

The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 14, 1887.

NO. 208.

To Cigar Dealers

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

SILVER SPOTS

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

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

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

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

FURNITURE TO ORDER.

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

Wolverine Chair Factory,
West End Pearl St. Bridge.

WANTED.

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

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

Earl Bros., Commission Merchants,
157 South Water St., CHICAGO.
Refer to: FIRST NATIONAL BANK, Chicago.
MICHIGAN TRADESMAN, Grand Rapids.

BELKNAP

Wagon and Sleigh Co.
MANUFACTURERS OF
Spring, Freight, Express,
Lumber and Farm

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

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

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

ALFRED J. BROWN
Representing Jas. Vick, of Rochester.
16-18 N. Division St., Grand Rapids

HIRTH & KRAUSE,
LEATHER
And Shoe Store Supplies.

SHOE BRUSHES,
SHOE BUTTONS,
SHOE POLISH,
SHOE LACES.
Heelers, Cork Soles, Button Hooks, Dressings, etc. Write for Catalogue.

118 Canal Street, Grand Rapids.

CHOP FEED

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

WHIPS
ADDRESS
GRAHAM ROYS, - Grand Rapids, Mich.

COAL and WOOD.

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

SHERWOOD HOUSE.

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

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND Jeweler,
44 CANAL ST.,
Grand Rapids, - Mich.

Importers,
Jobbers and
Retailers of

BOOKS,

Stationery & Sundries,
20 and 22 Centre St., Grand Rapids, Mich.

CHARLES A. COYE,

Successor to
A. COYE & SON,
DEALER IN

AWNINGS & TENTS

Horse and Wagon Covers,
Oiled Clothing,
Feed Bags,
Wide Ducks, etc.
Flags & Banners made to order.
73 CANAL ST. - GRAND RAPIDS.

PIONEER PREPARED

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

MIXED PAINT

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

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

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

Write for prices and Sample Card to

Hazeltine & Perkins Drug Co.

Wholesale Agents, Grand Rapids.

Try POLISHINA, best Furniture Finish made.

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.

WARREN'S Whips.
The best whips in the world. Made in all grades. Buggy, Carriage, Cab, Team, Farm and Express.

STEAM LAUNDRY,

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

WE DO ONLY FIRST-CLASS WORK AND USE NO CHEMICALS.
Orders by Mail and Express Promptly Attended to.

V. R. STEGLITZ,

Proprietor of
Eaton Rapids Cigar Factory.
Manufacturer of the following popular brands:

S. & M. CRICKET.
ROSADORA.
V. R. S.

Dealers not handling any of above brands are solicited to send in a trial order.
Eaton Rapids, - Mich.

ASK YOUR JOBBER

FOR
Independent Oil Co.'s
KEROSENE

If your Jobber does not handle INDEPENDENT OIL, send your orders direct to the office of the Company, 156 South Division St., Grand Rapids.

LUDWIG WINTERNITZ,

STATE AGENT FOR
Fermentum!

The Only Reliable Compressed Yeast.
Manufactured by Riverdale Dist. Co.

106 Kent Street, Grand Rapids, Mich.
TELEPHONE 568.
Grocers, bakers and others can secure the agency for their town on this Yeast by applying to above address. None genuine unless it bears above label.

Eaton & Christenson

Are State Agents for
FREDERICK THE GREAT
CIGAR.

Grand Rapids, Mich.
Represented by the Giant,
Mr. Christopher Sparling.

COOK & PRINZ,

Proprietors of the
Valley City Show Case Mfg. Co.,
Manufacturers of
SHOW CASES.

Prescription Cases and Store Fixtures
OF ALL KINDS.
SEND FOR CATALOGUES.
SEND FOR ESTIMATES.

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

HEMLOCK BARK!

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

N. B. CLARK,
101 Ottawa St., Grand Rapids

SEEDS

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

GRAND RAPIDS GRAIN AND SEED CO.
71 CANAL STREET.

FRUIT EVAPORATOR.

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

THE THIRD SUCCESS.

The Flint Convention of the M. B. M. A. The third convention of the Michigan Business Men's Association convened at Music Hall, Flint, on Sept. 6. The convention was called to order by President Hamilton, when Rev. H. S. White invoked the divine blessing. John C. Dayton, Mayor of Flint, welcomed the members of the Association to the city, in the following terms:

Officially by appointment, and personally by inclination, I welcome you to the freedom and hospitality of the city of Flint, assuring you that if your sojourn with us affords you the same measure of gratification that your coming gives to our citizens, you can at the close of your session truthfully say it is well to tarry within our gates. I express the unanimous sentiment of our people in extending to you our welcome, and bespeak for you a pleasant, harmonious and profitable session.

L. W. Sprague responded to the address as follows:

In behalf of the Michigan Business Men's Association, I sincerely thank the good people of this enterprising and beautiful city for the cordial welcome they have, through their honored Mayor, extended to this representative body of Michigan business men.

Although by name we are known as the Business Men's Association, we by no means arrogate to ourselves the business capacity of the State. Indeed, we recognize the fact that as tradesmen we represent but a part and that a minor part, of the business talent of our people; and we freely concede to every man who is obedient to the demands of civilized society, wins his bread and meets his just obligations by honest effort, the unquestioned right to the title of business man. Not all whose names are enrolled as members of this Association do so well as this, I fear, while thousands, aye, hundreds of thousands whose names do not appear do so better; all of which proves the truth of the adage, "There's nothing in a name."

An idea has gone forth, I regret to say, through the influence of demagogues and slysters (whose only stock in trade is falsehood and deceit), and gained some credence in certain quarters, that this Association has been organized in opposition to the labor organizations that have been springing up about us in the recent past. Nothing could be further from the truth (which is a parliamentary way of saying that it is absolutely false). Indeed, as intelligent men, the members of this Association recognize the value and importance of thorough organization for every good and perfect work.

To organization, weak and humble, almost insignificant in its beginnings, do we owe the all-powerful, all-pervading, Christian civilization of to-day. To organize is to arrange and establish the various and conflicting parts into a united and harmonious whole, to the end that influence and power may be concentrated. Therefore, organization means advancement in a given direction, and if the motive is good the results cannot be otherwise.

Organization in the past has made nations powerful and great in the best sense of the term. It led their armies to certain victory. It built pyramids and erected Chinese walls. It routed ignorance and overturned despotism and established liberty. In more recent times it has peopled continents, converted the wilderness into a garden, built cities, erected schools, churches and asylums. It has wiped out the curse of slavery in our own land, and it will wipe out the curse of intemperance. It tunnels mountains, bridges rivers, and spans continents with parallel bands of iron. Again, it scales the heights and fathoms the deep, to encircle the earth with a thread of gossamer, along which speeds that subtle fluid conveying our slightest whispers to the uttermost parts of the earth. Indeed, organization is at once the lever and the fulcrum—it is the rest for the fulcrum, as well. It moves the world, and what is more, it moves it in the right direction. True, its upward and onward course is retarded by ignorance and accelerated by intelligence. And just so surely as intelligence and enlightenment are superior to and more powerful than ignorance, just so surely will organization of every class and character tend in the main to universal good.

That organizations like our own or the various labor organizations may err and at times make progress in the wrong direction goes without saying. But that we or they or any other can long make headway in that direction against the resistless spirit of progress, that, I repeat, sweeps down upon us, is inconceivable. No, gentlemen, the Business Men's Association in no way antagonizes the organization of laboring men, and why should it? We recognize the advantage of organization by organizing ourselves. We believe that it will result in good to them and we believe that it will result in good to ourselves, for we are almost wholly dependent upon the success of labor for our own success. The tradesman cannot thrive while labor languishes. If work is plenty and wages are high, we have increased sales and increased profits, and then with the laborer we experience the benefits of business prosperity. If work is scarce and wages are low, the end of the year shows the balance on the wrong side of the ledger, and a series of such years brings bankruptcy. In this fact we find strong incentive to do what we can to improve the condition of laboring men, for past experience teaches that a majority of us will before we die be again relegated to the ranks of labor, from which we were recruited, sadder and wiser men; and our places will be filled by those who to-day as laborers are making the best possible use of their talents in their respective callings. Therefore, in the name of the Business Men's Association of the State of Michigan, I say Godspeed to the organization of every kind that is for the advancement of mankind, that increases the happiness of all people, that is, all except the dead-beats. They get along very well without organization.

And this brings me to a declaration of our purpose and aim as an Association. As tradesmen, our business frequently requires us to extend accommodation to our customers, in other words, to give credit, to trust. A very large majority of our customers appreciate this accommodation and meet their requirements in a manner entirely satisfactory to us; but in every locality there are some who secure a precarious living by abusing the confidence of every merchant who trusts them. These are the class we term "dead-beats," and this is the class we are after; hence this Association, which aims by united action and by mutual information and assistance to so determine who are not entitled to credit that those who are deserving may experience no difficulty in securing that accommodation to which, as truthful and honorable men, they are justly entitled.

Again I thank you, Mr. Mayor, for the kind words you have spoken of our Association, and thank your people for their proffered hospitality; and I trust that as business men we may so conduct our deliberations as to merit the continued respect and esteem of all good people.

President Hamilton then introduced Wm. H. Coughtry, President of the Retail Merchants' Association of the State of New York, who brought the greetings of his Association and the merchants of his State, and expressed the hope that the cordial relations existing between the Associations of the Empire and Wolverine States may continue and grow deeper until the work of organization assumes an international character.

President Hamilton then read his annual address, which was given in full in last week's paper. The address was greeted with applause at the close.

Secretary Stowe made his annual report, which was also given in full last week.

The Secretary read the report of the Executive Committee, which has already been given in these columns.

Reports from local associations were received as follows:

Sturgis—Jas. Ryan.
Greenville—L. W. Sprague.
Saranac—H. T. Johnson.
Cheboygan—H. Chambers.
Charlevoix—R. W. Kane.
Allegan—F. T. Ward.
Dorr—L. N. Fisher.
Muskegon—Wm. Peer.
Owosso—J. H. Parker.
Rockford—Geo. A. Sage.
Ionia—W. E. Kelsey.
Frankfort—F. L. Fuller.
Burr Oak—F. W. Sheldon.
Flint—G. W. Hubbard.
East Saginaw—C. H. Smith.
Lawrence—H. M. Marshall.
Lansing—W. G. Crotty and Frank Wells.
Eaton Rapids—Will Emmert.

These reports were uniformly favorable and evoked many points of vital interest.

President Hamilton then announced the following committees:

Credentials—G. R. Hoyt, Flint; H. B. Fargo, Muskegon; Thos. Keating, Grand Rapids.

Order of Business—J. C. Croul, Flint; F. T. Ward, Allegan; R. W. Kane, Charlevoix.

Resolutions—Frank Wells, Lansing; Neal McMillan, Rockford; H. Chambers, Cheboygan.

President's Address—N. B. Blain, Lowell; P. P. Morgan, Monroe; G. W. Hubbard, Flint.

Secretary's Report—F. L. Fuller, Frankfort; W. C. Pierce, Flint; Geo. A. Sage, Rockford.

Treasurer's Report—L. W. Sprague, Greenville; H. S. Church, Sturgis; C. H. Smith, East Saginaw.

The convention then adjourned until afternoon.

AFTERNOON SESSION.

On reassembling in the afternoon, the Committee on Order of Business reported in favor of allowing the presiding officer to carry out the programme as published, or vary it as may seem to him to be desirable. The report was adopted.

The Committee on Transportation presented the following report, which was accepted and placed on file:

To the M. B. M. A.:
GENTLEMEN—Your Committee on Transportation would respectfully report that they have enjoyed a season of mastery repose; that they have heard no complaints from members, and that they await further instructions.

Respectfully submitted,
JAMES A. COYE,
C. T. BRIDGMAN.

S. Lamfrom, of Owosso, read a paper on "Manufactories, their value and how to secure them," which was greeted with prolonged applause and the writer tendered a rising vote of thanks. The paper will appear in full in a subsequent issue of THE TRADESMAN.

The Committee on Credentials presented its report, showing the following delegates entitled to seats in the convention:

Sturgis—Jas. Ryan, Henry S. Church.
Charlevoix—R. W. Kane.
Lowell—C. G. Stone, Chas. McCarty, Francis King, N. B. Blain.

East Saginaw—G. W. Meyer, C. H. Smith, Geo. W. King, Helman Wolpert, E. D. Ledridge.

Greenville—L. W. Sprague.
Lansing—Frank Wells, D. C. Hurd, W. E. Crotty, W. J. Walker.

White Lake—H. A. Spink, W. B. Nicholson, W. A. Austin, Thos. E. Phelan.
Burr Oak—F. W. Sheldon.
Lawrence—H. M. Marshall.

Frankfort—J. P. O'Malley.
Dorr—L. N. Fisher.
Frankfort—F. L. Fuller.

Hastings—E. Y. Hoyle, E. W. Morrell.
Grand Haven—William Mieras, Jacob DeSpelder.

Grand Rapids—Thos. Keating, E. A. Stowe.

Dimondale—N. H. Widger, F. G. Gray, Flint—Albert Meyers, John Croul, C. T. Bridgman, Walter Berridge, C. D. Miner, L. C. Hedden, G. W. Hubbard, W. C. Pierce.

Saranac—H. T. Johnson, O. J. Bretz, Geo. R. Walker.
Kingsley—A. G. Edwards.
Freeport—A. J. Cheesbrough, Wm. Moore. Alternates—E. H. Sisson, S. R. Hunt.

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

Owosso—S. Lamfrom, Chas. Lawrence, H. W. Parker, S. E. Parkill and N. McBain. Alternates—E. L. Brewer, J. M. Terbush, E. A. Todd, N. C. Payne and Paul M. Roth.

Traverse City—T. T. Bates, S. E. Wait, D. E. Carter, S. Barnes, Geo. E. Steele, L. Roberts, Chas. Wilhelm, J. E. Grelick, S. C. Despres, S. C. Moffatt. Alternates—J. Steinberg, C. K. Buck, A. W. McElcheran, E. W. Hastings, M. B. Holly, W. F. Harsha, C. R. Paige, H. D. Campbell, A. H. Brinkman.

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

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

Tustin—J. A. Lindstrom, F. J. Luick. Alternates—W. M. Holmes, J. P. Kennedy Jr.

Muskegon—R. S. Miner, H. B. Fargo, Wm. Peer. Alternates—A. Towl, Wm. B. Kieft, C. Philabaum.

Sand Lake—J. V. Crandall, M. V. Wilson. Alternates—A. Giddings, W. H. Bricks.

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

Ocean—W. E. Thorpe, E. S. Houghtaling, Hart; H. H. Bunney, L. M. Hartwick, Pentwater; A. G. Avery, F. W. Van Winkle, Shelby; J. F. Keeney, Ferry.

Battle Creek—Geo. H. Rowell, J. P. Stanley, Hon. Chas. Austin. Alternates—J. C. Halliday, Robt. C. Parker, T. Jennings.

Allegan—W. W. Warner, F. T. Ward, G. E. DeLano, W. B. Williams, Jr., W. J. Garrod, J. E. Dryden, Phil. Padgham. Alternates—E. B. Bailey, Wm. Kennedy, C. H. Adams, C. D. Woodruff, J. B. Street, Joseph Renihan, W. W. Vosburg.

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

Fife Lake—E. C. Brower and E. F. Foster.

Kalkaska—W. H. Pipp, O. C. Goodrich, J. C. Gray, J. N. Tinklepaugh.

Sparta—J. G. VanWinkle, S. H. Ballard, F. F. Mann. Alternates—C. H. Loomis, L. A. Paine, C. M. Shaw.

Chairman Kelsey presented the report of the Committee on Legislation, as follows:

The Committee on Legislation, pursuant to the constitution, beg leave to present the following report of their action since the meeting of the Association held at Grand Rapids in March last, in which report will be stated briefly: First, the subjects considered by the Association, and by it committed to the Committee for their action; Second, what has been attempted and accomplished; Third, what has not been attempted, together with the reasons therefor; Fourth, what should be done prior to the convening of the Legislature on January 1, 1889, and Fifth, the submission of such suggestions and recommendations as may, in their judgment, be made herein.

1. The following subjects were embodied in the Committee's report in March: A bill to change the exemption law relating to close is the bill to regulate exemption in garnishment cases that was drafted by Hon. W. O. Webster, of Ionia, and which was defeated during the legislative session of 1887. This measure should be again entrusted to the Committee on Legislation, so that it may once more be considered and put upon its passage. No one in this connection will question the justice of this bill, no one can successfully deny the necessity for the relief it will afford; no one can gainsay the fact that the existing law is grossly discriminatory, working in many instances disadvantageously for the poor man, who gets his pay monthly; no one will attempt to justify the flagrant outrage that is committed every time this iniquitous discrimination permits a man—it matters not what his position or avocation may be—who receives a salary of from \$10 to \$30 per week to repudiate his debts and deliberately swindle his creditors, simply because an unjust law enables him to do so, a law that has too long stood the friend of the rogue and the dead-beat, and has been for long years the relentless enemy of thousands of hard-working business men in every walk of life, who have befriended and credited men, only to find them land-pirates and secondaries, compared to whom the man who picks your pocket or burglarizes your house is a prince. This bill has received the unqualified endorsement of lawyers, eminent for their profound learning; of legislators of prominence and influence; of business men who have been victimized to the extent that they know not whom to believe; of poor widows who have been robbed of their rent by brute, stave (?) men, and of physicians who have given time and experience in healing the sick, only to receive curses for pay.

As the law now stands, it is sufficiently hampering; but when the great manufacturing companies and railway and similar corporations yield to a demand that will soon be made, that payment for labor shall be made at least semi-monthly, the evil will be augmented an hundred fold.

Your Committee have no space to notice the attitude of the press on this matter. The Tribune and the Free Press expressed no opinion concerning the bill. The Evening News, in an editorial, stated that it ought not to pass. The Commercial Advertiser devoted a column to lauding the exemption laws entire, and to condemning this bill as oppressive to the poor man. The simple fact is, the newspapers do not know the workings of the exemption laws. They deal almost invariably with a class of people who pay their debts, and they are too ready to assume that the debtors pay "the butcher, the baker and the candlestick maker." How woefully they are mistaken, the business men of this State who have suffered so much too well know. Hon. Mr. Dikema, of the House, in reply to a letter, stated that the friends of the lost measure ought not to be discouraged, and expressed the belief that a similar bill can be passed at the next session. Believing this, your Committee recommend that the same bill be

should have been followed by personal interviews whenever practicable and by personal letters from members of local associations to their Senators and Representatives. Had this general plan been pursued, the chances are that the bill would have received a much more creditable vote, and possibly might have been passed. After long delay it finally reached a third reading, and on motion was placed on its passage, the vote standing twenty-two for it and either twenty-seven or twenty-eight against it, fully fifty refusing to vote, for reasons, no doubt, satisfactory to themselves. Thus a good measure was lost, in part by the intention that it should be defeated, but principally through unwarranted apathy and ungenerous neglect.

At the March convention it was resolved that the Michigan Business Men's Association should be incorporated. To that end a special committee, consisting of Mr. Pope, of Allegan, and Mr. Steele, of Traverse City, was appointed to draft a bill that should meet the requirements of the case, to proceed to Lansing and with the Chairman of your Legislative Committee secure the presentation of said bill to the Senate by causing it to be appended to a skeleton bill. Owing to distance and to pressing business engagements, Mr. Steele informed Mr. Pope that he would be unable to visit the capital. For his part of the duty, however, he drafted a bill that he believed would cover the case and addressed it to Mr. Pope at Lansing. In the meantime the wife of Mr. Pope had been taken seriously ill, so Mr. Pope had Mr. Pope was finally obliged to forego the trip and to request Mr. Kelsey, of Ionia, to assume charge. The bill was very soon thereafter delivered into the custody of Hon. A. K. Roof, of the seventeenth Senatorial district, who very kindly called it to the attention of Hon. Mr. Edwards, of the Committee on Corporations. Owing to the approaching adjournment, it was found impossible to secure any action by the said Committee of the Senate until the bill should be put into perfect form. In order that incorporation might be an assured fact, President Hamilton and Secretary Stowe spent two days at Lansing, during which they perfected the bill, caused it to be appended to the skeleton, and to be introduced to the Senate. Soon after, it was passed by the two Houses, and receiving the signature of the Executive, became law.

While the Cole insurance bill was not originated in this Association, you earnestly espoused its cause, and by petitions, letters, personal work, and visits to Lansing contributed in no small degree to the final passage of a measure destined to afford great relief to many lumbering and manufacturing concerns in the State, and that will no doubt prove of great benefit to very many other business men of lumber pretensions.

3. What has not been attempted, together with reasons therefor. Inasmuch as new bills could not be introduced after February 23, and not wishing to attempt too much during the session of 1887, the subject of weights and measures and of the suppression of gift schemes was laid over for the consideration of the present session. The subject of unjust discrimination and inequitable exemption was also left for future discussion and action.

4. What should be done by the Association in legislative matters prior to the convening of the Legislature on January 1, 1889? A subject that in the judgment of your Committee, seems to warrant thorough discussion and action before this convention closes is the bill to regulate exemption in garnishment cases that was drafted by Hon. W. O. Webster, of Ionia, and which was defeated during the legislative session of 1887. This measure should be again entrusted to the Committee on Legislation, so that it may once more be considered and put upon its passage. No one in this connection will question the justice of this bill, no one can successfully deny the necessity for the relief it will afford; no one can gainsay the fact that the existing law is grossly discriminatory, working in many instances disadvantageously for the poor man, who gets his pay monthly; no one will attempt to justify the flagrant outrage that is committed every time this iniquitous discrimination permits a man—it matters not what his position or avocation may be—who receives a salary of from \$10 to \$30 per week to repudiate his debts and deliberately swindle his creditors, simply because an unjust law enables him to do so, a law that has too long stood the friend of the rogue and the dead-beat, and has been for long years the relentless enemy of thousands of hard-working business men in every walk of life, who have befriended and credited men, only to find them land-pirates and secondaries, compared to whom the man who picks your pocket or burglarizes your house is a prince. This bill has received the unqualified endorsement of lawyers, eminent for their profound learning; of legislators of prominence and influence; of business men who have been victimized to the extent that they know not whom to believe; of poor widows who have been robbed of their rent by brute, stave (?) men, and of physicians who have given time and experience in healing the sick, only to receive curses for pay.

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The Michigan Tradesman.

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

E. A. STOWE, Editor.

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

WEDNESDAY, SEPTEMBER 14, 1887.

A FIFTH YEAR.

With the issue of the present week THE TRADESMAN closes its fourth year of publication and enters upon a fifth volume under more auspicious circumstances than have marked its career at any previous period. While the past year has not differed much from its predecessors, it has brought increasing circulation and influence to THE TRADESMAN, so that every indication now points to the attainment of a subscription list of 5,000 names, including every city, town and hamlet in the State, before another mile post has been reached.

The general editorial and managerial policy which has been pursued in the past will be continued in the future, with such variations as may be necessitated by changed circumstances. Believing that organization is a more powerful instrument for the reformation of trade abuses and the attainment of desired results in business life than any other weapon, THE TRADESMAN will continue to advocate organization with all the vigor it can command and the influence and income of the paper will be freely used, at all times, to further such ends. The first paper to advocate organization west of the Hudson River, THE TRADESMAN has kept pace with—if not a step in advance of—the movement in Michigan, and to its influence, coupled with the personal efforts of its editor, is due in no small degree the existence of eighty-eight local associations and a splendid State organization of over 2,400 members.

Incidental, but not subservient, to organization, THE TRADESMAN will continue to advocate what it deems sound business methods; better education of the merchant; more care in buying; more promptness in paying; greater shrewdness in selling; more time for recreation and reflection; better feeling between business men and those with whom they come in contact. THE TRADESMAN is vain enough to think that it has made some headway in this direction in the part and is sanguine that its future work will be productive of more and better results than the past has been.

THE TRADESMAN is pleased to see its suggestion relative to the establishment of a line of shore boats taken up with so much interest by the newspapers along the lake shore. The avidity with which they discuss the question shows that the people are beginning to realize that every order for goods sent to Milwaukee or Chicago tends to build up Wisconsin or Illinois, at the expense of Michigan. Next to the prosperity of his own town and community, a business man naturally wishes to see his State prosper. As the best way to build up the community is to patronize home industries, so the most feasible method to increase the growth of a state is to patronize people doing business in the state, as far as practical. So far as THE TRADESMAN can judge of the sentiment of the people in the shore towns, it is this spirit which prompts them to commend a project which will bring most of the business points in Western Michigan into closer connection, enabling each to patronize the other more extensively than is possible under existing circumstances.

THE TRADESMAN cannot feel otherwise than flattered at the many acknowledgments of its value to the cause of organization made at the recent State convention and partially embodied in the report published in this issue. It is true that the paper and its editor have made many sacrifices for the cause during the past twelve months, and a cordial recognition of such efforts—instead of creating a feeling of compunct self-satisfaction, which precludes further effort—serves rather to spur both on to more spirited endeavor.

The Michigan Business Men's Association wisely refrained from recognizing the so-called "pure food movement" by even so much as a reference to the subject. The ringing resolution adopted by the convention, and published on the third page of this issue, exactly sets forth the attitude of Michigan merchants on this important subject.

And expert safe breaker is now operating in the interior towns of the State and is generally meeting with good success. Country merchants should leave as little currency in their safes as possible, as no ordinary safe seems to be proof against the skill and tools of the modern safe cracker.

A Whitehall clergyman preached a sermon to the business men last Sunday, taking for his subject, "A desirable bank account, or an investment which pays."

THE NEW ASSOCIATION.

As predicted by THE TRADESMAN last week, the third convention of the Michigan Business Men's Association proved to be the most successful meeting ever held by that organization. While the attendance was not as large as at the special convention in March, the amount of effective work accomplished was largely in favor of the last meeting. This improvement may be primarily ascribed to two causes—the thorough preparation made for the convention in advance of the meeting and the increased experience of delegates, which has come from longer and broader contact with local organization. Much of the work incident to the change from an unorganized to an organized body was necessarily tedious, but the delegates gave it a commendable degree of thoughtful attention which enabled the details to be attended to with unexpected celerity.

The reports of officers and committees were far in advance of any previous convention and entitled the writers to great credit. To their efforts is due in no small degree the practical character which marked the proceedings of the convention, in which respect future meetings will have difficulty in exceeding the record now made.

The papers read exceeded the expectations of the most sanguine in point of terseness, breadth and candor. The subjects selected were such as would appeal to any business man, be he merchant, banker, manufacturer or following professional pursuits, and the thoroughness which marked their treatment would entitle the writers to an audience wherever the subject of organization evokes any interest.

The cordial reception and handsome entertainment extended the Association by the members of the Flint Mercantile Union augment the reputation that city has always enjoyed for hospitality and THE TRADESMAN expresses no fleeting fancy when it asserts that remembrance of the Flint convention will ever be cherished by everyone present as one of the pleasant events of a lifetime.

The incorporation of the Association—the legal formalities have been attended to since the adjournment of the convention—places the organization on a different basis, inasmuch as it gives the work, State and local, a degree of uniformity, stability and authority heretofore denied an unincorporated body. Under the new order of things, THE TRADESMAN confidently expects to see the Association continue its present work with accelerated ardor and take up and improve new features of usefulness.

Association Notes.

The Fremont B. M. A. has knocked at the door of the State body for admission.

Wm. Moore is now President of the Freeport B. M. A., vice E. H. Sisson, resigned. The Owosso B. M. A. has closed a contract with W. W. Starkey to remove his shoe factory to that place.

The editor of THE TRADESMAN will organize an Association at Saugatuck Tuesday night and at Grand Ledge Friday night.

Traverse City Herald: Frank Hamilton, of this place, is winning golden opinions at Flint, at the State convention, and everywhere else in the State, as President of the Michigan Business Men's Association.

The Cheboygan B. M. A. has inaugurated the formation of a stock company, with \$50,000 paid-in capital, to engage in the construction and maintenance of a dry dock of sufficient dimensions to handle the largest craft on the lakes.

Ionia Standard: Delegate Wm. E. Kelsey has been at Flint during the week, attending the session of the Michigan Business Men's Association. Mr. K. is an enthusiast and authority on the subject of business organization, and has been of decided service to the local and State Associations.

E. E. Chapel, Secretary of the Ada B. M. A., writes as follows: "We decided, at our last meeting, to not send a delegate to the State convention, as it is so far; but you can say for us that our Association is alive and in good condition, and that we look forward through it to make some good improvements."

Tustin Echo: We had a pleasant time at Flint, last Tuesday and Wednesday, while in attendance at the third convention of the Michigan Business Men's Association. The business men of Flint entertained their guests in royal style. Flint is a beautiful city and the business men of that place, with just pride, took their visitors in carriages and drove them through their magnificent streets.

"Too Late, Too Late."

MANTON, Sept. 9, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—We are very sorry our Association was not represented at the State meeting, but an unfortunate combination of circumstances at the last moment prevented those selected from attending.

Our second annual election resulted as follows:

President—F. A. Jenison.
Vice-President—Frank Weaver.
Secretary—Rinaldo Fuller.
Treasurer—George S. Sloat.

Yours respectfully,

RINALDO FULLER, Sec'y.

Grand Ledge Ready to Organize
Grand Ledge, Sept. 6, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—I submitted your letter of Aug. 27 to several of our business men and, at a meeting held the other evening for another purpose, it was decided to accept your proposition to come here and effect an organization. The principles and objects are new to most of us. Please notify me what evening you can be here and we will call a meeting.
Yours,
W. C. WESTLAND.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

E. R. Huntley & Co. succeed C. M. Towne in the meat business.

S. J. Sachse, clothing dealer, has been closed on chattel mortgage.

Densmore & Richards have engaged in the grocery business at Reed City. Clark, Jewell & Co. furnished the stock.

David Nelson has engaged in the grocery business at Sault Ste. Marie. Cody, Ball, Barnhart & Co. furnished the stock.

E. J. Carrel, formerly engaged in the grocery business on West Bridge street, has re-engaged in the same business at 598 South Division, purchasing the stock formerly owned by A. B. Frost.

Jerry Boynton denies the report that he has sold his Lowell & Hastings Railway. The grading of the road from Lowell to Freeport is now nearly completed and it is expected that cars will be running by the middle of December.

The Grand Rapids School Furniture Co. will shortly begin the construction of a building, 32 x 40 feet in dimensions, which will be used as a packing and shipping room. The company is running two gangs of men, day and night, and, besides crowding its own foundry to its fullest capacity, is having school seat castings made in four other foundries here and at one foundry in Cleveland.

AROUND THE STATE.

Carson City—Brust & Brewer have opened a hardware store.

Kendall—Gabriel Wolf succeeds Frank Saul in general trade.

White Pigeon—Chas. F. Baker succeeds John G. Baker, butcher.

Prattville—McNair & Bennett succeed John McNair in general trade.

Kalamazoo—Fred Brownell has purchased J. W. DeWaters' grocery stock.

Gladwin—J. F. Struble succeeds C. C. Fouch in the hardware business.

Kendall—Allen O'Dell succeeds Richardson O'Dell in the meat business.

Hastings—Dunning & Rogers succeed W. H. Schantz in the grocery business.

Perry—Lyman Bennett succeeds Delos A. Smith & Son in the jewelry business.

Albion—E. L. Robinson succeeds Robinson & Wallace in the grocery business.

Lake Odessa—Harter Bros. have engaged in the restaurant and grocery business.

Sandusky—A. J. Redmond & Co. succeed M. W. Moore in the drug business.

East Saginaw—C. F. Zwerck has opened a grocery and feed store at 810 Genesee ave.

White Pigeon—John T. Stevens, of the grocery firm of G. F. Stevens & Co., is dead.

Sherwood—A. R. Klose has sold his hardware stock to E. Gordon, late of Tekonsha.

Cheboygan—Frawley Bros. have purchased the grocery stock of Chas. H. Martin.

Muskegon—Rosen Bros., the clothiers, have added a line of boots, shoes and rubbers.

Watson—W. S. Campbell has moved his dry goods and grocery stock to Hopkins' Corners.

Traverse City—C. C. Maes succeeds McCoy & Maes in the fruit and confectionery business.

Manton—Louis Meyer, of Brighton, has arranged to open a hardware store within a few days.

Kalamazoo—Chas. P. Ochsner has sold his drug stock to W. J. & L. L. Holloway, of Hastings.

Lake City—H. George Peck succeeds Proctor & Peck in the drug, grocery and feed business.

Carson City—Carpenter & Whiton have closed out their grain and feed stock to the Carson City Elevator Co.

Howard City—L. Townsend has sold his restaurant and bakery business to A. McMullen, late of Lakeview.

East Paris—B. M. Denison has sold his general stock and will engage in business at Benton Harbor about October 15.

Adamsville—The safe in Hubbard Aiken's store was blown to pieces a few nights ago and \$125 secured by the burglars.

Hudson—Upton & Perkins, dealers in clothing, hats and caps, are succeeded by a new firm formed under the same style.

Bonanza—H. L. Bailey will shortly open a hardware store. The establishment will be managed by F. A. Sargent, of Saranac.

Herrington—W. G. Watson, of Coopersville, has rented the new double store and will occupy the same with a general stock.

Howard City—C. C. Messenger has retired from the planing mill firm of McCall & Messenger and re-engaged in the jewelry business.

Woodland—Hilbert & Holly, general dealers, have dissolved, B. S. Holly succeeding. Frank Hilbert will engage in the banking business at Lake Odessa.

East Saginaw—Kellogg Bros., formerly engaged in the drug business at 414 Potter street, have removed to 410, same street, where they continue the trade with new furniture and fixtures.

Hoytville—W. Crane has purchased the general stock of B. I. Whelpley and the grocery stock of E. L. Halladay and consolidated them with his own general stock. Mr. Halladay retains his dry goods stock, which he has moved into the building he recently purchased of Mr. Crane.

Detroit—The Bassett Bottling Co., a corporation organized by Arthur Bassett to manufacture his phosphated sherbert, made an assignment on the 7th to W. F. McCorkle. The nominal assets are \$2,200 and the liabilities are about \$3,000. The original capital of \$10,000 is wiped out.

STRAY FACTS.

Cedar Springs—Four new stores are in process of erection.

Cheboygan—Chas. H. Nuite has sold his livery business to Gardner Bros.

Centerville—Alonso Palmer succeeds Rile & Kline in the milling business.

Ludington—Pardee, Cook & Co. have sold their schooner City of Erie to parties in Milwaukee.

Howard City—Farr & Parker have sold their livery business to Wagor & Budge, late of Cedar Springs.

Lisbon—Gooding & Son have their store building nearly completed and will soon begin work on their elevator.

Martin—O. Green, the drunken merchant who filled a neighbor with buckshot, pleaded guilty to assault and paid \$75 fine and \$2.95 costs.

Frankfort—The test well has been put down 1,700 feet without striking the salt rock, which the drillers are beginning to think does not grow thereabouts.

Detroit—The insurance adjusters have settled with the Anchor Manufacturing Co., in consequence of their recent loss by fire at Delray, for \$44,000. The total insurance was \$40,000.

Flint—Geo. T. Warren & Co. are erecting a three-story brick building, 25x90 feet in dimensions, which they will occupy with their cigar factory as soon as completed. The firm hope to be doing business in the new quarters before the close of the year.

Elk Rapids—Wm. C. Lewis, book-keeper for the Elk Rapids Iron Co., has been arrested on a charge of embezzling \$1,200 from his employers. His arrest created a sensation, as he was prominent in church, Sunday school and society. He admits his guilt.

Montague—The Montague Fruit Preserving Co. has been organized, with a capital stock of \$2,500, for the purpose of engaging in the manufacture of cider and evaporated fruit and vegetables. Geo. R. Hancock is President of the new enterprise and W. A. Austin is Secretary.

Manistee—Wm. Nungesser, assignee for Arvilla (Mrs. G. H.) Haynes, gives notice that the value of goods turned over to him is \$2,030, which is offset by a \$1,634 mortgage, labor claims to the amount of \$254, besides the claims due general creditors. The latter will probably realize nothing from the failure.

MANUFACTURING MATTERS.

Ann Arbor—Barclay & Reeves succeed Oliver Gretton, boiler maker.

Ford River—The Ford River Lumber Co. has ordered two band sawmills.

Escanaba—The N. Ludington Co.'s new sawmill, at Flat Rock, started up last week.

Albion—The Gale Manufacturing Co. will not remove to Detroit, as has been reported.

Detroit—The Michigan Car Co. is buying large quantities of oak in Northern Michigan.

Cheboygan—The Cheboygan Lumber Co. will cut a quantity of pine on its Canadian lands the coming winter.

Pellston—L. P. Saxton & Sons have added a shingle mill to their sawmill, with a capacity of 40,000 per day.

Stanton—Z. B. Knapp if building a shingle mill three miles west of this place, where he has lately bought some timber.

Bay City—Warner, Lewis & Co. have bought 2,500,000 feet of pine on the Cheboygan river from A. W. Mitchell.

Manecoma—E. D. Elder has leased his sawmill to W. H. Thompson for one year. The mill will be managed by Jesse Thompson.

Williamston—D. L. Crossman is succeeding in the banking business by Crossman & Williams, but still retains his milling business.

Manistee—Shipments of lumber from this port footed up 195,123,000 feet to Aug. 30, against 129,000,000 to the same date last year.

Evart—Chas. L. Gray succeeds Chas. L. Gray & Co., Byron Colton having retired. The latter will continue in the lumber and shingle business.

Cadillac—D. A. Blodgett has 75,000,000 feet of pine yet to come out over the Clam River Railway system, the most of which will probably be sawed at his big Muskegon mill.

Alpena—Fletcher, Pack & Co.'s sulphite wood pulp factory lately loaded car loads of pulp consigned to Louisville, Ky., South Bend, Ind., and Ypsilanti and Kalamazoo, Mich.

Cheboygan—It is said the Cheboygan River Boom Co. will build a dam at Black river rapids before beginning next season's work, which will insure plenty of water for driving.

Atlanta—A new logging road is in process of building from Frederick toward this place. It will be used by Potter & Sons to bring out 7,000,000 feet of pine they have in that neighborhood.

Alma—A. J. Harrington & Sons are offered \$2,000 bonus to remove their table factory from St. Louis to this place, providing they can organize a stock company, with \$20,000 paid-in capital.

Hersey—D. F. Diggins has sold his sawmill to a gentleman named Edwards, who has commenced refitting the mill and getting ready to resume operations. He will put in a planer and other machinery.

Muskegon—A local paper is stirring up the lumbermen of this place on the hospital question, and says there is no reason why Big Rapids and Manistee should be ahead of the Sawdust City. It ought to be a comparatively easy matter to raise \$75,000 or \$100,000, but no one has taken hold of the matter energetically, as did Mr. Englemann, of Manistee.

FOSTER, STEVENS & CO.

Wholesale Hardware.

With Additions Lately Made to Our Business, We now Think We have the

FINEST AND MOST COMPLETE HARDWARE STORE

In the State of Michigan.

Our Facilities for doing Business have been much Improved and we feel better able to meet all

MARKETS and PRICES.

We Solicit Orders or Inquiries for anything wanted in the line of Hardware.

FOSTER, STEVENS & CO.,

10 and 12 Monroe street, and 33, 35, 37, 39 and 41 Louis street,

Grand Rapids, - Mich.

VOIGT, HERPOLSHEIMER & CO.,

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

GRAND RAPIDS, - MICHIGAN.

We desire to call the

attention of the

Wholesale
Trade

to the fact that we

have just received a

Large and Well-Assorted

Stock of

Ladies', Misses' and Children's

CLOAKS

Which we are offering

at prices that can-

not be

UNDERSOLD

When in the city

call and look us

through.

All Orders will be Promptly and Carefully Filled.

F. J. DETTENTHALER,



JOBBER OF

OYSTERS!

—AND—

SALT FISH.

Mail Orders Receive Prompt Attention.

See Quotations in Another Column.

The Third Success.

(Continued from First Page.)

committed to the Legislative Committee for action in 1887-8; also, that said committee be authorized to inquire into the expediency of having the bill so amended as to apply to all persons in the employ of the State and in the employ of counties, townships, cities and villages.

Under the present law great injustice is done to many innocent creditors, in the following manner: A married man asks credit for goods for the maintenance of his family, and is allowed to run up a bill of \$50. The debtor refusing to pay, the creditor attempts to collect, but is at once confronted with the fact that the account is in the name of the husband, while the property—supposed to belong to the husband—is vested in the wife, thereby rendering the creditor powerless to collect the debt. This is so rankly unjust that the law should be changed so that not only law but equity should have a voice. A slight alteration in the law would make the property, whether vested in the husband or the wife, available for debts of this character. The committee recommend that this subject, also, be entrusted to the Legislative Committee for future action.

The subject of pure goods, as is well known, is attracting a great deal of attention throughout the country. Your committee are of opinion that the General Government will some time deal with this problem just as it has with that of oleomargarine. It will not prohibit the manufacture of all adulterated goods, because some such goods are harmless; but it will insist that the public be justly and honestly buying. Until the General Government shall enact a law applying to its entire territory, Michigan should enact a law that shall protect her own citizens. Your committee thoroughly believe that it is not so much absolute purity that people want, as it is absolute truth. If a purchaser prefers a mixture of chicory and coffee to pure, unadulterated coffee, he ought to be allowed to buy it. On the other hand, no manufacturer or merchant should be allowed to sell the former for the latter. The law should require every manufacturer or packer to label his productions either "pure and wholesome," or "adulterated with wholesome ingredients," such label to bear conspicuously the fac simile signature.

It is recommended that the foregoing subject, together with that of the suppression of gift schemes, be referred to the committee on Trade Interests, with instructions that they draft bills that will mitigate, if not eradicate, the evils inflicted on the health and morals of the public, and at their convenience forward such bills to the committee on Legislation for their presentation to the Legislature of 1889.

Lastly, your committee naturally regret that they have not been permitted to make a more creditable showing, and that they have failed to accomplish at least one of the important principal objects that they hoped to attain. Still, they feel that they have not labored in vain. Their experience has been of personal value, and they earnestly hope that it will not prove wholly valueless to the Association. In order in the future for your committee to do prompt and effective work, certain changes must be made. Its chairman must be a resident of the city of Lansing, so that he may be able frequently to visit the Capitol. This will enable him to gradually form a valuable acquaintance among the members and the employees of the respective Houses, which will render access easy, and the approach to business interviews (so necessary to success) a pleasure rather than an irksome duty. There is no denying the fact that it is a thankless task for one person to enter either House to secure the attention of members to whom he is entirely unknown. Occupied with their own duties, possibly some other time would suit their convenience better; but your chairman being a non-resident, the duty, if done at all, must be done at once. These disagreeable features can be obviated by a resident chairman. Further, the associate members of the committee should be within a short distance, so that when conference for any purpose is desirable that can be forthcoming, without needless expense or unnecessary loss of time. It is also important that bills should be regularly drafted ready for presentation to the Legislature, and that they should be in the hands of your committee at least sixty days prior to the opening of the Legislature, so that the committee may become conversant with all necessary details and to present them at once, thereby securing a favorable place on the calendar. Petitions deserve special mention, and are very effective. In the judgment of your committee, they should be addressed to the Senate and House, instead of to the members of said bodies. Local Associations should be thoroughly informed by the Association's trade journal, THE MICHIGAN TRADESMAN, as to all bills to be acted upon, so that the secretaries of such Associations can correspond intelligently with the Senators of their districts and with the Representatives of their counties. There will be several matters of importance to be fought through during the next session. It will, therefore, in the meantime be necessary to do a little preliminary work among prospective legislators, which work must not be delayed until the session opens; but just as soon as a person is nominated for either Senator or Representative, he should be approached in the interest of the Association, and, if possible, a pledge should be extorted from him to support the measure or measures that the best welfare of the Association demands. It is apparent to your committee, from observation and experience, that this course will be wise, and a trial will fully demonstrate the wisdom of the suggestion, for it is well known that a candidate is one individual and an officer elect decidedly another.

Wishing every success to their followers in office, your committee herewith respectfully submit their report.

WILLIAM E. KELSEY, Chairman.

President Coughtry, of the New York Association, related the experience of the organizations of the Empire State in securing the passage of a law preventing the giving of prizes with goods.

Neal McMillan commended the report of Chairman Kelsey, giving his reasons for the defeat of the garnishee bill. He said the Business Men's Associations of the State wielded a great influence in the last Legislature, and that he expected they would increase that influence at the next session.

Mr. Kelsey combatted the idea that the proposed garnishee law would work injury to the poor man, and cited instances where the present law works injury to the poor man and enables the shrewd but highly-paid delinquent to avoid the payment of his just debts.

Frank Wells said that he feared the garnishee law would meet the same fate that has always met the attempt to secure legislation allowing employees of the State to be garnished, and

Mr. Kelsey asked Messrs. Wells and Sprague whether they took into consideration the numerical growth and increasing influence of the Business Men's Associations when they stated that it was doubtful whether the garnishee bill could be made a law.

The gentlemen affirmed their previously expressed opinion that certain influences would tend to prevent the defeat of the measure.

F. T. Ward and Will Emmert suggested that copies of the bill, concisely stated, be sent out to the newspapers of the State.

President Hamilton commended the report and the recommendations contained therein.

On motion of Frank Wells, the report was accepted and adopted, and a rising vote of thanks tendered the writer.

C. T. Bridgman then read a paper on "Mercantile Education," which was accepted with a rising vote of thanks, and ordered printed in the official organ. The paper will appear in a subsequent issue of THE TRADESMAN.

Reports of local delegates were then continued in the following order:

Lowell—C. G. Stone and N. B. Blain. Sparta—Letter from J. R. Harrison. Ada—Letter from Elmer Chapel. White Lake—W. B. Nicholson. Tustin—F. J. Luick. Freeport—Arthur Cheesborough. Kingsley—A. G. Edwards. Dimondale—N. H. Widger. Oceana—E. S. Houghtaling. These reports are all equally as favorable as those given at the morning session.

Letters of regret were read from Gov. Luce, Hon. G. J. Dickema, Henry B. Baker, Victor C. Vaughan, John A. Harbaugh, Percy F. Smith and A. Mansfield, when the meeting adjourned until evening.

EVENING SESSION.

On reassembling in the evening, the committee on President's Address asked further time to report, which was granted.

F. L. Fuller presented the report of the committee on Secretary's Report, as follows:

Mr. President and Gentlemen of the Convention: Your committee, appointed to consider the Secretary's report, would respectfully submit the following:

We commend the financial management of the Executive Committee for its wise and judicious disbursements of the very small amount of funds placed in its hands during the past year.

In regard to the compilation of the delinquent lists, your committee would respectfully recommend that the lists already published by the Secretary be compiled in compact form and distributed to the local associations as soon as possible.

Viewing with pride the number of successful Business Men's Associations organized by our honored Secretary, Mr. E. A. Stowe, during the past year, your committee would recommend that Mr. Stowe be appointed State Organizer for the coming year, and that he receive for each association organized a fee of \$5 and his necessary traveling and hotel expenses, said fee and expenses to be paid by the association formed.

While we heartily indorse the Secretary's report in the main, your committee would recommend that the Executive Committee elect either the President or Secretary as a delegate to attend the State convention of other States, and that all expenses so incurred be audited by the Executive Committee.

All of which is respectfully submitted.

F. L. FULLER,
G. A. SAGE,
W. C. PIERCE,
Committee on Secretary's Report.

N. B. Blain moved that the report be adopted. R. W. Kane asked whether the compilation of delinquent lists referred to in the report included the local lists as well, and, when informed to the contrary, moved as an amendment that the local lists be included in the compilation. The amendment was voted down and the original motion adopted.

The Secretary then read the report of Chairman Barnes, of the Committee on Trade Interests, which was given in full in last week's paper. On motion of Mr. Blain, the report was accepted and adopted, and the writer tendered a rising vote of thanks.

W. E. Kelsey offered a resolution that the committee on Trade Interests be requested to look into the question of adulterated goods and ascertain whether such adulterations are injurious, with a view to reporting the facts ascertained to the committee on Legislation.

E. A. Stowe moved as a substitute the following resolution, which was adopted:

Resolved—That this convention put itself on record as unqualifiedly in favor of goods of standard purity and strength, full count, full weight and full measure, and that we, as business men, agree to practice what we preach, by refusing to handle any goods not up to the standard.

Park Mathewson, of Detroit, read a paper on the subject, "Can goods be successfully sold for ready pay?" which was accepted with thanks. The paper will appear in these columns later on.

An invitation was received from the Flint Mercantile Union, tendering the delegates to the convention a ride around the city at 1 o'clock Wednesday afternoon. The invitation was accepted with enthusiasm.

The meeting then adjourned sine die, and the Michigan Business Men's Association, as an unincorporated body, ceased to exist.

WEDNESDAY MORNING.

On assembling Wednesday morning, the meeting was called to order by Frank Wells, when Rev. H. S. White invoked the

divine blessing. Frank Hamilton was then made temporary Chairman, and E. A. Stowe was selected to act as Secretary pro tem.

On motion of Frank Wells, the President appointed a Committee on Constitution, as follows: W. E. Kelsey, J. F. Clapp, R. D. McNaughton. Chairman Kelsey was ready with his report, which was read and adopted by sections, some sections occasioning extended discussion. But few changes were made from the original draft, as previously published in these columns.

F. L. Fuller attempted to secure an amendment to the constitution providing for the appointment of a standing committee on Building and Loan Associations, but an amendment providing for a special committee on the same subject was adopted.

N. B. Blain moved that at future conventions of the Association all reports from local associations be put in writing and turned over to the State Secretary for publication in the proceedings. The motion was adopted.

Election of officers being next in order, N. B. Blain moved that the Secretary cast the unanimous ballot of the Association for Frank Hamilton for President, which was adopted. Paul P. Morgan was elected First Vice-President, and S. Lamfrom Second Vice-President.

The convention then adjourned until afternoon.

AFTERNOON SESSION.

From 1 to 3 o'clock p. m., the delegates were given a pleasant drive around the city, including a fine view of the Deaf and Dumb Institute and the residence portion of the city, and calls at the water works and woolen mill.

On returning to the place of meeting, J. P. O'Malley, in behalf of the Manistee Business Men's Association, asked the State body to hold its next convention in Manistee, promising that the delegates would not be allowed to pay hotel bills or other incidental expenses.

F. L. Fuller moved that the President cast the unanimous vote of the Association for E. A. Stowe for Secretary, which was adopted. L. W. Sprague was elected Treasurer by ballot, when the Executive Board was completed by the election of G. W. Hubbard, of Flint; Irving F. Clapp, of Allegan; and W. E. Kelsey, of Ionia.

Chairman Kelsey, of the Committee on Constitution, presented the draft of local constitution and by-laws, as frequently printed in these columns, which was adopted as presented.

W. E. Kelsey presented the following resolution, which was adopted:

Resolved—That it is the sense of the Michigan Business Men's Association that every member of every local organization belonging to said State Association should, in the case of all delinquents borne on said member's books, promptly and faithfully use all the authorized agencies of the State Association for the collection of delinquent accounts, especially the Blue Letter, the record furnished by the local secretary, and the letter designated Number 2, to be issued by the said local secretary; and that it is the sense of said State Association should, viz: Sault Ste. Marie, Marquette, Negaunee, Ishpeming, Houghton, Hancock, Calumet, and many others not necessary to mention here, all of which we are confident will be with us in this good work, if, as we said before, you will encourage them by meeting them half-way.

Again, gentlemen, if you draw a line across the State from Saginaw City directly westward to Lake Michigan, you will find that a majority of the local associations and a very large majority of the membership is north of that line, which should be another very substantial reason for holding your next annual meeting in our city.

Again, gentlemen, twice have you held your meetings in a western city, and the present meeting in a southern city, giving to Grand Rapids the head and shoulders, to the beautiful city of Flint the body—now do, please, let us have the tail.

Again we invite you to come. Bring your wives and best girls along, and rest assured that if you do come we will use you right. Combine pleasure with the business of our State Association. Aim to live well and be happy. If such you seek for, we have nothing to fear regarding your acceptance of our invitation. Allow me to say, in conclusion, gentlemen, that we have abundance of food in our little city—I board there.

L. W. Sprague moved that the next annual convention be held at Cheboygan, in time to be selected by the Executive Board, which was carried.

The convention then adjourned until evening.

men who so kindly placed their equipages and time at the service of members of the Association, thereby enabling them to observe something of the extensive manufacturing and business enterprises of this city; to Mayor Dayton, for his many acts of courtesy; to the fire department, for their creditable exhibition; to the Warren Cigar Band, for their delightful concert; to the Association, also; to the Mercantile Union, of Flint, for aiding us in bearing the expenses of this meeting, we are under obligations which we can express more eloquently by gastronomic feats at the banquet to which, through their munificence, we have been invited this evening, than by any words we can frame.

FRANK WELLS,
NEAL McMILLAN,
H. CHAMBERS,
Committee on Resolutions.

R. W. Kane moved that the expenses incurred by the President and Secretary during the past year be audited by the Executive Board, which was adopted.

H. B. Fargo invited the Association to hold its next annual meeting at Muskegon. H. Chambers invited the Association to hold its next meeting at Cheboygan, accompanying the verbal invitation with the following written address:

Mr. President and Gentlemen:

The Business Men's Association of Cheboygan, unanimously and cordially invite you to select for the place of meeting of our next annual convention the beautiful, enterprising, healthy and growing metropolis of the North.

In extending to you this invitation, we deem it our duty to give you some reasons for thinking that Cheboygan should be entitled to the honor of entertaining your honorable body at your next annual meeting. Our city, as you all know, is situated on the beautiful Straits of Mackinac, which have a world-renowned notoriety for being the most healthful summer resort in these United States, visited during the summer months by thousands of people from the Southern, Eastern and Western States.

We are sixteen miles only from the Island of Mackinac, sometimes called the Fairy Isle, which is justly noted for its natural curiosities, beautiful carriage drives, magnificent hotels, forts and fishing. This beautiful spot can be reached from our city nearly every hour of the day by water or railway. The transportation facilities to our city are second to none in our State.

From the western portion of the State we are reached by the G. R. & I. Railway, the Northern Michigan steamers and the Traverse City and Mackinac Island steamers; from the southern and central portion of the State, by the Mackinac Division of the Michigan Central Railway, the tri-weekly line of steamers from the Saginaw Valley to Cheboygan and Mackinac Island, and the magnificent palace side-wheel steamers City of Alpena and City of Mackinac, running from Detroit to Mackinac in thirty hours, stopping at Port Huron, Sand Beach, Oscoda, Alpena and Cheboygan. The fare from Detroit to Cheboygan and return is \$6, giving you at a trifling cost a ride on the beautiful lakes and rivers of Michigan.

From the Eastern portion of the State we have the Detroit, Mackinac & Marquette Railway and its branches; the Duluth, South Shore & Atlantic; the Sault Ste. Marie daily line of steamers, and the Manistee, St. Ignace and Cheboygan steamers.

And right here, gentlemen, allow me to suggest that if you expect to ever get our Upper Michigan business men interested in this organization, you must meet them half-way, at least. There are cities of considerable importance in Upper Michigan, viz: Sault Ste. Marie, Marquette, Negaunee, Ishpeming, Houghton, Hancock, Calumet, and many others not necessary to mention here, all of which we are confident will be with us in this good work, if, as we said before, you will encourage them by meeting them half-way.

Again, gentlemen, if you draw a line across the State from Saginaw City directly westward to Lake Michigan, you will find that a majority of the local associations and a very large majority of the membership is north of that line, which should be another very substantial reason for holding your next annual meeting in our city.

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L. W. Sprague moved that the next annual convention be held at Cheboygan, in time to be selected by the Executive Board, which was carried.

The convention then adjourned until evening.

EVENING SESSION.

The first thing taken up at the evening session was the report of the Committee on President's Address, which was presented by Chairman Blain, as follows:

Your committee, to whom was referred the President's address, after a very careful review of the same, find it a very difficult matter to add to or take from it, in any particular; but we would call your especial attention to the following points therein contained, as worthy of the most careful consideration:

The great necessity for the success of any organization is that we work and by no means known to this committee can the interests of the State and local bodies be more rapidly advanced than by subscribing liberally for our official organ, THE MICHIGAN TRADESMAN, and following out the principles therein contained.

The suggestion of holding annual picnics and social banquets is a good one and those bodies acting upon the same will find great good will come therefrom.

We must work and work together if we desire the success of our organization. The manner of every closing should be handled with discretion and tact in localities where it is practical, we would heartily recommend its adoption.

We deem it a matter of great importance that all local bodies should apply at once for a charter and connect themselves with the State Association, for it is well known by all that in union there is strength.

The recommendation relative to sending delegates to the conventions of other State

bodies should receive your hearty support, for by an interchange of ideas we are largely benefited.

While there are many other suggestions and recommendations worthy of our especial notice, we will not take this time to consider them, but would urge upon every member present that when you return to your respective homes you may ponder them well, and may our motto ever be "Excelsior." Our worthy President has well said "Michigan stands at the head in minerals, lumber, salt, and cereals," and may her Business Men's Association be second to none.

All of which is respectfully submitted.

N. B. BLAIN,
S. LAMFROM,
PAUL P. MORGAN,
Committee on President's Address.

The report was accepted and adopted.

Additional reports from local associations were received as follows:

Grand Rapids—Thos. Keating. Wayland—W. H. Schuh. Hastings—E. Y. Hogle. Grand Haven—Jacob De Spelder. Battle Creek—Geo. H. Rowell.

These reports were quite as favorable as those which preceded them.

Two telegrams were read by the President from S. C. Moffatt, of Traverse City, stating that illness would prevent his leaving home to attend the convention.

On motion of J. F. Moloney, H. Chambers, of Cheboygan, was selected to act as Local Secretary in making the local arrangements for the next convention.

The President announced the following standing committees:

Trade Interests—Smith Barnes, Traverse City; C. T. Bridgman, Flint; H. B. Fargo, Muskegon.

Legislation—Frank Wells, Lansing; W. E. Kelsey, Ionia; Neal McMillan, Rockford; Transportation—J. W. Milliken, Traverse City; Jno. P. Stanley, Battle Creek; Wm. Rebec, East Saginaw.

Insurance—N. B. Blain, Lowell; E. Y. Hogle, Hastings; O. M. Clement, Cheboygan.

Building and Loan Association—F. L. Fuller, Frankfort; S. E. Parkhill, Owosso; Will Emmert, Eaton Rapids.

W. B. Nicholson asked whether railroads should be held responsible for breakage and damage to goods while in transit.

L. N. Fisher stated that as station agent at Dorr for several years he had been able to get many claims audited for the merchants of that town and that since he had engaged in the mercantile business himself he had found no difficulty in getting all just claims audited.

L. W. Sprague said he had never experienced any difficulty in getting correct claims allowed.

N. B. Blain said he had found it better to refer the claims to the jobber from whom the goods were purchased, as the railway officials always treated the jobber with more consideration than they did the retailer.

In closing the labors of the convention, President Hamilton said he came to the convention determined to shift the responsibility to other shoulders, but the condition of the Association, now in a transition period, coupled with the expressed wishes of the delegates, had caused him to change his mind. He gave fair warning, however, that he would not accept a third term. He spoke of the benefits incorporation would bring to both State and local associations and implored the delegates to give the work increased effort and enthusiasm, that when the next convention opened the same degree of progress may be noted that has been made during the past year.

The Association then adjourned for a year, unless sooner called together by the Executive Board.

THE BANQUET.

Of the enjoyments attending the banquet, THE TRADESMAN regrets it is unable to speak in detail. It was prepared by the ladies of a church society and surpassed anything of the kind the Association has ever been treated to. It was given in Armory Hall, which was canvassed and decorated for the occasion, while the tables groined under beautiful flowers and delicious refreshments. The delegates and invited guests marched into the hall to the music of the Flint City Orchestra, and when all had been seated and Rev. H. M. Curtiss had invoked the divine blessing, Toastmaster Kelsey invited his friends to partake of the good things set before them, of which the following affords a conception:

MENU.

Boiled Sugar Cured Ham.
Roast Turkey, Celery Dressing.
Beef Tongue, Baked with Potatoes.
Spring Chicken. Spiced Veal.
Shrimp Salad. Chicken Salad.
Celery. Salmon Salad.
Cucumber Pickles.
Mixed Pickles.
Cocoanut Cake. Chocolate Layer Cake.
Baskets of Angel Food.
Orange Layer Cake. English Walnut Cake.
Almond Cake. White Mountain Cake.
Sponge Cake.
Vanilla Ice Cream. Chocolate Ice Cream.
Strawberry Ice Cream.
Strawberries. Pineapple Jelly. Lemon Jelly.
Pyramids of Fruit. Delaware Grapes.
Catawba Grapes.
Bananas. Peaches. Apples. Pears.
Oranges. Chocolate. Tea.

Your committee, to whom was referred the President's address, after a very careful review of the same, find it a very difficult matter to add to or take from it, in any particular; but we would call your especial attention to the following points therein contained, as worthy of the most careful consideration:

The great necessity for the success of any organization is that we work and by no means known to this committee can the interests of the State and local bodies be more rapidly advanced than by subscribing liberally for our official organ, THE MICHIGAN TRADESMAN, and following out the principles therein contained.

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We must work and work together if we desire the success of our organization. The manner of every closing should be handled with discretion and tact in localities where it is practical, we would heartily recommend its adoption.

We deem it a matter of great importance that all local bodies should apply at once for a charter and connect themselves with the State Association, for it is well known by all that in union there is strength.

The recommendation relative to sending delegates to the conventions of other State

programme, which THE TRADESMAN prefers to tell in the language of the Flint Journal, as follows:

The banquet was brought to a close with a pleasant surprise, which was a fitting conclusion to a most successful meeting, and embodied a deserved recognition of the work of two gentlemen to whom the Michigan Business Men's Association owes not a little of its high character and standing among the important organizations of the country. The surprise was the presentation of a handsome ebony gold-headed walking stick to President Frank Hamilton, and a beautiful silver service tea set to Secretary E. A. Stowe. The walking stick and tea set bore appropriate inscriptions, and were presented in behalf of the State Association by L. W. Sprague, of Greenville, and R. W. Kane, of Charlevoix, respectively. The recipients were taken completely by surprise, but managed to express their thanks for the honor paid them in fitting terms. This was brought to a happy close one of the most enjoyable and successful social gatherings ever held in this city.

NOTES BY THE WAY.

The Flint papers are entitled to much credit for the complete and generally correct manner in which they handled the convention. The local representatives of State papers did not do themselves or the subject justice.

One of the pleasant features of the convention was an unexpected serenade on Tuesday evening by the Warren Cigar Band of sixteen pieces. The boys acquitted themselves splendidly and were richly entitled to the many encomiums they received.

Robert M. Floyd was expected to the convention and was down to respond to "The Ladies" at the banquet. Being unable to come, he telegraphed as follows: "Greetings and congratulations. Deeply regret my inability to be with you. Though absent from your banquet I do not forget my toast, 'The Ladies, God bless them. They protect us in infancy, guide us in childhood, love us in manhood and comfort us in old age.'"

Toastmaster Kelsey again placed the Association under obligations to him for the thoroughly acceptable manner in which he presided at the banquet table.

Hardware.

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

ADGERS AND BITS.	
Ives', old style.....	60
N. H. C. Co.....	60
Backus.....	60
Pierces.....	60
Snell's.....	60
Cook's.....	60
Jennings, genuine.....	60
Jennings, imitation.....	50
BALANCES.	
Spring.....	40
Railroad.....	14 00
Garden.....	25 00
HAND.	
Hand.....	60
Cow.....	30
Gong.....	25
Door, Sargent.....	60
BOILERS.	
Stove.....	60
Carriage new list.....	70
Flow.....	60
Wrought Barrels.....	60
Cast Barrel Bolts.....	60
Cast Brass.....	60
Cast Sump Spring.....	60
Cast Chain.....	60
Wrought Barrel, brass knob.....	60
Wrought Sump Spring.....	60
Wrought Sunk Flush.....	60
Wrought Bronze and Plated Knob.....	60
Ives' Door.....	60
BRACES.	
Barber.....	60
Spoke.....	60
Am. Ball.....	60
BUCKETS.	
Well, plain.....	3 50
Well, swivel.....	4 00
BUTTS, CAST.	
Cast Loose Pin, Berlin bronze.....	70
Cast Loose Pin, genuine bronze.....	60
Wrought Narrow, bright joint.....	60
Wrought Loose Pin.....	60
Wrought Loose Pin, acorn.....	60
Wrought Loose Pin, japanned.....	60
Wrought Loose Pin, japanned, silver.....	60
TIPS.	
Wrought Table.....	60
Wrought Inside Blind.....	60
Wrought Outside Blind.....	60
Blind, Clark's.....	70
Blind, Parker's.....	75
Blind, Shepard's.....	70
CAPS.	
Elk's 1-10.....	per m \$ 65
Rick's C. F.....	60
Musket.....	60
CATRIGES.	
Rim Fire, U. M. C. Winchester new list.....	50
Rim Fire, United States.....	50
Central Fire.....	50
CHISELS.	
Socket Firmer.....	70
Socket Framing.....	70
Socket Corner.....	70
Socket Sicks.....	70

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

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

WEDNESDAY, SEPTEMBER 14, 1887.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN.

The speculative propensities of the Yankee nation cropped out in a great many peculiar and amusing ways among the boys in blue, during the Civil War, and many of the first ventures in trade of the prosperous and successful merchants of to-day were made during the brief intervals between marches, sieges and battles. The pay of the enlisted man was not excessive, but as a majority of the soldiers were young fellows who had never had an opportunity of indulging to any great extent in the spending of money, a natural consequence was that the funds disbursed by the paymaster were usually put into immediate and active circulation. At first the sutler was about the only party benefited by the recklessness of the volunteers, but gradually there sprang up in nearly every regiment self-appointed brokers in nearly every species of transportable merchandise for which a demand existed; and although it was in extremely exceptional cases that the dealer would assume the roll of a huckster or peddler, and notwithstanding his place of business had none of the external appearances of a mercantile institution, it was not uncommon for a blue-coated dealer to coin more dollars in a week than his brigade or division commander.

The acme of the showman's or hotel clerk's ambition is said to be the possession of a huge diamond pin, but the longing of the average soldier was for a mammoth silver watch. A pocket time-piece was an article which probably four-fifths of them had never possessed, but it would be safe to estimate that the survivors of the rebellion owned an average of half a dozen each, during their terms of service. Size more than quality usually determined the value of the property, and I hardly believe that the possessor of the largest watch in his regiment would have exchanged it for a pair of shoulder straps. And there were tidy little sums made in the sale of watches, the Dutchman's one per cent. being about the usual margin of profit. Speculators, as a rule, obtained their watches and other light commodities through the mails; and although every package was opened, to see that it contained nothing contraband, I never heard of the loss of an article, except from guerilla raids.

One of the most cheeky cases of speculation I ever witnessed was during the siege of Chattanooga in the fall of '63. The army at this time was on very limited rations, and everything eatable, except the coarsest and least palatable food, had entirely disappeared. The confederates, in evacuating the city, had removed or destroyed their entire commissary stores, except a few hundred bushels of dried apples, which were left in a basement covered with mould and swarming with worms. About the time when an almost irresistible craving for a change of diet took possession of the soldiers, a small syndicate of blue coats scoured this mass of filth, placed it in barrels in the sun, filled the barrels with river water, and in a day or two were passing out "Michigan Cider" at 10 cents a glass as rapidly as two men could dispense the stuff. Then, by some hook or crook, the vendors managed to obtain a quantity of flour, and the hideous mass remaining from the "cider" was pounded into a pumice, and, sans sugar, seasoning, or shortening, made into "Prime Apple Pies, for 50 Cents," and the scramble for these "pies" was simply terrific.

Apocryph of these pies, will the casual reader indulge the first person, singular, in a little reminiscence—nothing particularly instructive or amusing or historical, but one illustrating how under certain circumstances, the brain acknowledges allegiance to the stomach. Yes! Well, one dismal, rainy afternoon the writer was slowly perambulating down the main street of Chattanooga in the faint hope of discovering something that would slightly vary the dietary programme of the previous two weeks. He had in his stomach a single—and rather limited—course of antiquated "hard tack," with a desert of parched corn, but as this bill of fare had been unvaried for a great many days, there was an indescribable "aching void" about his anatomy that probably every old soldier has possessed at various periods of his service.

Finding that I have, inadvertently, strayed from the first to the third person, I will return. As I was disconsolately carrying the "aching void" above mentioned down the muddy street, I noticed an excited throng of soldiers pressing to the front of a recently vacant building, and on that building was placarded the announcement of the pie sale. I immediately became possessed with an insane desire for indulging in pie. Now, if I had been ignorant of the vile composition of these articles, there would be no particular cause for this narration, but I wasn't; I knew their "true inwardness," but appetite

overcome reason. After a long and vain attempt to get in at the front, I climbed over fences and waded through mud holes to the back door and bribed the cook to furnish me with a couple of the "luxuries." They were put on my bare hand, fresh from the oven, and before I had got a rod from the building I was prompted to give a yell of pain and deposit them in the slush of the back yard, and out of that slush I carefully fished out and devoured the last fragment.

In a certain regiment of Michigan troops that saw active service in the Western Department was a soldier named Carter, who, while faithful and diligent and precise while on duty, had almost a Hebrew tendency for the barter and sale of goods. In the course of time he received various promotions until, finally, he put on a lieutenant's shoulder straps, but, perhaps unfortunately for himself, he could never succeed in overcoming his propensity for "dickering" with the boys.

Now, in civil life and under our republican instructions an individual can plough his field or operate his mill or measure off calico and still be regarded as "a gentleman," but in military circles no man is "a gentleman" until he becomes a commissioned officer; and when his patent is issued he is expected to leave the vulgar pursuits of life to those who are not entitled to walk on the "military quarter deck." Hence, when it became known that Carter was occasionally indulging in his old pastime, a tidal wave of indignation swept over the "field and staff" of the regiment, and a committee was informally constituted to wait on the offender. Perhaps if the delegates had approached the subject in a courteous and conciliatory manner Carter would have promised reformation, but it was a matter of regimental comment that his reply to the committee was more characterized by profanity than politeness. One morning, shortly after this little episode, Carter received an order to appear at division headquarters. In a very brief time he made his salute to the General.

"So, young man," remarked the dignitary, "it seems you've got at loggerheads with your brother officers over some d—d peddling scheme, but why it's worse for a one horse lieutenant to peddle than it is for your cussed fraud of a sutler, I don't pretend to judge! But, by Gad, it won't do sir! The esprit de corps mustn't be disturbed by a d—d petty huckster, by Gad, sir! Capt. S—, detail this lieutenant, one sergeant, and fifteen privates of his regiment to report immediately at the Black River stockade, to relieve the officer in command! And now, sir, you hold that stockade until you're relieved!"

The Black River stockade was one of the most dreary places for military duty in the department. It guarded a bridge over a deep and sluggish stream, and with the exception of two or three trains which usually passed in the night was practically removed from contact with the outside world.

The days passed by slowly and monotonously, and every resource for dispelling ennui was at last exhausted, until one gloomy, drizzly afternoon, while Carter was meditating on the relative merits of suicide and desertion, a large body of confederate cavalry suddenly appeared before the enclosure and demanded its immediate surrender. The stockade was built merely for a protection against musketry, and Carter saw with alarm that the new-comers had several pieces of light artillery with them. He determined, however, on resistance and opened a telling fire on the enemy. Carter's defense of the stockade probably never went into history, but it was one of the most heroic deeds of the war. Knowing that the object of the confederates was the burning of the bridge, he posted his best marksman on the side that commanded it, and for a long time defeated every attempt to apply the torch. Shell after shell crashed through the timbers, and man after man fell before the shower of iron and splintered wood. Two hours passed by; fifteen out of the seventeen defenders of the enclosure were dead or seriously wounded, and Carter and one soldier continued to fight fifteen hundred men; and then a shell exploded in the crumbled roof and hurled a heavy log upon the two combatants, and both were knocked insensible.

When Carter regained consciousness it was night, but numerous candles lighted the interior of the splintered stockade, and a couple of surgeons were busily engaged in attending to the wounded. Camp fires burned in all directions, and they were surrounded by union soldiers. The wounded man's anxious inquiries elicited the information that the firing had called out a body of troops headed by Gen. S— in person and that they had arrived in time to save the bridge. The General shortly entered, and, finding Carter sensible, he grasped his hand warmly and exclaimed:

"God bless you, young man! You've got the right stuff in you, after all! Go back to your regiment and recruit up, and I'll see that you're captain in less than a month; and if any d—d snod, sir, objects to your infernal propensity for dickering, sir, by Gad, sir, refer him to me!"

J. H. MYERS

Manufacturer of Harness and Collars at Wholesale and Retail, 73 Canal street, Grand Rapids, has the finest line to select from in the city. Give him a call. None but experienced workmen employed.

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The Great Health Food.

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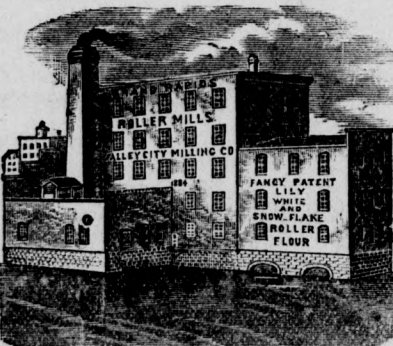
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For the Field or Garden.

If you want to buy

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

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EQUAL TO THE BEST MADE.

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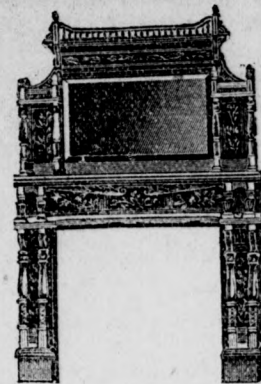
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SPECIAL ATTENTION GIVEN TO FILLING ORDERS.

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Jennings & Smith,

PROPRIETORS

ARCTIC MANUFACTURING COMPANY.

MANUFACTURERS

Jennings' Flavoring Extracts,

Arctic Baking Powder, etc.

WILL REMOVE

ABOUT

AUGUST 15th.

TO THE

GIBSON BUILDING, 38 AND 40 LOUIS ST.

C. AINSWORTH,

JOBBER IN

WOOL

CLOVER, TIMOTHY SEED and BEANS.

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

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

Drugs & Medicines

State Board of Pharmacy.
Six Years—Jacob Jacobson, Muskegon.
Two Years—James Vernon, Detroit.
Three Years—Ottmar Eberbach, Ann Arbor.
Four Years—Geo. McDonald, Kalamazoo.
Five Years—Stanley E. Parkell, Owasco.
President—Geo. McDonald.
Secretary—Jacob Jacobson.
Treasurer—James Vernon.
Next Meeting—At Lansing, November 1 and 2.

Michigan State Pharmaceutical Ass'n.
President—Arthur H. Barrett, 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. Parkell, Owasco.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—Geo. Gundrum, Frank Ingels, A. H. Lyman, John E. Peck, E. T. Webb, A. H. Lyman, John E. Peck, E. T. Webb.
Local Secretary—James Vernon, Detroit.
Next Meeting—At Detroit, October.

Grand Rapids Pharmaceutical Society.
ORGANIZED OCTOBER 9, 1884.

President—Geo. G. Skeetee.
Vice-President—E. Lecher.
Secretary—Frank H. Escott.
Treasurer—Henry B. Fairchild.
Board of Censors—President, Vice-President and Secretary.
Board of Trustees—The President, John E. Peck, M. B. Kinn, Wm. H. VanLewen and O. H. Richmond.
Committee on Trade Matters—John E. Peck, H. B. Fairchild and Hugo Thum.
Committee on Legislation—R. A. McWilliams, Theo. Kemink and W. R. Tibbe.
Committee on Pharmacy—W. L. White, A. C. Bauer and Isaac Watts.
Regular Meetings—First Thursday evening in each month.
Annual Meeting—First Thursday evening in November.
Next Meeting—Thursday evening, October 6, at this business office.

Detroit Pharmaceutical Society.
ORGANIZED OCTOBER, 1883.

President—Frank Ingels.
First Vice-President—F. W. R. Perry.
Second Vice-President—J. J. Crowley.
Secretary and Treasurer—F. R. Rohrer.
Assistant Secretary and Treasurer—A. B. Lee.
Annual Meeting—First Wednesday in June.
Regular Meetings—First Wednesday in each month.

Central Michigan Druggists' Association.
President, J. W. Dunlop; Secretary, R. M. Mussel.

Berrien County Pharmaceutical Society.
President, H. M. Dean; Secretary, Henry Kephart.

Clinton County Druggists' Association.
President, A. O. Hunt; Secretary, A. S. Wallace.

Charlevoix County Pharmaceutical Society.
President, H. W. Willard; Secretary, Geo. W. Crouter.

Ionia County Pharmaceutical Society.
President, W. R. Cutler; Secretary, Geo. Gundrum.

Jackson County Pharmaceutical Ass'n.
President, R. F. Latimer; Secretary, F. A. King.

Kalamazoo Pharmaceutical Association.
President, D. O. Roberts; Secretary, D. McDonald.

Mason County Pharmaceutical Society.
President, F. 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.
President, E. C. Bond; Secretary, Geo. L. LeFevre.

Newaygo County Pharmaceutical Society.
President, J. F. A. Ralder; 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.

Shiawassee County Pharmaceutical Society.
President, E. A. Ballard; Secretary, C. E. Stoddard.

Tuscola County Pharmaceutical Society.
President, E. A. Ballard; Secretary, C. E. Stoddard.

Manistee County Pharmaceutical Society.
President, W. H. Willard; Secretary, A. H. Lyman.

Can Goods be Successfully Sold for Ready Pay?

Mr. President and Gentlemen of the Michigan Business Men's Association:

It is a pleasant privilege that enables me to offer my thanks for the invitation to meet with you this evening. I much fear, however, that your patience will be where Gen. Grant was on a certain occasion. Soon after the closing scenes of the great war, he visited New York city for the first time. As a matter of course he was much lionized, as few civilians at that time had seen the renowned General, and all were anxious to do so. Riding through Central Park on that day, I met a friend who was afflicted with the infirmity of stammering. As he approached, I saw that he was preparing to make a noble effort to deliver himself of a burden. Pulling up his horse, he, after much twisting and turning, finally got started: "I wanted to tell you that Gen. Grant was at the Casino beyond the lake, but I have been so long in saying it that he will probably be gone now." My friend's intentions toward me were of the best, but the General was gone, sure enough, and so it is likely to be with your patience while I am wrestling with my infirmities; for when a man of my years once starts to tell the story of a life's experience, you may well see danger ahead. Yet I feel that you will prefer to have me give you so much of actual experience as limited time will allow rather than opinions, as mine would not be authority to govern you.

I have long held a decided bias in favor of selling goods for ready pay, and you will agree with me that I came to have this bias most naturally and logically, when I mention that my early home was among the hills of Northern Pennsylvania (the free-soil "Wilkes-Barre" district), where the *Weekly Tribune* was rated as gospel. And truly that gospel did there much abound. Leaving my home for New York at the age of 21, I carried with me a large stock of admiration for the *Tribune* and its editor. And thus it was that when, during the first year of my residence there, I met what was to me the great pleasure of meeting Mr. Greeley on terms of free and un-uncensored friendship, I learned from him how positive and earnest were his ideas on the subject we are to consider. He showed this belief in his convictions by starting the great newspaper, which was to be his proud monument, on the basis of subscriptions paid in advance, and no advertisements taken except prepaid, when all others were selling papers and taking advertisements on long credits. It took high courage to make these terms; he made them, however, and success followed, as you all know, where so many failed by the other plan.

Thus it came to me most naturally to give attention to this matter, and the more I looked at it, the more I became impressed that it was the better way. When I had been brought face to face with the panic of 1857, had seen strong old firms of many years' growth go down before a wild panic of a few days, never to rise again, and had felt the great hazards of the credit business myself to the extent of losing the earnings of the best eight years of my life, I was all the more ready to sail for the rest of my life under the "Ready Pay" flag. And so I came to test this plan. Leaving the wholesale business, I established several stores at different

points, keeping general assorted stocks, as was then the custom. Each was started in a small way, but for ready pay only. Each grew as the demand was created for that way of dealing. In none of those places had a similar experiment ever been tried. Of five stores this started, one was a moderate success, while four were largely and thoroughly successful, becoming the leading stores in their several locations; and before I retired from that business, the local partners of two of them were bank presidents—who have not so far had occasion to visit Canada for the benefit of their health.

Asking your pardon for so much personal history, I will leave all that now for my long cherished friend, "The Village Blacksmith." This is a true story, with all rights reserved. Many years ago, before the Erie Railway was built, I was traveling with a sleigh, and one cold, blustering day, arrived at Olean, N. Y., then a small, thin village. This was before oil and lumber had developed and made it the rich and populous place it now is. Traveling through the village, not far from its only hotel I saw over the door of a blacksmith shop this strange device: "A Freeman." Under this was added, "I work for pay." I halted in front of that sign and pondered on the name and the legend. A few years since I visited that old town once more, and found it wonderfully changed. The evidences of prosperity and wealth were abundant in fine business blocks, banks, and especially noticeable were the new residences, among the finest of which was pointed out to me that of A. Freeman, Esq. The "I work for pay" blacksmith evidently had worked for pay with good results. He will ever stand in my memory as worthy of the picture thus drawn by Longfellow:

Under a spreading chestnut tree
The village smithy stands;
The smith, a mighty man he,
With large and sinewy hands;
And the muscles of his brawny arms
Are strong as iron bands.

His hair is crisp and black and long,
His face is like the tan;
His brow is wet with honest sweat,
He earns what he can,
And looks the whole world in the face,
For he owes not any man.

Thanks, thanks to thee, my worthy friend,
For the lesson thou hast taught.
Thus at the flaming forge of life
Our fortunes must be wrought;
Thus on our sounding anvil shaped
Each burning deed and thought.

I have it in my mind to tell you another story—this time about the son of a village blacksmith, who has achieved phenomenal success by the "pay-as-you-go" plan. This success by the smithy added to his father's teachings a practical knowledge of machinery and of chemistry. Thus equipped, he went to New York at the age of 27 years, with about \$1,000, each dollar of which represented at least one full day's labor at the forge or in the machine-shop. With this capital B. T. Babbitt made his commencement as a manufacturer. The materials were bought with this money. When ready for sale, they were offered and sold for money, and the same operation repeated from that day until this. Fifty years have brought to him a well-earned jubilee year, and each of these years has brought an added growth. Higher and wider has the little old building grown and expanded, until now that small plant of \$1,000 stands represented by a manufacturing establishment that of its kind is second to none in value in the world. It is equipped with every known labor-saving invention, including last, but not least, a smoke-consumer that is a perfect success, making life worth living to the surrounding population. And, by the way, it is sincerely hoped that this much-needed invention may take its way westward. During this half-century, panics, stringent money-markets, stock battles, short crops, a vast war, and inflated currency have come and gone, leaving many wrecks; but here is a business that has always been serenely buoyant and prosperous through these varied storms. It was built upon the solid rock of "Pay as you go" and "Ready pay at all times and places."

It is so entirely safe to expand a business if no debts are incurred beyond the cash on hand to meet them. Think of the time thus saved, not to speak of the anxiety avoided, in a business extending through fifty years of a life-time. Think of the satisfaction of all this while being able to pay at sight any day every dollar you may owe. There are health and long life in it, as well as good spirits. Mr. Babbitt is a man conspicuous for his robust health. A stranger would need to be told that he was nearing his eightieth birthday, if he were seen this morning stepping into his factory as usual, with the same prompt attention to the various details that claim his time, which many a young man of 30 fails to bestow on his.

There is another phase of this ready-pay plan that deserves a thought as regards large employers—here is a business that employs nearly 1,000 men, boys and girls, and there has not one strike or lock-out occurred there in all this time. The punctual manner in which their labor has been paid for is to be credited with much of this pleasing result; and another factor is that families have grown up and into the business, two or three generations having followed each other until a pride has been developed in them—it has become their business, in part.

Another point deserves notice in these days of estrangement between employer and employee; when it appears that the distance separating them is widening in many ways. Here is an employer, who, instead of looking over and after bad accounts and dead ducks, is daily reviewing the details of the work done, with his ear near to the griefs and joys of the employed, approachable by them and near to them. This interest has brought and will continue to bring good results; and it is not to be doubted that, where there more employers occupying the same relations to their helpers, the labor situation would be greatly altered, and the peaceable adjustment of present differences would be more encouragingly near.

Now, having seen that the examples cited have been successful, it may still be said, "Oh, yes, ready-pay will do for those, but not for this or that." You will have observed that the cases mentioned were of varied businesses, and such are subject to as sharp competition as any others. What was most essential in each was the courage to start on that line. Why do not success come to those who try to sell for pay? My principal answer to this question is that but few start with sincere and well-defined convictions. To insure success the dealer should be so fully assured of its merits that he will be able to convince his customers that the plan is as much for their welfare as his own. This can best be proved by a fair trial, which should be shown in better purchases, in better assortments, but most of all in the *qualities of goods*, for in almost all articles there are good, better, and best. In the long run these are the items that

will count most for success. The attempt to show large differences in prices between "credit" and "pay" is often done at the expense of quality. I believe that any careful comparison of the successful and unsuccessful traders will show that the former have relied on the quality of their goods, with a well-regulated system of giving good service, rather than in advertising or crying, "Cheap, Cheap!" Standard goods with best methods of business will attract and retain the really valuable customers of every community, while the one caught by the cry of "Cheap" stays with you until he hears a louder voice in another direction. The trade worthy of your best efforts should consist of those who are willing to live and let live, and who are willing to pay a reasonable profit on what they buy. The community that does not contain a fair number of this class of customers is an exception, and the dealer thus located is an object of pity.

The hour will not permit me to enlarge upon methods or make further comparisons. In closing, I will but repeat that it takes courage; yet it will be generally admitted, I think, that the man best fulfills his destiny who tries to leave the world better for his having lived in it.

"Not enjoyment and not sorrow
Is our destined end or way,
But to act, that each to-morrow
Finds us further than to-day."

The Drug Market.

Quinine continues dull and depressed. Foreign is quoted a trifle lower in 100 ounce tins. Opium is about steady at last week's quotation, but a somewhat firmer feeling now prevails. Cube berries are firm at the advance. Cattle bone has again advanced and is tending higher. The recent advance in chamomile flowers is well maintained. Oil spearmint has declined. Gum shellac is advancing.

Michigan Drug Exchange.
375 South Union St., Grand Rapids.

Standard Petit Ledger.

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

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

FOR SALE—Stock of about \$1,300 in town of 6,000 inhabitants in Kansas. Can be bought on very reasonable terms.

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

FOR SALE—Stock of about \$1,500 in town of 800 inhabitants. No other drug store in place.

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

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

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

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

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

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

Michigan Drug Exchange,
357 South Union St., Grand Rapids.

EDWIN FALLAS,
PROPRIETOR OF

VALLEY CITY COLD STORAGE,
JOBBER OF

Butter, Eggs, Lemons, Oranges.
And Packer of

SOLID BRAND OYSTERS.

Facilities for canning and jobbing oysters are unsurpassed. Mail orders filled promptly at lowest market prices. Correspondence solicited. A liberal discount to the jobbing trade.

217, 219 Livingston St.,
Grand Rapids.

Grandpa's Wonder Soap

THE BEST SELLING GOODS ON THE MARKET.

MANUFACTURED BY

Beaver & Co., Dayton, Ohio.

SOLD BY

A. S. MUSSELMAN & CO.,
Grand Rapids, Mich.

WESTER & FOX,
Manufacturers' Agents for

Saw and Grist Mill

MACHINERY

Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.

Price and are very

Desirable.

Hazeltine

& Perkins

Drug Co.,
Grand Rapids, Mich.

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, 46 and 48 So. Division St.,
Grand Rapids, Mich.

HAZELTINE & PERKINS DRUG CO.,

WHOLESALE

Druggists!

HOLIDAY TRADE

PERFUMES

Match Safes five styles

Christmas Cards ten styles

Fancy Plush Boxes

Hand Lamps two sizes

Night Lamps

Embossed Boxes

Vases four styles

Slippers two sizes

Bisque Figures

Watches

Tumblers

Pitchers

Boots

Jugs

Sachet Bags

In Silk and Satin.

All These Goods are Low in

Price and are very

Desirable.

Hazeltine

& Perkins

Drug Co.,
Grand Rapids, Mich.

WHOLESALE PRICE CURRENT.

Advanced—Cattle bone.
Declined—Quinine, German, oil spearmint.

ACIDUM.

Aceticum, German..... 82 10
Benzolium, German..... 45 50
Carbolicum, Nitro, 3 F..... 30 25
Citricum..... 18 12
Hydrochloric..... 36 12
Myricum..... 10 12
Oxalicum..... 11 13
Salicylicum..... 1 55 12
Tannicum..... 4 50
Tartaricum..... 50 53

AMMONIA.

Aqua, 16 deg..... 3 10
18 deg..... 4 10
Carbolicum..... 10 12
Chloridum..... 12 14

BACCAR.

Cubebae (po. 1 30)..... 1 40 10
Juniperus..... 6 20
Xanthoxylum..... 25 30

BALSAMUM.

Copaiba..... 45 50
Peru..... 50 55
Terabin, Canada..... 50 55
Tolutan..... 40 45

CORTICA.

Abies, Canadian..... 18
Cassia..... 11
Cinchona Flava..... 18
Cinchona P. & W..... 15
Eucalyptus atropurp..... 20
Myrica Cerifera..... 12
Prunus Virginica..... 12
Quillaria, grd..... 12
Sassafras..... 12
Ulmus..... 12
Ulmus (po. Ground 12)..... 10

EXTRACTUM.

Glycerizha Glaberrima..... 24 25
Haematox, 15 lb boxes..... 8 10
" 15 lb boxes..... 8 10
" 15 lb boxes..... 8 10
" 15 lb boxes..... 8 10

FERRUM.

Carbonate Precip..... 15
Citrate and Quinia..... 35 50
Citrate Soluble..... 10
Ferrocyanidum Sol..... 10
Sulphate, com'l, (bbl. 35)..... 14 25
" pure..... 7

FLORA.

Arnica..... 12 14
Anthemis..... 45 50
Matricaria..... 30 35

FOLIA.

Barosma..... 10 12
Cassia Acutifolia, Tinnivelly..... 35 50
Cassia officialis, 45 and 45..... 10 12
Ura Ursi..... 8 10

GUMMI.

Acacia, 1st picked..... 31 00
" 2nd..... 30 00
" 3rd..... 29 00
" Sifted sorts..... 29 00
Aloe, Barb, (po. 80)..... 15 00
" Cape, (po. 20)..... 15 00
" Socotrina, (po. 80)..... 15 00
Ammoniac..... 25 30
Assafoetida, (po. 30)..... 15 00
Benzoina, S. N. Y. Q. & C. Co..... 30 35
Catechu, 15, 14, 14, 14..... 15 00
Gamboge, po..... 15 00
Guaiacum, (po. 45)..... 15 00
Mastic..... 15 00
Myrrh, (po. 45)..... 15 00
Shellac, (po. 6)..... 15 00
" bleached..... 15 00
Tragacanth..... 15 00

HERBA In ounce packages.

Absinthium..... 25
Eupatorium..... 25
Galeosoma..... 25
Majorum..... 25
Mentha Piperita..... 25
" Vir..... 25
Rue..... 25
Tanacetum, V..... 25
Thymus, V..... 25

MAGNESA.

Calcined, Pat..... 55 60
Carbonate, Pat..... 25 30
Carbonate, K. & M..... 25 30
Carbonate, Jennie..... 35 40

OLEUM.

Absinthium..... 4 50 50
Amygdalae, Dulc..... 45 50
Amygdalae, Amr..... 2 30 30
Anisi..... 2 30 30
Aurant Cortex..... 2 30 30
Bergamoti..... 2 30 30
Caryophylli..... 2 30 30
Cedari..... 2 30 30
Chenopodii..... 2 30 30
Cinnamomi..... 2 30 30
Citronella..... 2 30 30
Coriandri..... 2 30 30
Copaiba..... 2 30 30
Cubebae..... 11 00 12 00
Eucalypti..... 2 30 30
Eugenia..... 2 30 30
Gaultheria..... 2 30 30
Geranium..... 2 30 30
Gossypii..... 2 30 30
Hedera..... 2 30 30
Juniperi..... 2 30 30
Lavandula..... 2 30 30
Limonis..... 2 30 30
Lini, gal..... 2 30 30
Mentha Verid..... 4 00 4 50
Morruae, gal..... 2 30 30
Myrica..... 1 00 2 75
Pice Liquida, (gal. 35)..... 10 12
Ricini..... 1 42 14 00
Rosmarini..... 2 30 30
Rosa..... 2 30 30
Succini..... 40 45
Sutina..... 3 50 7 00
Sassafras..... 5 50 60
Sassafras..... 5 50 60
Sinapis, ess..... 2 30 30
Thymi..... 2 30 30
Thymus..... 2 30 30
Theobromae..... 15 20

POTASSIUM.

Bichromate..... 12 15
Bromide..... 42 45
Chlorate, Glidors..... 2 30 30
Iodide..... 2 30 30
Prussiate..... 2 30 30

RADIX.

Aithae..... 25 30
Anchusa..... 15 20
Arum, po..... 25 30
Calamus..... 10 12
Gentiana, (po. 15)..... 10 12
Glycyrrhiza, (pv. 15)..... 10 12
Hydrastis Canadensis, (po. 35)..... 15 20
Licchore, Alba, po..... 15 20
Inula, po..... 15 20
Ipeacae, po..... 15 20
Jalapa, pr..... 15 20
Marrubia, 45..... 15 20
Podophyllum, po..... 15 20
Rhei..... 15 20
" cut..... 15 20
" pv..... 15 20
Spigelia..... 15 20
Sanguinaria, (po. 25)..... 15 20
Serpentaria..... 15 20
Senega..... 15 20
Smilax, Officinalis, H..... 15 20
Scilla, (po. 35)..... 15 20
Symplocarpus, Fostidum, po..... 15 20
Valeriana, English, (po. 30)..... 15 20
" German..... 15 20

SEMIN.

Anisum, (po. 20)..... 10 12
Asium (travcoleum)..... 10 12
Bird, Is..... 4 6
Carui, (po. 15)..... 12 15
" Gray..... 1 00 12 15
Coriandrum..... 10 12
Cannabis Sativa..... 4 6
Cydonium..... 10 12
Chenopodium..... 10 12
Dipterix Odorata..... 1 55 15
Foeniculum..... 6 15
Foeniculum, po..... 6 15
Lini..... 34 60
Lini, grd, (bbl. 3)..... 34 60
Phalaris Canariensis..... 25 30
Rapa..... 6 15
Sinapis, Alba..... 8 10
" Nigra..... 11 12

SPURTES.

Frumentum, W. D. & Co..... 2 00 2 50
Frumentum, D. F. R..... 1 50 2 50
Frumentum, O. T..... 1 50 2 50
Juniperis Co..... 1 50 2 50
Sacharum N. E..... 1 50 2 50
Spt. Vini, Galia..... 1 50 2 50
Vini Oporto..... 1 50 2 50
Vini Alba..... 1 50 2 50

WHOLESALE PRICE CURRENT.

Advanced—Cattle bone.
Declined—Quinine, German, oil spearmint.

ACIDUM.

Aceticum, German..... 82 10
Benzolium, German..... 45 50
Carbolicum, Nitro, 3 F..... 30 25
Citricum..... 18 12
Hydrochlor

The Michigan Tradesman.

'Tis Better Not to Know.
The hand of mercy lights the past
But hides the future ill;
It tempers every stormy blast,
And bids us onward still.
Whatever cloud may darkly rise
Or storm may wildly blow,
Whatever path before us lies,
'Tis better not to know.
Our friends may falter, one by one
And leave us to our fate,
If but the staff we lean upon
May still support our weight—
Unconquered by a dream of ill,
Unburdened as we go,
The storm may break beyond, but still,
'Tis better not to know.
If faith in human constancy
Be but a dream at best;
If falsehood lurk where love should be,
Yet in that dream I'm blessed:
If warning of a coming wrong
Cannot avert the blow;
If knowledge fail to make me strong—
'Tis better not to know.
And if within my brother's heart
A buried hatred lies,
If friendship be an acted part,
His smile a cold disguise—
The knowledge would each blessing dim
And not a boon bestow.
Ah! leave me still my trust in him,
'Tis better not to know.

A Little of the Law of Partnership.

When a partnership is formed for a definite period it is dissolved by the expiration of that period.

The death or insanity of any partner operates as a dissolution.

The conviction of a partner on a criminal charge, and sentence to imprisonment for life dissolves the partnership.

If one partner becomes individually insolvent, and makes an individual assignment for the benefit of his private creditors, the partnership is thereby dissolved.

Each partner is expected to give a reasonable amount of his time and attention to the business of the firm. In case of his refusal or neglect to do so, the other partner or partners may ask for a dissolution and then re-organize without him.

Between the partners themselves the provisions of the articles are binding, and are the measure of the rights of each member of the firm. But they are not binding upon third persons who have dealings with the firm, unless the articles are shown to them, or they are aware in some way of their tenor.

Partners are trustees for each other as among themselves, while they are agents of each other as to third persons. As trustees, therefore, everything they do must inure to the benefit of the firm. No partner can take advantage of his position as partner to obtain any private gain for himself.

The test of a partnership is a community of interest, an agreement to share both profits and losses, and a right to a voice in the direction of the affairs of the firm.

As a rule, no partner can sue his copartner on any matter connected with firm affairs, as long as the partnership continues. He can, however, sue for any private or distinct debt.

Each partner is a general agent, with broad powers to act for and bind the firm.

Each partner has the power to buy and sell goods, and to assign any or all of the property of the firm.

Each partner can borrow money, and give promissory notes of the firm as security for the loan. He can compromise or release debts due the firm without the knowledge or consent of the other members. He may pay any debts due from the firm in full, even if it takes all the assets of the partnership.

The authority of a partner is confined to the general scope and custom of the business. While he may sign notes or checks and accept bills of exchange, this must be commercial paper in the ordinary course of the business of the firm. He cannot bind the firm by a note in favor of a private or individual creditor in payment of a private debt, without the consent of the other partners.

Nor can one partner issue accommodation paper; that is, sign the note of another firm or individual, as surety or indorser, in the firm name, so as to bind the other partners, without their knowledge and consent. In such a case, the partner signing would be personally liable, but not the firm.

One partner cannot alone execute and bind the firm by any instrument under seal, except the release of a debt. All the partners must execute deeds and mortgages of the partnership property, powers of attorney, etc., in order to make them valid.

The partnership creditors are entitled to be paid their debts in full out of the assets or property of the partnership before the individual creditors of any one partner can claim anything.

The Longest Street Railway.

The longest street railway in the world will be that with which it is proposed to connect a number of towns near Buenos Ayres, South America, and which will have a total length of 200 miles. The road will also be exceptional in that sleeping-cars will be run upon it for the comfort of the passengers. Horses will be employed as a motive power instead of steam, because horses are cheap, fuel is dear, and the people are slow. The price of two tons of coal will buy a horse with its harness. The sleeping-cars, and all the other equipments of the line, are being supplied by a Philadelphia company, and these cars "are stated to be curiosities." They are four in number, 18 feet in length, and are furnished with four berths each, which are made to roll up when not in use. The cars are furnished with lavatories, water-coolers, linen-presses and other conveniences, and are finished throughout with mahogany. The other rolling-stock comprises four double-decked open cars, twenty platform cars, twenty gondola cars, six refrigerator cars, four poultry cars furnished with coops, eight cattle cars, two derrick cars for lifting heavy material, and 200 box cars.

Combination of Strawboard Manufacturers.

Two years ago there was formed in Akron, Ohio, the Union Strawboard Company of the United States. In it were included manufacturers representing 95 per cent. of the strawboard made in the country. The product of the twenty-five factories represented was sold to the syndicate, and by it disposed of. The directors of the syndicate had power to shut down all the factories for periods of ten or twenty days. In spite of these restrictions upon production there was a constantly increasing surplus. So it was finally decided to propose to some eight or ten of the companies represented to sell out their plants. The mills selected are the least favorably situated in the matters of water transportation and the purchase of straw. Prices are agreed upon, aggregating for the eight mills purchased \$600,000. The factories remaining in operation are those which had the best natural advantages for making strawboard, which were best equipped, and which were best situated for buying straw and for making their product.

Merchants' Stationery.

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

500 Business cards Good Stock \$9.00.
Note heads Extra Stock \$10.00.
Envelopes
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Anything else in the line of Commercial Printing Executed Promptly and at a Reasonable Price.

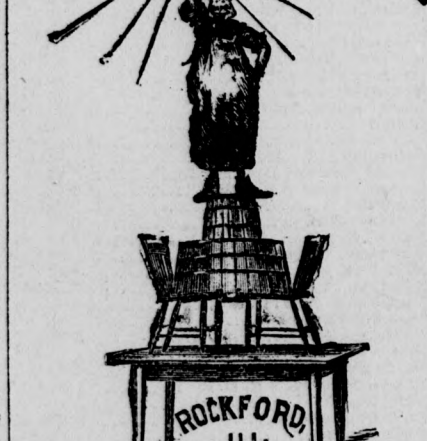
Remember that a Merchant is judged largely by the appearance of his stationery.

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

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WONDERFUL SOAP.



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

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

FULL DIRECTIONS ON THE WRAPPER.

THE BEST LABOR-SAVING SOAP MADE

A Vegetable Oil Soap. Contains No Rosin.

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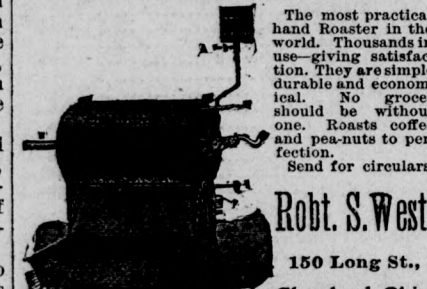
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MAGIC COFFEE ROASTER



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

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