flags & Banners made to order. GRAND RAPIDS.

PIONEER PREPARED SHUW CHSES. Prescription Cases and Store Fixtures

PAINT

We have a full stock of this well-known

MIXED PAINT and having sold it for over SIX YEARS can recommend it to our customers as be-

ing 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, thus failing to give satisfaction, we agree to re-paint the building at our expense, with the best white Lead or such other paint as the owner may se-lect. In case of complaint, prompt notice must be

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

Write for prices and Sample Card to

Wholesale Agents, Grand Rapids.

Try POLISHINA, best FurnitureFin-

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

Dress Stays

ANNUAL ADDRESS Delivered by President Frank Hamilton COAL and WOOD.

STANLEY N. ALLEN, Proprietor.

WE DO ONLY FIRST-CLASS WORK AND USE NO

Orders by Mail and Express Promptly At-

V. R. STEGLITZ,

Eaton Rapids Cigar Factory,

S. & M. CRICKET. RC

ROSADORA. V. R. S.

Eaton Rapids, - Mich.

ASK YOUR JOBBER

KEROSENE If your Jobber does not handle INDEPENDENT OIL, send

LUDWIG WINTERNITZ,

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 heir town on this Yeast by applying to above address. None genuine unless it bears above label.

Frederick the Great CIGAR.

Grand Rapids, Mich.

Represented by the Giant,

Mr. Christopher Sparling.

COOK & PRINZ,

Valley City Show Case Mfg. Co.,

SHOW CASES

OF ALL KINDS. SEND FOR CATALOGUES, SEND FOR ESTIMATES 38 West Bridge St., Grand Rapids. Referring to the commencement of the Telephone 374.

HEMLOCK BARK!

WANTED.

The undersigned will pay the highest market price for HEMLOCK BARK loaded on board cars at any side track on the G. R. & I. or C. & W. M. Railroads. Correspondence solicit-

N. B. CLARK, 101 Ottawa St.,

FOUNDER. GRAY IRON CASTINGS A SPECIALTY.

HENRY J. HARTMAN,

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, ANNUAL ADDRESS

before the Flint Convention. The following is the full text of the annual address delivered by President Hamilton at the third convention of the M. B. M.

A., now being held at Flint: Members of the Michigan Business Men's As-

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 renewed ardor advanced another step toward the unfolding of his cherished plan; when Dealers not handling any of above brands are solicited to send in a trial order.

Social and literary enjoyments, recreations, and even from longed-for participations and possible developments in refined and artis-tic studies, spurred on by the necessities of his fellow-men, drawn by his love for the best and highest altitude of his kind, rounding and ripening his thoughts and convic-tions 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 sympathy of other hearts and minds tending to the same end, then gradually beholding the hopes, the culmination of his desires—then it is that he realizes big it his fellow men; and the richness of that life that reaches out to benefit is returned

fied with broad, deep meanings. of the Company, 156 South Division St., Grand Rapids.

Division St., Grand Rapids. Members of this Association, such have

to his own heart, doubly enhanced and vivi-

At the first annual gathering of our Association, no truer words were uttered than those by our State Secretary, when he said: Association was no suddenly-conceived idea, hastily and carelessly put into execution." Bane and blessing, poison and antidote, grow 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—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 anticipation of wealth a sense of responsibility, equity, morality and an aspira-tion for public usefulness. Not only are we led to this by the demands from withherent tendencies of our own natures urge us to this higher and nobler outlook. The terets of our organization surround us— there is but one way onward, and that is

wpward.
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, higher trade morality in the colossal speculator, the modest dealer, 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

and people are waiting. A fashion of business that relates itself to one hundred cents on the dollar, sure and prompt pay, to high character, to manly courage, to firm enterprise, will be the stock in trade of the com-

As the Michigan Business Men's Association was "no suddenly conceived idea," neither was it conceived on the one idea alone-the expulsion of the malicious and falsifying delinquent of the consuming class-

es. Its conception was of a broader character, more unselfish, more worthy the dignity of the business man; and the movers in every

organization one year ago, in point of numbers it has had a most remarkable growth. Our work during the past six months has been of a character that has not only advanced 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 interest 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 distinguished guests, to his own Association: 'The Michigan Business Men's Association time. The convention attracted the largest gathering of retail business men ever nead in this country. They did not come from idle curiosity, but to participate in the benefits to be derived from such an interchange of opinions, and the high character of the papers and reports presented, as well as the this worthy representative.

Soon after the convention the papers and

yourselves with the growth and development of the whole structure are prepared tion of their mercantile communities.

There may be some who expect to receive learned and unsuspecting.

MAN, has through its columns devotedly week by week voiced the work and the accomplishments of the Association, and has

tion of information and commercial literation of ture; realize its worth to you; to your Assomoral responsibility of the retailer.

far as it may be for the general interest to through our own or others' misfortunes.

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 responsibility you hold toward the picking auguration of an annual mid-summer "busing auguration of an annual mid-summe

out, by the voice and spirit of the times compelling competency in mercantilism, demanding broader fellowship and the recurring of a financial assurancy, but the in-

application, thought, zear, integrity, and recreation, all combine to make this life, as Swing says, "worth living."

Accepting this idea of moral, equitable and commercial trusteeship, it will be the new force in trade for which both trader greatest misfortune which can happen to a commercial and industrial achievements and it is difficult to express, in a few words, the pride and pleasure we feel in the manifest and intellectual discernment?

It is difficult to express, in a few words, the pride and pleasure we feel in the manifest and intellectual discernment?

It is difficult to express, in a few words, the pride and pleasure we feel in the manifest and intellectual discernment?

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It is difficult to express, in a few words, the pride and pleasure we feel in the manifest and intellectual discernment?

fall an association is "nothing to do." successful organization are endeavoring to develop it into nobler attainments and to manipulate its affairs in the same spirit of wisdom, conservatism and economy that always marks the business man.

Referring to the commencement of the legislation and the modes of the legislation of the legislation and the modes of the many that already exist; let its worth, its efficiency stand second to none. Within the Cole insurance bill, writes to our Secretary the logislation and the modes of the many that already exist; let its worth, its efficiency stand second to none. Within the Cole insurance bill, writes to our Secretary the logislation and the many that already exist; let its worth, its efficiency stand second to none. Within the Cole insurance bill, writes to our Secretary the logislation and the many that already exist; let its worth, its efficiency stand second to none. Within the cole insurance bill, writes to our Secretary the logislation and the many that already exist; let its worth, its efficiency stand second to none. Within the cole insurance bill, writes to our Secretary the logislation to narrow or restrict our efforts to selfish or improve that already exist; let its worth, its efficiency stand exists and the many that already exist; let its worth, its efficiency stand exists and the many that already exists are the many

ever organized in this country." May we not, is these quoted sayings, realize the extent of our work?

gathering of retail business men ever held be apparent to any fair-minded member. A of association work. reports presented at that meeting were published in the trade papers far and wide the desired end. The combined decision of from our official organ, The Michigan the body ought to be respected by each where education fails, imperfect laws may give way to wise and just ones.

Within the next two years, or before the of Massachusetts held that an employe of a TRADESMAN. It was a matter of great pride and pleasure to us to know that our rise superior to the few and become the eduofforts were valuable to others, as well as of cators as well as the enthusiastic zealots. late and urge measures before that honoral accidental means;" that being sent there to the greatest importance to ourselves. This we cannot pass this point without comimportance became manifest in the prompt mending the noticeable tendency in this,

to-day to forecast the future. You are alive to the impending issues, the vital interests and the demands of the hour. Our official mouthpiece, The Michigan Trades—official mouthpiece, The Michigan Trades—consideration.

There may be some who expect to receive the arm of any the special of the vital interests and the demands of the hour. Our official mouthpiece, The Michigan Trades—consideration.

Within six months this Association has been complimented with invitations from the New York and Pennsylvania State Associations, and I would recommend that our

Members of the Michigan Business Men's Association:

There is, perhaps, no greater pleasure which comes to a man in this life than to see the fulfillment of his highest hopes for a noble enterprise. When for years he has benefit to his fellow workers, has daily been benefit to his fellow workers, has daily been out it. Indeed, this, coupled with the interpretation of the Association, and has placed at our last meeting for further consideration. The recent minor changes made by the Secretary make it unexceptionable in point of equity, justice and a powerful stimulant to the delinquent to pay when prompted. The workings of the system you are already familiar with, in both local and State Association. President and Secretary, much to their editors and delignments of the Association, and has placed at our last meeting for further consideration. The recent minor changes made by the Secretary when by the Michigan Division of the Travelice and a powerful stimulant to the delinquent to pay when prompted. The workings of the system you are already familiar with, in both local and State Association. President and Secretary, much to their editors and delignments of the Association, and has placed at our last meeting for further consideration. The recent minor changes made by the Secretary with the Michigan Division of the Travelice and a powerful stimulant to the delinquent to pay when prompted. The working for further consideration. The recent minor changes made by the Secretary make it unexceptionable in point of equity, justing for further consideration. The recent minor changes made by the Secretary make it unexceptionable in point of equity, justing for further consideration. The recent minor changes made by the Secretary make it unexceptionable in point of equity, justing for further consideration. The recent minor changes made by the Secretary make it unexceptionable in point of equity, justing for further consideration. domitable efforts of our Secretary, the edi- I will here say that the monthly delinquent | fication and delectation. tor, has given it a character and a perma-nance without which we could not have at-a great factor in the cause for which they nance without which we could not have attained our present standard.

Having thus far reaped the benefits tendered by our official organ, determine now within yourselves the value of these benefits to the trade at large in the dissemination of information and commercial literation of information and commercial literation. for years he has devoted his energies to that object, has overcome obstacles, lived down all discouragements, barred himself from which it so justly deserves.

I wish, at the earliest possible time, the at our March meeting—"Use not this system for an outlet to larger sales and probation. The cost of this which it so justly deserves.

Perhaps I may present to your minds a startling fact when I announce to you that startling fact when I announce to you that startling of Sentember 6, 1887, this independent manhood of the debtor. The on the evening of September 6, 1887, this organization will cease to exist. Die? No, only expire to take on the following morn-tracize an individual who has been urged to

organization will cease to exist. Die? No, only expire to take on the following morning a new form, stronger, statelier, better endowed to enclose the spirit that has always been and is now more manifest than form. Already known, we shall acquire a more universal recognition as a positive incorporated body under the laws of Michigan. To the members of the local bodies who have directed this organization to its present condition, we look for an early ratification of this action and most hearty co-operation 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 individual and collective work will be changed, which has already played a most important plished through an unselfish devotion to the

sponsibility you hold toward the placing in ness men's holiday," having all places of

gations for the deep interest and able qualifications manifested.

I realize that I am before a body of intelligent business men, largely retailers from 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 ground discussions and addresses, occasionally interest to the heat receive any sugarantees will be suffered a face of the March convention. The salary confront us, the lethargy of summer heat will give way to bright activity. Why not adopt a more rigid adherence to duty in the increased income for our second year will enable us to wipe out this deficiency, I enable us to wipe out this deficiency, I should prefer to see this year's expenses active work along the line of trade talks, discussions and addresses, occasionally investigation as to the heat worked to receive any sugarantees. 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- busy man that recreation which he too often ducted with the utmost economy and as ments.

I can say that we are all more than gratilate business hours. Can we not free ourlate business hours. Can we not free ourhis own business. fied at the progress of the work. The de- selves from this bondage of daily routine mand for new organizations is of no greater while it lies within our power—only waitmoment to us than the evidence which ing to be broken by the light of social, morfor the many assurances I have had from

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 be-till engage the commendable of the provements. A good work done in the interest of self is commendable, but a work done for the public good, which cannot be bounded by time, is beyond all praise. Last fell on exception is treather the work of public enterprise and improvements and in the state body have amply repaid me for my humble efforts of the past year. It will always be a source of pride to me to look back upon my incumbency of this office, as the first Presibunded by time, is beyond all praise. Last dent of the B. M. A. of Michigan. all an association is "nothing to do."

and most important of our interests (as it is the outlook for this Association is most important of our interests (as it is the outlook for this Association is most important of our interests (as it is the outlook for this Association is most important of our interests (as it is the outlook for this Association is most important of our interests (as it is the outlook for this Association is most important of our interests). each day and more widespread in their avenues for usefulness and information. Said lieve this feature alone to be worthy of or-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 food." President Hughart said: teresting the business men throughout Michigan, we have been able to rid the State of one of the most tyrannical compacts of the grocer—the clothier—the banker and gold. She is first in the production of cereals, first in lumber and salt and extent -the business man.

The merchant's interests are paramount lize the extent of our work?

In all associations and the tendencies in evil shores of her lakes are dotted with cities and villages, sending to each other and the work together. Among the multitudinous should and do receive from our hands the interests that arise demanding the action of earliest attention. Our efforts tend toward try, the products of the soil. Can we find local bodies are intermingled those competi- educational reform and legislative measures another sun like ours, shedding light and tive infelicities which so frequently mar the when admissable. Towards these ends I heat upon a soil that laughs with rich harharmonious solution or the dignified adjust- am pleased to note the educational tenden- vests and at the same time upon men who ment of a perplexing question. The elevation of trade and the development of associsecond, in the growing sentiment for the marked energy and zeal? ated interests demand a fine discrimination | handling of better goods, full count, full is one of the most representative bodies it and a broad impartiality in the settlement has been our privilege to sit with in a long of mooted questions. The necessity of adherence to the rules of our Association will that this is the direct result of the influence Standing, as we do, between the two Association of Michigan.

discussions held, furnished abundant proof that the proceedings were remarkable in that the proceedings were remarkable in that the proceedings were remarkable in the "early closing" movement.

Sumers whose bone and muscle, morals and longevity are dependent on them, we shall and accidental means," providing that the do no less than a grand and mighty work insurance should not extend to injuries hapof you who are here to-day will bear testimony to the truth of this assertion made by toward which the more conservative displays the patient consideration of a positive a strong, harmonious and united sentiment assurance that the higher education and the among ourselves for purity, principle and, the insured to use all due diligence for per-

I would also mention the most cordial in

sociations, and I would recommend that our

I quainted with the membership.

I wish, at the earliest possible time, the

our able Secretary to you. Modesty will secure narmony and protection vidual and collective work will be changed, as hereafter determined.

Further detail in the securing of this act I will leave to the chairman of our Legislative Committee, who has devoted time, money and thought in the fulfillment of the special duties assigned him at our March special duties assigned him at our March side of the securing of this act part in the advancement of our social interests of this cause he is allied to. The interests of this Association have always been paramount with him. Time, money and a most indomitable energy have been given by him, and our members, our success, our progress, is due to his energy and devotion. To no one official organ, thus saving further mention due to his energy and devotion. To no one of the securing of this act part in the advancement of our social interests of this Association have always been paramount with him. Time, money and a most indomitable energy have been given by him, and our members, our success, our progress, is greater praise due than to this prince of

two things--First, that our income during the power of wise men—true men—men of honor, and, last but not least, men of large business capacity who make your laws. Advocating no party measures whetever, it does with wives and children join in the festive meet even the incidental expenses of the beauty of the results of th behoove the members of this body to keep in mind at the ballot box common sense, honesty and business ability.

We shall, I am sure, listen with the great
with wives and enumeral for the descounding in the lesser and enumeral for the shall association; Second, that none but the most limited expenses have been incurred; that no traveling expenses have been paid any officer; that no charge has been made by the est interest and profit to the report of our chairman of the Committee on Trade Interests, who will suggest trade matters worthy though such expense was incurred by the vote of the March convention. The salary

I feel proud and grateful to every local or-

of seaboard, first, we sometimes think, in

Are not these large, wise and generous fields of action? And may this idea shape and mould the men of the Business Men's

Liability of Insurance Company.

and rapidly increasing calls for local organizations, which number to-day more than and I will here suggest that each organizaizations, which number to-day more than and I will here suggest that each organizaizations the right direction, since our organization, ord as the advocate of good business principles. Let our future efforts surpass those any other state in the Union can boast of.

The Michigan Tradesman.

A JOURNAL DEVOTED TO THE

RETAIL TRADE OF THE WOLVERINE STATE, and Coit avenues.

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 organizing a stock company for the purpose columns, comprises features which are common to men in any branch of business, so that no one will have cause for thinking Frankfort, and other important points along that the proceedings of the convention will the shore have direct connection, by water, possess less interest for him than for an- with Milwaukee and Chicago, and it is argued other. The question of insurance, for instance, is as important to the manufacturer footing, much of the trade which goes as to the grocer, and a discussion of that sub- across the lake could be diverted to this marject will attract the attention of both, while a desultory controversy over the subjects pe- and is certainly desirable, and THE TRADESculiar to each line of business invites the MAN hopes to see the subject agitated. 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 clothing stock to Elkhart, Ind. in this State.

Speaking in a general way, the officers and committees of the Association are entistrength the movement has assumed, as well as for the valuable results secured wherever the candy and cigar business of Frank organization has taken root. They have Smith. worked day and night, week in and week out, for the success of the cause they have have dissolved, Mr. Reiley retiring to accept so much at heart, and the thought that 2,400 reputable business men have joined hands in the suppression of business abuses and dealer, has assigned. Assets and liabilities the ennobling of business pursuits must be a are said to be about even at \$2,000. source of profound satisfaction to them, as it has been a surce of profit and a cause for tinue their Crooked Lake store when they rejoicing to those numbered among the friends of organization.

The changed conditions under which association work will be carried on in the fu- new job turning establishment here. ture, in consequence of the incorporation of both State and local bodies, are sure to entire system—an improvement which will ings. remove obstructions heretofore considered necessary evils and open up new fields for legal status and making each association de- old stand. pendent, in a measure, on the other, a degree of uniformity will necessarily have to 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 to their new works on West Woodbridge make iron and steel railway beams and othformer and the annual reports of the latter street, between Seventh and Eighth streets, er railway supplies. The manufactory will the cities and towns of the Saginaw Valley. vention. Such courtesy is appreciated all cilities. the more from the fact that it will undoubtedly enable The Tradesman to present an 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 Associations the entire credit for securing its enactment.

If there is one enterprise, more than an- origin. other, which would pay in Grand Rapids, it is the establishment and operation of a tobacco factory. The grocery jobbers at this issued at the instance of Rev. J. J. Jacobs. market send hundreds of thousands of dol- who charges Towle with slander. The lars a year to Louisville, St. Louis, Chicago reverend gentleman claims \$10,000 damand other leading tobacco manufacturing ages. He was paster of the Baptist church, 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 Towle gave \$5,000 bail. Mills.

GRAND RAPIDS, Sept. 1, 1887. E. A. Stowe, Grand Rapids:

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

ADDITIONS TO MEMBERSHIP. 15467 M. Morton, Romeo.

- A. West, Corunna. G. B. Clark, Vernon.
- 15535 F. O. Keliogy, 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. Steffey, general dealer, Crystal: "A good paper.'

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

J. S. Page is now pleasantly settled in his in the grocery business. new drug store at the corner of Plainfield

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 their harness business here from Charlevoix. having finished cutting their tract of pine, gone to Houghton on business, expecting to 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 idea of the wholesale trade of Grand Rapids which was formerly owned by Stone Bros. Muskegon—The Monroe Manufacturing of Wingarden & Cook, is suffering from the of operating a steamboat line along the eastern shore of Lake Michigan. Manistee, that by putting Grand Rapids on the same ket. The project appears to be feasible,

AROUND THE STATE.

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

Tecumseh-Kies Bros. have removed their

Muskegon-D. B. Jones has engaged in the grocery business at 301 Clay avenue. Farwell-M. A. Tompkins has engaged tled to much credit for the numerical in the furniture and undertaking business. Manistee-Henry Maker has purchased

Marshall-Mack & Reiley, the grocers,

position on the road. Sturgis-E. D. Cory, the book and music

Cadillac-LaBar & Cornwell will disconestablish a branch store at Manton.

New Salem-Brautigam Bros., the North Dorr general dealer, have started up their boring for salt or gas within a few days. Nashville-Mr. and Mrs. F. B. Cable

Hastings-W. H. Myers has repurchased the harness stock he recently sold to John

exploration and effort. In giving each body Cole and will continue the business at the Manistee-Wm. Crosby has moved his

restaurant and bakery business to Onekama. be introduced which cannot fail to result in 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

simultaneous with their delivery at the con- where they have largely increased their fa-

South Arm-John Leng has sold his interest in the general store of Leng & Draper to erected. otherwise complete report of the convention 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 more 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; Ingall's loss, \$500, fully insured. The fire was of incendiary

Muskegon-Albert Towle, the Western avenue grocer, has been arrested on a capias

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.

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 they meant to rob him. In the evening he Menominee the coming winter, which with threatened people with it, seeming to think saw Philetus Smith across the street and ordered him to come over to his store. Smith answered him that he was on his way Ten shot took effect in various parts of J. Dolph & Co., of Stanton, the pine timber is taking a trip through North Carolina. Smith's body, but will do no harm except a upon 640 acres in town 18, 1 west, for W. B. White, book-keeper for W. T.

Homer-Spayde & Linn, clothing dealers,

are about to dissolve. Denton-T. B. Moon succeeds H. B. Jenks | Lumber Co. has been released, as the judg- Rapids.

Menominee-Hornick & Nowack succeed John Rasor in the meat business. Caro-L. Axford & Son succeed John F.

Wilmot 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

Bower in the restaurant and confectionery to pay for handling. business.

n the grocery business.

new schemes, Frank Jewell advances the chased the dry goods stock of Chas. Root ent contracts will carry him into the winter. James Wingarden, late of the grocery firm Muskegon-J. D. Sheridan & Co., for- Co. has about finished the most complete loss of a thumb and two fingers from his business at 36 Western avenue.

grocers, have struck natural gas in the villoads daily, an amount of refuse which married Monday to Albert G. Washburn, lage of Gustin on the D., B. C. & A. R. R., obstructed movements about the mill. terprise proves a success, smelting works reached the mill the day following, were cut from the Pharmacy department of the Michwill be erected.

STRAY FACTS.

Rollin-Louis Fitts has started his new fruit evaporator.

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

all agreed to close at 8 p. m., until May 1, match company to erect the buildings and of the trade. next year.

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, will start out under more favorable circumno insurance.

Alpena-Fletcher, Pack & Co. have purchased boring machinery and will begin Hart—The Oceana Loan & Trust Co. will

begin a general banking business October 1, have sold their millinery and fancy goods under the style of the Oceana County Sav- trade for H. Leonard & Sons. bring about a gradual improvement in the stock to Feighner & Kuhlmate, late of Hastlings 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 | College Monday. of John Williams & Co., of Kalamazoo, and will remove the manufactory to this place the Aldine Manufacturing Co., working at 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 are taking the Hastings drive with their paid up. The stockholders are C. A. New- husbands this week. The young ladies who comb, Collins B. Hubbard and William A. usually hang on the gates as the boys drive Pungs, who own respectively 933, 933 and drive by will please govern themselves ac-934 shares of \$25 each. The company will cordingly. be situated in Detroit. The company is Will has finally embarked in business on having its machinery made now, but does his own account, having opened an undernot know when or where its shops will be taking establishment at Saginaw City. He

MANUFACTURING MATTERS.

Big Rapids—The new Cresent 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-I. N. Kellogg has the founda-

tion walls up for a new furniture factory. The main building will be 33x80 feet. Menominee-Tne proposition to remove

the Marinette Iron Works from Marinette, Wis., to this place, is under consideration. Morley—Higbee & Hugh offer \$100 for 25, 1858, and lived there until fourteen 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 ed between two and three years. Receiving day, and will operate the same in connec-

tion 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 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. passing soreness. Smith lives in the \$1,200. The firm will locate a shingle mill Lamoreaux, has returned to his post of duty Northern part of the State and was visiting and begin the manufacture of the timber as after a month's enforced idleness by reason in Martin. He and Green were good friends. soon as the railroad reaches Gladwin.

Whitehall-The levy made by Sheriff Robert Fisk, late of Mancelona, has en-Nelson on the stock of logs of the Wilcox tered the employ of Dr. A. Hanlon, at Elk ment in favor of Mrs. Barrel, of Grand H. D. Purdy, the Fennville druggist, who has been very sick with brain fever, is con-

Rapids, has been satisfied. Muskegon-The insurance adjusters at valescent. work on the recent fire losses settled with H. C. Teed, of the commission firm of H. GRAND RAPIDS, Hackley & Hume for \$29,643.86, with Stim- C. Teed & Co., of Chicago, was in town a son, Fay & Co. for \$9,746.79 on lumber, couple of days last week. with T. D. Stimson for \$3,000 on lumber, W. L. Freeman, wife and baby, left and with Stimson Bros for \$5,000 on docks to-day for a two week's visit at his old and tramways.

home at Freeman, Ontario. South Boardman-M. B. Farrin & Co., John Killean, the veteran groceryman, has Irondale-M. Hubbard & Co. succeed Lu- have shut down their mill, having cut in all be gone ten days or two weeks. cia Bros. and Rood & Relyea in general about 18,000,000 feet. They have also M. S. Goodman, book-keeper for the Haa large tract of hemlock, but will not cut it zeltine & Perkins Drug Co., spent Sunday Lansing—Tower Bros. succeed Tower & at present, as the returns would be too small at Battle Creek, the guest of A. J. Little.

Manistee-R. G. Kinsley has contracted firm of Wagner and Clark, is now with a Remus-Daniel Horton, for the past year to furnish tanners at LaCrosse, Racine and surveying party near Orange Grove, Cal. in the employ of C. V. Hane, has engaged Milwaukee with 1,000 cords of bark, and is A. J. Little, Manager of the Metal Back also shipping pulp wood to the Pioneer Album Co., selling agents for the Art Al-Ionia-J. L. Lee & Co., a firm composed Wood & Pulp Co., Centralia, Wis., besides bum Co., of Battle Creek, was in town a of J. L. Lee and R. C. Stone, have pur- being an extensive tie contractor. His pres- couple of days last week.

merly of Brooklyn, where they conducted a refuse burner at Muskegon. It has a cen- left hand, which were severed on a saw in general store, have engaged in the clothing, trifugal shaving and dust collector which White & Friant & Letellier's planing mill on hat and cap and gents' furnishing goods draws the refuse to the burner and deposits Aug. 25. it. The company's planing mill has pro-Bay City-R. G. Gustin & Co., wholesale duced shavings at the rate of several wagon Matthews, the veteran Detroit traveler, was

the flame from which reaches 148 feet. Ludington-The manager of the T. R. happy couple will, of course, make their They have telegraphed Gov. Alger to come Lyon mills recently received an order for a home at Charlevoix. there immediately and bring with him peo-bill of timber of specified size. He tele- Benj. Krause, of Ann Arbor, is visiting ple interested, as they will bore still lower phoned his camps on the Lake county rail- his brother, Adoph G. Krause, of the firm for oil, Ann Arbor professors having pro- road to procure the logs, which were cut, skid- of Hirth & Krause. Mr. Krause is a pharnounced the outlook favorable. If the ended and loaded on cars the same day. They make by profession, having graduated

into lumber and loaded on the vessel for igan University last June, and will remain Chicago within thirty hours after the original in Grand Rapids, if he can secure desirable order was given. Saginaw City-D. Hardin has commenced clearing the ground for the new match fac- in extending the circulation of THE TRADEStory buildings to be erected at the corner of MAN in this city and the lake shore towns, Water and Waller streets. The principal starts this week for a month's trip through Charlotte—A Knights of Labor co-opera- building will be 40x90, two stories high, and the Saginaw Valley and the Upper Penintive fruit evaporator has gone into business. the smaller building will be 30x30 one story sula. The Tradesman bespeaks for its Cedar Springs-The business men have high. Mr. Hardin has contracted with the representative the courteous consideration furnish the power to run the machinery, Charlotte-The grocers have joined the which will be transmitted from the engine

stances than were at first expected.

cent illness and resumed his trips.

Model Mills.

Saginaw Valley.

& Walker Casket Co.

tion all around."

munity.

of severe illness.

Gripsack Brigade.

Dick Mangold is now on the road for the

F. W. Haddon is now working the city

D. S. Haugh has recovered from his re-

Guy Bradford, son of the more or less re

present in the enterprising cities of the

Mrs. L. M. Mills and Mrs. W. F. Blake

Will J. Worden spent last week among

has placed the business in competent hands

One of the most successful cigar sales-

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 satisfac-

W. A. Smith was born at Hastings, June

years of age. He then removed to Tecum-

seh, 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 allegance to the clothing

firm of Kies Bros., with whom he remain-

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 Michi-

gan. 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 re-

main for some time. Mr. Smith has been

daughters, aged seven and six years, re

spectively. He is a hard-working, con-

scientious traveler and has made many

friends during his year's stay in this com-

Purely Personal.

C. A. Fellows, the Big Rapids druggist,

OATS! 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

employment.

I can offer a few cars of No. 1 White Oats at 311-2 cents in car lots here on track.

Robert W. Clark, formerly of the grocery

Jennie L. Matthews, daughter of M. J.

the well-known Charlevoix merchant. The

M. J. Wrisley, who has done good work

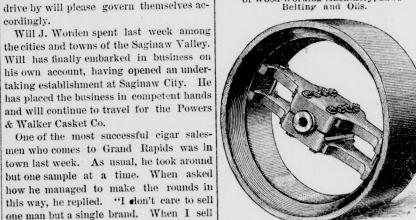
W. T. LAMOREAUX, 71 Canal Street,

MICH. GRAND RAPIDS, - -

nowned Cassius, entered the Commercial Thos. D. Haight is now on the road for

Saw and Grist Mill MACHINERY

Planers, Matchers, 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.



married eight years and has two pretty

Annihilator

Mail orders promptly filled.

L. S. HILL & CO.,

Sporting Goods Generally.

VOIGT, HERPOLSHEIMER & GO.,

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

We desire to call the

MICHIGAN.

attention of the. Wholesale

have just received a

and Well-Assorted

Children's Misses' and



not be

When in the city call and look us

through.



FOR SALE—A new soda fountain, which cost \$140 and freight this spring. It was bought of Matthews & Co. Will sell for \$160. In perfect order. W. R. Mandigo & Co., Sherwood, Mich.

FOR SALE—Stock of general merchandise which will inventory about \$19,000, but can be run down to \$6,000 within thirty days. This is an established business of nine year's standing, and a rare chance for the purchaser. Good reasons for selling. Apply to Rice & Lillie, Coopersville, Mich.

FOR SALE—Drug stock in a town of 1,700 inhabitants, situated in fine farming and milling country. A good place for the right man. Reason for selling—owner not a registered pharmacist. Address 0. C. Pemberton, Fremont, Mich.

WANTED—Situation by young man in a grocery or general store. Four years experience. Best of references. Address 8., care box 354, Fremont, Mich.

WANTED—To exchange farm worth \$2,500

FOR SALE—The best brick hotel and barn in Michigan for \$4,600; owner reject wash

FOR SALE—The best brick hotel and barn in Michigan for \$4.600; 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 Rapils.

EOR SALE—Or exchange for land, the Byron Tradesman.

WANTED—To exchange farm worth \$2,500 for a stock of goods. Address Box 23, Tradesman office.

WANTED—A man having an established trade among lumbermen to add a special line and sell on commission. To the right man a splendid chance will be given to make money without extra expense. Address "B," are Michigan Tradesman.

FOR SALE-Or exchange for land, the Byrot To RENT—Brick store and basement at 21 water power; large run custom; mill and dam in good repair; poor health reason for selling. R. H. Rosenkrans, Byron, Shiawasse Co., Mich. 1988. St., Grand Rapids. 208

Mich.

POR SALE—Desirable residence lot on Livingston street. Will sell on long time or exchange for good stocks, mortgages or other real estate. E. A. Stowe, Tradesman office. real estate. E. A. Slowe, Iransman or real estate. E. A. Slowe, Iransman or Roll and State, with retail confectionery, eigars, etc., in connection; will sell all together or the retail part separate. A chance to get a first-class paying business in one of the best towns in Michigan. Everything open for investigaton. Lock box, 749, Owosso, Mich.

2008.

FOR SALE—Stock of dry goods in a large manufacturing town of about 5,000 inhabitants: stock inventories about \$6,000. Address box 690. Owosso, Mich. FOR SALE—Twenty acres of improved fruit iand three miles from Frankfort. Wil

trade for house and lot or stock of goods in Grand Rapids. Address, for particulars, E. A. Stowe, Grand Rapids. 205tf A. Stowe, Grand Rapids.

POR SALE—A paying business. M. V. Gundrum's general stock of merchandise, at Leroy, Mich. The stock is full and complete. Will invoice \$10,000 to \$12,000. Can reduce stock if desired. Commands a good trade and business is profitable. Will rent or sell the building. Reason for selling: "Going south." Terms cash. Address M, V. Gundrum, Leroy, Osceola Co., Mich.

207*

Osceola Co., Mich.

POR SALE—A well-selected stock of general merchandise in a good town in Northern Michigan. Stock will inventory about \$29,000. Can be reduced to \$10,000 ff desired. Will also either sell or lease store building and warehouse. Store, brick, 32x100 ft., 2 stories and basement. Warehouse, 24x60 ft. on railroad track in rear of store, Address "Tradesman," Grand Rapids. Box 24.

ROR SALE—120-acre farm, with fine house and other buildings, three miles north of Coopersville. The best orchard in Ottawa county. Price \$7,000 cash. Address, for further particulars, E. A. Stowe, Grand Rapids, 1981f

FOR SALE CHEAP-Portable saw mill in Strongest and Safest Explosive known to the Arts. Now is the time to Stock Up for Farmers' Trade.

Meil orders proposity filed FOR SALE—The best drug store in the thriv ing city of Muskegon. Terms easy. C. L. Brundage, Muskegon, Mich. 193tf

19 and 21 Pearl St., Grand Rapids, Mich.
Also wholesale dealers in Gunpowder,
Ammunition, Guns, Fishing Tackle and
Sporting Goods Generally.

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

WANTED—By a man of twenty years experience, a situation on road handling groceries, eigars, tobacco, wooden or willow ware or can turn to most any line of goods. The best of references given. Address John M.

TO RENT-Brick store and basement at 21



Groskopf Bros.,

MANUFACTURERS AND DEALERS IN

TRUNKS AND TRAVELING BAGS

Sample Cases and Trunks

MADE TO ORDER. 91 CANAL STREET,

Grand Rapids, - - - Mich.

to the fact that we

CLOAKS Which we are offering

at prices that can-

All Orders will be Promptly and Carefully Filled. 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 RENT-Pleasant store at 97 West Ful ton street, Boston block. Now used as dry goods store. Good location. Apply to 221 Mt. Vernon street.

FOR SALE—At a bargain, all the machinery of a two run grist mill. Put used to the property of the street of

The best of references given. Addr. Laberteaux, Benton Harbor, Mich.

Wanted-Drug clerk, young man preferred. Direct box 205, Lake City. 2078

TRUNK FACTORY.



THE YEAR'S WORK.

As Set Forth in the Annual Report of Secretary Stowe.

The following is the full text of the annual report of Secretary Stowe to the M. B. M. A .:

To the President and Members of the M. B

GENTLEMEN-In presenting you with my first annual report as Secretary of your organization I desire to improve the opporand also to express my appreciation of the the uniform courtesy you have accorded me, bills while in attendance on the meetings of the uniform courtesy you have accorded me,

in the discharge of my duties. When the Association was organized there were in existence in this State about twenty-five local bodies, about half of which had been formed without any regard to uniformity in working plans and blanks. The others had been started with the assistance of your present Secretary, and while a certain degree of uniformity was attempted, our ideas were crude and illy-defined and our plans were meagre and faulty. By means of constant study, comparison and suggestions from associations already in existence, however, a gradual improvement has been made in all departments of the work, so that the system of to-day bears little resemblance to the antiquated plans of a year ago. I do not mean to intimate that our present plan is perfect, or anywhere near that desired end, but it is certainly a long way in advance of the methods in use during the early days of organization in this State. Instead of sending the delin-quent a single notice, or allowing the member to send both notices, our rule is now for the member to send the first notice and the secretary the second notice, while the com-pilation and publication of the delinquent list is placed in charge of five good men, instead of being entrusted to a single individual, who might be actuated by caprice or prejudice. So far as the delinquent department is concerned, we have successfully eliminated the much-dreaded "one man

Of the stimulus given local organization by the inauguration of a State Association, you are all familiar. No sooner had news of the formation of a State body gone out than calls for assistance in starting local organizations began to come in. President Hamilton promptly responded to calls from Frankfort and Sherman, and together we assisted at the inauguration of associations at Reed City, Kalkaska, Mancelona, Petoskey, Charlevoix, Harbor Springs and Lansing. L. M. Mills taught the gospel of organization at St. Charles and Scottsville, two towns organized without assistance and your Secretary has had the honor of being present at fifty births. It was the intention of your President and Secretary to spend a week or ten days in the Upper Peninsula, about the middle of July, in hopes of effect-ing organizations in the principal towns of Lake Superior district, but on meeting and comparing notes at Petoskey previous to the invasion, it was deemed best, in view of the apparent indifference of a number of greater interest was shown in the work. The time set apart for the trip was utilized in preparing for this convention and devising means to increase the interest and mem-

ter to maintain the interest in the associa- audited by the Executive Committee. tions already organized than to increase the number, at the expense of losing old organizations, and to this determination we attribute in a certain degree the fact that no association has been allowed to lapse during the past year. True, some have not done as good work as we could wish, but none has been allowed to die from apathy or dis-

existence in this State, seventy-seven have seen fit to become auxiliary to this body, as

Ada White Lake Cheboygan Reed City. Allegan Kingsley Petoskey Muskegon Boyne City Plainwell.. Rockford Casnovia So. Boardma Vatervliet

urer as fast as the amount reached \$50, and people in the community. A little associa-have made five such remittances as follows: tion with ten members, who organized "on

leaving a balance in my hands of \$4.35

The limited income of the Association tunity to thank you for the honor you conferred upon me in electing me to this office, most rigid economy, a conspicuous example most rigid economy, a conspicuous example a course invariably results in creating as of which is seen in the Executive Committee many new abuses as it corrects old ones.

> the Committee. containing the names of delinquents who support given me during the past year. have removed from the jurisdiction of the association listing them, was begun last tude to the local secretaries, who have in-November and has been continued at interissued up to the present time. We have commendable promptness. I also owe absolute proof that these sheets prevented a debt of gratitude to the officers and comthe making of many worthless accounts and mittees of this body, for the courteous treatwe have assurances from many sources that such publication resulted in the payment of accounts which no other weapon could bring down. More than all, the State sheet has been a great benefit to members, by enabling them to hold it up as a menace to the delinquent who contemplates moving

one the greatest and one susceptible of the most frequent use. you to consider at this convention is the future disposition of both State and local the local lists, a reproduction of the State sheets is essential, as but limited quantities of the first issues were printed. In order that all associations hereafter joining the State body may have the advantage of the

work accomplished in the past, I advise such reproduction without delay. Having felt the necessity of having a com pact exposition of our aims and objects and an explanation of the relations existing be tween the State and local bodies to send to enquirers contemplating organization, I suggest that as soon after the convention as practicable, the incorporation law, the new State constitution and the new local constitution be printed together in pamphlet form,

While our Association is acknowledged to be the foremost organization of the kind in the country. I think it desirable that we be represented at other State conventions, in order that no good feature pertinent to old adage that "many hands make light our work may escape our observation, and work" and give your officers and committees It earnestly recommend that the President be authorized to attend such conventions, all expenses incurred on such trips to be mighty part in the reformation of trade and the trips to be mighty part in the reformation of trade

I regret to have to announce that all the business methods. local secretaries have not been as prompt in sending out the State sheets to their membership as they should have been. If there is one idea our Association teaches more than another, it is promptness, and I hope that there will be no further complaint on this score. I am personally cognizant of a sention from within or from pressure from number of worthless accounts which could have been avoided had the information contained in the State sheets come to the no-

> Lest the above stricture convey the impression that all local secretaries have been derelict in this respect, I will state that few cases of neglect have been brought to my attention and that I have reason for thinking that such are all that exist.

associations do not recompense their secretaries for the time and trouble involved in to me to be contrary to the cardinal principle of our structure, which insists upon an equivalent for every dollar's worth of goods or service rendered. Business men are in organizations of business men should be work done by a secretary should be com-pensated in the same way that you pay a clerk or book-keeper, in proportion to the amount of service rendered.

Pending the action of this convention, President Hamilton and myself have prepared a blank application for charter and auxiliary membership, to be filled out by the officers of local associations in seeking the rights and privileges of the State blank form of articles of association, for filing with the county clerk, an action which bage, etc., and so positively refused to

completes the work of incorporation. The time has now arrived when the State in the field, to respond to calls from any how to return him to his pen was an part of the State. A little work in this direction has been done by your Secretary during the past year, but he realizes his own shortcomings quite as fully as those who pen so as to hold him, I tried a little strathave been unfortunate enough to invoke his assistance. An organizer should be a man who not only thoroughly understands what he is talking about, but be able to express him self so clearly and strongly that there could be no question as to his position. Such a person would not only be able to convince all who attend a meeting that organization is the proper thing to do, but his services would be invaluable in winning over him, and went to the other corner of the the Doubting Thomases who stay out of the first meeting or decline to join the Association until they have "time to think about it." I have no one to suggest in this connection, but earnestly hope you will relieve me of further effort in this direction, as there are many others who can pursue the work more effectively and the demands of me of the work more effectively and the demands of we want to be a suggest in this content that "inclined plane," and quickly slid down it into his regular bed room.

Whether he was surprised at finding himmy own business have become so imperative that I cannot consistently continue it as in the past, without adequate compensa 104 g tion. The person selected by you to do this 26 work—if you deem it advisable to take such 18 a course—should be reimbursed for his travdeling expenses and hotel bill and be paid a per diem salary for all time actually spent in starting each organization, such expense to department)—Have you any gauze ladies'

I find that it is essential that associations ... \$243 70 should start right—that is, that members should have a thorough idea of Association methods and the proper use of the collection blanks, or serious mistakes are certain

I arranged with the Executive Committee cost the loss of good members and deprive to remit the funds in my hands to the Treas- the organization of the support of the best has given the State body more trouble than the Traverse City Association, with its Total \$250 strange advice for an ardent advocate of orfor which I hold the Treasurer's receipts, ganization to give, but the experience of the past leads me to assert that it is better to remain unorganized than to join hands blindly and grope about in the dark, as such

thanks to the members of the Association. The publication of a State delinquent list, individually and collectively, for the hearty variably treated my communications with

ment I have received at their hands.

I now come to a subject to which I confess myself unable to do justice—a proper recognition of the invincible energy which has been infused into this organization by its honored head. You may think that you know our President; his frequent letters to another town and thinks that by such of encouragement, advise and enquiry may means he will elude the viligance and mahave given you some idea of the great interchinery of our organization. Of all the adest he has taken in this subject and the vantages of the State sheet, I consider this hard work he has given to the cause; but if you were to get, on an average, three letters a day, six days in a week, fifty-two weeks One of the most important questions for in a year, all teeming with pertinent suggestions and infused with a spirit of abiding faith in the work undertaken-if you delinquent lists—that is, what steps shall had had this experience, I repeat, you be taken to secure the preservation of their would have just cause for asserting that contents in compact form. President Hamilton and myself have favored making a thought Mr. Hamilton has devoted to the compilation of all the information contain- cause of organization during the past twelve ed on both State and local lists and the months. "Comparisons are odious," to be printing of the same in condensed book sure, but I can recall no hand which would form, enough copies to be printed to fur- have taken our organization through the nish every auxiliary member with one. This trying times of the past year so successfully plan is feasible, so far as the ability to as his, and if I am any judge of the loyalty make such a compilation is concerned, but of a crew, no body of men ever obeyed the whether the value of the work would compensate for the expense involved, I leave to have you in following the lead of Frank the decision of the convention. Even though Hamilton in bringing the Michigan Business it should not be deemed advisable to reprint Men's Association to its present high standing at the head of the business organiza tions of this country.

To finally conclude, allow me to say that

I hope every auxiliary member feels that he has secured value received for the time and money he has contributed to this organiza-tion. If it has not realized your expectations, I trust you will remember that its re sources have been limited and that the absence of rules and precedents, they have been compelled to adopt many expedients which will be discarded as the defects of our system are removed and its deficiencies supplied. We want you to feel a personal interest in the Association and to realize that adverse criticism is quite as valuable to your officers as commendation, as it will enable them to detect and remedy lines of policy which might otherwise culminate to the inquiry of the work. Remember the abuses and the elevation of business mer

Respectfully submitted. E. A. STOWE, Secretary.

A Merchant's Experience With a Pig. Written Especially for THE TRADESMAN. I had quite a "pig experience" last Sun-

day, and will give you the benefit of the ep-Last spring I was given a lame pig. He

was not worth raising on the farm, so he was started "off to town" with his best suit on to "make his mark in the world." If some of his biped cousins similarly started mark in the world as has my pig, I can as-I note with regret that some of the local sure you he will be heard from and his Am. Ball. progress marked.

enjoyed my garden as well as I did: and if quantity is a sign of quality of enjoyment, then he has enjoyed it hugely. I have him installed under a part of my barn, which does not always restrain his longings towards my garden. At his previous escapes I have had no trouble to get him to return to his quarters, but last Sunday all coaxing was unavailing. I exhausted all known means to cause his return, including feeding, coaxing, driving, standing in front of the hole and trying to drive him away from it, etc., etc. No use. He had not yet expended energy enough in darting through body; a blank form for a charter, and a tomato vines, corn, squash, melons, cabcome in. As a last means, I opened the barn door just a little and soon had him Association should put a regular organizer safely quartered for the time being; but three hundred pounds. After fixing up the egy. I playfully (?) run him across the floor so as to get him used to the barn, and then removed four planks from the floor. using them as an inclined plane into the sprinkled a little hay loosely over the sleepers, I cautiously opened a door opposite barn. As soon as the road was clear to the open door, Mr. Pig started for it on a canter. He struck the loose hay fairly be-

Whether he was surprised at finding him self at home again, or at the manner of reaching that home, I shall probably never know, but he was the most surprised hog I have ever gazed upon. L. A. Ely.

Wherein Lies the Benefit. WATERVLIET, Sept. 5, 1887. E. A. Stowe, Grand Rapids:

DEAR SIR-I have been figuring out the profit your plan of organization has been to Three old accounts collected

Besides the above collections, actually made, one man has arranged to pay an out-lawed note, on which the principal and interest amount to \$68; another man, an acvals of a month, eleven sheets having been respect and answered my enquiries with count of \$13; another a note for \$36. Several others have "acknowledged the corn" and agreed to pay smaller accounts. I consider the outlay involved in joining

> One man refuses all letters having my card or that of the Association on the corner, asserting that he has "no business with Mr. Allen." As I have his note for a con-

young women is to be taken by the public school commissioners of Louisville. A postgraduate course is to be organized in the girl's high school at that city, in which book keeping, shorthand and type-writing will be 4d and 5d adv. keeping, shorthand and type-writing will be taught. The course will be one year, and the high school will have the Clinch nails, adv graduates from the high school will have the option between this and the normal class, and may either fit themselves for teaching or for mercantile pursuits. The schools, it is said, have been turning out too many aspirants for the field of teaching.

Cross Village business men are considering the subject of organization.

J. H. MYERS

Manufacturer of Harness and Collars at Wholesale and Retail, 73 Canal street, Grand Rapids, has the finest line to select out experienced workmen employed.

mardware.

Com. 4 piece, 6 in..... American File Association List.... Disston's
New American
Nicholson's Nos. 16 to 20, 22 and 24, 25 and 26, List 12 13 14 List 12 13 14 15
Discount, Juniata 50@10, Charcoal 60. Stanley Rule and Level Co.'s...

HAMMERS. dis
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dis

Gate, Clark's 1.2 3 Door, porceiain, trimmings.
Drawer and Shutter, porcelain... dis
Picture, H. L. Judd & Co.'s.
Hemacite... dis
LOCKS—DOOR.
Russell & Irwin Mfg. Co.'s new list. dis
Mailory, Wheeler & Co.'s. dis
Branford's... dis
Norwalk's... dis your association the best investment I even rise, self-measuring.

NAILS—IRON.
Common, Brad and Fencing.

Reg \$2 10 Clinch nails, adv.
Finishing | 10d 8d 6d 4d
Size—inches | 3 2½ 2 1½
Adv. ½ keg \$1 25 1 50 1 75 2 00
Steel Nails—2 20. | OILERS. | Zinc or tin, Chase's Patent. | dis60&10 | Zinc, with brass bottom | dis 50 | Brass or Copper | dis 50 | Brass or Copper | dis 50 | Eaper | District | Dis Zinc or tin, Chase's Patent... Common, positions of the Common Rivers.

FRANK J. DETTENTHALER, 117 Monroe St., Grand Rapids.

PATENT FLANISAED IRON.

"A" Wood's patent planished, Nos. 24 to 27 10 20

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Broken packs ½c % b extra.

30&15 American, all kinds.....dis

American, all kinds dis
Steel, all kinds dis
Steel, all kinds dis
Swedes, all kinds dis
Gimp and Lace dis
Cigar Box Nails dis
Cigar Box Nails dis
Common and Patent Brads dis
Common and Patent Brads dis
Trunk and Clout Nails dis
Trunk and Clout Nails dis
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TINNER'S SOLDER.
No. 1, Refined
Market Half-and-half

Mouse, choker... Mouse, delusion. Annealed Market. Coppered Market. Extra Bailing....

Bright
Screw Eyes
Hook's
Gate Hooks and Eyes Baxter's Adjustable, nickeled.....

Coe's Genuine...dis 50 Coe's Ptent A gricultural, wrought, dis 75 Coe's Ptent, malleable...dis 75&10 MISCELLANEOUS.

The furniture factories here pay as follows for dry stock:

Walnut, log-run Walnut, Nos. 1 and 2 Walnuts, culls

SALT FISH

Oysters the Year Around CINSENC ROOT. Peck Bros., Druggists, Grand Rapids, Mich.

letter ere this had not sickness prevented, and now I will just say that I asked for the sole agency of Tiger Oil simply because I thought your medicine was not at present for sale here. I have relatives and friends here who have tried repeatedly to find Tiger Oil in the city and failed, and consequently have been in the habit of sending to Millbrook for it. When we moved here recently, almost the first day some one asked if I brought any Tiger Oil to sell. As I had not I kept lending from what I had for private use, until it was gone, and we tried to buy more here, and, as on former occasions, failed to find any. So, thinking perhaps it might pay to keep a small supply on hand (if no one else near me kept it), I wrote you as I did. I intended sending out your circulars from house to house, and so advertise it. If, as you say, so many druggists in this city keep Tiger Oil they take no

Must Have Tiger Oil.

DEAR SIR-I should have answered your

GRAND RAPIDS, June 22, 1887.

You can do as you choose about sending me any to sell. I can get my supply, as formerly, from my husband's mother in Millbrook. Very respectfully yours, Mrs. Susa Cawthorne.

pains to sell it, even when called for.

Wall Paper & Window Shades

At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order. 68 MONROE STREET, GRAND RAPIDS.

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Bronze and Library Lamps, Chandeliers, Brackets., Etc.,

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The Michigan Tradesman.

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Secretary, N. B. Blah and W. E. Kelsey.
Committee on Trade Interests—Smith Barnes, Traverse
City; P. Ranney, Kalamazoo; A. W. Westgate, Che
boygan.

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Committee on Transportation—Jas. A. Coye, Grand Rapids; J. W. Milliken, Traverse City; C. T. Bridgman, Flint.
Committee on Constitution—W. E. Kelsey, Ionia; R. D. McNaughton, Coopersville; I. F. Clapp, Allegan, Difficial 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. ient, D. F. Watson; Secretary, Elmer Chapel Alba Business Men's Association. dent. C. R. Smith: Secretary, Peter Baldwin Allegan Business Men's Association. esident, Irving F. Clapp; Secretary, E. T. VanOstra President, Irving F. Clapp; Secretary, E. T. VanOstrand Retail Grocers' Association of Battle Creek President, Geo. H. Rowell: Secretary, John P. Stanley

President, Geo. H. Rowell: Secretary, John F. Stanley.

Belding Merchants' Association.

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

Bellaire Business Men's Association.

President, John Rodgers; Secretary, G. J. Noteware.

Burr Oak Business Men's Association.

President, B. O. Graves; Secretary, H. M. Lee.

Merchant's Protective Ass'n of Big Rapids,

President, E. P. Clark: Secretary, A. S. Hobart. Boyne City Business Men's Association, resident, R. R. Perkins; Secretary, F. M. Chase. Cadillac Business Men's Association. esident, J. C. McAdam; Secretary, C. T. Chapin. Carson City Business Men's Association, resident, F. A. Rockafellow; Secretary, C. O. Trask

Casnovia, Bailey and Trent B. M. A. esident, H. E. Hesseltine; Secretary, E. Farnham. Cedar Springs Business Men's Association President, T. W. Provin; Secretary, L. H. Chapman. Charlevoix Business Men's Association. resident, John Nichols; Secretary, R. W. Kane. Coopersville Business Men's Association President, G. H. Watrous; Secretary, W. R. Boynton. B. M. P. U. of Cheboygan. ent, J. H. Tuttle; Secretary, H. G. Dozer

Dimondale Business Men's Association resident, T. M. Sloan; Secretary, N. H. Widger. Dorr Business Men's Association. lent, L. N. Fisher; Secretary, E. S. Botsford.

Retail Grocers' Association of E. Saginaw, President, Richard Luster; Secretary, Chas. H. Smith. sident, Richard Luster; Secretary, Chas. H. Shi Edmore Business Men's Association. sident, H. W. Robson; Secretary, W. S. Whittles Eastport Business Men's Association. esident, F. H. Thurston, Central Lake; Secretary, too, L. Thurston, Central Lake.

Eaton Rapids Business Men's Association. Elk Rapids Business Men's Protective As'n.
President, J. J. McLaughlin; Secretary, C. L. Martin. Evart Business Men's Association. ident, W. M. Davis; Secretary, Chas. E. Bell. Fife Lake Business Men's Association.

Flint Mercantile Union. resident, W. C. Pierce; Secretary, J. L. Wineck, Frankfort Business Men's Association. resident, Wm. Upton; Secretary, E. R. Chandler. Freeport Business Men's Association. resident, Foster Sisson; Sec'y, Arthur Cheseborough

Fremont B. M. A. Grand Haven Business Men's Association President, Fred. D. Voss; Secretary, Fred A. Hutty. Retail Grocers' Ass'n of Grand Rapids. Greenville Business Men's Association, resident, L. W. Sprague; Secretary, E. J. Clark. Hartford Business Men's Association. Hartford Business Men's Association, resident, V. E. Manley; Secretary, I. B. Barnes.
Holland Business Men's Association, resident, John Krumer; Secretary, P. W. Kane.
Hastings Business Men's Association, resident, L. E. Stauffer; Secretary, J. A. VanArm.
Harbor Springs Business Men's Ass'n, resident, W. J. Clark; Secretary, A. L. Thompson.

Hersey Business Men's Association, resident, O. L. Millard: Secretary, Frank Beardsley Hopkin's Station Business Men's Ass'n. resident, S. C. Furber; Secretary, S. C. Dendel. Howard City Business Men's Association.

Holland Business Men's Association. esident, Jacob Van Putten; Secretary, A. Van Dure Hubbardston Business Men's Association President, Boyd Redner; Secretary, L. W. Robinson. Ionia Business Men's Exchange. ident, Wm. E. Kelsey: Secretary, Fred. Cutler, Jr. Ithaca Business Men's Association. ident. O. F. Jackson. Secretary, John Everden.

Kalamazoo Retail Grocers' Association. Kalkaska Business Men's Association. resident, A. E. Palmer; Secretary, C. E. Ramsey.

Kingsley Business Men's Association.
resident, H. P. Whipple; Secretary, C. H. Camp.

Lansing Business Men's Association.
resident, Frank Wells; Secretary, Will Crotty. Lawrence Business Men's Association. esident, H. M. Marshall; Secretary, C. A. Stebbins

Leslie Business Men's Association, dent, Wm. Hutchings: Secretary, M. L. Campbell. Lowell Business Men's Protective Ass'n. Luther Business Men's Association. sident, W. B. Pool; Secretary, Chas. J. Robinson. Lyons L'usiness Men's As'n.
ident, B. M. Hutchinson: Secretary, D. A. Reynolds

resident, B. M. Huteninson: Secretary, J. M. Mancelona Business Men's Association. resident, W. E. Watson; Secretary, C. L. Bailey.

Manistee Business Men's Association. resident, 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. Muir Business Men's Association, ident, Simon Town; Secretary, L. A. Ely.

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President, W. E. Thorp: Secretary, E. S. Houghtaling.

Ovid Business Men's As'n.

President, C. H. Hunter; Secretary, Lester Cooley.

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ident, H. E. Symons; Secretary, D. W. Higgin South Boardman Business Men's Ass'n. esident, H. E. Hogan; Secretary, S. E. Niehardt. So. Arm and E. Jordan Business Men's As'n. President, D. C. Loveday; Secretary, C. W. Sutton. Sherman Business Men's Association. sident, H. B. Sturtevant; Secretary, W. G. Shane. Sparta Business Men's Association, ident, J. R. Harrison; Secretary, M. B. Nash. Sturgis Business Men's Association. sident, Henry S. Church; Secretary, Wm. Jorn.

Traverse City Business Men's Association. President. Geo. E. Steele: Secretary, L. Roberts. Tustin Business Men's Association. Vermontville Business Men's Association. Watervliet Business Men's Association. Wayland Business Men's Association. esident, E. W. Pickett; Secretary, H. J. Turner. Woodland Business Men's Association. resident, John Velte; Secretary, I. N. Harter. White Cloud Business Men's Association President, P. M. Roedel; Secretary, M. D. Hayward.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT. Vritten Especially for THE TRADESMAN.

"When I left the ministerial field," said wealth by commercial pursuits, I did not tions of dishonest dealing. expect to find my new path a thornless one, or my new profession entirely free from cares and troubles, and I was not disap- Doddson, who graduated from a commercial pointed; but I didn't expect to be made per-school, and who takes immense pride in icos, or the number of seeds rolled up in my caustic letters, complaining of the shortage cotton batting, or the amount of starch in of a box of clothes-pins; the leakage of a my denims, and faults of that nature, but half gallon of syrup; the broken condition the duller trade becomes the more unreas- of a box or package, etc., would "take his onable some people are. Why, I've had old pen in hand" with as much indignation and ladies accuse me of a deliberate and pre- vigor if he should find ten chests of tea Fine Sample Rooms in Connection. meditated swindle on a seventy-five cent billed to him and eleven shipped? My priprint transaction, and I judge from their vate impression is that the house would ner possible?

"And then," continued Slimmer, "to see now deplorably some people are wanting in reason. Why, one of my best customers curious causes I ever heard of. You see, he was a one-legged man, and he came in here to pick out a proint of heart. The first files of the pick out a proint of heart. 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 Sprigginson. 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

"Does it fade evenly?" she said. "I informed her that I had no reasonable

"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

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 suasionists 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 back, and profited by its moral.

And do some of those dealers who grum ble 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 pented 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

GENTS-What the h-l did you mee selling that butter at — cents, when I could hav gott — cents for it here. Smart, wasn't Thot you'd beet me out of a few dollars easy, butt yon won't, no, siree. I'll take the difrence out of your acct, and if you want to git showed up as swindlers just

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

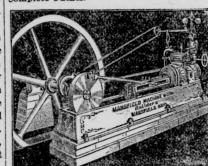
nearly as given. The circumstances which led to this gentlemanly communication were, I learned, as follows: The jobbers were not dealers in butter and, merely as an accommodation, a consignment from the writer to receive sell for him, and to be placed to his credit g over-due account. The invoice, on its arrival, was found to consist of a heterogenous 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, Mr. Slimmer, the other day, in his pulpit courteous and business-like correspondence, voice, "to endeavor to add to my worldly than by a display of temper, and insinua-

I sometimes wonder whether young onally responsible for the dying of my cal- showing his penmanship in verbose and language that some of them imagine that I never be castigated for the error, although spend most of my spare time concocting un- Doddson might soothe his conscience by righteous plans to wrong them in every manexcoriating epistles.

> PORTABLE AND STATIONARY ENGINES



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

JUDD & CO.,
JOBBERS of SADDLERY HARDWARE

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G. S. SWAYZE, Manager.

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 in-

POTATOES

We give prompt personal attention to the sale of POTATOES, APPLES, BEANS and ONIONS in car lots. We offer best

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PLACE to secure a thorough and useful education is at the GRAND RAPIDS (Mich.) BUSI-NESS COLLEGE. Write for College Journal. Address, C. G. SWENSBERG.

E. FALLAS,

think I should have a painful duty to per- 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. Grand Rapids, Michigan. 217 and 219 Livingstone Street.

CEO. E. HOWES.

Foreign and Domestic Fruits.

SPECIALTIES:

Oranges, Lemons, Bananas.

3 Ionia St., CRAND RAPIDS, MICH.

The Standard of Excellence NGSFORD'S



STARCII.

occasion. I long ago saw my error and re- 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.



Star Roller Mills.

Manufacturers of "Our Patent,"

"Star," "Calla Lily," "Golden Sheaf," "Our Fancy."

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

GRAND RAPIDS, - MICH.

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

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

The State Assayer of Massachusetts says facilities and watchful attention. Consignments respectfully solicited. Liberal cash advances on Car Lots when desired.

Muzzy's Corn Starch for table use, is perfectly pure, is well prepared, and of excellent quality.

Muzzy's Starch, both for laundry and table use, is the very best offered to the consell it.



TIME TABLES.

Grand Rapids & Indiana. All Trains daily except Sundny.

Saginaw express runs through solid. 9:05 a. m. train has chair car to Traverse City and Mackinaw. 11:30 a.m. train has chair car for Traverse City, Pe-toskey and Mackinaw City. 10:40 p.m. train has sleeping cars for Traverse City, Petoskey and Mackinaw.

Cincinnati Express. 10:39 a m 11:45 a m 10:cincinnati Express. 10:39 a m 5:09 p m Traverse City and Mackinaw Ex. 19:39 p m 5:09 p m Traverse City and Mackinaw Ex. 19:39 p m 7:15 a m train has parlor chair car for Cincinnati. 5:09 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 Canadiwn

Muskegon, Grand Rapids & Indiana.

Leaving time at Bridge street depot 7 min C. L. LOCKWOOD, Gen'l Pass. Agent. Detroit, Lansing & Northern. Grand Rapids & Saginaw Division

Chicago & West Michigan. *Daily. †Daily except Sunday.

*Pullman Sleeping Cars on all night trains. Through arlor car in charge of careful attendants without ex-

Express. Leaves. Arrives.

Express. 4:05 p m 4.20 p m
Express. 5:25 a m 10:20 a m
All trains arrive and depart from Union Depot.
The Northern terminus of this division is at Baldwin, where close connection is made with F. & P. M. trains to and from Ludington and Manistee.

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

Detroit, Grand Haven & Milwaukee.

Mixed. 5:25 a m 5:40 a m 15:40 a m 1

Michigan Central.

		DEPART		
Detroit Ex	nress			6:1
Day Expr	ess			1:1
tAtlantic	Express			10:1
Minad	express			6:
mixed		ARRIVE.		
n T		ARRIVE		6.6
Pacific F	xpress			9.4
Mail				10.
Grand Ra	pids Exp	ress		10:
Mixed				0:
*Doily	All other	daily excer	t Sunday. S	leepin
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E. W ALLEN, Gen'l Pass. Agt.



The accompanying illustrations represents the

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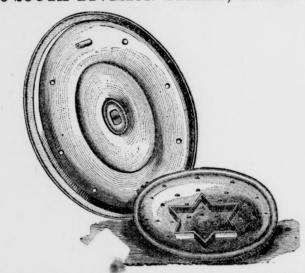
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BUSHEL BASKETS, Extra Finish, to Use.

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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 incorthe members present at any session.

Crescent, Association, to conform to the new incorporation law, will be presented at the September convention at Flint:

CONSTITUTION. ARTICLE I-NAME.

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

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 scene reasonable transport of the local organizations decision. reasonable transportation charges; to induce equitable insurance rates and settlements; to assist in the prevention of delinquency and the collection of delinquency.

ests 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 Ar-ticle 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.

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 hallot and shall hall be ecutive Board for sufficient research. Section 1—The officers of this Association 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. portation of three members.

ARTICLE V-DUTIES OF OFFICERS.

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 Experience of 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 association shall committees, shall see that all officers and committees perform their duty, and shall, through the 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 of 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 association of 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 association as many sheets as it has auxiliary members. Secretaries of local association as many sheets as it has auxiliary members. Secretaries of local association as many sheets as it has auxiliary members. Secretaries of local association as many sheets as it has auxiliary members. Secretaries of local association as many sheets as it has auxiliary members. Secretaries of local associations of the state local association as many sheets as it has auxiliary members. through the Secretary, call together the Ex-ecutive Committee at any time deemed ex-

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 therefore; 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 voches 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 resecretary of so 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 vourchers 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 roperty of the Association.

Section 6-The Executive Board shall have general management of the Associa-tion 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 primical, or secure favorable, legislation, Price. stall report at each annual meeting what, if any, legislation affecting business men has been secured and submit such recombase been secured and submit such recombases. mendations 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 Transporation shall endeavor to secure any needed cessions in freight and express rates.

ARTICLE VII-MEETINGS. Section 1—Regular meetings shall be held as the Association or Executive Board may

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 and externally.

tions in such amount as may hereafter be ARTICLE IX-AMENDMENTS.

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

ARTICLE X-BY-LAWS. By-laws not in conflict with this constitu tion may be established for the government

BY-LAWS.

ARTICLE I-QUORUM. Twenty delegates shall constitute a quo-

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

to assist in the prevention of delinquency and the collection of debts; to encourage the curtailment 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 nublic.

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 mon the filling 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.

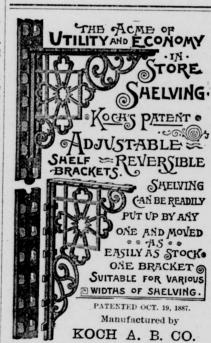
ARTICLE IV-ARREARAGE.

Any local association failing to remit the ecutive Board for sufficient reasons or un-til 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 constitu-

ARTICLE VI-NOTIFICATION SHEETS. The State Secretary shall issue a monthly

peared on the State list who have been rein-



PEORIA. ILL Liberal discount to the trade, or parties first putting up these brackets in any local-

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

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

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Section 2—Special meetings may be held cine known for all Summer Complaints of the Stomach and Bowels, from the infant to A MERCANTILE JOURNAL, PUBLISHED EACH on the vote of the Association or the call of the Executive Board.

manhood, as Pain, Colic, Cholera Infantum, Cholera, Cholera Morbus, Diarrhea, Flux, Yellow Fever and all kindred diseases, as well as Nervous Diseases, Sunstroke, Par-

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For the Field or Garden.

If you want to buy Hungarian, Millet, Orchard Grass,

Kentucky Blue, Red Top, Seed Oats, Rye, Barley, Ruta Baga Mangle Wurzel,

Anything else in the line of Anything in the Line of SEEDS,

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D. W. ARCHER'S



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EQUAL TO THE BEST MADE.

Absolutely Pure.

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JOBBERS IN

Hosiery, Carpets, Etc.

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Merchants. Commission

Specialties: Apples and Potatoes in Car Lots.

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

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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.

58 Michigan Ave., Chicago, PROPRIETORS OF

TEAS, COFFEES & SPICES.

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

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Fire and Burglar Proof

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Butter, Eggs, Cheese, Etc., 8 and 10 Ionia Steeet, GRAND RAPIDS, MICH.

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Jennings' Flavoring Extracts, Arctic Baking Powder, etc.

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GIBSON BUILDING, 38 AND 40 LOUIS ST.

AINSWORTH.

GLOVER, TIMOTHY SEED and BEANS.

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

Annual Report of Chairman Barnes at the

Flint Convention.

Michigan Business Men's Association: GENTLEMEN-That you may not misconstrue my intentions or misapprehend my abiding interest in this Association as a result of enforced absence, I desire to place myself squarely on record as one who has a keen appreciation of the value of combined experiences, conjoint efforts, concentrated thought, and the social commingling of business men in this enlarged and attractive

form of good fellowship.

Having been left by my brother committee men at the last gathering in Grand Rapids, like poor Mrs. Gummidge, "a lone, lorn creetur," I do not wish to leave my co-laborers on the Committee on Trade Interests in a similar predicament.

It had been a forlorn hope that I would b able to submit to this body a brief paper embodying a few thoughts on the following subjects: Commercial Equities vs. Business Pitfalls; The Morals of Merchandising and Danger Signals; A Sound Body and Mind as the First Element of Success; and I should like to have touched upon the importance of doing one's business so as to be nappy in doing it, and the equal importance of keeping our employes well and making them happy, if we fill up the quota of what is known as "good business men." I ven-ture, however, to hand you a few outlines of what I had hoped to more fully elaborate.

EQUITIES OF MERCHANDISING. The man who labors ten hours out of twenty-four in this enlightened age is entitled to a just and fair compensation. Be it simple manual labor with no special mental application or personal responsibility, common justice demands that he be fairly paid. Should he put a certain amount of experience and mechanical ability, which has been gained by several years of careful application, into his handiwork, it follows that he is entitled to better pay than for mere hand labor. If he brings to his daily work the result of close mental application, a clear and untiring brain, and long experience in one particular direction, his remuneration should be of a still better grade. When he adds to the last qualities the money which he has accumulated by years of patient toil, combining hard cash with brains, he certainly is entitled to the best remuneration that his surroundings will warrant. The best merchant is represented by the last de-scription. When he puts eleven, twelve or thirteen hours daily into the service of the public, and with it puts his cash, with the honest intention of giving his patrons good goods at fair prices (which means a very moderate margin over the prime cost of his merchandise), and takes his chances of the changes in the market values (which he must be ever ready to meet), the incidental expenses and risks involved in such an enterprise, then his compensation should be of very highest order.

When the merchant says to the customer "I pledge you my faith that I will buy the best goods that can be bought with ready money; I will give you honest weights and honest measures, and I demand simply a reasonable advance over the cost of merchandise thus bought, to pay me for my labor, my taxes and my insurance, the wear, tear and decay of my property and the unavoidable shrinkages in weights and measures (as between whole packages and small quantities that must be allowed for), then there is no chance for any misunder standing between seller and buyer. Neither is there any particular trade secret, or any possible occasion for what are known as

When the dealer comprehends that in giving miscellaneous credits he perpetrates great wrong against his customers who a great wrong against his customer by pay for their goods when they buy them, by pay for their goods when they buy them, by making it necessary to add enough more to make weary, ing more than the hand they make weary, ing more than the hand they make weary, the heart they have saddened, the life they the heart they have saddened, the life they his profits to cover the losses which arise when goods have been sold on credit and have not been paid for (besides which it is unfair to the paying customer to sell goods on credit), he has taken a stand which all fair-minded men will endorse as being the

correct and equitable one.

Is it not better to have buyers complain (if they complain at all) of the price than of the quality, while one does not mean that they shall have any reason to complain of either the one or the other?

Let the merchant be satisfied beyond peradventure that the confidence begotten of personal tests shall be such as to clearly es-tablish what constitutes the underlying features of the "equities in merchandising."

CORRECT INTENTIONS. In advertising one's wares or prices, no have from his patrons unless he states things just as they are. No statement should be indulged in in personal interviews or in print that is not true in the following its fall of the considered it the duty of the busing that is not true in the fall of the considered it the duty of the busing that is not true in the fall of the considered in the duty of the busing that is not true in the fall of the considered in the duty of the busing that is not true in the fall of the considered in the duty of the busing that is not true to the considered in t print that is not true in its fullest particular, if the dealer expects his record to be above reproach with the public. Unblemished purposes, absolute integrity, unsulfied statements, pure goods, genuine facts, and plain statements of merit constitute the underlying strata of correct business principles, and the many other superstructure is false. When this is joined to a determined effort to subserve the interest of the subserve the listener, and a the interests of the community by furnishing them the best goods that the market affords, plainly stating what they are, while having a record that is equivalent to a personal pression in the minds of the listener, and a consequent loss of confidence in his ability to cope with the situation. It is asking a good deal of the business man to furnish backbone for the consumer and producer. quarantee of good faith, then a community is justly and honorably served. Let the customer remember and the seller underwater by assuring them that the world has record that is equivalent to a personal measure—that one ounce short in a pound means one pound lost on every sixteen pounds; that one gill of syrup short means one gallon short out of every thirty-two that one inch at the first one inch at the world has not gone to the dogs; that the present time is just as good as any that has gone before; and that the future is teeming with prospective and happiness for all of us. that one inch short in a yard means one yard short in every thirty-six yards: that ne-half ounce short on one pound of tea at fifty cents per pound means one and onehalf cents taken out of the customers pock-and he is by so much wronged. "Honet, and he is by so much wronged. "Honest worth, honest words, honest merit, hongoods" should be the only motto by which to live.

success in the field of merchandising as in the so-called learned professions. There is every reason why a good merchant should be as well trained, so far as education goes, as the lawyer, if specess is looked for

ment, presumably promising to come and settle by and by, while he does not obligate himself to any particular date for time of

payment. The country merchant is quite likely to be willing to sell his goods to a good cus-tomer and not be too exacting as to time of payment, thus putting himself at the mercy of his patron when he needs his cash to pay his own obligations. The result is misun derstanding, sharp words, recriminations, disputes, payments delayed to suit the convenience and will of the patron, the accounts pronounced incorrect and too large concessions made to keep the customer's good-will, final loss of the customer, possi-ble loss of account culminating in inability to pay on the part of the merchant-and fi-

SOUND BODY. The man who keeps both body and brain ousy at work in catering to the public more than twelve hours out of the twenty-four defrauds his family of their inalienable right to become acquainted with him; himself of time needed for both physical and mental relaxation; improvement of his own mind, and opportunity for a relief of brain in literary pursuits and elevating entertain-ments; out-of-doorenjoyments; information in all that goes to make a broad-minded cit-izen and the chance to think of something else than business, its cares, annoyances, vexations, perplexities, and mental and bodily wear and tear. Not only this but he unfits himself, by this same want of relaxation, to come to his commercial duties refreshed, invigorated, comforted, and strengthened, enabling him to meet his customers in such

The lesson to be learned from this should be shorter hours for doing business, more frequent vacations, and the bringing of one's best brain power to his daily labor.

EMPLOYEES.

A good merchant does not fill his place in the commercial world unless he takes sufficient interest in his employees to see that they are so well trained while in his service that, when they come to go out into the great business world, they shall not only become good business men but shall reflect credit upon their former employer, who stood to them in the position of schoolmaster. His record and finger-marks do not stop with his own ability and repute but go on and out into the business world through the representatives whom he has fitted for life's business. When he so surrounds them that their health is impaired, their interests in no way cared for, and their happiness not taken into account, he necessarily de-bars himself from the very best attributes of their manhood and womanhood. Not only this but he perpetrates against them a great wrong which will be likely to embitter their lives, in place of caring for, being interested in and watching their interests, and by adding thus to their comfort add to his own present happiness.

Let us remember that "men discern the man through the mask;" that

"The heart moved by the heart, Owns the pathos of life in the pathos of art;" that "it is not the deed a man does but the way that he does it;" that "the value of all things exists not in themselves but in man's use of them;" that "we are ever behind or beyond or beside our intrinsic existence;" that "we but catch at the skirts of the things ve would be."

Let us not forget that "No star ever rose not be purer and stronger thereby." Know this: "Surely, at last, honest love, honest honest work for the day, honest sorrow, hope for the morrow—are these worth nothleave dreary? The sevenfold heavens to the voice of the Spirit echo: "He that overcometh shall all things inherit."

"We meet at one gate when all's over;
The ways, they are many and wide,
And seldom are two ways the same.
Side by side may we stand at the same little door, when all's done!
The ways they are many—the end it is one."

SMITH BARNES,

Mr. Barnes called at my office on his way to California and requested me to add another suggestion to his report by way of a reminder to business men that the townspeople and farmers take their ideas regarding the stringency or flushness of the times almost wholly from them. Mr. Barnes quoted Hamlet's remark to the affect that "There's said he considered it the duty of the business man to "put the best side out" at all times and study up reasonable arguments to convince the trade that this year is just to convince the trade that the year is just to convince the year is just to year is just to year is just to year is just to year is

F. H. Merrifield, Secretary of the Waterare now only three business men in town who do not belong to the Association."

North Muskegon business men have sent an application to the State Association to an application to the State Association to J. WORTH, Sole Mfr. St. Louis, Mo. The importance of intelligent training for steps in that direction will probably be tak-

VISITING BUYERS. The following retail dealers have visited the market during the past week and placed orders withthe various houses:

J. F. Clark, Big Bapids
P. P. Leonard, Muskegon
J. B. King, Howard City
Wm. Vermeulen, Beaver Dam
M. M. Hodge, Middleville
Snith & Bristol, Ada
C. F. Sears, Rockford
C. Stocking, Grattan
Hoag & Judson, Cannonsburg
J. P. Cordes, Alpine
A. Norris & Son, Casnovia
Nichols Bros., Borland
F. C. Stone & Son, Cedar Springs
L. B. Densmore, Reed City
E. J. Roys, Lakeview
Mr. Pease, Pease & Ramsey, Kalamazoo
A. Wagner, Eastmanville
L. Cook, Bauer
J. McPherson, Lowell
Brautigan Bros., North Dorr
J. Omler, Wright
A. F. Harrison, Sparta
Wm. Karstens, Beaver Dam
R. Bredeway, Drenthe
M. Minderhout, Hanley m. Karstens, Dea.

Bredeway, Drenthe

Minderhout, Hanley

Managam, Zeeland John Van Enenaam, Zeeland C. E. Joldersma, Jamestown DeKruif, Boone & Co., Zeeland Rutgers & Tien, Graafschaap L. M. Wolf, Hudsonville ohn Gunstra, Lamont Geo. Cook, Grove J. C. Benbow, Cannonsburg C. F. Williams, Caledonia R. A. Hastings, Sparta E. R. White, Reed City R. T. Parrish, Grandville C. H. Adams, Otsego W. H. Hicks, Morley S. McNitt & Co., Byron Center Nagler & Beeler, Caledonia U. DeVries, Jamestown Walling Bros., Lamont Geo. A. Sage, Rockford Walter H. Struik, Jamestown G. Ten Hoor, Forest Grove Williams, Caledonia Walter H. Struik, Jamestown G. Ten Hoor, Forest Grove H. Van Noord, Jamestown Mrs. Havinga, Grandville Geo. H. Maul, Ionia Farowe & Dalmon, Allendale John Farowe, South Blendon Mr. Whorton, Yeakey & Whorton, Waynd G. C. Messenger, Reed City H. Freeman, Mancelona E. L. Kieldson, Cadillac H. Thompson, Canada Corner's J. C. Drew, Rockford Frank Narregang, Narragang & Son, Byrot

Center
Norman Harris, Big Rapids
J. Barnes, Austerlitz
N. W. Crocker, Byron Center
W. J. Root, Tallmadge
D. J. McNaughton, Chapel
M. Graves, Conklin
R. Weertman, Holland
W. W. Forrester, Plerson
Gus, Begeman, Bauer Eli Runnels Corning, J. P. Pruim, Zeeland A. M. Church, Alpine Macomber & Bale, Lakeview

Mexican

n Gages.

Santos..... Maricabo....

Java O. G. Java....

Mocha

S. J. Martin, Sullivan B. Gilbert & Co., Moline M. J. Howard, Englishville S. A. Bush, Lowell S. A. Bush, Lowen
D. Topping, Casnovia
G. Van Lopik & Sons, Grand Haven
Mrs. G. Miller, Muskegon
H. D. Plum, Plum's Mill
M. Gezon, Jenisonville
Jas. Riley, Dorr
S. Cooper, Jamestown S. Cooper, Jamestown Herder & Lahuis, Zeeland Mrs. M. J. Butler, Sand Lake H. H. Childs, Childs Mills R. G. Smith, Wayland Line, Kemps, Zeuphen Jno. Kamps, Zeuphen Jno. Damstra, Gitchell Nelson T. Miller, Lisbon

A. C. Barkley, Crosby.

Original Orthography.

From the Manistee Times. Among the curious placards in front of a Among the curious placards in front of a little grocery store in this city, are some which read like this: "Fresh Larde." "Familey Buttear." "Shugar." They remind one of a sign in the Fourth ward, at the purpose and strong in its strife, and all life not be purer and stronger thereby." Know this: "Surgly at lest honest leve burger." "Carpets Wood Hear." Verily says: "Carpets Woved Hear." the educated sign writer did not live in Manistee when many of its early signs were hung to the breezes.

Leading Cigar Jobbers of Michigan.

EATON & CHRISTENSON.

Wholesale Cigars,

Grand Rapids, - - Mich.

WINTER COAL -AT-SUMMER PRICES.

Until Further Notice. Egg and Grate - - \$6.75 per ton. Stove No. 4 and Nut - - \$7.00 per ton.

Telephone No. 159.

OFFICE 52 PEARL ST., Yard, Corner Wealthy Avenue and M. C. R. R

And Dealers.



vliet B. M. A., writes as follows: "There Is made in the best possible manner, of the best obtainable materials, and with proper care is warranted to last any ordinary family ten years. Every merchant and retail dealer should keep it in stock. Write for

which was mailed to the local associations be as well trained, so far as education goes, as the lawyer, if success is looked for.

DANGER SIGNALS.

Perhaps some of the clearest reasons (next to the want of a clear, practical commercial education) for a possible failure of an American merchant, are the danger underlying the much-abused "credit system;" the indifferent manner in which accounts which could unite both sides of the river.

which was mailed to the local associations from the local associations of the month, is promptly on the first day of the month, is not as large as some of its predecessors, but contains much matter of interest to the persons it is designed to reach.

T. M. Sloan, President of the Dimondale B. M. A., writes: "We are well pleased with the basing Machine in the world and the inventor ought to have a pension for helping women with their hardest work as he has.

Yours truly, Mrs. Emma Armstrong.

derlying the much-abused "credit system;" the indifferent manner in which accounts are kept; the want of consideration manifested in opening accounts, and the tardiness with which collections are made, owing largely to the fact that no precise time is agreed upon for the payment of the same, the buyer being quite willing that the seller should permit him to use his credit so long as it is in open account as to date of settle-

WHOLESALE PRICE CURRENT. These prices are for cash buyers, who paromptly and buy in full packages. No. 3. 4 bbls. Sardines, spiced, 1/2s...
Trout, 1/2 bbls...

10 b kits...

White, No. 1, 1/2 b kits...

White, No. 1, 10 b kits...

White, No. 1, 10 b kits...

White, Family, 1/2 bbls...

kits... AXLE GREASE. 16| Star .30| Unit .27| Eight Hours .26| Lucky .15| Two Nickel .30| Duke's Durham .26| Green Corn Cob Pipe .40| Owl .22| Rob Roy .26| Uncle Sam Big Deal..... Navy Clippings. Leader..... Hard Tack.... BAKING POWDER. b cans, 3 doz. case..... Dixie ... Old Tar FLAVORING EXTRACTS. 26 Uncle Sam.. 26 Lumberman Gold Dust... Gold Block. Seal of Grand Rapids No. 2 Taper.... No. 4 ½ pint, round.... Mountain Rose. 25 Home Comfort. 22 lina, 2 oz...... 19 Seal of North Caro-Tom & Jerry.
Joker....
Traveler
Maiden 1 % cans, (tall,) 2 doz.... 25 Seal of North Caro-MATCHES. BLUING Pickwick Club lina, 16 oz boxes. 26 King Bee, longcut. 22 Sweet Lotus ... 15 Grayling . 25 Seal Skin. Swedish
Richardson's No. 8 square.
Richardson's No. 9 do
Richardson's No. 7½, round
Richardson's No. 7 do Good Luck. 3) Navy No. 2 Hurl. 175 Common Whisk 90 No. 1 Hurl 2 00@2 25 Fancy Whisk 1 00 No. 2 Carpet 25 Mill 375 No. 1 Carpet 250 Warehouse 2 75 Parlor Gem 3 00 CHOCOLATE. Wilbur's Premium .. 35 German Sweet ... Sweet ... 25 Vienna Sweet ... B'kt'tCocoa 45 Baker's ... Cocoa-theta 42 Runkles' ... COCOANUT. White Wine..... Small, bi @281/2 @231/2 @24 @24 /2 @20 @18 @15 Bath Brick imported do American Burners, No. 0. do No. 1. do No. 2. Cocoa Shelis, bulk. Cream Tartar 5 and 10 th cans. Candles, Star. Candles, Hotel Camphor, oz., 2 th boxes Extract Coffee, V. C. do Fire Crackers, per box. Imported Clay, No. 216, 3 gross..... Imported Clay, No. 216, 2½ gross..... American T. D..... Manhattan, pails..... COFFEES-PACKAGE. 60 ths 100 ths Fire Crackers, per box..... German, in bins..... Magnolia..... Eagle.... 60 Pocket, F F Dairy..... COFFEES. Roasted. Gum, Spruce..... Hominy, & bbl..... Saginaw or Manistee
Ashton, English, dairy, bu. bags
Ashton, English, dairy, 4 bu. bags
Higgins' English dairy bu. bags
American, dairy, ½ bu. bags
Rock, bushels 22@24 Rio Roaste
23@25 Santos
24@26 Maricabo
23@25 Java
24@32 O. G. Java
25@26 Mocha Jelly, in 30 to pails.

Pearl Barley
Peas, Green Bush
Peas, Split Prepared.
Powder, Keg.

Powder, ½ Keg. Warsaw, Dairy, bu. bags... Putnam & Brooks quote as follows: Standard, 25 tb boxes.
Twist, do Cut Loaf do epper Sauce, green, large ring..... CORDAGE. Cut Loar Go

Royal, 25 b pails

Royal, 200 b bbls.

Extra, 25 b pails.

Extra, 200 b b bbls.

Extra, 200 b bbls.

Cut loaf, 25 b cases

Broken, 25 b pails.

Broken, 200 b bbls.

FANCY—IN 5 b BOXES,

Sour Drops.

Sour Drops.

Peppermint Drops.

Chocolate Drops.

H M Chocolyte Drops.

Gum Drops

Licorice Drops.

A B Licorice Drops.

A B Licorice Drops.

Lozenges, plain. Halford Sauce, 1/2 pints. SPICES-WHOLE. Cassia, China in mats.

Batavia in bundles.

Saigon in rolls.

Cloves, Amboyna.

Zanzibar.

Mace Batavia.

Nutmegs, fancy.

No. 1.

No. 2.

Pepper, Singapore, black Kenosha Butter..... Kenosha Butter.
Seymour Butter
Butter.
Fancy Butter.
S. Oyster.
Picnic.
Fancy Oyster.
Fancy Soda.
City Soda.
Soda.
Milk.
Bosten.
Graham @ 9 Pepper, Singapore, black SPICES-PURE GROUND. Cassia, Batavia..... A B Licorice Drops.
Lozenges, plain.
Lozenges, printed.
Imperials
Mottoes
Cream Bar
Molasses Bar.
Caramels. .. Saigon Cloves, Amboyna. Zanzibar Pretzels Cracknels Lemon Cream Ginger, African
Cochin
Jamaica
Mace Batavia
Mustard, English
Mustard, English ugar Cream..... rosted Cream..... Hand Made Creams..... Phaia Creams
Decorated Creams
String Rock
Burnt Almonds " Trieste..... Jumbles..... Extra Honey Jumbles...... Frosted Honey Cakes..... Cream Gems.....Bagleys Gems.....Seed Cakes.... Muzzy, Gloss, 48 th boxes, 1 th pkgs...
48 " 3 th " bulk
72 th crates, 6 th boxes ...
Corn, 40 th boxes, 1 th pkgs ...
20 th 1 th pkgs ...
Kingsford's Silver Gloss, 1 th pkgs ...
6 th boxes Canned Fish.
Clams, 1 b, Little Neck...
Clam Chowder, 3 b.
Cove Oysters, 1 b standards...
Cove Oysters, 2 b standards @10 @ 9 " 6 lb boat..... Lobsters, 2 b. picnic.
Lobsters, 2 b. picnic.
Lobsters, 2 b star
Lobsters, 2 b star
Mackerel, 1 b fresh standards.
Mackerel, 5 b fresh standards.
Mackerel in Tomato Sauce, 3 b.
Mackerel, 3 b in Mustard.
Mackerel, 3 b soused. " " bulk
" Pure, 1 b pkgs......
" Corn, 1 b pkgs......
Firmenich, new process, gloss, 1 b....
" " 5 b...
" " 6 b...
" bulk, boxes or bbls
" corn, 1 b...
SUGARS. @121/4 .1 50@2 50 Bananas Oranges, California, fancy... Oranges, choice Oranges, Jamaica, bbls..... Mackerel, 3 b in Mustard.
Mackerel, 3 b soused.
Salmon, 1 b Columbia river.
Salmon, 2 b Columbia river.
Sardines, domestic \(\frac{1}{2}\)s.
Sardines, domestic \(\frac{1}{2}\)s.
Sardines, Mustard \(\frac{1}{2}\)s.
Trout, 3 b brook. Oranges, Florida.
Oranges, Rodi.
Oranges, Messina.
Oranges, Mossina.
Oranges, Oo.
Oranges, Oo.
Oranges, Oo.
Oranges, Oo.
Oranges, Imperials
Lemons, choice.
Lemons, California.
Offices, Bags, 50 b.
Dates, Frails do
Dates, Frails SUGARS. Granulated, Standard..... Confectionery A..... andard A.

1. 1, White Extra C.

2. 2, Extra C. CANNED FRUITS.
Apples, gallons, standards....
Blackberries, standards....
Cherries, red standard..... No. 3 C...... No. 4 C...... No. 5 C.... Damsons Egg Plums, standards SYRUPS. Corn, barrels
Corn, ½ bbls.
Corn, 10 gallon kegs.
Corn, 5 gallon kegs.
Pure Sugar, ½ bbl.
Pure Sugar, ½ bbl. ..17 @171/2 aches, seconds..... Pure Sugar, bbl. 28632
Pure Sugar, ½ bbl. 26632
Pure Sugar, ½ bbl. 26632
TOBACCO—FINE CUT—IN PAILS.
Uncle Tom. 4.2 Bad Boy. 40
What Is It? 28 | Cinderella. 37
Cherry. 6.0 | Hi There. 30
Five and Seven. 45 | Red Cap. 55
Magnet. 25 | Cross Cut. 35
Seal of Detroit. 60 | Old Jim. 35
Jim Dandy. 38 | Old Time. 35
Brother Jonathan. 27 | Meigs & Co.'s Stunner35
Brother Jonathan. 27 | Meigs & Co.'s Stunner35
Jolly Time. 36 | Atlas. 35
Our Leader. 40 | Royal Game. 38
Sweet Rose. 32 | Mule Ear. 65
May Queen. 65 | Fountain. 74
Dark AmericanEagle67 | Old Congress. 64
The Meigs. 60 | Red Bird. 52 | Blaze Away. 35
Prairie Flower. 65 | Hair Lifter. 30
Indian Queen. 60 | Hiawatha. 67
May Flower. 70 | Globe. 65 Brazils ...
Filberts, Sicily ...
Barcelona.
Walnuts, Grenoble. Pears. 1 Pineapples, 1 Quinces extra. 1 13@16 Pecans, Texas, H. P.

"Missouri.
Cocoanuts, \$\psi\$ 100, full bags.

PEANUTS.

Prime Red, raw \$\psi\$ 5
Choice do do
Fancy H.P. do do
Choice White, Va.do
Fancy H.P., Va do
H. P. Va. @ 414 Perkins & Hess pay as follows:
HIDES.
Green ... \$\Pi\$ 5 \forall 6 7 6 7 \forall 2 8 Pull cured ... 7 \text{ 0 8} Dry hides and kips ... 8 \text{ 012} SHEEP PELTS. HIDES, PELTS AND FURS. " French, extra fine... Indian Queen. May Flower.... Sweet Pippin.. 45 Crown Leaf. Mushrooms, extra fine.... Pumpkin, 3 b Golden..... 22 Sunset..... 24 Yum Yum.. 23 Butterfly Mackinaw cotash, standard... SHEEP PELTS.
Old wool, estimated washed \$ 10 25 @26 ..1 40 Squash Tomatoes, standard brands. Zulu Chief. PLUG. 32 Blue Blazes. Eye Opener.
Whopper
Peach Pie
Star
Old Solder
Clipper
Corner Stone.
Scalping Knife.
Sam Boss.
Next.
Favorite
Live and Let Live CHEESE. 30 Capper 30 Jupiter 41 Night Cap 37 Splendid 34 Red Fox 34 Big Drive Michigan full cream DRIED FRUITS-FOREIGN. Currants
Lemon Peel
Orange Peel
Prunes, French, 60s OYSTERS AND FISH. F. J. Dettenthaler quotes as follows: Fairhaven Counts French, 80s...... French, 90s..... Raisins, Dehesia..... Raisins, London Layers..... Raisins, California " FRESH FISH. Raisins, California
Raisins, Loose Muscatels
Raisins, Ondaras, 28s
Raisins, Sultanas
Raisins, Valencias Perch...... Wall-eyed pike...... Duck-bill pike..... Sturgeon, smoked.... 30 Moxie 26 Black Jack

24 Musselman's Corker 32 Live and Let Live 24 Happy Thought 26 Cherry Bounce 32 Plank Road

Brook Trout..... Frogs' Legs, per dozen.....

Clear back, short cut...... Standard clear, short cut, best DRY SALT MEATS-IN BOXES. Short Clears, heavy ... do. medium.
do. light.
sooked meats—canvassed on Plain.
ms, average 20 bs.
16 bs.
12 to 14 bs. Shoulders
Breakfast Bacon, boneless.....
Dried Beef, extra
ham prices
LARD. 3 th Pails, 20 in a case..... BEEF IN BARRELS. Plate
Extra Plate
Boneless, rump butts. SAUSAGE-FRESH AND SMOKED. Pork Sausage..... Pork Sausage
Ham Sausage
Tongue Sausage
Frankfort Sausage
Blood Sausage
Bologna, straight
Bologna, thick Cheese..... FRESH MEATS. John Mohrhard quotes the trade selling prices as follows: Dressed Hogs.
Mutton
Lamb spring.
Veal. Veal
Pork Sausage
Bologna
Fowls
Ducks Turkeys Lard, kettle-rendered...... @4 85 @4 85 @2 65 Timothy, prime. Water White.... Michigan Test.. Ethaline..... LUBRICATING. Eidorado Engine.
Peerless Machinery.
Challenge Machinery.
Paraffine
Black, Summer, West Virginia.
Black, 25° to 30° Curtiss & Dunton quote as follows: 5 75 4 75 3 75 1 40 1 65 4 50 2 25 2 25 1 00 75 Washboards, single..... Diamond Market Bushel, narrow band, No. 1. Bushel, narrow band, No. 2. Clothes, splint, No. 3. Clothes, splint, No. 2. Clothes, splint, Clothes, willow Clothes, willow Water Tight, (acme) bu. half bu COUNTRY PRODUCE. Apples-Plenty at \$1@\$1.50 per bbl. Beets-In good supply at 30c per bu. Beans-Good hand-picked mediums are scarce at \$2@\$2.10. Butter-Creamery is in good demand and California Fruit-Plums, \$2; Pears, \$3. Carrots-40c per bu. Celery-20@25 % doz. prices from jobbers' hands 12@12%c. Cider-10c per gal.

PROVISIONS.

fairly firm at 23@26c. Dairy is active at 20@

Cabbages-\$3@\$7 per 100, according to size.

Cheese-Factorymen are now holding July make at 11c and August at 11%c. Jobbers figure on about 1c margin, making present

Crab Apples—25c per bu. Dried Apples-Out of market. Dried Peaches-Out of market. Eggs-Scarce and firm. Jobbers are paying 131/2c and holding at 15c.

Grapes-Concord, Ives and Worden 4c per lb Delawares, 6c. Honey-Dull at 10@14c. Hay-Baled is moderately active at \$15

per ton in two and five ton lots and \$13 in car lots. Muskmelons-\$1 per doz. Onions-More plenty, the market now being

well supplied at 80c per bu. Parsley-25c \$ doz. Scarce. Peaches-Crawford \$1.50 per bu; Barnard, \$1@\$1.25 per bu; common varieties, 50@75e

per bu. Pears-\$1@\$1.50 per bu. Peppers-Green, \$1.25 per bu. Potatoes-80@90c per bu.

Pop Corn-21/2 8 b. Sweet Potatoes-Jerseys, \$4.50 per bbl. Balimores, \$3.50.

Tomatoes-\$1 % bu. Turnips-75e \$ bu. Watermelons-\$10 @ \$12 per 100.

GRAINS AND MILLING PRODUCTS. Wheat—No change. City millers pay 75e for Lancaster and 72c for Fulse and Clawso Corn-Jobbing generally at 52c in 100 bu.

lots and 47% e in earlots. Oats-White, 35c in small lots and 30@31c in car lots. Rye-48@50c \$\ bu.

Barley-Brewers pay \$1.25 % cwt. Flour-No change. Patent,\$5.00% bbl.in sacks and \$5.20 in wood. Straight, \$4.00 % bbl. in sacks and \$4.20 in wood. Meal-Bolted, \$2.40 \$ bbl.

Mill Feed-Screenings, \$14 \$ ton. Bran, \$13 18 ton. Ships, \$13 \$2 ton. Middlings, \$14 \$2 ton 25@6 | Corn and Oats, \$17 % ton.

of, do MISCELLANEOUS. S Nitros, 3 F. S. Nitros, 4 F.

nlor, 1s, (½s, 11; ¼s, 12) s Russian, po

ist, discount, per cent.

boy, Do. Voes.....

10@ 15@ €@

Drugs & Medicines

State Board of Pharmacy. Six Years—Jacob Jesson, Muskegon.
Two Years—James Vernor, Detroit.
Three Years—Ottmar Eberbach, Ann Arbor.
Four Years—Geo. McDonald, Kalamazoo.
Five Years—Stanley E. Parkell, Owosso.
President—Geo. McDonald
Secretary—Jacob Jesson.

Michigan State Pharmaceutical Ass'n. President—Arthur Bassett, Detroit.
First Vice-President—G. M. Harwood, Petoskey.
Second Vice-President—H. B. Fairchild, Grand Rapids.
Third Vice-President—Henry Kephart, Berrien Springs.
Secretary—S. E. Parkill, Owosso.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—Geo. Gundrum, Frank Inglis,
A. H. Lyman, John E. Peck, E. T. Webb.
Local Secretary—James Vernor, Detroit.
Next Meeting—At Detroit, October

Grand Rapids Pharmaceutical Society. ORGANIZED OCTOBER 9, 1884.

Secretary—Frank H. Escott. Treasurer—Henry B. Fairchild. Board of Censors—President, Vice-President and Sec-

Board of Trustees—The President, John E. Peck, M. B. Kimm, Wm. H. VanLeeuwen and O. H. Richmond. wen, Isaac Watts, Wm. E. White and Wm. L. White. Committee on Trade Matters—John E. Peck, H. B. Fairchild and Hugo Thum.
Committee on Legislation—R. A. McWilliams, Theo. Kemink and W. H. Tibbs.
Committee on Pharmacy—W. L. White, A. C. Bauer and Isaac Watts.

Annual Meeting—First Thursday evening in November Next Meeting—Thursday evening, October 6, at The Tradessam office.

Detroit Pharmaceutical Society.

resident—Frank Inglis.
irst Vice-President—F. W. R. Perry.
cond Vice-President—F. W. R. Perry.
cond Vice-President—F. B. C. Perry.
cretary and Treasurer—F. Rohnert.
sistant Secretary and Treasurer—A. B. Lee.
inual Meeting—First Wednesday in June.
gular Meetings—First Wednesday in each month.

Central Michigan Druggists' Association Berrien County Pharmaceutical Society. President, H. M. Dean; Secretary, Henry Kephart.

President, A. O. Hunt; Secretary, A. S. Wallace. Charlevoix County Pharmaceutical Society

Ionia County Pharmaceutical Society.

President, W. R. Cutler; Secretary, Geo. Gundrum. Jackson County Pharmaceutical Ass'n. Kalamazoo Pharmaceutical Association.

President, D. O. Roberts; Secretary, D. McDonald. Mason County Pharmaceutical Society. President, F. N. Latimer; Secretary, Wm. Heysett.

Mecosta County: Pharmaceutical Society. President, C. H. Wagener; Secretary, A. H. Webber. Monroe County Pharmaceutical Society.

President, S. M. Sackett; Secretary, Julius Weiss. Muskegon County Druggists' Association, President, W. B. Wilson; Secretary, J. R. Tweed.

Muskegon Drug Clerks' Association. Newaygo County Pharmaceutical Society.

President, J. F. A. Raider; Secretary, N. N. Miller. Oceana County Pharmaceutical Society. President, F. W. Fincher; Secretary, Frank Cady

Saginaw County Pharmaceutical Society. President, Jay Smith; Secretary, D. E. Prall.

President, E. A. Bullard; Secretary, C. E. Stoddard. Manistee County Pharmaceutical Society.

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 cir-

Now, as this is a broad question, in all that the word implies, and Mr. Hibbard antible to see people get into deep water, for the Now, as this is a broad question, in all swers 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 worms. 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 pounds of acacla in June. insinuate an iota to their discredit. But when the assertion is made that as sup- Lendon at 2 pence each. planters of the sterner sex in serving the greater than it has been for years. public behind the counter in any branch of trade she is superior, then my instincts during June reached over 26,000 pounds. nerve me to take up arms in defense of us 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 tha, the millinery business, to have a male clerk. Put him in a dress suit, white tie and all, found as a coloring agent in the sweat bands and then let him try on the latest "love of of hats. a thing" in spring bonnets to show a bevy of fair purchasers how becoming it is, and ning leather. trade would be simply immense, especially appearance. But the novelty of the thing after taking food. 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 sale of artificial wines, or those doctored a lace or ribbon salesman in the fashionable with alcohol, except under specified condidry goods houses of the country as the lady. | tions. Why? Because his perceptions are not so keen in that particular way as the lady's. must be dangerous risks for insurance com-How can he judge correctly whether Mrs. panies, judging from that occur in them. 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 people to sleep with when you cut their finto make an ordinary purchase. If it is the first case, and he does not at once explain my mouth. that "this piece is imported, and was only opened up last night and not a yard of it through your brain. 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 of a dose of senna. 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 and cannot cough. where Mr. Hibbard seems to base the clerifor a cure for a swelled woman's foot. al 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 things of a like nature. But how is it when cents a hundred. she commences to roll a barrel of sugar under the counter or attempts to put a hun- Sunday closing movement, which was res- omile flowers are higher. dred-pound case of codfish down cellar? ponded to as follows: Mr. Hibbard, the chances are, in that event, you'll have to do it yourself. No matter, averages more than ever before. it's good exercise and gives you an appetite. wrestling with the barrel of sugar, not the contrary, the volume of trade during the hence, prepared to battle with the drug trade, it is fair to presume that many of our

And this is not only the case with the perience. grocery business, but with nearly every bus-Committee on Pharmacy—W. L. White, are based and grocery business, but with nearly every business and business. 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. below its usual volume. Nothing stands still in this world-it must either retrograde or advance. If your "busiis about the same as it was when we kept a large percentage are not, and find themselves away from home without money or with the clerk, discharge him and get a good one. Never employ an incompetent clerkeither male or female. If the lack of increase is blamable to your own lack of business ability, must the clerk take the conse-

or two on how to run the business." Well, refused to join the movement-Albert Stoneif he has any ideas on that subject, why house-would see the error of his ways should you not be willing and glad to hear and repent before it was too late. them. There is nothing so bad but what good lies underneath it to some extent, and, small as you estimate his abilities, you may the annual convention of the American dollars.

"He is going to quit you next year and go for himself." This shows, most conclusive- head the delegation, when the motion was ly, that he has some ambition, and most em- adopted as amended. The chairman apployers wouldn't give a picayune for a clerk who is willing to drag away his existence F. J. Wurzburg, Dr. H. E. Locher, J. E. in monotonous drudgery and routine for Peck and A. F. Hazeltine. 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 fe-

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 live of producing certain therapeutic effects. The physical properties and the chemical behavior of these agents is studied to a very live of the calculation of the color of the profitable sale, smokes your cigars without limited extent in the schools, and, after 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

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 in compatibilities, physical, chemical, therapeutical and anæsthetic.

Liberal discount.

FOR SALE—Stock of about \$1,300 in town of incompatibilities, physical, chemical, therapeutical and anæsthetic. reason that I can't swim myself.

A MALE CLERK

Minor Drug Notes.

stings.

This country imported only about 9,000 Menthol pencils are sold on the streets of

The exports of glue from this country Repeated doses of iodide of iron are said to

effectually stop successive crops of boils. effectually stop successive crops of boils.

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

In appearance and positively pleasant to take. The new combination is accepted gratefully, and prescribed by some name A drug store in Antwerp, Holland, was

recently destroyed by the explosion of nap-Lead in poisonous quantities has been

Pyrofuxin is a new derivative of coal, which is used as a disinfectant, and in tan-

Hydrochloric and lactic acids are found in Butyl sebate is described as a colorless

New York has a new law prohibiting the

Photographic chemical supply depots panies, judging from the number of fires

Odd Orders.

Send me some of your essence you put

I want something to take tobacco out of Send me a baby's top to a nursing bottle. An ounce of the smelling stuff that goes

Something for a sore baby's eve. year's old.

Plaster for a man kilt with stitches. Something for a caustic woman. Something to knock a cold out of an old

Something for a woman with a bad cough

Something, I forgot the name, but it is For a man with a dry spit on him. For a woman whose appetite is loose

Grand Rapids Pharmaceutical Society. At the regular monthly meeting of the

its will be larger. In the natural order of John E. Peck, chairman of the Committin large stock and prices are easy, with a things, you won't need to pay your female | tee on Trade Interests, reported that 5,000 | downward tendency. Dextrine is tendclerk as large wages as your male clerk re- of the liquor blanks adopted at the last ing higher. Cuttle bone has advanced and ceives. He has a family to support, meeting of the Association had been printed is scarce on spot. Cubebs have again adwhile she lives with her own people and ex- and were now in the hands of the Secretary, vanced. Anise and caraway seeds are lowpends her wages upon her wardrobe and who would dispose of them at cost-121/2 er. Oil sassafras has again advanced and

Geo. G. Steketee-My Sunday trade now

While she is washing the windows, you are Co.-I note no falling off in trade. On the promising to turn them out, two years evening has exceeded anything in my ex-Will L. White, with I. R. Wilson-Our ambitions.

Dr. H. E. Locher-I note no preceptible difference.

A. F. Hazeltine-My trade has not fallen John E. Peck, of Peck Bros.-Our trade

Richard Bochove, of Bochove & Sanford

ment seemed to be pretty unanimous on the subject of closing on Sunday afternoon, and Unhappy Result of Prescribing Fl. Ext. "He would just like to show you a point said that he hoped the single druggist who

get a pointer from him that will save you Pharmaceutical Society, to be held at Cincinnati this week. F. J. Wurzburg moved tients. as an amendment that President Steketee pointed as such delegates Geo. G. Steketee,

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

The Average Physician and Elegant Pharmacy.

From the introduction to the preliminary the following:

Few physicians have ever made a practi-cal study of the art of prescribing. To the majority the various articles of the materia graduation, opportunities to become further enlighted in this important part of medical science do not offer themselves to any but those who seek them. The young practitioner prescribes combinations which provoke the apothecary who compounds them to profane ejaculations, and lose him his best patients, until he adopts the practice

Some few appeal frankly to some friendly pharmacist for assistance in combining certain remedies so as to present them in a daily sales \$35. Terms easy. manner acceptable to the palate. A satisfactory mixture, elixir, syrup, or emulsion, having been prepared for them, they find it Minor Drug Notes.

Leeches should occasionally be fed on worms.

Castor oil is said to be a sure cure for bee discovered by the content of the content of the cast of the content of the cast of the c e to write as a prescription the minute instructions necessary for securing

the desired result. Other physicians go on year after year prescribing some mixture of repulsive appearance and abominable taste, but which T^{o} DRUGGISTS—Wishing to secure clerks we will furnish the address and full partherapeutically fills the bill, until a philanthropically inclined manufacturer comes to their aid and offers them a substitute having identical therapeutic properties, but compounded with such skill as to be attractive which secures to its originator a monopoly in its preparation.

To the Credit of Druggists.

rom the Druggists' Bulletin If one were to accept all the statements in he anti-adulteration journals, he would fear to take requisite food or medicine lest these should contain poison unawares. Doubtless the adulteration of food and medicinal if he is something of an Apollo in personal the healthy stomach within one half hour not be too strongly condemned, but that by products has some existence in fact and can far the larger proportion of manufacturers and dealers do not stoop to this criminal liquid of an agreeable and aromatic odor and a burning taste.

method has been recently shown by the investigations of the New York World.

The World employed a competent chemist to analyze foods, liquors and drugs. Samples of drugs were obtained from various drug stores in New York and seventy-two to analyze foods, liquors and drugs. Samples of drugs were obtained from various drug stores in New York and seventy-two specimens analyzed and reported upon. The selections made among crude drugs were senna, rhubarb, dandelion, ipecac, arnica, pink root, cantharides, digitalis, gentian, ginger, belladonna root, aconite root, ergot; of chemicals—glycerine, sodium bicarbonate, magnesium sulphate, bismuth subnitrate, potassium bitartrate; of pharmatic centicals—tincture of opium, tincture nux vomica, and as a flavoring—oil of wintergreen.

Of the seventy-two samples, only ten were Senna, 1; ipecac, 1 bad; pink root, 1, a substitute; gentian, 1; epsom salt, 1; tincture nux vomica, 2 out of 3 samples; incture of opium, 2 out of 3 samples; among those that were fair or not fully up to the standard of the U. S. P. were belladonna root, 2; aconite root, 1; sodium bicarbonate, 3, potassium bitartrate, 1; glycerine, 1.

This is not a very bad showing, and all conscientious pharmacists will agree with the Bulletin in the hope that the day may not be far distant when provision will be made for the inspection of pharmacists will agree with the Bulletin in the hope that the day may not be far distant when provision will be made for the inspection of pharmacists will agree with the Bulletin in the hope that the day may not be far distant when provision will be made for the inspection of pharmacists will agree with the standard of the Bulletin of the provision will be made for the inspection of pharmacists will agree with the Bulletin in the hope that the day may not be far distant when provision will be made for the inspection of pharmacists will agree with the standard of the provision will be made for the place of the poison is in a clear state, brids any Curculio, and the Cotton and Finishes the whole crop of Potato Bugs with one application; also wills any Curculio, and the Cotton and Finishes the whole crop of Potato Bugs with one application; also wills any Curculio, and the Cotton and Finishes the whole crop of Potato

Enough ipecac to throw up a girl four opium, 2 out of 3 samples; among those that were fair or not fully up to the standard of t Enough anise seed to take the twist out the U.S. P. were belladonna root, 2; aconite root, 1; sodium bicarbonate, 3, potas-

> not be far distant when provision will be made for the inspection of pharmacies such as now obtains in some European countries. By this means the honesty of the honest will be made apparent and those unworthy of membership in the profession be exposed and weeded out.

Trade continues very good and prices, a than one, and put female clerks in their Grand Rapids Pharmaceutical Society, held a rule, are well maintained. Gum opium places. If your grocery trade is confined to at The Tradesman office last Thursday has further declined in Smyrna and is dull shelf goods, package articles and goods of a evening, President Steketee presided. In and weak here. Morphine is unchanged, like nature, there is no doubt that you will the absence of Secretary Escott, Frank J. but will probably be lower soon, unless a get along all right, and, perhaps, your prof- Wurzburg was selected to act as scribe. reaction takes place in opium. Quinine is higher prices are looked for. Carbolic acid A call was then made for opinions on the is weak and tending lower. German cham-

Good Advice to Young Druggists. From the National Druggis

With twenty-six institutions in this coun-Frank J. Wurzburg, of L. D. Putnam & try bidding for students of pharmacy, and macy, or else have friends who have such Young men in the drag 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-fre quently come to the city with the expectation of securing a position and attending college. Many of them are successful, but position. It is to the interest of colleges to -Our Sunday trade is better, if anything, they have no right to encourage young men

Rham. Cat.

A prominent Philadelphia surgeon lost a good patient, a spinstor, the very pattern of propriety, by writing a prescription for "Fl. Ext. Rham. Cat." After reading the prescription she said that nothing could inordering it. He now keeps on the safe side by prescribing castor oil for hysterical pa-

To Bleach Sponges.

First wash well in cold water; then immerse in a bath composed of 2 drachms of permanganate of potash and 1 oz. of strong sulphuric acid to the gallon of water. The duration of the immersion varies ac-

cording 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 draft of the National Formulary we extract will be charged on overdue accounts, if you want to collect. It is a legal notice. The doctor grabs the sick man's gold And adds it to his pelf; 'Tis thus he heeds that warning old: "Physician, heel 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 locat-

FOR SALE-Stock of \$509 in town of 800 in habitants. No other drug store in town A LSO-Many other stocks, the particulars of which we will furnish on application.

we will furnish the address and full paraculars 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 Pewamo, Ionia Co., Mich., the stock of drugs, paints, oils, fixtures, etc., owned by the estate of E. H. Stevens. The stock will invoice from \$800 to \$1,000. The best location in the village, doing a good trade. Has the telephone office in the store. Write or call on me at Pewamo, Mich. Josephine Stevens, Administrator Pewamo, Aug. 13, 1887.

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READY FOR USE DRY. NO MIXING REQUIRED.

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Anti-Kalsomine Co., Grand Rapids.

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Mateh 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 Yumblers Pitchers Boots

Also a Line of

Jugs

Morrhuae, gal. Myrcia, 3.....

Chlorate, (Po. 20). Iodide.... Prussiate....

Arum, po......

Podophyllum, po. Rhei cut...

Anisum, (po. 20)..

Carui, (po. 18)...

Foenugreek, po ... Lini, grd, (bbl, 3)... Phalaris Canarian. Rapa

" Nigra

SPIRITUS.
Frumenti, W., D. & Co.
Frumenti, D. F. R.
Frumenti
Juniperis Co. O. T.
Juniperis Co.
Saacharum N. E.
Spt. Vini Galli
Vini Oporto.
Vini Alba.

oriandrum

Apium (graveolens).... Bird, 1s....

Senega Smilax, Officinalis, H.... Mex.

Scillae, (po. 35)... Symplocarpus, Foetidus, po. Valeriana, English, (po. 30)... German...

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In Silk and Satin. All these Calamus.
Gentiana, (po. 15).
Glychrrhiza, (pv. 15).
Hydrastis Canaden, (po. 35).
Hellebore, Alba, po.
Inula, po.
Ipecac, po.
Jalapa, pr.
Maranta, [48]. Goods are Low in Price and very Desirable.

Hazeltine & Perkins Drug Co.,

Grand Rapids, Mich.

	WHOLESALE PRICE CURRI	INT.		1	Florida sheet	s' wo	SPONGES.
	□Advanced—Cuttle bone, cubeb be	rries.	CII	-	Nassau Velvet Ext	do	do
	Advanced—Cuttle bone, cubeb be beb berries, p. o., oil sassafras, Germomile.	an cl	nam	1-	EXITS Ye	cio.	do
	Declined-Gum opium, Gum opiu	ım, p	. 0.		Grass Hard ' ,fo	do or slat	e use
	caraway seed, linseed oil.				Tonom Iteel.	MITO	
	Aceticum	. 80			Æther, Spts 1 Æther, Spts.	Nitros	, 3 F
	Carboneum	45(0	01 0		Alumen	Nitro	s, 1 F
	Citricum Hydrochlor	580	6	5	Alumen, gro	und, (po. 7)
1	Nitrocum	100	1	5 2	Annatto Antimoni, po Antimoni et	0	
	Oxalicum	110	13	3	Antimoni et : Argenti Nitr	Potass	Tart
	Tanincum	1 41V0	0.1 69	41 1			
	Tartarieum	500	5	3	Daim Ghead	Bud	
	Anmonia.	20	h :	5	Calcium Chlo Cantharides	r, 1s,	(½s, 11; 3
	Aqua, 16 deg 18 deg	4@		e i	Capsici Frue	tus, af	an, po
1	Carbonas	11(0	1 1	3	Capsici Fruct	us, po	
1	BACCAE.	146	, ,	1	Caryophyllus	us, B,	95)
1	Cubebae (po. 1 3)	1 40@	1 50	0	Capsici Fruct Capsici Fruct Capsici Fruct Caryophyllus Carmine, No. Cera Alba, S. Cera Flava	40	
1	Juniperus	6@ 25@	30	7			
1	BALSAMUM.	werks	, 01		Coccus Cassia Fruetu		
-	Copaiba	48@	5	3	Сепизира		
1	Peru. Terabin, Canada Tolutan	500	1 50	0	Cetaceum Chloroform		
1	Tolutan	40@	4	5	Chloroform, Chloral Hydr	Squib	bs
	CORTEX.						
	Abies, Canadian		18	8	Cinchoniding	D &-	117
1	Cassiae Cinchona Flava		18	3	Corks, see list	disco	nan
1	Edonymus atropurn		30	0	Creasotum		
1	Myrica Cerifera, po		12		Creta, (bbl. 75) Creta prep	1	
1	Quillaia, grd		12	•	Creta, precip.		
1	Ulmus Ulmus Po (Ground 12)		12	3	Creta Rubra Crocus		
1			10	11	Cudbear		
1	Glycyrrhiza Glabra	240	25		Dextrine		
1	Haematox, 15 th boxes	83@	35	1	Etner Suiph		
	" 1s	9@	10		Emery, all nu Emery, po		
1	" ½s	@		3	Ergota. (po. 60 Flake White.)	
1	74.5	0	15				
1	Carbonate Precip	@	15		Gambier Gelatin, Coop Gelatin, Frend Glassware flin		
1	Citrate and Quinia	3	3 50		Gelatin, Coope	or	
1	Citrate Soluble	@	80 50		Glassware flin	t, 70&	10 by box
1	Solut Chloride	0	15	,	Glue, Brown. Glue, White		
1	Ferrocyanidum Sol. Solut Chloride. Sulphate, com'l, (bbl. 85). " pure.	11/2(0)	27				
ı	ArnicaFLORA.						
ı	Anthemis	1200			Humulus Hydrarg Chlo Hydrarg Chlo Hydrarg Oxid	r. Mite	
ı	Matricaria	300			Hydrarg Oxid	r. Cor e Rub	rum
ı	Barosma FOLIA.	10@	12		Hydrarg Amr Hydrarg Ungi	nonia	ti
١	Barosma Cassia Acutifol, Tinnivelly "Alx. Salvia offleinalis, ¼s and ½s	200	25		Hydrarg Ungi Hydrargyrum	entui	n
١	Salvia officinalis, ¼s and ¼s	1600	12		Hydrargyrum Ichthyocolla,	Am	
ı	Ura Ursi	80	10	1	Indigo Iodine, Resub	1	
١	Acacia, 1st picked GUMMI. " 2nd " " 3rd "	2	1 00				
ı	" 2nd "	0	90	li	Liquor Arsen Liquor Potass	Arsin	nitis
1	Sifted Soits	@	80 65	H	Lupunne		
ı	Aloe, Barb, (po. 60)	75@	1 00	13	Lycopodium . Macis		
1	" Cape, (po. 20)	50@	12		Mampagia Cal.	ph, (bl	ol. 1½)
ı	" Cape, (po. 20) " Socotrine, (po. 60)	25@	50	1	Mannia, S. F. Morphia, S. P. Morphia, S. N. Moschus Cant	& W.	
1	Ammoniae Assafoetida, (po. 30)	2500	30 15	1	Morphia, S. N.	Y. Q.	& C. Co
1	Benzoinum	50@	55	i	Moschus Cante Myristica, No.	1	
	Benzoinum Camphorae Catechu, Is, (½s, 14; ½s, 16)	25@	28 13	1	Myristica, No. Nux Vomica, Os. Sepia Pepsin Saac, F	(po. 20))
	Euphorbium, po	35@	10	i	Pepsin Saac. F	1. & P	D. Co.
	Gamboge, po	75@	80	1	Pepsin Saac, F Picis Liq, N. C	1/2 g	alls, doz.
1	Gamboge, po. Guaiacum, (po. 45). Kino, (po. 25).	@	35	i	Picis Liq., qua Picis Liq., pint	S	
		@1	0=	1	Pil Hydrarg,	po. 80)	
ı	Myrrh, (po. 45)	600	40	i	Piper Nigra, (Piper Alba, (p. Pix Burgun	0. 35).	
1	Myrrh, (po. 45). Dpii, (po. 6 %). 4 Sheflac 4	18@	25				
,	" bleached	25@ 30@	30				
	HERBA-In ounce packages	2000		1	Potassa, Bitar	ont	1
j	Absinthium		25 20	I	Potassa, Bitar Potassa, Bitar Potass Nitras. Pulvis Ipecac Pyrethrum, bo	·····	
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1	Anisi 2 Auranti Cortex Sergamii 2 Sajiputi 2 Saryophylli Gedar	@2	00	SS	inapis, opt nuff, Maccabo nuff, Scotch, oda Boras, (po oda et Potoss	Do V	Voes
1	Sergamii	75@3	00	S	oda Boras, (po	. 9).	
C	aryophylli	@2	90	S	oda Carb	Lait	
0	henopodii	35@	65	S	oda, Bi-Carb.		
0	innamonii	@1 85@	90	50	oda, Bi-Caro oda, Ash oda Sulphas pts. Ether Co. pts. Myrcia D pts. Myrcia In pts. Vini Rect, trychnia. Crys		
6	onium Mac	0	75	S	pts. Ether Co.		
Č	opaiba	35@ 0@ 1	00	200	pts. Myrcia D	om	
C	ubebae	0@12	00	S	pts. Vini Rect.	(bbl.	2 08)
E	rigeron	20@1	30	Sa	trychnia, Crys	tal	
G	Ontain Mac	30@2	40	Si	ulphur, Roll		
č	eranium, 3		(0)	T	amarinds		

WHOLESALE PRICE CURRENT.

. 90@2 00 Zinci Sulph. 1 75@2 25 1 75@2 25
42@ 45
42@ 45
45 Whale, winter
5 50@6 06 Lard, extra.
5 50@6 09 Lard, No. 1
6 50 Linseed, pure raw.
1 10@2 75
1 12@1 60
1 2 Neat's Foot, winter strained.
1 42@1 60
75@1 00
68 00
40@45
Red Venetian.
90@1 00
Cohre, yellow Marseilles OILS. | Geo Warsen | Geo Lb
2@ 3
2@ 3
2@ 3
2% @ 3
2% @ 3
2% @ 3
2% @ 3
13@16
55@58
16@17
6@ 6%
@70
@90
1 10
1 49
1 20@1 40 No. 1 Turp Coach
Extra Turp
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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, ing for. We cannot, therefore, enter into to \$2. We never allow them to exceed that any lengthy controversy with him, or any one else, on paper, and as regards this question of the retail credit system, if and has not himself learned that every word more! and our small book is open for inwe 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. Cræsus, which he hypothecates, 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 ac- dict will be that we have stated "facts" incommodation to a friend, as to loan any article, and if any merchant knew such lady to be half reliable, he would, of course, ac cede 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 it. There are persons in the world, whom any of us would oblige in a small matter, DRY GOODS 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. Cræsus, even, who ought to be accommodated. We have kindly, but firmly, refused several of them, who were able to purchase our entire Fancy Crockery Fancy Woodenware 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 beran 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?" Twentyfive 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

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 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 we are now supplying the Trade with our more' and our small book is open for innew Brand of Soap

In closing, this credit problem is in one respect analogous to the liquor problem. 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. There is no half way house to stop at. 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 verstead of "fiction."

FRANK A. Howig.

Importers and Jobbers of

Staple and Fancy.

Overalls, Pants, Etc.,

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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

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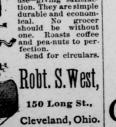
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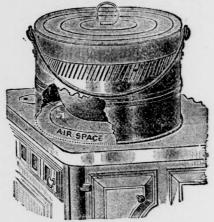
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