

# The Michigan Tradesman.

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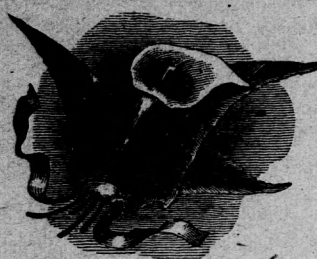
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**Absolute Baking Powder.**



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**All Kinds of Extracts**  
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**Field Seeds**

AT JOBBER PRICES.

Drop Card for Price List.

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Telephone 807.

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They Please Everybody.

**BEST FAMILY,**  
**HEADLIGHT and**  
**LITTLE DAISY**

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Anyone in want of a first-class Fire or Burglar Proof Safe of the Cincinnati Safe and Lock Co. manufacture will find it to his advantage to write or call on us. We have light expenses, and are able to sell lower than any other house representing first-class work. Second-hand safes always on hand.

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**ALSIKE,**  
**ALFALFA.**

We carry a complete stock of garden seeds and

**GARDEN IMPLEMENTS.**

A box of garden seeds containing 200 So. papers delivered to you for \$4.

Send for price list of garden seeds.

**Alfred J. Brown, Seedsman,**  
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**Wagon and Sleigh Co.**

MANUFACTURERS OF

**Spring, Freight, Express,**  
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**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.

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**Watch Maker**

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Everything Pertaining to the Farm,  
Orchard and Dairy.

OUR SPECIALTIES:

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**Cheese,**  
**Onions,**  
**Potatoes,**  
**Foreign Fruits,**  
**Domestic Fruits.**

Liberal advances made on consignments. We have ample cold storage for the protection of consignments sent us in unseasonable weather.

Crates will be furnished merchants wishing to ship us eggs, either on consignment or direct purchase.

71 CANAL STREET,

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**And Shoe Store Supplies.**  
**SHOE BRUSHES,**  
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**SHOE POLISH,**  
**SHOE LACES.**

Heelers, Cork Soles, Button Hooks, Dressings, etc. Write for Catalogue.

118 Canal Street, Grand Rapids.

## 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.

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## ARDENTER

**MUSTARD**

**BEST IN THE WORLD.**

## GENUINE K. of L. CIGARS.

The product of Organized, Working Cigar-makers. Established Sept. 1, 1886, on the Co-operative plan by members of L. A. 6374, K. of L. Smokers and Friends of Labor, Attention! If you are opposed to filthy, tenement-house factories, the servile labor of coolies, the contracts for convict labor, give our Cigars a trial.

If you are in favor of shorter hours of labor, the Saturday half-holiday, and last, but not least, the payment of higher and living wages in solid cash, give our Cigars a trial and accord them your most liberal patronage. The yellow K. of L. label on every box. One hundred thousand sold within three months in the city of Detroit alone. Warranted to be strictly five and ten cent goods. For further particulars, terms, prices, references, etc., address W. E. KRUM & CO., Wernersville, Berks Co., Pennsylvania.

## POTATOES.

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

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

Reference: FELSANTHAL, GROSS & MILLER, Bankers, Chicago.

## 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,**  
117 South Water St., CHICAGO.

## PRODUCE!

We should be pleased to open correspondence with anyone having APPLES, POTATOES, ONIONS, BEANS, DRIED FRUITS and other Country Produce to offer. CAR LOTS A SPECIALTY. Consignments will receive our best attention. We are willing at all times to make liberal advances when drafts are drawn with bill lading attached. Goods sold on arrival or held as per request of shipper.

**S. T. FISH & Co.,**

Commission Merchants,

189 So. Water St., Chicago, Ill.

Reference—First National Bank, or any Wholesale Grocer here.

## JACOB BROWN & CO.,

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**Furnishing Goods and Notions.**

Manufactures of

**Lumbermen's Supplies a Specialty.**

WE CARRY A FULL LINE OF ALASKA SOCKS AND MITTENS.

193 and 195 Jefferson Ave., Cor. Bates St.

DETROIT. MICH.

## W. H. BEACH,

Dealer in

**GRAIN,**  
**SEEDS,**  
**BALED HAY,**  
**MILL FEED,**  
and **PRODUCE.**

In Car Lots.

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Grand Rapids, Mich.

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GEO. C. PERCE, Vice President.

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State agents for Celoid Collars and Cuffs.

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GEO. F. OWEN, Grand Rapids;

Western Michigan Salesman.

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A limited amount of money to loan on real estate security.

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## COAL and WOOD.

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The Only Reliable Compressed Yeast. Made by a Majority of the Grocers and Bakers of Michigan. Send for samples and prices. L. WINTERITZ, State Agent, Grand Rapids.

## 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.

## SEEDS

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

**Grand Rapids Seed Store,**  
71 CANAL Street.

## WHIPS

Address: GRAND RAPIDS, MICH.

## THAT FASCINATING GERMAN.

Written for THE TRADESMAN.

"If it is Adolph who is so rapidly depleting my income surreptitiously, it will show me that, as a judge of human nature by outward appearances, I am a failure. I shall put detectives on the scent and have him thoroughly shadowed. If he is the guilty one, a few days will suffice in which to trap him."

"Well, John, of course you will act as you think best; but will you grant me a favor in connection with the matter?" and John Clay's young wife looked pleadingly in her husband's eyes.

"Why, yes, my dear, 'even to the half of my kingdom.'"

"I know," resumed his wife, "that it looks very bad for Adolph, and his connection with the robberies seems fully assured. But," and here she hesitated and cast her eyes nervously upon the face of her husband. "I cannot believe that he is the thief, and I want you to give me a month to prove that he is not. Promise me that you will do nothing about the matter until one month from to-night."

John Clay gave the desired promise and left the room.

The conversation above recorded was brought about by a series of robberies which had occurred in the dry goods house of John Clay & Co., located at 95 Austin avenue, Gainsport, Mich. The names and addresses here given are not the true ones, but will suffice for the proper understanding of the events narrated. Owing to the prominence of the parties mentioned and the fact that they still reside and do business in the same place makes it advisable to suppress their true personality.

The young man spoken of, Adolph Aronson, was a handsome, fascinating young German, well-educated and stylish, who had been in the employ of Clay & Co. about a year. He had come well recommended, and his services as a salesman were such as to make him most valuable in the dry goods trade. With his accomplishments as a linguist, being master of French, German and English, his polished manners and a certain distinguished air, the young ladies of the city were exceedingly impressed thereby and, through this magnetic personality, he managed to sell more goods than any two clerks in the store. Adolph was a very stylish dresser, and his appearance upon the street was always the signal for a craning of all the feminine necks that chanced to be in his neighborhood, the fair possessors thereof who had the honor of this young Adon's acquaintance deeming it a great distinction if he chanced to glance in their direction and raise his glossy silk tie in gallant salute. Indeed, such was the furore created by this young gentleman's fascinations, it was currently rumored that all the single ladies and half the married ones were desperately in love with him.

Now, our young friend Adolph, although an attendant of the largest church in the city and a liberal contributor to all funds devoted to the advancement of Christianity, had latterly developed a taste for fast horses and some of his various rivals whispered that his losses on certain 2:16 nags were sufficient to swamp a millionaire and wondered where he obtained the cash necessary to gratify this rather immoral whim.

For about three months previous to the opening of this story, various articles and sums of money had been disappearing from the store of John Clay & Co., amounting, in the aggregate, to a large sum. Close watch had failed to discover the pilferer, and no one in the store was suspected until, through accident, Mr. Clay saw a familiar figure, late at night, emerge from the door of a well-known gambling house and, as the man passed under the glare of an electric light, he was revealed as the stylish Adolph, but his air of superiority was gone, his face haggard and white, while the usually faultless dress was sadly disarranged.

This apparition put a new idea into the rather slow mind of John Clay, with the result of the conversation between himself and Mrs. Clay.

Almost any other man than John Clay would have had his suspicions immediately aroused by the singularity of the request made by his wife and the air of embarrassment accompanying her words; but Clay was one of those men who, being honest and truthful themselves, never suspect others of treachery until it is forced upon them. He had married Myrtle Kaner because he loved her and she had told him that his affection was reciprocated by herself, although he was her senior by some ten years. A doubt of her love and faith had never entered his head, and he who had been bold enough to hint such a thing would, undoubtedly, have repented his words most sincerely, for John would have spared neither verbal nor muscular reproof.

Mrs. Clay had never shown any liking for or interest in her husband's German clerk, albeit, when a guest, as had been the case quite frequently, she had always treated him with courtesy and even cordiality. But soon after the episode mentioned, Mrs. Clay had shown a decided preference for the young man's society. On any and every possible occasion, Mrs. Clay would have a

few guests to dinner, and the blond hair and blue eyes of Adolph were almost invariably to be found in Mrs. Clay's immediate vicinity.

On one of these social gatherings, about a week before the end of the month of grace Mrs. Clay had asked in Adolph's behalf, the lady in question had invited a larger number of guests than usual. An elegant repast was served in the dining-room, while the seductive strains of an orchestra enticed those so inclined to the waltz. The grounds and shrubbery were resplendent with colored lights, and the scene was one of joyous festivity throughout.

But the gayety and brightness of the brilliant scene seemed to have a depressing effect upon the lovely hostess. Instead of smiles and laughter, her mobile face bore the impress of deep anxiety and, strive as she did to mask her feelings and appear animated and genial, still a shadow of the surging thoughts within, like the deepening tints of a silver-tipped cloud presaging a storm, lurked in her eyes.

While the dancing and fun were at the highest pitch, Mrs. Clay stole, unobserved, away from her guests. As she passed her own room, she glanced fearfully around as if eager to be unseen and, entering the chamber, bent over her sleeping babe and kissed its rose-tinted cheek passionately again and again. Two or three times did she turn away as if to go to the sleeping innocence of the child's face drew her back.

Finally, she snatched a dark cloak from a chair, muttered, "I must go for his sake!" and silently left the room. Passing swiftly through a side door, Mrs. Clay hurried through the more brilliantly lighted part of the grounds, ever and anon casting quick, nervous glances over her shoulder as she hastened along. As she neared a summer house situated in the rear of the grounds and totally unlighted, Mrs. Clay paused a moment and seemed about to turn from her resolve whatever it was. But, regaining her courage, she entered the cottage and a man advanced eagerly to meet her.

"At last I may call you mine!" said a deep, musical voice, and Adolph Aronson's arms were outstretched to embrace the woman who had thus apparently sacrificed everything for the gratification of a guilty passion. "Stop! You must keep your distance as you promised until I give you permission. I must not be compromised here! Is everything in readiness?" she continued, as the young man receded in disappointment.

"Yes. The carriage stands just below the rear entrance."

"Have you engaged the girl and her brother to go with us, as I asked you?" "Yes; everything is as you wished. I would much have preferred to take an extra carriage for them; but, since you objected so strongly, I have them safely stowed away on the front seat. The girl, you say, is nearly a fool and her brother is both deaf and dumb, so they will hardly disturb us, and their presence will also serve to allay suspicion. Will you be ready promptly at two?"

"I will be ready!" And a shudder passed over the slight frame of the woman as, perhaps, she contemplated the horror of the thing she was about to do—home, husband, baby, all to be sacrificed, left in sorrow and disgraced. "I must return now," she continued; "they will miss me and I must not be discovered. Good-by until two!" And with these words Mrs. Clay left the summer house and took her way swiftly back to her guests.

Fortunately, her absence had not been noticed, and she took her place among the guests outwardly calm, but her frightened eyes and flushed face betrayed her agitation. Her husband, in his blind, blundering way, apparently misunderstood her feelings. "Go and rest a little while, my dear," he said, tenderly. "The bustle and confusion have been too much for you. The guests will not notice your absence, and when they begin to leave I will call you."

But, with the responsibility of what she was about to undertake upon her mind, rest was out of the question for Myrtle Clay, and she was one of the gayest in all the joyous throng until the hour of departure.

The clock in the hall had chimed out the hour of twelve as the last carriage rolled away from the residence of John Clay.

As Mrs. Clay kissed her husband and retired to her own room, one would never have imagined that a woman could appear to have so much love for a man and yet leave him. Until she reached the door, her eyes rested lovingly upon his face, and she coquettishly blew him a kiss from the tips of her fingers as she vanished.

Two hours later, a nocturnal ramble might have seen a dark-robed figure gliding silently through the shrubbery toward the rear entrance to John Clay's handsome grounds. A carriage stood by the gate, and the lady was helped quickly into it by a young man who might have been recognized as Adolph Aronson, the handsome German. On the front seat of the carriage were the silent figures of a man and woman—evidently servants. As soon as they had taken seats, the driver cracked his whip and the carriage rolled rapidly away.

"Did you bring any of your wardrobe?"

asked the young man, breaking the silence for the first time.

"No. You said you could supply everything, and I could not bring what my husband has given me!"

"It doesn't matter. I have enough for you. We must stop at my rooms and get my trunks, however, and the sight of them will bring joy to your eyes. Since you promised to go with me, I have bought the handsomest silks and other goods I could find that you might not regret the step taken by you in leaving riches for poverty."

As they reached the young man's rooms, which were located in a fashionable flat, Adolph gave the driver and the servants inside some instructions and then escorted Mrs. Clay into the house.

"I want you to see what I have got for you, and then, you know, you have promised me a kiss when we are first alone."

As he spoke, he threw open two large trunks, and began displaying their contents to her admiring eyes. Truly, the German had taste. Silks, velvets, brocades, laces, embroideries—everything contained in a fashionable leading dry goods store in the most magnificent styles and lavish profusion was spread before Mrs. Clay's wondering gaze. If an Eastern bazaar had been depleted of its shimmering riches, their splendor would have paled before the costly beauty of these fabrics.

"Look at this!" said Adolph, after she had gazed her fill upon the trunks. A small satchel stood upon a little table, filled to overflowing with bank notes. The valises must have contained four or five thousand dollars in bills of various denominations.

"You can see by all this how much I love you," said Adolph, as he nervously fingered tie notes. "For these have I risked my liberty that I might gain you! Now, let me embrace you but once, and then we must go! The train is due in half an hour!" "Stay! just one moment!" said Mrs. Clay. There was a strange light in her eyes and she tapped her foot nervously upon the carpet. "Tell me how you gained possession of all this wealth, and then you may have the kiss! It is only woman's curiosity, but you will forgive even that in one you love!" As she spoke, the lady glanced nervously over her shoulder; the portiere between Adolph's bedroom and sitting room shook slightly, as if from a gust of wind, which appeared to reassure her.

"You promise me," said the blonde German, and his eyes looked searching into hers as he spoke, "that you will love me no less if I tell you?"

"I promise." "Well, then, these articles which you see here I took from my husband's store and the money was made partly by gambling but principally by returning less amounts for sales made than they really were. Yes, I have stolen for your sake! Now, give me my reward!" and he advanced eagerly, his arms outstretched to claim it. "Here it is!" The curtains parted, and the supposed mute stepped forward, a cocked revolver in one hand and a pair of handcuffs in the other. Close behind the detective, for such he was, followed—John Clay and, what was mystifying, he did not appear so much horrified as a man would naturally be on discovering such apparent infidelity in his wife. "You are my prisoner, sir," continued the man, who held the revolver steadily pointed at the former's head. Adolph made a move, as if to draw a weapon, but the



**The Michigan Tradesman.**  
Official Organ of Michigan Business Men's Association.  
A WEEKLY JOURNAL DEVOTED TO THE  
**Retail Trade of the Wolverine State.**  
E. A. STOWE & BRO., Proprietors.  
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piration, unless so ordered by the subscriber.  
Entered at the Grand Rapids Post Office.  
E. A. STOWE, Editor.

WEDNESDAY, APRIL 18, 1888.

**BEWARE OF HIM.**  
The Charlotte Republican contains the following reference to an institution which no Michigan merchant should have anything to do with, unless he is prepared to pay the penalty:

M. S. Davidson, of Jackson, representing the Commercial Detective Collecting Agency, of Chicago, was in the city yesterday, endeavoring to work up a boom for his institution. He will return next week to secure subscribers to the agency. Mr. Davidson represents the company whose dunning envelopes are inscribed with the words "Bad Debts" in great glaring inch and a half letters across their face.

There are three good reasons why business men should beware of the so-called "Bad Debt" collecting agencies:

First, the use of such a scheme renders every one connected with it liable to indictment for blackmail under the laws of Michigan.

Second, there is a bill before Congress, which will undoubtedly become a law, making the use of such a scheme a felony, punishable by severe penalties.

Third, no business man who lays any claim to dignity and respectability will resort to such a scheme to secure the collection of his poor accounts. Such a plan favors more of savagery than civilization and is patronized only by the vicious and ignorant.

The arraignment of the New York Mercantile Association, published on the last page of this issue, should be the means of arousing that organization from the lethargy into which it has lapsed of late years. No longer the representative of progressive men, the Exchange has become a by-word and jest throughout the West, and the sooner it reforms its methods, puts at the helm live men, and retires the fossilized specimens of humanity which have lately held all progress in abeyance, the better it will be for all concerned.

The senior partner of a certain New York jobbing house sends THE TRADESMAN frequent letters, criticising editorial utterances made in these columns. Such attempts to influence the policy of this paper have about as much effect as water on a duck's back. THE TRADESMAN is edited in the interest of Michigan retailers—not conducted to suit the whims of New York jobbers.

The agitation of the subject of short-count pickles, begun in THE TRADESMAN about a month ago, is beginning to bear fruit. A local packer announces that hereafter no short-count goods will go out of his establishment and a Benton Harbor house agrees to make good any shortages found in its guaranteed goods. Surely agitation is the handmaid of reform.

Manistee business men show commendable energy and public spiritedness in inaugurating a furniture manufacturing establishment with a paid-in capital of \$40,000. Such action on the part of moneyed men indicates an abiding faith in the permanence of the place which presages a successful future for the Shingle City.

The citation of facts published in another column under the head of "Is Bonus Money Illegal?" is particularly pertinent at this time, when so many Michigan municipalities are voting subsidies of this character. The position of THE TRADESMAN on this subject is too well known to necessitate repetition.

The so-called National Pure Food Association has existed about three months and acquired the enormous membership of forty! The dear people evidently do not take kindly to the Thurber-Royal brand of pure food.

**Bank Notes.**  
The new Farmers and Merchants' Bank of Benton Harbor has begun business in a commodious and well-equipped building, the equipment of which cost about \$4,000.  
The organization of the new Bank of Saginaw at Saginaw City is the outgrowth of a little difficulty in the management of the Citizens' National Bank of that city, it is said, and a disposition on the part of some of the stockholders in the old bank to let one of the other owners run the bank if he wants to.

Howell, Baker & Co.'s commercial bank at Adrian is said to be on the point of organizing a savings department with a capital of \$50,000. The only savings bank at present in the city has made a remarkable success, paying something like 15 per cent. upon the real value of the stock.

**AMONG THE TRADE.**  
**GRAND RAPIDS GOSSIP.**  
J. E. Cheney & Co. will open a boot and shoe store at 319 South Division street next Saturday.  
J. W. Hayward succeeds Mrs. Nellie Prindle in the drug business at 17 West Bridge street.  
Wm. Reid is fitting up his store on Waterloo street for the reception of his wholesale glass business.

Ralph J. White, of the grocery firm of E. M. White & Co., 89 Canal street, died early last week, of pneumonia.

Haven & Solheim have engaged in the grocery business at Muskegon. Olney, Shields & Co. furnished the stock.

R. B. Gooding & Son have engaged in the grocery business at Lisbon. Cody, Ball, Barnhart & Co. furnished the stock.

Edward Duffy has opened a cigar, confectionery and tobacco store at 443 Turner street. Bulkley, Lemon & Hoops furnished the stock.

J. L. Purchase has engaged in general trade at Bauer. Amos S. Musselman & Co. furnished the groceries and P. Steketee & Co. the dry goods.

J. R. Rutherford has engaged in the cigar, tobacco and confectionery business on South Front street. Cody, Ball, Barnhart & Co. furnished the stock.

Joseph Miller has sold his flour and feed business at 44 West Bridge street to Joseph Kruse. The business will be under the management of Frank Kruse.

THE TRADESMAN regrets to announce the failure of the paper house of Curtiss & Dunton, which has played no inconsiderable part in the development of the jobbing trade of this market.

Geo. Meyerling has engaged in general trade at Vriesland. Voigt, Herpolsheimer & Co. furnished the dry goods, Olney, Shields & Co. the groceries and Rindge, Bertsch & Co. the boots and shoes.

Arthur Lowell has sold his grocery stock and fixtures at 699 Broadway and leased his store building to John Nelson, Jr., late of Brighton. Mr. Nelson will continue the business on a larger scale than before.

Having taken the management of the Michigan Paper Co., at Plainwell, and concluded to carry on nothing but carload business, Jas. E. Botsford will relinquish the store now occupied by the Auburn Paper Co., at 29 Ionia street, and conduct the business from an office instead.

Nelson Morris & Co., the extensive Chicago meat handlers, have leased a portion of the ground floor of the double store occupied by the Grand Rapids Packing & Provision Co., on Ottawa street, and have begun the construction of a refrigerator, 21 x 57 feet in dimensions, which they will occupy as a depot for fresh meats, particularly beef. The business here will be under the personal management of McCrath Bros., formerly known to the local trade as string butchers.

It begins to look as though Grand Rapids would not suffer for want of fresh meat the coming season. With the Steele Packing & Provision Co. already in the field; with Swift and Company ready to begin operations through its local depot about May 1; with Nelson Morris & Co. at work on a refrigerator and with Armour & Co. looking around for a suitable location for such an establishment, the fact that fresh meat will be sold at low margins in this market is not based on mere conjecture.

**AROUND THE STATE.**  
Hanover—Jas. Avery, meat dealer, has been burned out.

North Muskegon—Harvey Whipple has opened a jewelry store.

Elsie—Cobb & Warner succeed C. R. Bailey in general trade.

Millington—R. V. Bray succeeds Geo. B. Forrester in general trade.

Kalamazoo—Williams Bros. succeed Wm. Tink in the grocery business.

Sheridan—Fred. Messenger succeeds J. W. Prestel in general trade.

Griswold—F. E. Cornell succeeds Cornell & Griswold in general trade.

Rockford—M. H. Pasco has purchased the drug stock of C. W. Ives.

North Muskegon—Nicholas Ryan has opened a model meat market.

Pere Cheney—Hastings Bros. succeed Stewart Hutt in general trade.

Palo—E. B. Sunderlin has moved his general stock to North Muskegon.

Homer—B. F. Woodbury succeeds A. M. Hopkins in the drug business.

Jackson—John J. Tuomey has bought Tuomey Bros. dry goods stock.

Ann Arbor—Walter Toop, baker and confectioner, has been burned out.

East Saginaw—A. E. Kynast, of the drug firm of R. Bruske & Co., is dead.

Constantine—J. R. Hudson succeeds Ernest & Hudson in the grocery business.

Manelona—F. J. Freeman succeeds Chas. Bechtel & Co. in the furniture business.

Durand—J. P. Gerardy succeeds Cook & Gerardy in the drug and boot and shoe business.

Ann Arbor—C. H. Cady, grocer, has been burned out to the extent of \$4,000. Partly insured.

Iron River—Lewis Bros. succeed S. & M. J. Perelstein in the dry goods and clothing business.

Muskegon—Israel H. Goldman succeeds Houseman, Donnelly & Jones in the clothing business.

Nashville—John Webber & Son succeed S. Webber & Son in the agricultural implement business.

Sand Lake—L. K. Ware succeeds his father, S. L. Ware, in the sawmill business and in general trade.

Harbor Springs—C. W. Caskey has closed out his grocery stock and will devote all his attention to his boat business.

Pentwater—W. A. Smith is now engaged in the meat business in the building formerly occupied by W. J. Haughey.

Petoskey—Jas. Buckley and Lewis Fassel have purchased the A. J. Dayton drug stock and will continue the business.

Benton Harbor—Russell & Hall's grocery store was recently relieved of about \$100 worth of choice goods by midnight marauders.

Ann Arbor—Sheehan & Co., dealers in books and stationery, have been burned out. Loss is estimated at \$15,000. Partly insured.

Charlotte—Marple, French & Co. have removed their wholesale confectionery establishment to Lansing, where they are located at 116 and 118 Allegan street.

Ann Arbor—John Koch and Wm. Henne have formed a copartnership under the style of Koch & Henne to succeed to the furniture business formerly carried on by Koch & Haller.

Cedar Springs—John Beucus, late of Minneapolis, has purchased an interest in the hardware business of his brother, Thomas Beucus. The new firm will be known as Beucus Bros.

Blanchard—Willis J. Mills, formerly traveling salesman for Glover & Allen, of Detroit, has purchased the Peter Beyer drug stock and will continue the business. Mr. Mills is a practical pharmacist, having founded a pestle for about twelve years.

**STRAY FACTS.**  
Hudson—R. N. Johnson has started a coal yard.

Cadillac—Wm. Crippen, machinist, is dead.

Hudson—D. H. Patterson has opened a lumber yard.

Charlotte—N. E. Honsberger has opened a merchant tailoring establishment.

Howell—Edward Manne succeeds Farrell & Manne in the blacksmith business.

**MANUFACTURING MATTERS.**  
Ovid—T. J. Husted has moved his foundry to Shepherd.

Adrian—The Gilliland Manufacturing Co. is making some mahogany boxes for Edison's phonographs.

Saugatuck—The Saugatuck Basket Co. is building a warehouse, 125 x 30 feet in size, two stories high, and covered by an iron roof.

Litchfield—McGowan & Gardner have started a factory for the manufacture of fire-proof evaporators, bleachers and supplies for the same.

Mason—The stockholders of the Michigan knitting factory have unanimously voted to have the concern go into liquidation, and therefore it will liquidate.

Owosso—The Owosso Canning Co. has broken ground for the erection of three new buildings, expecting to be ready to begin operations in the early fall.

**Purely Personal.**  
Willis J. Mills, the Blanchard druggist, was in town Monday.

Smith Osterhout and family have returned from Pasadena, Cal.

Mrs. C. C. Bunting has gone East for a couple of months' visit with friends.

Henry Sisson, the Central Lake merchant, was in town a couple of days last week.

L. D. Webster, the Reed City grocer and brick manufacturer, was in town Monday.

Geo. W. Crawford, Manager of the Crescent Furniture and Manufacturing Co., of Big Rapids, was in town last week.

V. Roussin, the Ludington druggist, was in town a couple of days last week, pushing the sale of his proprietary remedies.

John E. Kenning & Co. will vacate their present quarters on Louis street about May 1 and take up their abode on Canal street.

Geo. W. Bevins, formerly engaged in general trade at Tustin, has removed to Spring Lake. He is undecided as to future operations.

N. B. Blain, the Lowell dry goods dealer, was in town Saturday on his way to Chicago, where he will spend a week among the wholesale dry goods houses.

Jas. E. Botsford, of the Auburn Paper Co., returned from a week's visit to Chicago on Monday and returned to the Wicked City again the same evening.

H. J. Bartlett, formerly designer for a leading Chicago furniture establishment, has taken the position of designer for the Grand Rapids School Furniture Co.

J. A. Long, formerly of the firm of Schrock & Long, general dealers at Clarks ville, is in town for a few days, seeking employment in a wholesale or retail establishment.

Wm. Jarvis, formerly with Thomas & Jarvis, has been appointed of falling and

Co., vacated by the resignation of Miss Lucy Long.

Frank Hamilton, President of the M. B. M. A., was in town last Thursday on his way to Chicago to attend the funeral of his brother-in-law, who was a son of Capt. Rosman, of the Menominee.

T. L. Bunting, Manager of the Hamburg Canning Co., of Hamburg, N. Y., was in town a couple of days last week; the guest of his brother, C. C. Bunting. He placed orders with local jobbers for 300 dozen cases of his goods.

John Koch, of the Ann Arbor furniture house of Koch & Henne, spent two or three days at this market last week, selecting goods for the spring trade. He was the guest of his brother-in-law, Adolph G. Krause, of the hide and leather house of Hirth & Krause.

Dr. Chas. S. Hazeltine and wife returned from Washington Saturday night. They were handsomely entertained by Postmaster General Dickinson and family, including a complimentary dinner participated in, among others, by Senator Palmer and wife, Judge Knott and wife, Mrs. Vilas and Wm. E. Quimby.

Mr. Goff, Manager of the hardware house of Hawks Bros. & Goff, at Manelona, was town for a few hours on Saturday, the guest of A. D. Baker. Mr. Goff is one of the pioneers of the Upper Peninsula, having settled in the Calumet & Hecla region in 1853, entitling him to honorable recognition among the "Old 49ers."

Miss Lucy Long, for seven years cashier for Ira C. Hatch, but for the past two years billing and corresponding clerk for E. G. Studley & Co., has resigned that position to become the life partner of Wm. Mahon, formerly engaged in the crockery and notion business at Manistee, but who is about re-engaging in the same business at Milwaukee. The ceremony will occur in about two weeks, pending which Miss Long is visiting friends at Erie, Pa.

**Distinctive Titles for Drug Stores.**  
J. C. Falk in the Druggist.

The foreign and old-fashioned style of naming drug stores after various representatives of the animal kingdom, as the "Lion," the "Eagle," has no other basis for recognition than that of habit, as there is certainly no connection between such animals and a modern pharmacy. We might as well call our stores the "Cat," the "Hen," the "Whale," for thus, at least, there would be some relation between the name and some of the pharmaceutical products dispensed under its cover. It would surely be more suggestive and appropriate to have the model of a cow rampant on a mortar in front of a drug store of to-day than to have a representation of the exotic and, to the pharmacist, wholly useless lion placed in the same honorable position.

Just see what a valuable aid the cow is to us: during life she gives us *lact*, *saccharum lactis*, *acidum lactis*. After she has spent her life in furnishing these articles, she becomes a martyr to pharmacy in order to provide us with *extractum carnis*, *fel bovis*, *pepsinum*, *pancreatum*, *gelatina*, *oleum bubulum*, and lastly, *carbo animalis*. As you have shown, the utensils characteristic of our profession could be very properly taken. For instance, "The Mortar and Pestle Pharmacy," would look and sound well. A picture of the Goddess of Justice, with eyes uncovered, a pair of prescription scales in her hand and the words, "The Balance," underneath, could be used on the outside of a pharmacy with strikingly good effect. Then, there is the distinguishing implement of the druggist, the spatula, that could be used in name and figure as a means to inform the public of the nature of the establishment. There is no limit to the variety of names and their respective advantages. I would like to see some one deviate from some of the antique names still occasionally seen and adopt a distinctive and suggestive title for his store.

**MISCELLANEOUS.**  
The following will be inserted under this head for one cent a word the first insertion and one-half cent a word for each subsequent insertion. No advertisement taken for less than 50 cents. Advance payment.

**FOR SALE—THE DRESS OF TYPE NOW USED ON THE TRADESMAN**—400 pounds of brevier and 200 pounds of nonpareil. A good bargain will be given purchaser.

**FOR SALE—GENERAL STOCK IN GRAND LOCATION.** Reason, want to sell. Address 122, this office. 238-1f

**FOR SALE OR RENT—GOOD MEAT MARKET IN** town of 1,000 inhabitants, in good farming locality. Will sell cheap to right party, or would exchange for real estate or city property. Address 119, this office. 237-240

**FOR SALE—ON ACCOUNT OF THE DEATH OF THE** proprietor, I offer for sale a small stock of drugs and medicines, glass labeled bottles, black walnut front drawers; fire proof safe; jewelry; books; soda fountain, etc. All or any part will be sold at a big discount for cash. W. E. Mandig, Administrator, Sherwood, Mich. 237-240

**FOR RENT—NEW BRICK STORE ON OTTAWA** street, suitable for tin or hardware business. Apply to room 1, Glenhaven Place. 237-240

**FOR SALE—GENERAL STOCK MERCHANDISE IN** good town and good trade. Inquire of J. C. 84th, Detroit, Mich. 240

**FOR SALE AT A BARGAIN. A STOCK OF GENERAL** merchandise in an iron furnace town in this State. Furnace company pays out in cash \$8,000 per month. Stock will invoice about \$6,000. Can be reduced to \$2,500 or \$3,000 in 60 days. Sales per month \$1,500. Pay sure. Best of reasons for selling. These means business address No. 112 this office. 234-1f

**FOR SALE—WHOLE OR PART INTEREST IN A FIRST-** class meat market in a thriving town of 1,000 inhabitants, with two railroads. Average sales \$20 per day. Good reasons for selling. Address H. care Tradesman. 219-1f

**FOR SALE—AT A BARGAIN. A CLEAN STOCK OF** hardware, tin and mill supplies. Address Wayne Choate, Agent, East Saginaw. 210-1f

**FOR SALE—THE BEST DRUG STORE IN THE THRIV-** ing city of Muskegon. Terms easy. C. L. Brudage, Muskegon, Mich. 185-1f

**FOR SALE—A CLEAN STOCK OF DRUGS, FIXTURES,** etc., complete, on good line of railway, about 35 miles from Grand Rapids. No cash sales. \$20 per day. Good reasons for selling. Poor health and other business may only reasons for selling. No. 119 care Tradesman office. 237-240

**WANTED—A GOOD LOCATION FOR GENERAL** store. Address 120, this office. 233-1f

**WANTED—SITUATION IN WHOLESALE OR RETAIL** trade by a man of three years' experience in retail trade. Best city reference. Can speak German and English. Address J. A. Long, 140 E. Willow street, Grand Rapids, Mich. 234-1f

**WANTED—SITUATION AS CLERK IN GENERAL OR** grocery store. Had two years' experience. Can talk German. References given if wanted. Address Box 12, N. Y. 231-1f

**WANTED—BY A YOUNG MAN, 20 YEARS OLD, SITU-** ation to learn the drug business; wages no objection. Best city reference. Address E. W. T. Lock box No. 4, Colon, Mich. 231-1f

**WANTED—SITUATION AS CLERK IN A DRY GOODS** store or boot or shoe store. Can furnish good recommendations. Address box 105, Vermontville, Mich. 231-1f

**WANTED—A RELIABLE PERSON TO TAKE THE** agency in their town for one of the best paying business opportunities in the world. Address box 105, Vermontville, Mich. 231-1f

**FOR SALE—ONE 140 POUND MOSLER, RAN-** man & Co fire-proof safe; one set \$200 Buffalo B. safe; one set \$100 Buffalo B. safe; a quantity of miscellaneous hardware. Will be sold separately or all together. Call on or address R. H. Hoeselting, Grand St. Monroe St., Grand Rapids, Mich. 235-1f

**FOR SALE—FRUIT FARM OF 74 ACRES, LOCATED** in Spring Lake. Ten minutes walk from post office. Pleasant place. Nice buildings. Will sell on long time or exchange for stock of any kind of merchandise. Place is valued at \$3,000, will take \$2,000 for it. Address R. A. Howes, North Muskegon, Mich. 235-1f

**AGENTS WANTED EVERYWHERE. THREE NEW** articles just out. Big money. Exclusive territory. Indorse stamp for particulars. Samples of all three 5 cents. Address Swinburn & Co. Manufacturers, LaCrosse, Wis. 249

**GOOD OPENING—FOR A GROCERY, BAKERY, OR** general store. Live manufacturing town of 2,500. Only two groceries and one general stock. Parties looking for a location, please address Robert Anderson, North Muskegon, Mich. 239

**WANTED PARTNER—A VERY GOOD CHANCE FOR** a man with some capital to become partner in a well-established clothing-store in a small, thriving city in Michigan. Please state how much can be invested and address to this paper under letters A. H. Understanding of the business is not a necessity. Would like a party who understands the Holland language. 238-1f

**WANTED—REGISTERED PHARMACIST WHO CAN** furnish first-class references and is not afraid to work in other parts of the store. Moderate salary. Address 122, this office. 238-1f

**WANTED—TO EXCHANGE STOCKS AND LOCA-** tions. General stock. Reason, want a change. Address 122 this office. 238-1f

**WANTED—FIRST-CLASS STOCKS OF MERCHANDISE** for personal property, or real estate in Michigan in exchange for choice selected farms or farm lands in Wisconsin, Iowa, Minnesota, Dakota or Minnesota real estate. Address Bigelow & Sheldon, Minneapolis, Minn. 238-1f

**WANTED—SITUATION BY A REGISTERED PHAR-** macist. Seven years' experience. Best of references. Address lock box No. 37, Midland, Mich. 238-1f

**WANTED—EVERY STORE-KEEPER WHO READS** this paper to give the Suttill coupon system a trial. It will abolish your pass books, do away with all your book-keeping in many instances save you the expense of one clerk, will bring your business down to a cash basis and save you all the worry and trouble that usually go with the pass-book plan. Start the trial of the month with the new system and you will never regret it. Having two kind of trials will be sent by addressing (mentioning this paper) J. H. Suttill, Albany, N. Y. 238-1f

**WANTED—1,000 MORE MERCHANTS TO ADOPT OUR** Improved Coupon Pass Book System. Send for samples. E. A. Stowe & Bro., Grand Rapids. 235-1f

**CIGAR DEALERS**

Read this Scheme.

\$11,550 Worth of Real Estate

And personal property to be actually given away to purchasers of the celebrated "Golden-Rod" and "Presto" Cigars in 1888.

We have sold these goods for the past ten years at the uniform price of \$55 per M. for "Golden-Rod" and \$35 per M. for the "Presto" cigars, and shall continue to sell them at that price, thus charging nothing extra for the property we shall distribute.

We have figured that by liberal advertising we can save the salaries and expenses of several men on the road and that the difference will pay for this property and the purchasers of the goods will get the direct benefit. Just look at this carefully and see a plain business proposition. We hand over to you direct the amount it would cost us to sell these goods in the ordinary way.

We will distribute this property in the following manner:

We will start an order book at this date with lines numbered from 1 to 3,000 and each order will be entered in the book in the order it is received at our office.

Every fifth order received will entitle the party ordering to a fine gold handled silk umbrella which will be sent with the goods.

Every 24th order received will entitle sender to a full tea set of 56 pieces Imported China Ware, which will be sent with the cigars.

Every 74th order received will entitle the party ordering to a clear title deed of a piece of real-estate. Either a building lot and water privilege, at a summer resort, a city lot in city of Saint Ste Marie, a house and lot in St. Ignace, or a farm of 160 acres. There are 39 lots of the real estate and 720 articles of personal property to go with 3,000 orders, an average of more than one in four.

An order will consist of 1/2 M. "Golden Rod" cigars at \$55 per M. or 1 M. "Presto" cigars at \$35 per M. An order of double this amount from one party will be entered as two orders.

These cigars are not made of cheap material, like the ordinary scheme cigar, but are First-Class Goods, made as we have always made them, to hold trade.

The "Golden-Rod" is made from the finest imported Vuelta Havana, long filler, straight hand-made goods, without flavor, and as fine as anything made in the U. S. Sold at their market value, without regard to the property given away. The "Presto" cigar is a very nice imported scrap-cigar, gives universal satisfaction and sells in many places at 10c.

The summer resort lots are on the beautiful Lakeville Lake in Oakland Co. on the P. O. & P. A. R. R., a handsome lake with better fishing than Orion, six miles distant. Lots 40 feet by 80 rods with good lake front privilege, value \$50 each.

The lots at the Soo are within 1/2 of a mile of the water power canal. In the heart of the city, with houses all around them, 40x124 feet, valued at \$1,000 each.

The house and lot at St. Ignace is in the third ward on Main street. House occupied by tenant, valued at \$1,000.

The farm is within two miles of Carp Lake Station, on the G. R. & I. R. R. Six miles from Mackinaw City, hardwood and cedar, good front on Carp Lake, seven acres under cultivation, valued at \$3,200.

Warrantee deeds of real estate will be sent with the cigars, which come in proper order.

When the property is all distributed, circulars will be sent to each purchaser of cigars, showing name and address of parties getting these presents.

Send in your orders, somebody will get some good property for nothing. You will get warranted goods, worth the price put on them. The value of the presents is not taken out of the goods.

Terms on cigars, 60 days to responsible parties, or 5 per cent off for cash.

We give reference below as to our business standing.

Citizens' National Bank, Romeo; First National Bank, Romeo.

Any business man in Romeo, and any wholesale tobacco house in Detroit, Chicago, Louisville and St. Louis.

Yours respectfully,  
**H. W. Bradley & Bro.,**  
ROMEO, MICH.

**MAGIC COFFEE ROASTER**  
The most practical hand roaster in the world. Thousands in use, giving satisfaction. They are simple, durable and economical. No grocer should be without one. Roasts coffee and peans-nuts to perfection. Send for circulars.  
**Robt. S. West,**  
150 Long St.,  
Cleveland, Ohio.

**Whips.**  
The best whips in the world, made in all grades. Buggy, Carriages, Cab, Team, Farm and Express.

**H. M. GOEBEL**  
Is the largest jobber of  
**Wall Paper**  
In the State, not excluding Detroit. An immense stock now on hand in latest patterns, and we want to sell. Prices lowest. Also wholesale Paints and Varnishes. Brushes and artists materials. Orders filled promptly. Correspond with me.  
19 Canal St., GRAND-RAPIDS.

**D. D. COOK,**  
PROPRIETOR OF THE  
**Valley City Show Case Factory,**  
MANUFACTURER OF  
**SHOW CASES**  
—AND—  
**Prescription Cases,**  
My Prices are Lower than any of My Competitors. Send for Catalogues.  
21 Scribner Street, Grand Rapids.  
TELEPHONE 374.

**JUDD &**



## ASSOCIATION DEPARTMENT.

**Michigan Business Men's Association.**  
President, Frank Hamilton, Traverse City.  
First Vice-President, Paul F. Morgan, Monroe.  
Second Vice-President, E. A. Stowe, Grand Rapids.  
Secretary, E. A. Stowe, Grand Rapids.  
Treasurer, L. W. Sprague, Greenville.  
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Committee on Trade Interests: Smith Barrows, Traverse City; Chas. T. Bridgman, Flint; H. B. Fargo, Muskegon.  
Committee on Legislation: Frank Wells, Lansing; W. E. Kelsey, Ionia; Neal McMillan, Rockford.  
Committee on Transportation: W. H. Wilson, Traverse City; Geo. P. Stanley, Battle Creek; Wm. Rebeck, East Lansing.  
Committee on Insurance: N. B. Blain, Lowell; E. Y. Hogle, Hastings; O. M. Clement, Cheboygan.  
Committee on Amusement: F. L. Fuller, Frankfort; S. E. Parrell, Owosso; Will E. Emery, East Lansing.  
Official Organ: THE MICHIGAN TRADESMAN.

The following auxiliary associations are operating under charters granted by the Michigan Business Men's Association:

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- No. 2—Lowell B. M. A. President, N. B. Blain; Secretary, Frank T. King.
- No. 3—Sturgis B. M. A. President, H. S. Church; Secretary, Wm. J. Ford.
- No. 4—Grand Rapids B. M. A. President, E. J. Herick; Secretary, E. A. Stowe.
- No. 5—Muskegon B. M. A. President, H. E. Fargo; Secretary, Wm. Ford.
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**Manufacturers Seeking New Locations.**  
Smith Middlings Purifier Co., Jackson.  
Lovel Refrigerator Co., Ionia.  
Clapp Shirt Co., Ionia.  
David Woodward (plows) Clinton.

**Special Enterprises Wanted.**  
Grist Mill—Hopkins Station.  
Newspaper—North Muskegon.  
Gristmill—Bellevue.  
Wood working establishment—Quincy.  
Hard wood floor factory—Tribune.  
Tobacco factory, vinegar and pickle factory, cannery—Grand Rapids.  
Cannery—W. A. A.  
Roller Mill—Sand Lake.

**Four Things of Which to be Proud.**  
One of the veterans in the organization army writes:  
I agree with you that the answer to the question, "What women are eligible to membership?" is, as you say, "No." Do you know how much more I agree with you than I do with the men who say that the answer to the question is, "Yes?"

## TWIN CITIES.

President Hamilton's Observations at Kalamazoo and Battle Creek.

President Hamilton spent last Thursday in Kalamazoo and Battle Creek, and favors THE TRADESMAN with some points picked up by the way:

**BATTLE CREEK, April 12, 1888.**  
DEAR SIR—A few hours delay in the beautiful city of Kalamazoo gave me an opportunity to call upon our old friend, Sebastian, a pioneer in our association work. From him I learned of the movement now on foot in Kalamazoo to organize a B. M. A. His enthusiasm for this line has given me a new and firm believer in the efficacy of our system and advocates organization at the cost of any personal sacrifice.

Escorting me to the Telegraph office, I enjoyed a delightful chat with Messrs. Bartlett and Eaton. Breezy men, they are, and desirous of looking into the plans of the B. M. A., with reference to an organization in Kalamazoo. I outlined the work in a few moments' time and the advantages to them were clearly apparent. "Just what we want," said they, and I am sure their columns will be open to further any good enterprise and to bring the business men of their city into harmonious action.

Messrs. Roberts, S. J. and Edwards, a committee to report upon the advisability of such an organization, and Messrs. Roberts, S. J. and Edwards, whose interests are not confined to self only, liberal and conservative, desirous of getting other experiences, but alive to the call of the day, an interview with such gentlemen and business topics is as refreshing as a July shower. Send them our constitution, blanks, etc., also a copy of our new book, referring to "What Has Been Done."

While the Retail Grocers' Association of Kalamazoo did grand work, the movers feel it desirable to merge it into the B. M. A. When I see so good a manifestation in the work of the B. M. A., where such organizations do not exist, I am doubly sure that their influence going out from them in active operation is broadening and deepening every day. A call upon one gentleman to-day convinced me that we sometimes "hark up the wrong tree." "Why," said he, "you need not attempt to tell me the advantages of an organization, I know them already and am in for one, first, last and all the time."

An hour's run to Battle Creek and a call upon President Bock assured me of the prosperity of his Association. He is the right man for the place—a gentleman of high standing and intelligence. Formerly his Association was confined to groceries only, merging into a B. M. A., and becoming an incorporated body, it has grown to be one of the largest in the State. The wisdom of their course is clearly shown. The grocers are "business men," and their class interests are receiving the necessary attention under the B. M. A., and other interests are sliding bands of iron around the whole body.

Secretary Baxter's heart is in the work. His suggestions relating to our collection system, I hope to see set forth at length. A live editor for a Secretary will make an Association succeed. Give us more officers like him. A State convention at Cheboygan in July will just hit this section.

Editor Willard will not longer confound us with the bad debt collection scheme. Disputed accounts require a just and impartial hearing. Executive bodies should never place a man's name on the delinquent list at the instigation of any one man, any one inclined to "pay or protection" only is sought. Seek rather to make a good-paying man than a delinquent at large. Justice and fairness should be the motto.

Does not Battle Creek need another express company or a "busting up" of the present rates by the business men? Battle Creek should have an Association of 200 members.

The TRADESMAN should be in the hands of every Association worker. Irresponsible traders do not thrive where B. M. A. exists. Their methods do not stand the light of educated public opinion. Where men pull together to build up old enterprises and to encourage new ones; when a few men are willing to take the reins in their hands and work for the good of the whole, without grumbling at the indifference of the many—then will both peace and prosperity follow. More anon.

FRANK HAMILTON.

## The Largest Association in the State.

MUSKEGON, April 11, 1888.

DEAR SIR—Enclosed find \$2.50 for ten auxiliary members of the Michigan B. M. A. We admitted eleven new members last night, which makes a grand total of 155 in good standing. Wake up your Grand Rapids Association or we will show you the largest delegation at our next State meeting of any Association in Michigan. I won't rest until we have 200, as I promised you.

Yours, WM. PERE, Sec'y.

## REPORT OF THE LAST MEETING.

From the Muskegon Business Gazette.

After electing eleven new members, at the last meeting of the B. M. A., Vice-President Miller reported having interviewed Mr. McCracken, of the T. S. & M., in regard to the railroad hops, and spoke encouragingly of the prospect of securing their location here. Mayor Torrey also offered some able and pertinent remarks and timely advice in regard to the matter.

A motion was made and carried that the Chair appoint a committee of five to confer with the Board of Trade with a view to uniting the efforts of the two organizations to secure the location of the shops and the establishment of a steamship line between this city and Milwaukee. The chair appointed as such committee Messrs. H. B. Fargo, H. D. Baker, P. J. Connell, S. Morris, and C. J. Hamilton.

Mr. Elmer stated that the "Coolidge Wheel Works," of Sandusky, Ohio, were looking for a location in Michigan, and the Secretary was instructed to write them for particulars. The meeting then adjourned for two weeks. The meetings are now held in the Council Chamber instead of Fireman's Hall.

## Muskegon Must Look to Her Laurels.

SOUTH HAVEN, April 11, 1888.

DEAR SIR—At the first regular meeting of the Business Men's Association, held last evening, President Monroe announced the following standing committees:  
Manufacturing—Geo. S. Myham, H. E. Dewey, G. B. Pomeroy.  
Trade Interests—E. P. Townsend, Jas. H. Johnson, Wakely Eikenberg.  
Insurance—H. Steadman, C. H. Fletcher, D. R. McCrummon.  
Improvements—H. M. Avery, J. C. Merson, W. Hanson.  
Trade Interests—John R. Means, W. S. Parker, Henry Zeedyke.  
We also provided for a special committee on Advertising of two members.  
We have now thirty-seven members on our list and are in good working shape. We had a good attendance and much interest manifested. We propose to make this the banner organization of Western Michigan. You will hear from us often.

Truly yours, S. VAN OSTRAND, Sec'y.

## Sherwood in Line on Organization.

SHERWOOD, April 12, 1888.

DEAR SIR—This morning, April 12, twenty-two business men of Sherwood met and formed a Business Men's Association for the sole purpose of building up the business interests of Sherwood. Few towns in Southern Michigan have more hard wood timber and we are determined to try and secure something that will do it. A fine farming section surrounds us and a creamery would do well here. Plenty of fruit can be bought to supply fruit dryers. I am in hopes of getting them awake so as to join the State Association.

W. R. MANDIGO, Sec'y.

## Association Notes.

The next meeting of the State Executive Committee will probably be held at Lansing on May 1, the date the Insurance Policy Commission gives a hearing. The date of the Cheboygan convention will then be decided. In view of the fact that the next State convention is to be held at Cheboygan, THE TRADESMAN suggests that Muskegon, Cheboygan, St. Ignace, Newberry, Sault Ste. Marie and other near-by towns take steps to organize auxiliaries without delay, in order that they may be represented in the convention by delegates.

The Sand Lake B. M. A. is determined to secure the location of an elevator and roller mill at that place, and will do the "right thing" by a man who will put in a mill with a capacity of 25 barrels per day. The Association is also agitating the question of improving the roads leading into town, having raised a purse of \$30 to assist in the betterment of one thoroughfare.

F. L. Willison, Secretary of the Scotts and Climax B. M. A., writes: "At our last meeting we took up the subject of credits and gave it quite an overhauling. We are in hopes of seeing the retail dealer's term of credit narrowed down to from thirty to sixty days, instead of from one to two years. We are all well pleased with the workings of our B. M. A., having all secured marked benefits."

Wayland Globe: The meeting of the Business Men's Association was quite well attended last Friday evening. The members are favorably considering the idea of holding a banquet in the near future, for the purpose of getting together and enjoying each other's society for an evening, as business men with their families. It is a good scheme and would be a benefit to all. Sociability is what is much needed everywhere among business men.

Tecumseh Herald: One of the most enterprising and prospering towns in Michigan is Owosso. The town has a live Business Men's Association, which is on the watch for every kind of enterprise that can be induced to locate there. The place gave the Toledo, Ann Arbor & Northern Railway \$25,000 to locate their shops there and that company is now putting in a plant that will cost over \$200,000 when completed. And now the town has secured a branch of the New York Iron Bridge and Machine Works. There is no valid reason why Tecumseh might not accomplish similar good results with a Business Men's Association to look after their interests.

Charlotte Republican: The B. M. A. Wednesday evening considered the proposition to organize a stock company for the purpose of manufacturing and selling A. O. Carman's improved and recently patented mowing machine. The purpose is primarily to tax the stockholders for enough to build a sample machine, which, if satisfactory, will warrant the company in erecting a factory and manufacturing the machine on an extensive scale. In addition, providing the success of the mover was assured, the company would also go into the manufacture of the binder, a patent on which Mr. Carman has secured. A meeting of the Association was held last evening to discuss the scheme, but nothing definite was accomplished. To say the least, the enterprise is well worth a very careful investigation.

## Good Report from Battle Creek.

BATTLE CREEK, April 12, 1888.

DEAR SIR—At the regular meeting of the Battle Creek B. M. A., held Wednesday evening, J. P. Stanley, Secretary of the Association, who has made arrangements to remove permanently to Ft. Payne, Ala., handed in his resignation, which was accepted, and I was duly elected in his stead. Will you kindly make the necessary change in your directory and send all communications to me which are intended for our Association.

The editor of the Sunday Morning Call, I have found a good deal of "meat" in THE TRADESMAN and desire to congratulate you on the appearance and contents of your paper. Since taking the helm, I have gotten out our first sheet, which will be forwarded to you shortly.

Our association is booming and we have several important matters under consideration, of which I will advise you later. Yours fraternally, W. R. BAXTER, Sec'y.

## Ashley Organized.

Thirteen Ashley business men met last Thursday evening and organized auxiliary No. 71 under the direction of O. F. Jackson, President of the Ithaca B. M. A. About a dozen others are expected to join at the next meeting. Morris Netorg was elected President and Geo. E. Chatterback Secretary.

## Gobleville Considering Organization.

GOBLEVILLE, April 9, 1888.

DEAR SIR—There is some talk of organizing a Business Men's Association at this place, but we do not know the workings of the Association. Please send us by laws and such information as we need to put up on.

Respectfully, MYERS BROS.

## VISITING BUYERS.

The following retail dealers have visited the market during the past week and placed orders with the various houses:  
R. Gannon, Morley Cloud, L. M. Wolf, Hudsonville.  
Henry Searns, Central R. B. McCullough, Berlin.  
J. H. Thawkey, Morley, F. G. Smith, Coopersville.  
Alex. Benton, Howard City, W. H. Strunk, Forest Grove.  
G. B. Chambers, Wayland, G. F. Cook, Grand Haven.  
J. F. Cordes, Algonquin, A. Wooler, Hastings.  
A. Norris & Son, Cassville, L. A. Paine, Englishville.  
C. P. Elliot, Coopersville, R. F. Parham, Grand Rapids.  
Spring & Linsley, Bailey, Humphrey & Spaulding.  
W. G. Hastings, Kent City, Wayland.  
C. S. Judson, Cannonburg, N. Harris, Big Springs.  
Wright & Friend, Lake, Wm. Barker, Sand Lake.  
Baker & Baker, Rockford, R. H. Topping, Cassville.  
R. L. Willett, Altona, Sevey & Harrington, Berlin.  
Daniel Clelland, Coopersville, C. H. Denning, Dutton.  
Wm. Begman, Baiter, S. Cooper, Janesville.  
J. J. Thomas, Cannonburg, Chas. Judson, Cannonburg.  
J. A. Smith, Byron Center, F. B. Wright, Woodville.  
S. T. McCallan, Denison, J. C. Scott, Lowell.  
B. S. Shiffert, Bridgeton, H. Wells Bros. & Gott, Manvelton.  
W. Thomas & Son, Boyne, H. Wells Bros. & Gott, Manvelton.  
Baker & Baker, Rockford, J. W. Balam, South Boardman.  
Cole & Chapin, Ada, D. C. Collier, Gilbert.  
M. Squires, Cassville, D. C. Collier, Gilbert.  
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A. Fisher & Co., Lowell, H. Wells Bros. & Gott, Manvelton.  
H. D. Dalton, Altona, Haven & Solheim, Muskegon.  
Frank Narraeng, Byron Center.  
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Baker & Baker, Rockford, J. W. B



## The Michigan Tradesman.

Chief History of the Grand Rapids Jobbing Trade.

The forthcoming pamphlet of the Board of Trade will contain the following reference to the jobbing trade of this city:

The history of the jobbing trade of Grand Rapids is a record of humble beginnings; of gradual growth in diversity, volume and territory; of enterprise which has kept pace with the advance of an undeveloped region; of aggressiveness which has encroached on the boundaries of other markets, compelling a readjustment of old limits; of a breadth and scope which have accorded the market the admiration of the commercial world.

The earliest record of any jobbing transactions in this city dates back to 1847, when the late Wilder D. Foster is known to have sold considerable quantities of goods in bulk, to be disposed of in a retail way by the buyers. From that time until 1864, when the jobbing trade of the place may be properly said to have begun, several houses carried on a small jobbing trade in connection with their retail business; but no regular salesmen were sent out by these houses, and no special claims were put forth in their behalf.

T. L. H. Randall clearly belongs the honor of inaugurating the jobbing trade of this market. When he and Seth Holcomb engaged in the grocery business, in 1857, they advertised to do both a wholesale and retail trade; but it was not until 1864 (two years after Mr. Randall had purchased the interest of his partner) that the retail business was discontinued, and an exclusively wholesale trade begun. A year later, Wm. D. Remington came in the field with a wholesale notion business; and in 1866 the jobbing trade of the town received an accession in the shape of the boot and shoe house of Whitley, Rindge & Co. From this time on, the growth and development of the jobbing trade was rapid, new houses coming into the field every year, while comparatively few retired.

The system of selling goods by sample, while not so common as at present, seemed to be equally essential to the success of a jobbing business a quarter of a century ago.

The difference between selling goods on the road now and in the dawn of the jobbing trade here furnishes a marked contrast. The only railroad which touched Grand Rapids at that time was the old "D. & M.," so that nine-tenths of the goods sold from the city were placed along the line of long drives in nearly every direction from the place. In addition to the complement of sample cases, no salesman thought of starting out on a trip of any length without an axe and a rifle, the former to provide against obstructions in the shape of fallen trees and the latter for use in case a wolf or bear attempted to be too familiar. The goods were sold by sample, but instead of being started out by a party to the merchant as soon as the order was received, they were held in the warehouse until sent in his team for them, till the purchase was made. A period of two or three weeks, the longest point to which Grand Rapids had access, was Hersey, then a place of considerable importance as the depot of extensive lumber operations. Traverse City was known as a town of some size, but was too far away to have any attractions for the Grand Rapids jobbers. Working south of this market the farthest point reached was a couple of miles from Saugatuck. Such being the beginning, the increase in the harvest? A remarkable increase in the number of houses originally represented in the market of the jobbing transactions of the amount to millions where they were sold in thousands. In no branch of business is this more thoroughly illustrated than in the grocery trade, which is represented by eight strong houses, all vying with each other for supremacy, and whose total sales eclipse those of the wholesale grocery trade of either Toledo or Detroit. That so young a market as Grand Rapids is able to make such a showing is the best possible tribute which can be paid to the energy and enterprise of those responsible for it. Nor is this spirit wholly confined to the representatives of the wholesale grocery trade. It is equally noticeable in other lines, contributing, in no small degree, to the wonderful strides the market has made as a jobbing center.

Coincident with the advent of new houses and the constant enlargement of those already in the field, has come a gradual increase in the territory covered, partially by encroachments on limits established by other markets, but principally by the development of unsettled sections. Beginning with a territory 100 miles long by half as wide, the jobbing trade of the place now practically controls the western half of the State, between the Straits of Mackinac and the Indiana line. Much trade is secured in the Upper Peninsula and throughout Northern Indiana, but both fields are as yet disputed ground.

No better index of the remarkable growth of the jobbing trade is offered than the fact that the three original jobbing houses have increased to 70, and that the half dozen traveling salesmen have been augmented to a band of over 400.

While the jobbing trade comprises an exceptionally substantial and diversified class of houses, there are still some lines in which the market is deficient, which could be added to the advantage of those already in the field, as well as to the profit of their projectors. In no respect is this more true than in the inauguration of an exclusive dry goods establishment, which is needed more than any other enterprise which can be named. To a less extent the same is true of a clothing house, a hat and cap house, a glove house, another boot and shoe factory, a butter and cheese house, a tobacco factory, a cannery for native fruits and vegetables, a vinegar and pickle factory, an extensive soap factory, a woodenware house to handle the entire products of the numerous factories in the hardwood districts. The openings in the lines above outlined are such as should command the attention of capitalists or men of experience seeking new fields of operation. The jobbing trade, without an exception, always gives new comers a hearty welcome and extends the hand of fellowship at every opportunity.

In conclusion, it is hardly necessary to say that the future of Grand Rapids, as a jobbing center, is assured. Sufficient proof of this statement is found in the fact that Chicago and other cities are beginning to realize that if they expect to do any business in Western Michigan they must come to the home market of Western Michigan, which is only another name for Grand Rapids.

## THOMPSON & MACLAY,

IMPORTERS AND JOBBERS OF

Notions, Hosiery, Underwear, Furnishing Goods, Etc.,

19 South Ionia Street, - GRAND RAPIDS.

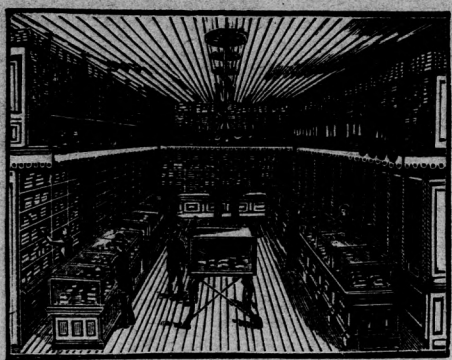
No Goods Sold at Retail. - Telephone 679.

REEDER, PALMER & CO.,

Wholesale Boots and Shoes.

STATE AGENTS FOR LYCOMING RUBBER CO.,

24 Pearl St., Grand Rapids, Mich., TELEPHONE NO. 998.



FISHING TACKLE!

If you want to put in a stock of Fishing Tackle and wish first-class goods and bottom prices, get our prices before you buy, as we have the largest and best stock in the State.

L. S. HILL & CO.,

19 and 21 Pearl Street, GRAND RAPIDS, - MICH.

## HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,

Send for Catalogue and Prices.

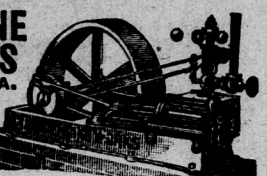
ATLAS ENGINE WORKS

INDIANAPOLIS, IND., U. S. A.

MANUFACTURERS OF

STEAM ENGINES & BOILERS.

Carry Engines and Boilers in Stock for immediate delivery.



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

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample.

Write for Prices. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

MICHIGAN CIGAR CO.,

MANUFACTURERS OF THE JUSTLY CELEBRATED

"M. C. C.,"

The Most Popular 10c cigar, and

"YUM YUM,"

The Best Selling 5c Cigar in the Market. Send for trial order.

BIG RAPIDS, - MICH.

GEO. E. HOWES.

S. A. HOWES.

C. N. RAPP.

GEO. E. HOWES & CO.,

JOBBERS IN

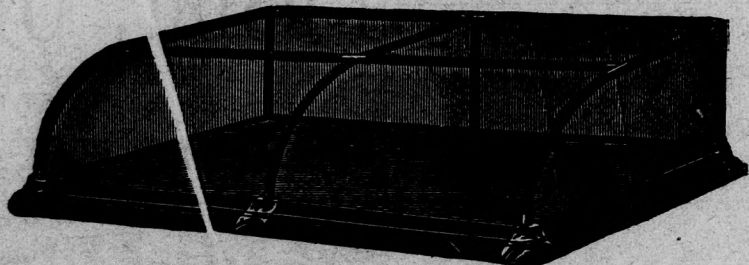
Apples, Potatoes AND Onions.

SPECIALTIES:

Oranges, Lemons, Bananas.

3 Ionia St., GRAND RAPIDS, MICH.

DO YOU WANT A



If so, send for Catalogue and Price-List to

HEYMAN & CO., 63 and 65 Canal St., Grand Rapids.

BOYNTON'S CHAMOIS SANDAL

The only Sensible, Elegant and Comfortable Shoe for

INFANT'S WEAR

Ever Invented.



Warranted to Wear and Wash. These goods are made from the finest

GLOVE CHAMOIS

Imported, each carton bearing our Trade Mark Label.

PRICE, \$2.75 PER DOZ. For those desiring a cheaper grade, we manufacture at \$2.25 a line equal to the first in every respect except in quality of stock. Our goods are trimmed and embroidered with pure silk, and all hand made. These goods sold by

C. R. MAYHEW,

Grand Rapids, Mich.

MOSELEY BROS.,

WHOLESALE

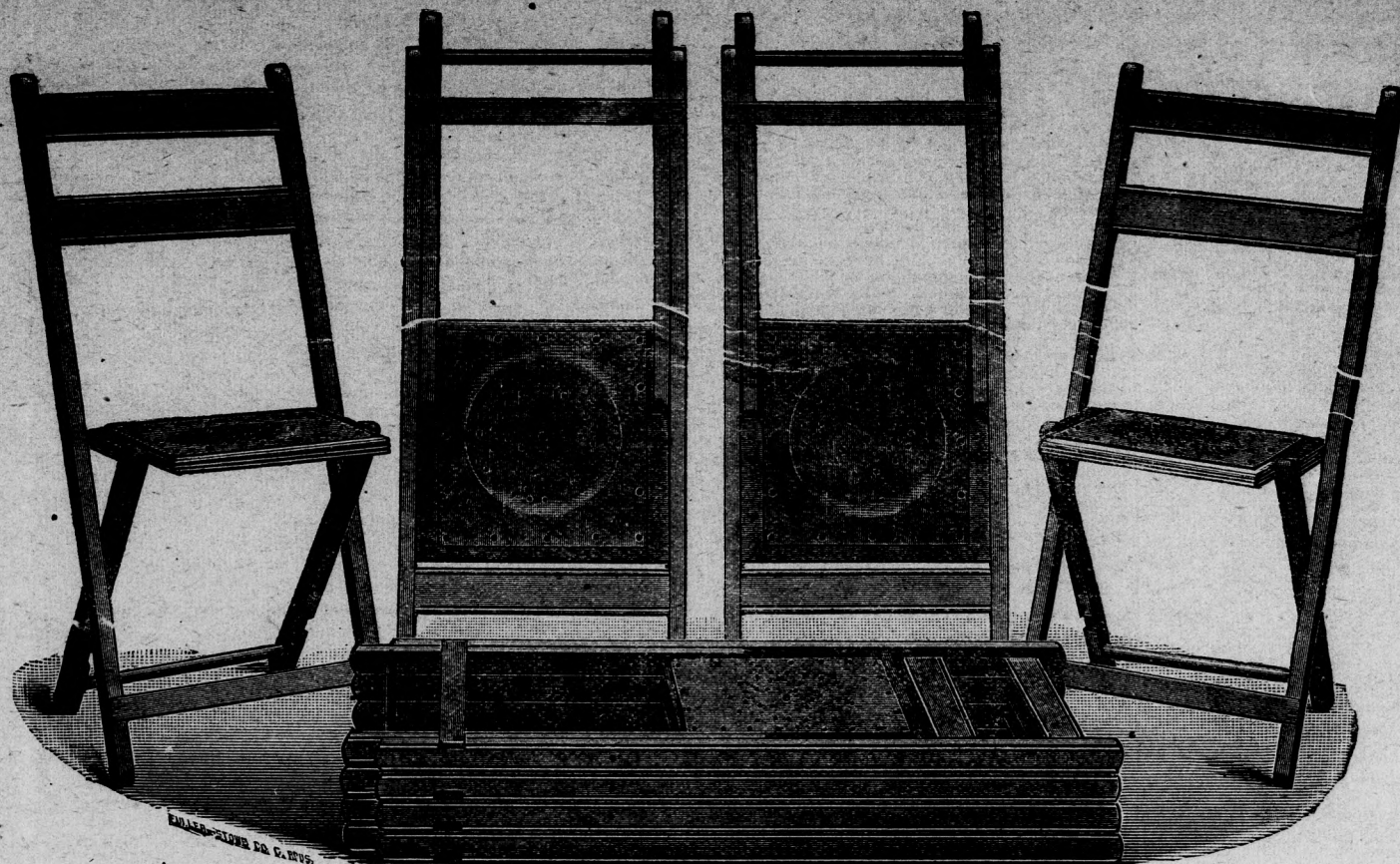
Fruits, Seeds, Oysters & Produce,

ALL KINDS OF FIELD SEEDS A SPECIALTY.

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

20 & 22 Olive Street, GRAND RAPIDS

# THE BOUQUET CIGAR.



With 1,000 "BOUQUET" CIGARS at \$35.00,

WE WILL GIVE FREE

TWENTY (20) CHAIRS

LIKE THE ABOVE CUT.

The Chairs are first class in every respect--being made of Seasoned Wood, and Oiled in the most approved manner. The Chairs can be folded, as shown in cut, and carried without any inconvenience. It is suitable for the Parlor, Lawn or any place where a good chair is needed.

The BOUQUET CIGARS are packed fifty in a box, making one chair for every box. We will guarantee the BOUQUET CIGARS to give satisfaction. We have only a limited quantity of chairs, and would suggest that you place your orders at an early date.

TERMS, 60 days, 2 per cent. off for cash in 10 days.

W. J. QUAN & CO.,

45, 47, 49 and 51 Michigan Avenue, CHICAGO, ILLS.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

87, 39 & 41 Kent Street, Grand Rapids, Michigan.



"Now, John, don't fail to get some of the DINGMAN SOAP. Sister Clara writes that it is the best in the world for washing clothes and all house-cleaning work."

FOR SALE BY

Hawkins & Perry

Wholesale Agents,

GRAND RAPIDS, MICH.



RISING SUN BUCKWHEAT.

Guaranteed Absolutely Pure.

ORDERS FROM RETAIL TRADE SOLICITED.

NEWAYGO ROLLER MILLS,

Newaygo, - Mich.

CURTISS, DUNTON & ANDREWS

ROOFERS

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

Grand Rapids, - Mich.

LION MOCHA JAVA ANDRIO COFFEE WOOLSON SPICE CO. CINCINNATI-OHIO.

LION MOCHA JAVA ANDRIO COFFEE WOOLSON SPICE CO. CINCINNATI-OHIO.

LION MOCHA JAVA ANDRIO COFFEE WOOLSON SPICE CO. CINCINNATI-OHIO.

MERCHANTS! Increase Your SALES AND PROFITS BY HANDLING LION COFFEE.

IT GIVES ABSOLUTE SATISFACTION

To Consumers, and is, Consequently, a Quick and Easy Seller.

Lion Coffee has more actual Merit than any Roasted Coffee sold at the price either in Packages or in Bulk and storekeepers all over the State of Michigan and elsewhere who are not already handling Lion are urged to give it a trial. We cheerfully answer all communications regarding prices, etc. Convenient shipping depots established at all prominent cities, securing quick delivery. For sale by all the wholesale trade everywhere. Manufactured by the Woolson Spice Co., Toledo, Ohio.

L. WINTERNITZ, Resident Agent,

Grand Rapids, Mich.



Written for THE TRADESMAN.

A friend of mine, abroad, recently had the kindness to mail me a package of English papers. They were four in number: one an illustrated periodical; one a literary journal; one devoted to news and politics, and one purporting to be a commercial sheet. It is of the latter, particularly, that I wish to speak, but a brief notice of the others may not come amiss. Some one has laid it down as an axiom that the press of a country is the pulse of its people; and, if this is true, it is very evident from my observation of English periodicals that the pulses of our British cousins beat very slowly, methodically and almost in perfect unison.

In addition to the recent products of the trans-Atlantic press mentioned, I have before me an English literary paper of 1828, and one purporting to be a newspaper, dated 1840, and, while it seems hardly credible and is, perhaps, merely a coincidence, nine intelligent readers out of ten would testify that, to all appearances, the writers of the '28 magazine were furnishing the material for that of '88, and that the editor of the newspaper of 1840 was rehashing his writings for the one of the present year. All four of the papers compared—i. e., the ancient and modern ones—have single editorials exactly two columns long.

The illustrated paper sent me is fairly artistic, but the most of the pictures are woodcut copies of paintings in the R. A. It contains very little reading matter (except on editorial), and that mostly relates to the movements of "Her Majesty," his "R. H." and sundry dukes, earls and lords. Its leading and only editorial is exactly two columns long.

The literary periodical is mainly filled up with four continued stories, which have evidently been running for many months. They all contain numberless allusions to "my lord" and "my lady." The little remaining space, not devoted to the serials and editorials, is filled with anecdotes of Dr. Johnson, Swift, Curran and other ancient worthies, and advertisements of cocoa. The single and only editorial is just two columns long.

The newspaper contains from one-fourth to one-half of a column of telegraphic dispatches. In addition to this, there is about a dozen items of general news, from three days to two weeks old. In the local department is nearly a column devoted to the prosecution of a butcher whose scales were out of order; an account of a man who beat his wife brutally, and was fined 2s. 6d.; a rumour that his R. H. will visit the city shortly, and an extended description of Lady Somebody's weekly reception. The advertising columns are well filled with sober, unsensational announcements, and extol the merits of seven different kinds of cocoa. The leading and only editorial is two columns in length.

The trade journal is a nine-column folio. Its heading informs its readers that it has been published uninterruptedly since 1822, and an American reader can't help wondering that the words "without improvement or alteration" were not added.

One half of its first page is devoted to a history of some local "guild" of some centuries existence; the balance is filled with very modest and sedate business announcements, among which are four cocoa ads. The second page opens with an editorial on American tariff laws, which, from some eccentricity of the writer, lacks about a dozen lines of two columns. The remainder is filled with advertising matter, similar to the first page, but with more cocoa notices. The third page is in solid pearl and minion, and relates exclusively to quotations of consols, stocks, merchandise, etc.

The fourth page is the "literary" portion of the paper. Here we find a soul-stirring anecdote, wherein it appears that "Her Majesty" made a trader superlatively happy by accepting a bottle of his pickles. Another startling article relates to "His R. H.'s" choice in table sauce. After this follows an elaborate explanation of the Duke of Wellington's reasons for preferring a certain make of boot polish; and the succeeding paragraphs run down the gamut of rank, and end with a two-line item alleging that the Hon. Plantagenet Fitzsimmons prefers English to American oysters.

In all four of the periodicals poor John Hodge isn't mentioned, except in two or three cases where he has committed a crime or misdemeanor.

Some of the advertisers, while they religiously abstain from any approach to sensationalism, strike the American reader as being engaged in very singular and anomalous pursuits. For instance, when one party announces himself as "shirtmaker to the Queen," and another proclaims that he is the tailor of the same female dignity, it rather disarranges our ideas regarding "Her Majesty's" habitual costume. The old lady evidently cares very little for the prohibition vote, as she allows a brewer, a wine importer and a spirit merchant to advertise themselves as her purveyors; but I cannot discover, after reading about the merits of a score or two of different cocoas, which brand of this apparently indispensable English product she patronizes, and how much.

certainly which it is painful to contemplate. There is an impression in many quarters that a large majority of the progeny of Mr. Bell are anxious to engage in the republic business, but if the press of Great Britain is any indication of the state of its pulse we may as well expect to witness a revolt against the Deity himself as against the royalty and nobility of the kingdom.

The life of the English editor must be very quiet and uneventful as compared with that of his American contemporary. I can't imagine how he can ever be forced into a libel suit, or be subjected to chastisement for offensive personal allusions. He certainly cannot be accused of pandering to depraved tastes by elaborating the criminal news of the day. His fiction may be nauseous or insipid, but it is perfectly harmless, and there are no fears, under any circumstances, that his two column editorial will stir up recriminations and unpleasant controversies. I seriously doubt whether the combined business troubles of a dozen English publishers would begin to equal those of a former editor of the *Simoon*. The *Simoon*, for obvious reasons, had a weekly installment of "patent insides," and one of the afflictions of its publisher was occasioned by the persistency of the senders in inscribing C. O. D. on every package. And in addition to this nothing could induce the "patent" fellows to harmonize their views with those of the *Simoon's* editor. On one occasion he agreed, for a certain sum, to "boom" the candidates of a certain political party, which he did, vigorously if ungrammatically, but, notwithstanding every argument and protest, the "patent" fellows persisted in booming the candidates of the other party, and the contract was annulled, and a golden dream of wealth dissipated. When he was subsidized to depict the evils of strong drink, and demand a total abolition of the traffic in every species of intoxicants, the "patent" men commenced publishing a series of articles denouncing "sumptuary legislation," which prevented the editor from exhibiting himself as the county fair with a silk hat and gold-headed cane, as intended. After this a change to another "patent" house occasioned an interval of three weeks between publishing days. The publisher had just resumed business when he was employed to publish a series of ministerial lectures on the evils of novel reading—his compensation being the promise of a large addition to his subscription list. Hardly had the articles begun to appear when the new "patent" people commenced a serial, translated from the French, and one which nearly verged on the limits of obscenity, and in consequence thereof the promised lot of new supporters failed to materialize, and numbers of old ones dropped off.

But I didn't intend to inject the *Simoon* into this article, and I will cut short the relation of the trials and tribulations of its proprietor; but as obscure as it has been, and under all its adverse and depressing circumstances, I could find in one copy of it more of interest and information and announcement than I have ever found in all the English papers, combined, that I have had the opportunity of preserving.

A Wife's Sharp Eyes.  
First Dame—How is your husband's business prospering?  
Second Dame—He doesn't like me to ask him questions about his affairs, but I know he's getting awfully rich.  
"Think so?"  
"Yes, indeed. He's got so now that he wears one suit of clothes all the year 'round."

C. C. BUNTING.  
C. L. DAVIS.

**BUNTING & DAVIS,**  
**Commission Merchants.**  
Specialties: Apples and Potatoes in Car Lots.  
20 and 22 OTTAWA ST., GRAND RAPIDS, MICH.

**W. STEELE PACKING & PROVISION CO.,**  
**Grand Rapids, Mich.**

WHOLESALE DEALERS IN  
**Fresh and Salt Beef,**  
**Fresh and Salt Pork,**  
**Pork Loins, Dry Salt Pork,**  
**Hams, Shoulders,**  
**Bacon, Boneless Ham,**  
**Sausage of all kinds,**  
**Dried Beef for Slicing.**  
**LARD,** Strictly Pure and Warranted, in tierces, barrels, one-half barrels, 50 pound cans, 20 pound cans, 3, 5 and 10 pound pails.  
**Pickled Pigs' Feet, Tripe, Etc.**

Our prices for first-class goods are very low and all goods are warranted first-class in every instance.  
When in Grand Rapids give us a call and look over our establishment.

**TIME TABLES.**

**Grand Rapids & Indiana.**  
All Trains daily except Sunday.

**GOING SOUTH.**

Traverse City & Mackinaw Ex.	Arrives	Leaves
Traverse City Ex.	9:45 a.m.	7:00 a.m.
From Cincinnati	7:30 p.m.	5:05 p.m.
St. Wayne and Mackinaw Ex.	8:40 a.m.	7:00 a.m.
Saginaw Express	11:25 a.m.	7:00 a.m.
Mixed	10:30 p.m.	4:10 p.m.

Saginaw express runs through solid.

7:00 a.m. train has chair car to Traverse City.  
11:30 a.m. train has chair car for Potoskey and Mackinaw City.  
5:05 p.m. train has sleeping cars for Potoskey and Mackinaw City.

**GOING NORTH.**

Cincinnati Express	Arrives	Leaves
Cincinnati Express	10:30 a.m.	7:15 a.m.
Traverse City and Mackinaw Ex.	4:40 p.m.	5:00 p.m.
7:15 a.m. train has parlor chair car for Cincinnati.		
5:00 p.m. train has Woodruff sleeper for Cincinnati.		
5:00 p.m. train connects with N. C. R. R. at Kalamazoo for Battle Creek, Jackson, Detroit and Canadian points, arriving in Detroit at 10:45 p.m.		

**Michigan Central.**  
**Grand Rapids Division.**  
DEPART.

Detroit Express	Arrives	Leaves
Detroit Express	6:15 a.m.	1:10 p.m.
Day Express	10:10 a.m.	10:10 p.m.
Atlantic Express	10:10 a.m.	6:00 a.m.

ARRIVE.

Pacific Express	Arrives	Leaves
Pacific Express	6:00 a.m.	5:00 p.m.
Mail	5:00 p.m.	10:15 p.m.
Grand Rapids Express	10:15 p.m.	8:30 p.m.

\*Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapids Express to and from Detroit. Direct connections made at Detroit with all through trains East over M. C. R. R. (Canada Southern Div.).  
O. W. ROGERS, Gen'l Pass. and Ticket Agent, Chicago.  
CHAS. H. NORMAN, Gen'l Agent.

**Lake Shore & Michigan Southern.**  
**Kalamazoo Division.**  
DEPART.

Ex. & Mail	Arrives	Leaves
Ex. & Mail	7:45 a.m.	9:45 a.m.
4:30 p.m.	7:45 a.m.	6:30 p.m.
5:30 p.m.	9:02 a.m.	8:38 a.m.
6:30 p.m.	10:06 a.m.	7:30 a.m.
8:30 p.m.	11:33 a.m.	5:55 a.m.
2:30 a.m.	5:40 p.m.	11:30 p.m.
3:30 a.m.	9:40 p.m.	4:40 p.m.
5:30 p.m.	3:30 a.m.	11:50 a.m.
6:40 a.m.	7:10 p.m.	11:30 p.m.

A local freight leaves Grand Rapids at 1:10 p.m., carrying passengers as far as Kalamazoo. All trains daily except Sunday.

**Detroit, Grand Haven & Milwaukee.**  
GOING EAST.

Night Express	Arrives	Leaves
Night Express	9:30 p.m.	10:55 p.m.
Through Mail	10:30 a.m.	10:30 a.m.
Evening Express	3:35 p.m.	3:50 p.m.
Detroit Express	11:00 a.m.	11:00 a.m.

GOING WEST.

Morning Express	Arrives	Leaves
Morning Express	1:05 p.m.	1:10 p.m.
Through Mail	5:30 p.m.	5:10 p.m.
Grand Rapids Express	5:25 a.m.	5:40 a.m.
Night Express	5:45 a.m.	7:45 a.m.

\*Daily, Sundays excepted. \*Daily. Passengers taking the 6:30 a.m. Express make close connections at Owosso for Lansing, and at Detroit for New York, arriving there at 10:10 a.m. the following morning. The Night Express has a Wagner Sleeping car.  
JAS. CAMPBELL, City Passenger Agent.  
Geo. B. REEVY, Traffic Manager, Chicago.

**DETROIT SOAP CO.,**  
**DETROIT, MICH.**  
Manufacturers of the following well-known Brands of

**SOAPS**

QUEEN ANNE, MOTTLED GERMAN, MICHIGAN, ROYAL BAR, TRUE BLUE, SUPERIOR, CZAR, MASCOTTE, MONDAY, PHENIX, WABASH, CAMEO, AND OTHERS.

For Quotations address  
**W. G. HAWKINS,**  
Lock Box 173, GRAND RAPIDS, MICH.  
Salesman for Western Michigan.

**"NOW"**  
Is the Time to Order a Supply of the CELEBRATED

**Arctic Liquid Bluing,**  
WHICH WE QUOTE

4 oz. Round	3 doz in case,	3.00 per gross
8 " " " "	" " " "	6.00 " "
Pints " 2 " " "	" " " "	10.80 " "
4 oz. Ovals 3 " " "	" " " "	3.40 " "
8 " " " " "	" " " "	6.50 " "

MANUFACTURED ONLY BY THE  
**Arctic Manufacturing Company,**  
38 and 40 Louis Street,  
**GRAND RAPIDS.**

**AMOS S. MUSSELMAN & CO.,**  
**Wholesale Grocers,**  
21 & 23 SOUTH IONIA ST., - GRAND RAPIDS, MICH.

**RINDGE, BERTSCH & CO.,**  
MANUFACTURERS AND WHOLESALE DEALERS IN  
**BOOTS AND SHOES.**  
AGENTS FOR THE  
**BOSTON RUBBER SHOE CO.**  
14 and 16 Pearl Street, - Grand Rapids, Mich.

**PERKINS & HESS**  
DEALERS IN  
**Hides, Furs, Wool & Tallow,**  
100, 102 and 104 LOUIS STREET, GRAND RAPIDS, MICHIGAN.  
WE HAVE A STOCK OF CASK TALLOW FOR MILL USE.

The Standard of Excellence  
**KINGSFORD'S**  
Oswego "Pure" AND "Silver Gloss" STARCH.  
Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.  
THE PERFECTION OF QUALITY.  
WILL PLEASE YOU EVERY TIME!  
ALWAYS ASK YOUR GROCER FOR THE GOODS.

**DETROIT SOAP CO.,**  
**DETROIT, MICH.**  
Manufacturers of the following well-known Brands of

**SOAPS**

QUEEN ANNE, MOTTLED GERMAN, MICHIGAN, ROYAL BAR, TRUE BLUE, SUPERIOR, CZAR, MASCOTTE, MONDAY, PHENIX, WABASH, CAMEO, AND OTHERS.

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**Hides, Furs, Wool & Tallow,**  
100, 102 and 104 LOUIS STREET, GRAND RAPIDS, MICHIGAN.  
WE HAVE A STOCK OF CASK TALLOW FOR MILL USE.

**MANUFACTURERS!**  
Contemplating a Change or Seeking a Location  
**INFORM YOURSELVES**  
Regarding the prospects, opportunities and advantageous situation of

**GLADSTONE, MICHIGAN,**  
As a site for a manufacturing town.  
**FREE SITES**  
Will be given you, whether you be of large or small capacity. As you are doubtless aware, GLADSTONE is the Lake Shipping Port for the Great "Soo" Railway and feeders, and situated as it is on the Little Bay Du Noquette, the finest harbor of deep water on Lake Michigan, offers unparalleled inducements for all kinds of IRON and WOODWORKING industries.  
For particulars, opportunities for business, plats and maps, call on or address

**F. W. MCKINNEY,**  
Agent Sault Ste. Marie Land and Improvement Co.,  
**GLADSTONE, MICH.**

**BULKLEY, LEMON & HOOPS,**  
**Wholesale Grocers.**  
IMPORTERS OF  
**Teas, Lemons and Foreign Fruits.**  
SOLE AGENTS FOR  
"Acme" Herkimer Co. Cheese, Lautz Bros.  
Soaps and Niagara Starch.

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

**RETAIL GROCERS**  
Who wish to serve their Customers with GOOD COFFEE would do well to avoid Brands that require the support of Gift Schemes, Prize Promises or Lottery Inducements.  
—SELL—  
**DILWORTH'S COFFEE,**  
Which Holds Trade on Account of Superior Merit Alone.  
Unequaled Quality. Improved Roasting Process. Patent Preservative Packages.  
For Sale by all Jobbers at Grand Rapids, Detroit, Saginaw, East Saginaw and Bay City.  
**DILWORTH BROTHERS, Proprietors, PITTSBURGH, Penn.**



**BARLOW BROS.**  
GRAND RAPIDS MICHIGAN  
STATE AGENTS FOR THE  
**PERKINS & HESS**  
DEALERS IN  
**Hides, Furs, Wool & Tallow,**  
100, 102 and 104 LOUIS STREET, GRAND RAPIDS, MICHIGAN.  
WE HAVE A STOCK OF CASK TALLOW FOR MILL USE.



## SEEDS INCREASE YOUR TRADE

Composed of Guatemala, African and Mexican Javas, Santos, Maracaiibo and Rio

selected with especial reference to their fine drinking qualities. The most popular brand of Blended Coffee in the market. Sold only in 50 lb. Cans and 1 lb. packages, 30, 60 and 100 lb. Cases. Mail Orders Solicited by the proprietors.

**J. H. THOMPSON & CO.,**  
BEE SPICE MILLS,  
59 Jefferson Ave., Detroit, Mich.

Importers and jobbers of the Teas, Coffees, Spices, Etc., Baking Powder Mrs. Coffee Roasters, Spice Grinders.

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**ALFRED J. BROWN,**

—JOBBER IN—

**FOREIGN,**

**TROPICAL**  
**AND**  
**CALIFORNIA**

**FRUITS**

Bananas, Our Specialty.  
16 and 18 No. Division St.  
GRAND RAPIDS, - MICH.

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# To Cigar Dealers

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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

**GILVER CIGARS**

# 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.

## W. T. WARREN & CO

DEO. I. WARREN & CO.,  
Flint, Mich.

---

**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 so-  
licited. A liberal discount to the jobbing  
trade.

217, 219 Livingston St.,  
**Grand Rapids.**

**COAL!**

Present Prices:

Stove, No. 4 and Nut.....	\$8.00 per ton
Egg and Grate.....	\$7.75 per ton

We are agents for Brazil Block Coal. The best and cheapest steam coal in the market.

---

**Grand Rapids Ice & Coal Co.,**  
OFFICE 52 PEARL ST..

---

**J. E. FELDNER & CO.,**  
CUSTOM SHIRT MAKERS,  
AND DEALERS IN  
**Men's Furnishing Goods.**  
NO. 2 PEARL ST., GRAND RAPIDS.



TRADE SUPPLIED BY THE  
**W. G. AZELTINE & PERKINS DRUG CO.**  
GRAND RAPIDS, - MICH.  
and the Wholesale Druggists of Detroit  
(Chicago).

---

**CINCINNATI ROOT.**  
We pay the highest price for it. Address  
**W. G. AZELTINE & PERKINS DRUG CO.,** Wholesale Druggists,  
GRAND RAPIDS.

---

**PHYSICIANS**  
**Tonic**  
**CONCENTRATED LIQUID**  
**EXTRACT OF**  
**HOPS**  
**DRUGGISTS**

---

CHICAGO, Dec. 6, 1887.  
Best Brewing Co., Milwaukee, Wis.:  
GENTLEMEN—I have had the pleasure of  
examining and testing the qualities of The  
"Tonic," not only in my practice but  
in my family. Am most highly pleased  
with its medicinal qualities, and cordially  
recommend it to those, who, by reason of  
over-exhaustion, find it necessary to resort  
to Tonics and extra nutrients. A wine  
is full before each regular meal, in-  
creases the appetite and improves digestion;  
insisted upon retiring at night, has the  
effect to produce most tranquil sleep.

Respectfully,  
J. HARVEY BATES, M. D.

---

MILWAUKEE, Wis., Oct. 26, 1887.  
Best Brewing Co., Milwaukee, Wis.:  
DEAR SIRS—I thankfully received the  
bottles of your Concentrated Liquid Ex-  
tract of Malt and Hops, and am impressed  
with the value of this good and nutritive  
preparation. It is really a highly nutritive  
and remedial agent in building up a  
weak constitution, strengthening the nerv-  
ous system, and a valuable substitute for  
food, particularly if given after dis-  
eases, in cases of injuries of the body, and  
especially when the appetite is diminished.  
It will be difficult to find a better Tonic  
than the "Best," and I cheerfully testify  
it is of great value in the treatment of  
all kinds of weakness and diseases. I pre-  
fer to any imported Malt Extract.

Very Respectfully,  
M. OHLEWANN, M. D.

---

By  
**W. G. AZELTINE & PERKINS DRUG CO.**  
- Mich.



## The Michigan Tradesman.

### Arrangement of the New York Mercantile Exchange.

It is within the province of all those who may travel west in the line of produce business to see and learn much that others who do not cannot be aware of, but which is good that they should know.

Now, as our brothers in the East seldom subscribe for dairy papers, and if they do by chance, they claim they never have time to read them, it follows that they are likely to be grossly ignorant of the most important features of the present rapid strides in their business or the future transformation of this country into the leading dairy country of the world, particularly of butter and eggs. The thought that comes uppermost in my mind, when in the west, is the feeling entertained there by them of the nearness of the East and the acute knowledge and wonderful intimacy which they constantly display in regard to the ways of the latter; but which close acquaintance or brotherhood is remarkably absent in the Eastern portion of the country. Now, there is, apparently, a great need of some reformation here, aside from all humanitarian considerations, as our material interests are at stake and something more should be done by the East to satisfy and protect the rapid growing trade, or the vast interests of this country. In consequence of the difficulties of handling this produce in New York, many years ago an organization was formed to facilitate the business, called the Butter and Cheese Exchange, but it dealt entirely in eggs and butter. It was, however, as in the case with most improvements, looked on as a novelty by some and considerable prejudice was created against it in the minds of others for fear that they might lose some profits in their business by the publicity of its affairs. Nevertheless, it still continues to exist to this day, but is now known or is generally called the Mercantile Exchange. In view of the enormous amount of interest it represents, or rather pretends to represent—estimated by some to be nearly eight hundred millions of dollars—it ought to be a very active, vigorous and thriving affair. Even the prospective increase in the value of these products should be sufficient to make it a public spirited institution, elevating and educating, not only its own members but all those who come in contact with it both far and near. In this way, the whole country might receive the benefit and it would redound to its own personal and material advantage and prosperity, also; but this is not its apparent aim, however, for it resists all progress and enterprise and any suggested improvements in its mode of doing business as a dangerous innovation, believing and fearing that perhaps, thereby, something might be lost from the gains of their present old methods of transacting their business. In their opinion, it matters not from whom the cry for reform may come, whether it be from the outside world or the trade, even if comes from the Great West, provided they can keep it highly respectable and harmonious to the powers that be on the inside of this Exchange.

This is certainly not an enterprising state of affairs, and there can be no progress where there is no enterprise.

Now, when the time for improvement does come we shall see the present half-hearted, hap-hazard, uncertain methods, now called rules for inspection of butter, changed to something more positive and certain, as they could be. There is great room for progress to be instituted, also for the inspection of eggs, and that must soon come also, before it can prosper much. Take all the world over, there is nothing so mischievous as uncertainty—nothing so paralyzing as doubt with transactions in trade or anything else. It is only the most unscrupulous and reckless who thrive or desire to trade under these conditions. Hence, this lack of business from the better portion of the community.

As the world progresses, and new men constantly take the place of the old, perhaps it may be the good fortune of the New York Mercantile Exchange to have some great and fiery genius brought to its councils some day who will be able to arouse it from its present torpid, lifeless, inanimate, objectless, useless and selfish life to one of progressive and enlightened ways, so that it may then come to be known as the model exchange of the country of what is generally considered the model republic of the world.

JAMES ANDERSON.  
New York, April 10, 1888.

#### Just About So.

In a recent address before the Boston Druggists' Association, Dr. H. L. Bowker, in his usual practical manner, said:

It is best not to preach any sermon to customers. If a person comes in and wants Dr. Killmequik's Balsam, let him have it, if it is not going to kill him instantly. I have been in stores, and seen customers lectured about something very much better, perhaps, than what they called for. It is poor policy. If a man wants any particular thing, let him have it. If he goes home and tries it, and then comes to you for advice, you will get his confidence, and then you can do his "my friend Markoe, who says, Metcalf's Death Cure is very good, but I have something better, and you will sell two bottles instead of one. It is a good deal the same about doctors. If a man comes in and asks if Dr. Bowker is a good doctor, it might be just as well to say yes. If you say no, they think you are deceiving them.

Dr. Killmequik has been detected in a deception, and is now in the hands of the law.

## PUTNAM & BROOKS, CANDY

WHOLESALE

Jobbers In

Oranges, Lemons, Bananas,

## NUTS Dates, Figs, Citrons, Prunells, Etc.

PRICES QUOTED AND CORRESPONDENCE SOLICITED

13, 15, 17 South Ionia Street,  
13, 15, 17 Railroad Place GRAND RAPIDS.

## P. STEKETEE & SONS,

JOBBERS IN

## DRY GOODS, AND NOTIONS,

83 Monroe St.,

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

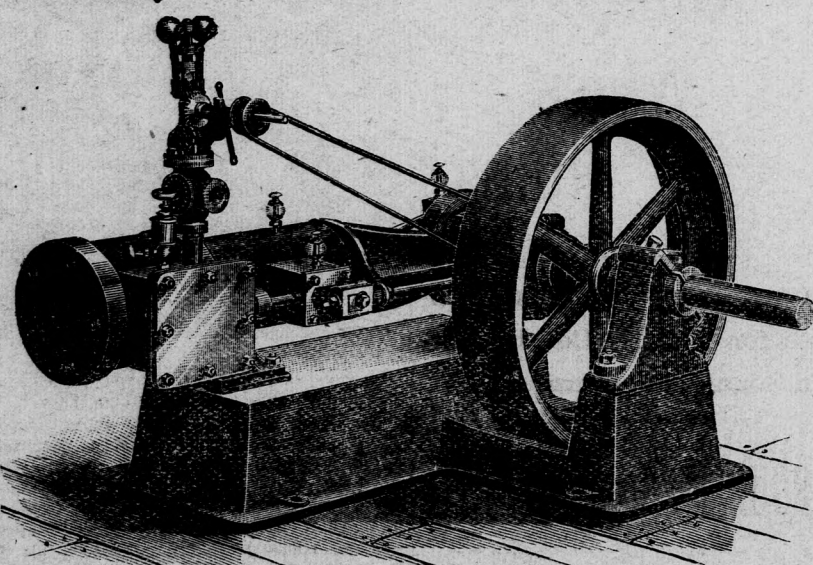
GRAND RAPIDS, MICH.

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

## W. C. DENISON,

GENERAL DEALER IN

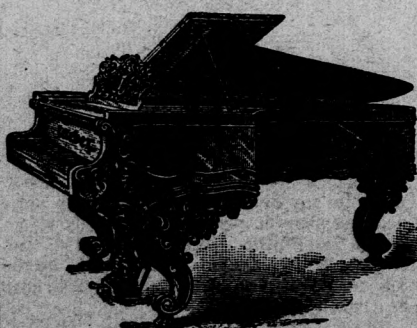
Stationary and Portable Engines and Boilers,



Vertical, Horizontal, Hoisting and Marine Engines. Steam Pumps, Blowers and Exhaust Fans. SAW MILLS, any Size or Capacity Wanted.  
Estimates Given on Complete Outfits.  
88, 90 and 92 SOUTH DIVISION ST., GRAND RAPIDS, MICH.

## WEBER

Grand, Square and Upright Pianos.



The Weber Piano is recognized beyond controversy as the Standard for excellence in every particular. It is renowned for its sympathetic, pure and rich tone combined with greatest power. The most eminent artists and musicians, as well as the musical public and the press, unite in the verdict that

The Weber Stands Unrivaled.

Sheet music and musical merchandise. Everything in the musical line.

Weber Pianos, Fischer Pianos,  
Smith Pianos, A. B. Chase Organs,  
Estey Organs, Hillstrom Organs,

JULIUS A. J. FRIEDRICH,

(Successor to Friedrich Bros.)

80 and 82 Canal St., Grand Rapids, Mich.

## JENNESS & MCGURDY,

Importers and Manufacturers' Agents.

DEALERS IN

## Crockery, China, Glassware,

Fancy Goods of all Description.

HOTEL AND STEAMBOAT GOODS,

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

73 and 75 Jefferson Ave.,

DETROIT, - MICH.

Wholesale Agents for Duffield's Canadian Lamps.

## SPRING & COMPANY,

JOBBERS IN

## DRY GOODS,

Hosiery, Carpets, Etc.

6 and 8 Monroe St., Grand Rapids.

## DON'T WAIT

FOR THE

Chicago or Detroit Drummer!

BUY YOUR SPRING LINE OF

MEN'S AND BOY'S WOOL, FUR AND STRAW HATS,

LADIES and MISSES STRAWS

NEAR HOME.

Saving Yourself Time, Trouble and Expense.

THE ONLY

## WHOLESALE HAT HOUSE

In WESTERN MICHIGAN,

## I. C. LEVI

34, 36, 38, 40 and 42 Canal Street,

GRAND RAPIDS, - MICH.

## GRAND H. LEONARD & SONS RAPIDS

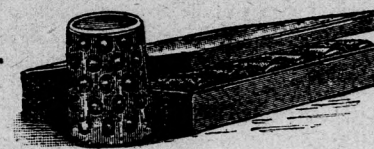


Pearl Water Set.

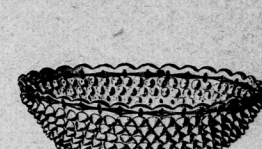
Pearl Water Set, as shown in cut. (per bbl. \$6 00) per dozen, \$7 20  
No. 130 " " similar, without bowl. " 4 00 " " 4 50  
Dewdrop Pitcher, very large, half gallon, sparkling and bright. " " 3 00  
Dewdrop Water Set, with Finger Bowl and Tumblers, complete. " " 9 00



Dewdrop Pitcher.



Polka Dot Tumbler.



Dewdrop Berry Dish.

Polka Dot, Assorted Colors Tumblers, 1 dz. in Spaced Box. per dozen, \$ 4 00  
Dewdrop Berry Dish 8. (Berry Set, 7 pieces, \$3.50 per dozen) " " 1 50  
Dew Berry Dish, deep 8 in. (Berry Set, 7 pieces, \$4.50 per dozen) " " 2 00



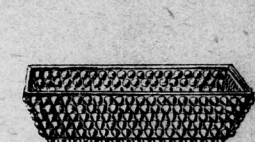
Dew Drop Mug.  
Ass't'd Colors  
40c per dozen  
By box \$5.00  
\$4.50 gross



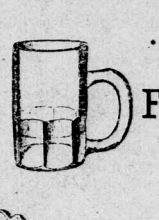
No. 97 Tumbler.  
Plain Fine Table  
65c dozen  
Engraved Fine Table  
75c dozen



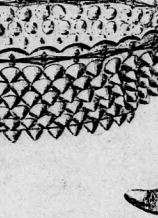
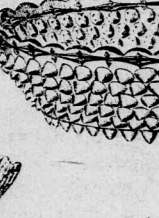
Dewdrop Tumbler.  
Ass't'd Three Colors  
60c per dozen  
By box "55c. per dozen



Dewdrop Dish.  
7 inch Sparkling  
9c per dozen  
8 inch Sparkling  
\$1.25 per dozen



"ACME"  
Five Cent Crystal  
Assortment.  
ONE DOZEN EACH.



Climax Berry Nappies  
Dewdrop Wines  
Dewdrop Salts  
Dewdrop Nappies  
Beer Mugs  
Climax Tumblers  
Dewdrop Mugs  
Cat Slippers  
Individual Creams



Total, 10 doz. articles.  
All New 1888 Goods, Staple  
Everyday Sellers.  
42 cents per doz. \$4.20  
Barrel. " 85  
\$4.55  
This Advertisement  
appears but once.

## ARTHUR MEIGS & CO.,

77, 79, 81, and 83 South Division Street,

GRAND RAPIDS, MICH.

One Block from Union Depot on Oakes Street.

## WHOLESALE GROCERS.

IMPORTERS OF

## TEA.

JOBBERS OF

Tobacco and Cigars.

SHIPPERS OF

VEGETABLES, FRUITS and PRODUCE.

PROPRIETORS OF THE

## RED FOX PLUG TOBACCO.

AGENCY OF

Boss Tobacco Pail Cover.

Full and Complete Line of FIXTURES and STORE FURNITURE.

Largest STOCK and greatest VARIETY of any House in City.

LOOK UP OUR RECORD