





ASSOCIATION DEPARTMENT.

Michigan Business Men's Association. President, Frank W. ...

- No. 1—Traverse City B. M. A. President, Geo. E. Steele; Secretary, L. Roberts. No. 2—Lewell B. M. A. President, N. O. ...

FOOD INSPECTION.

A Move in the Direction of Better Milk and Produce. The following ordinance has been reported to the Common Council by the City Attorney:

AN ORDINANCE—Relating to, and regulating the sale of milk, meats, fish and other provisions and articles of food in the city of Grand Rapids, and to provide for inspection thereof.

Sec. 4. No person shall sell or offer for sale in the city of Grand Rapids any milk that is adulterated with any foreign substance or diluted with water...

Sec. 5. All licenses granted under the provisions of this ordinance shall be signed by the mayor and the city clerk upon payment to the clerk of fifty cents for each license...

Sec. 6. The name and license number of each person to whom a license is issued shall be printed in plain letters of sufficient size to be easily seen and read at a distance of sixty feet therefrom...

printed the name and address of the person so engaged, also the name and license number of his employer or principal, and shall exhibit such card upon demand to any policeman or member of the board of health...

Now is the time for the local associations to begin thinking about a summer holiday. The picnic was a source of great good to these associations which indulged in it last season.

Manistee Democrat. The Business Men's Association met Friday evening and appointed Messrs. A. O. Wheeler, C. D. Gardner and W. H. Williams a committee to get up a Fourth of July celebration.

Grand Rapids Mercantile Association. At the regular semi-monthly meeting of the Grand Rapids Mercantile Association, held on June 5, F. L. Blake & Son, grocers on South Division street, and Fred A. Rice, grocer on Wealthy avenue, were elected to membership in the Association.

Good Report from the Nashville Association. NASHVILLE, June 5, 1888. DEAR SIR—I take pleasure in reporting the B. M. A. of Nashville in a fine condition.

The Rates on Nails. As a majority of our readers are probably aware, the nail manufacturers west of the Alleghenies adopted a new card rate to take effect June 1st...

Hardware.

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

- Ives', old style, 4 in. dis 60 N. H. C. Co. dis 60 Douglass' dis 60 Snell's dis 60 Cook's dis 40 Jennings' imitation dis 60

- Socket Firmers dis 70 Socket Framing dis 70 Socket Corner dis 70 Socket Bolt dis 70 Butcher's Tanged Firmers dis 40 Barton's Socket Firmers dis 20

- Stanley Rule and Level Co's dis 50 Maydoyle & Co's dis 25 Kip's dis 25 Verkes & Plumb's dis 40

- Adze Eye dis 60 Hunt Eye dis 60 Sperry & Co's Post, handled dis 50 Coffee Parkers Co's dis 40

Hardware.

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

- American, all kinds dis 60 Steel, all kinds dis 60 Swedes, all kinds dis 60

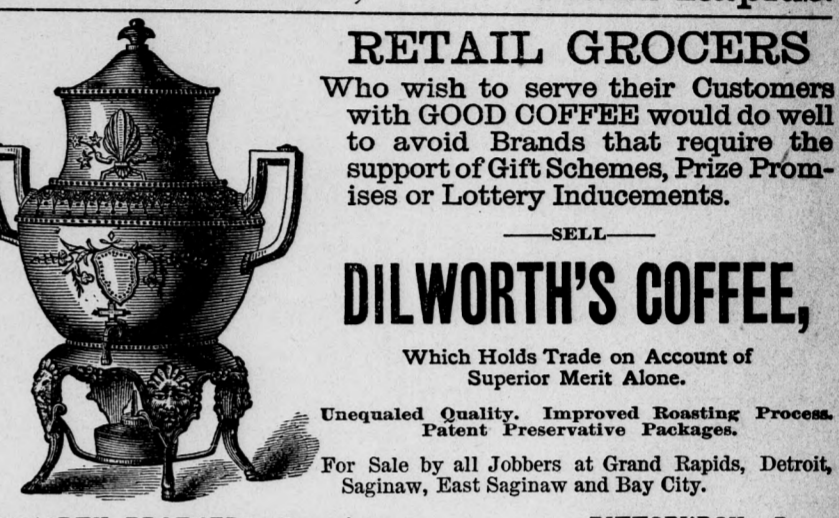
- Roofing, 14x20, IC dis 5.40 Roofing, 14x20, IX dis 7.00 Roofing, 20x28, IC dis 12.00

- Stanley Rule and Level Co's dis 50 Maydoyle & Co's dis 25 Kip's dis 25 Verkes & Plumb's dis 40

- Adze Eye dis 60 Hunt Eye dis 60 Sperry & Co's Post, handled dis 50 Coffee Parkers Co's dis 40



WINE, SEAMLESS LACE, FULL SOLE. Men's \$13. Women's and Boys', \$11. Misses' and Youths' \$9. Child's, \$7.50. 2 per cent. 30 days.



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.

SOAP DON'T FAIL TO USE JAXON 5 CENTS A CENTS 5 CENTS 5 CENTS

NEAL'S CARRIAGE PAINTS Re-paint your old buggy and make it look like new for LESS THAN ONE DOLLAR. Eight beautiful shades.

EHRET'S PREPARED ROOFING For all kinds of buildings requiring a good roof at less price than any other.

M. EHRET, Jr., & CO, Sole Manufacturers, Chicago and Philadelphia.

Manufacturers Seeking New Locations. Smith Middlings Furber Co., Jackson. Loyell Redington Co., Ionia. Clapp Shirt Co., Allegan. David Woodward (plows) Clinton.

Special Enterprises Wanted. Grist Mill—Hopkins Station. Newspaper—North Muskegon. Gravel—Belle Isle. Wood working establishment—Quincy. Hard wood factories—Fife Lake.

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## The Michigan Tradesman.

### THE DRUMMERS.

Plain, Unvarnished Ideas About Traveling Men.

Bill Arp in Atlanta Constitution.

A traveling man ought to have all the comforts that are possible. I am not thinking about myself, but about these drummers. I don't like to call them drummers, for it is not a very comely name and sounds harsh and slangy, but started that way and sticks, and we mean no harm by it. A regular drummer used to be a fellow who beat the kettle drum to call up the boys and get them into line at the old-fashioned musters. One played the fife and another rattled the drum, and when they began their music the captains of the militia would cry out: "Oh, yes! Oh, yes! All that belong to Captain Jenkins' command parade here—fall in!" Then the boys would begin to straggle into line, some with guns, some with sticks and some with corn-stalks or umbrellas, and the line was as straight as a crooked fence, and never got any straighter. Some stood up straight, and some half bent, and some squatted down; some had coats and some had none, and all were talking or laughing; but they were drummed up nevertheless. "Do you hear the drum, boys? Let's go and fall into line," they would say; and so a drummer now is a man who draws the attention and makes the boys fall into line. I was talking to a merchant in Chattanooga, yesterday, and a courteous young man came in with some cigars, and took off his hat politely and introduced himself, and showed his cigars, and asked the privilege of placing his brand in the showcase for trial. He did it so nicely, and was so pleasant, that the merchant could not refuse. I was in another store, and a young man came in to show his samples of cutlery, and he, too, was so polite, the merchant had to humor him, although he did not wish to buy. Civility pays, politeness pays, good breeding pays. We may admire a diamond in the rough, and there are people with big hearts and rough manners, but, after all, pleasant and agreeable manners are the best. They are the best among the ladies. I know from experience. I was speaking of a man the other day to my wife, and she said, "I like him very much, he has such nice manners, he is so attractive and kind. Why, the other day when I left my parasol in the store, he brought it across the street, and took off his hat as he presented it to me." Well, the truth is I don't like him so everlasting much, for I thought him a little too doggone obsequious, and my wife oughtn't to have forgotten her parasol anyhow, but politeness pays, and women appreciate it more than the men. My wife says there was a time away back, when, if she dropped her handkerchief I would jump ten feet to get it, but that now I sit there like a stump, and simply say, "My dear, you have dropped your handkerchief." Just so—Anno Domini will tell—nevertheless, I don't like to see politeness overdone. Bill Jones was mighty polite, and was very fond of escorting Mrs. Goulding to dinner or supper at the hotel when Captain Jenkins was away in his steamboat. Well, she thought it was nothing but gentlemanly politeness, and accepted his invitations. The captain came in unexpectedly one evening, and as Bill was prancing along with Mrs. G. to supper he grabbed him by the collar and gave him a twist and a turn, and kicked him about a rod, and remarked: "Now, doggone you, go and get a wife of your own." I have known many a good, solid young man boycotted by the girls, because he lacked manners.

But I was ruminating about the drummers. One of them got off the train with me the other morning, about an hour before day, and we looked around for a light or a porter, or some place to go to, and finally settled down in the piazza of a humble hotel, where three dogs were sleeping; but they rapped the floor with their friendly tails, and so we sat down and waited for daylight. It was a good time to talk sense, and we talked it until the roosters crowed, and then the family got up, and to our surprise gave us a cordial welcome and a good, old-fashioned breakfast. A good breakfast is a splendid harmonizer. The stomach is the thing to work on, and these drummers know it. They can tell you the precise character of every hotel in their territory, and they make the hotel business a subject of prayer. I always go to the hotel that they patronize. They don't care half so much about tariff reform or civil service reform as they do about hotel reform. They are a long way from home and their loved ones. They have to take the weather as it comes, and get on and off trains at all times of night, and all kinds of places, and meet with disappointments and vexations, and it takes good vitals and good beds to keep them calm and serene.

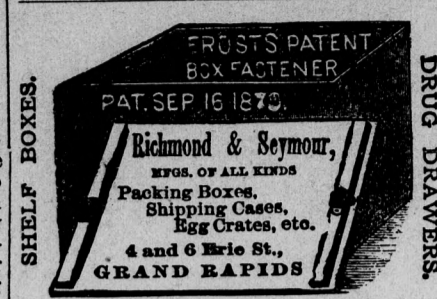
My wife, Mrs. Arp, she knows how it is. When I get back home tired and weary with travel, she goes to the kitchen herself and fixes me up something ever so nice, and it revives me and rejuvenates me and causes me to bask in the sunshine of domestic bliss, and so I get out my pocket book and lay it in her lap, and then she is calm and serene, and don't scold the children nor complain of the cook or the washerwoman. By and by, she slacks up a little and puts me to work and keeps me at it until I get ready to go off again. I think she has an idea that I have a good time when I am gone, and am fed on taffy and turkey and all the good things, but I shake my venerable head and sigh and look solemn and say: "There is no place like home; elsewhere all is vanity and vexation of spirit," and my affidavit face satisfies her for a while, I know.

Sometimes I think the hotels ought to be regulated by law. There ought to be a traveling inspector. They all ought to be published and rated in a book just like Dan and Bradstreet rate the merchants. Rooms, beds, sheets, towels, soap, the table, the waiters, and general comfort, all ought to be classed and numbered. If the only clean place on the towel is a hole, it ought to be mentioned. The traveling public ought to be advised exactly what they may expect; whether the fare is good enough, what there is of it, or enough of it such as it is, or whether the sheets were changed after the last man occupied the bed. Now, when a wayfaring man says, "You have a pretty town, but your hotel is miserable," it is a bad alarm on the town. He leaves it with a bad impression; and he doesn't want to go back any more. If he visits a place with a good intent to locate or buy some property, a dirty hotel makes him hesitate, and in such a hurry he can't get a good trade out of him. A man told me not long ago, that he would have invested in some fine mineral property in north Georgia, but he was sick and couldn't get there, and he was sick

boiled eggs and baked potatoes. If a town wants to rise and grow, it would pay the community to hire a good landlord or landlady and run a good, decent hotel. When a man who lives well at home is penned up abroad in a dirty hotel he is restless and suspicious, and in no humor to trade. But satisfy his appetite and stuff him with generous food, and he is all right and all ready. If you want to attack a man for charity or generosity, go for him just after he has finished a good dinner. Solomon tells about "bowels of mercy, and bowels of compassion." The heart has nothing to do with a man's emotions. That is an antiquated mistake. It is lower down. The heart may be utterly diseased, and the man not know it, but let the organs of appetite get out of order and the whole man is demoralized.

I wish the T. P. A.'s would hire me to travel and peruse the hotels, and whenever I didn't find a decent one, then I was to organize a new one, and let all the drummers boycott all the others. Last fall I was down in lower Georgia, and some drummers asked me where I was going to stop, and I said, "I don't know; at the hotel, I reckon;" and they said: "No, do you go with us; the hotel is a fraud, and we have set up a nice, good old widow lady, and we will all go there." So I followed them, and I never found a better place outside my own home. Everything was so clean and nice. The fare was not expensive, but it was good. She had good, honest sausage and lye hominy, and eggs fried on both sides and loose in the middle, and good bread and good coffee, and butter-milk, and the plates were all glossy, and the knife handles felt like they were

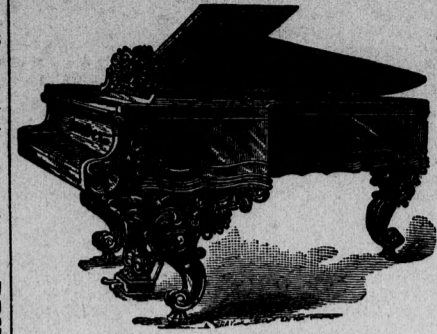
polished, and everything about made a man feel like a gentleman. A man can live on sloppy victuals until he loses his gentility, and will tell a lie or cheat in a trade, or use cuss words, or slander his neighbor. A man will partake of his surroundings, and if he lives like a hog he will grow hoggish. I knew a very nice young man whose mother was a pattern of neatness and propriety. Well, he married a girl who was pretty and smart, and dressed very nice on Sundays and when company was about, but she was a slattern, nevertheless, and wore dirty stockings with holes in the toes, and dirty underclothes (they say she did), and that young man began to go down and down, and lost his spirit and his gentility. Cleanliness is next to godliness, they say, and I believe it.



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

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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.)

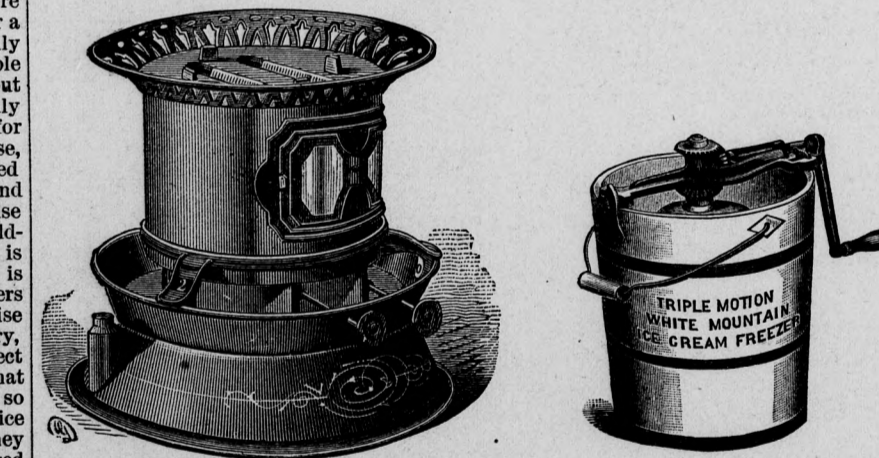
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Grand Rapids, Mich.



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GRAND RAPIDS, MICH. GRAND RAPIDS, - MICH.

**LION**  
MOCHA, JAVA AND RIO  
**COFFEE**  
WOOLSON SPICE CO.  
COLUMBIANA, OHIO

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WOOLSON SPICE CO.  
COLUMBIANA, 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.

## 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 RAPIDS, - MICH.

## BULKLEY, LEMON & HOOPS,

Wholesale Grocers.

IMPORTERS OF

Teas, Lemons and Foreign Fruits.

SOLE AGENTS FOR

"Acme" Herkimer Co. Cheese, Lutz Bros. Soaps and Niagara Starch.

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

## 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**

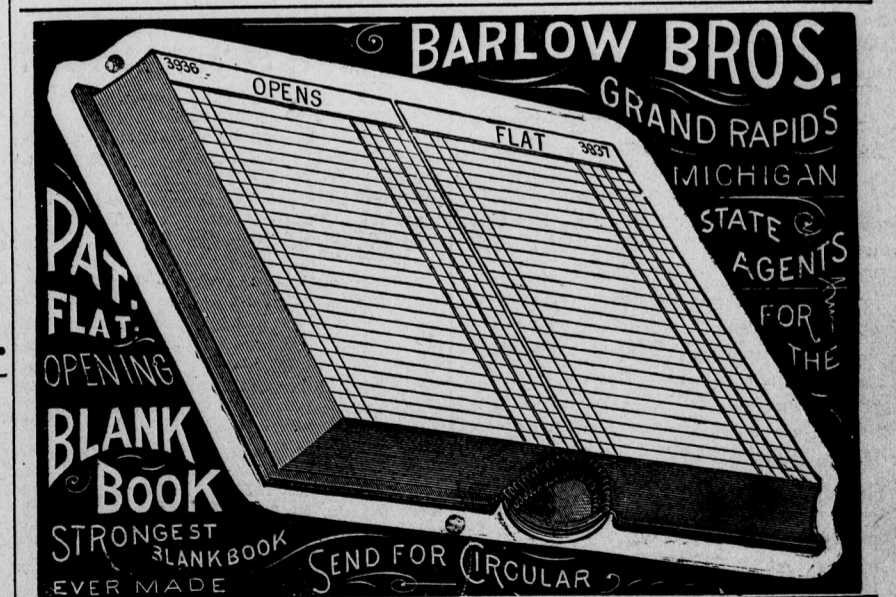
Will be given you, whether you be of large or small capacity. As you are doubtless aware, GLADSTONE is the Lake Shipping Port for the Great "Soo" Railway and feeders, and situated as it is on the Little Bay Du Noquette, the finest harbor of deep water on Lake Michigan, offers unparalleled inducements 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.



Lorillard's New "Smoking or Chewing"

**YELLOW JACKET LONG CUT.**

Packed in 3 oz., 8 oz. or 16 oz. Handsomely Decorated Papers.

To be had of all Jobbers at the very low price of

**20 CENTS per POUND.**

IT IS THE

Mildest, Smoothest Smoke Ever Offered for Less than 30 Cents per Pound.

**THOMPSON & MACLAY,**

IMPORTERS AND JOBBERS OF

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

19 South Ionia Street, GRAND RAPIDS.

Grand Rapids, Mich.

Written for THE TRADESMAN.

For a long number of years I have had a sort of a hobby that the study of physiognomy was materially more important than the study of phrenology.

And, again, from a business point of view, there would be many inconvenient and disagreeable features in substituting phrenology for physiognomy.

But, in riding my hobby, I sometimes meet with an obstruction that is somewhat formidable.

"So much for 'ognomies! If the man had had one-fourth of the good traits you credit him with, I wouldn't have just refused to go on a small bond for costs with him.

Some time, when I run across this subject again, I am going to try and ascertain the reasons for my faulty diagnosis.

On the whole, it is, perhaps, as well for the average citizen not to place much reliance on the "ologies" and "ognomies."

One serious difficulty in the way of people's perfecting themselves in the 'sciences' mentioned and rendering them practical and useful in the affairs of life is their latent reverence for wealth, notoriety and official position.

Once upon a time, I was a delegate to a convention which, from its supposed importance, attracted more than a usual assemblage of the political celebrities of the country.

GRAND RAPIDS Paper Box Factory,

W. W. HUELSTER, Prop.

Paper Boxes of Every Description Made to Order on Short Notice.

We make a specialty of Pigeon Hole File Boxes, Sample Trays, Sample Cases, Also Shelf, Shoe, Confectionery, Millinery, Dress, Suit and Packing Boxes, Druggists' Sifters and all kinds of Fine Work.

All work guaranteed first class and at low prices. Write or call for estimates on anything you may want in my line. Telephone 59.

OFFICE AND FACTORY, 11 Pearl St., Grand Rapids, Mich.

PATENTS LUCIUS C. WEST, Attorney at Patent Law and Solicitor of American and Foreign Patents.

105 E. Main St., Kalamazoo, Mich. U. S. A. Branch of Geo. London, Eng. Practice in U. S. Courts. Circulars free.

Advertisement for D.W. Archer's Sugar Corn, featuring a circular logo with a star and the text 'D.W. ARCHER'S SUGAR CORN' and 'DAVENPORT CANNING CO. DAVENPORT, I.A.'.

HESTER & FOX, Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,

Advertisement for Atlas Engine Works, Indianapolis, Ind., U.S.A., featuring an illustration of a steam engine and the text 'ATLAS ENGINE WORKS INDIANAPOLIS, IND., U. S. A. MANUFACTURERS OF STEAM ENGINES & BOILERS.'

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

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

Write for Prices. 44, 46 and 48 No. Division St., GRAND 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.

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, PHOENIX, WARASH, CAMEO, AND OTHERS. For quotations address

W. G. HAWKINS, Salesman for Western Michigan, Grand Rapids.

WALL PAPER & WINDOW SHADES

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 Monroe Street, - Grand Rapids.

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

BUNTING & DAVIS,

Commission Merchants.

Specialties: Apples and Potatoes in Car Lots.

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

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

MOSELEY BROS.,

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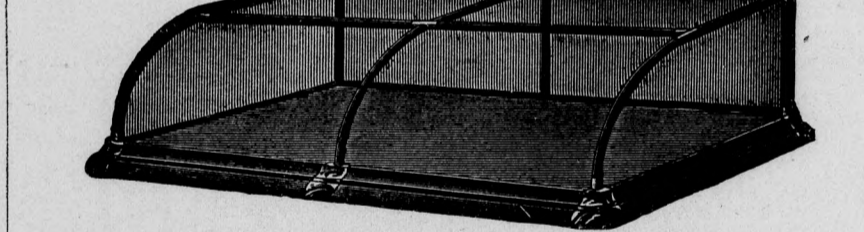
Fruits, Seeds, Oysters & Produce,

ALL KINDS OF FIELD SEEDS A SPECIALTY.

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

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

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AMOS S. MUSSELMAN & CO.,

Wholesale Grocers,

21 & 23 SOUTH IONIA 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.



Crown Prince!

THE FAVORITE BRAND With Grocers.

Orders from Retail Trade Solicited.

Newaygo Roller Mills

NEWAYGO, 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. Write us for prices.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

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

The Standard of Excellence

KINGSFORD'S

Oswego PURE AND "Silver

"Pure" GLOSS"



STARCH.

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

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

CURTISS, DUNTON & ANDREWS

ROOFERS

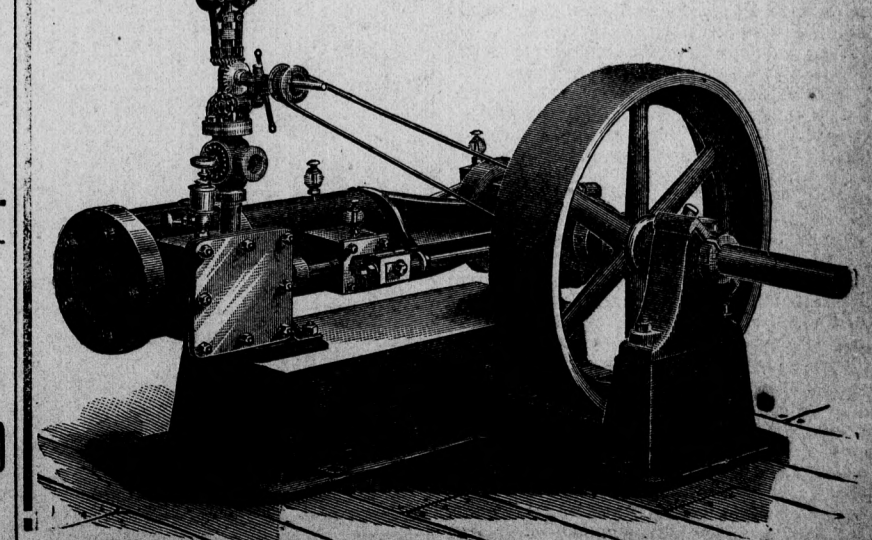
Good Work, Guaranteed for Five Years, at Fair Prices.

Grand Rapids, - - Mich.

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 Outline.

85, 90 and 97 SOUTH DIVISION ST., GRAND RAPIDS, MICH.

Groceries.

The Grocer. Who sliced at the break of day. And to his work goes right away.

WHOLESALE PRICE CURRENT.

The quotations given below are such as are ordinarily offered cash buyers, who pay promptly and buy in full packages.

Table with columns for BAKING POWDER, CHEESE, SWEET GOODS, and TOBACCOES-PLUG. Lists various products and their prices.

PROVISIONS.

The Grand Rapids Packing & Provision Co. quote as follows:

Table with columns for PORK IN BARRELS, SMOKED MEATS, and DRY SALT MEATS. Lists various meat products and their prices.

BEWARE!

It has come to our notice that unscrupulous manufacturers of cigars are putting an inferior brand of cigars on the market under a label so closely imitating our 'Silver Spots'...

EATON & LYON, Importers, Jobbers and Retailers of BOOKS, Stationery & Sundries. 20 and 22 Monroe St., Grand Rapids, Mich.

INCREASE YOUR TRADE BY SELLING HONEY BEE COFFEE. J. H. THOMPSON & CO., 59 Jefferson Ave., Detroit, Mich.

MERCHANTS' DAY.

How It Will Be Observed This Year. The following circular invitation has been sent to all the business men of the city:

GRAND RAPIDS, JUNE 11, 1888. You are respectfully invited to close your place of business at noon on Monday, June 11, and report at Reed's Lake at 2 p. m. with your family and clerks to participate in the second annual picnic of the Grand Rapids Mercantile Association.

4:10 p. m.—Little girls' race. Prize, handsome doll. 4:15 p. m.—Little boys' race. Prize, ball and bat.

4:20 p. m.—Fatten's race. Prize, watch and chain. 4:25 p. m.—Lean men's race. Prize, horse and carriage.

4:30 p. m.—Sack race. Prize, box of oranges. 4:35 p. m.—Orange race. Prize, box of oranges.

4:40 p. m.—Wheelbarrow race. Prize, five pounds of candy. 4:45 p. m.—Longest throw of base ball. Prize, ball and bat.

5 p. m.—Boat ride on the Lake, free to all entitled to participate in the picnic. 6 p. m.—Supper.

7 p. m.—Addresses by President Herrick and others. 7:15 p. m.—Presentation of prizes by B. Frank Emery.

7:30 p. m.—Concert by Schubert Club. 8 p. m.—Dancing. 11 p. m.—Last car home.

The Entertainment Committee has appointed the following sub-committees to assist in carrying out the programme:

On Base Ball—Huntley Russell, O. C. Shultz and Chas. Rowland. On Races—Walter Meech, Geo. Dunaven and C. L. Lawton.

On Boat Ride—L. Winternitz, Frank Emery and Jas. A. Stratton. On Supper—B. S. Harris, Leonard Kipp and Fred Dumbachke.

On Music—Huntley Russell, John Sours and Jas. A. Morrison. On Dancing—A. G. Wagner, Fred Blake and F. H. Sessions.

COFFEE-PACKAGE.

Table listing coffee packages and prices, including Lion, Magnolia, and German brands.

Table listing various oils and fats, including Olive Oil, Lard, and Butter.

Table listing various beans and pulses, including Lima Beans, Kidney Beans, and Peas.

Table listing various fruits and vegetables, including Apples, Peaches, and Potatoes.

Table listing various nuts and seeds, including Almonds, Walnuts, and Peanuts.

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Committee on Entertainment.

Securing a Profit on Sugar.

Whereas, It is a common practice on the part of both wholesale and retail grocers to sell sugar, not only without profit, but below the average cost of doing business, which loss must necessarily be made up by higher prices on other goods, and

Whereas, This practice is a detriment alike to both dealers and consumers, and is opposed to all correct and straightforward business principles; therefore

Resolved, That the wholesale grocers of the United States, while opposed to combinations which exact excessive profits from the public, will welcome any plan which will enable both wholesale and retail dealers to sell sugar at a margin which will defray the cost of doing business, which upon the average is not less than 5 per cent. upon the sales of wholesalers and 10 per cent. upon the sales of retailers.

Resolved, That we believe that the general movement to avoid the excessive and unreasonable operation of the law of competition, (which is now operative to a greater degree than ever before, and is illustrated by efforts in almost every business and profession, including farmers, laborers and publishers) on account of increased facilities for production and distribution, consequent upon the enormous development of the forces of steam, electricity and machinery, is evidence that a legitimate cause for such movement exists and that a distinction should be drawn between reasonable efforts for self-preservation and those monopoly combinations which are operated in a manner detrimental to the public welfare.

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## The Michigan Tradesman.

**"EXPERIENCE MEETIN'."**  
 "What was the awfulest moment in my life?" reflectively asked the bald-headed passenger. "Well—um—my wife had been sick for two years and we had spent a great deal of money and tried a great many doctors, but all to no purpose. The hope of relief from a new doctor or medicine was always only too soon dashed by disappointment. We were living in New York at the time and, at last, we decided to try a surgical operation. No use of going into the detail of how long we talked it over—it was the last resort. Death was sure to come soon and the only hope lay in an operation. Our best friends and the best physicians said, "Hospital," and, at last, we were decided. My wife went to the hospital and took a preparatory treatment. The day came, boys, when I kissed the dear little woman before she went up to the operating room—excuse my tears—I am not ashamed of them. When I looked into her eyes, as I thought may be for the last time, and thought of the happy years we had spent together, of our struggle from poverty to comparative ease—that was a bad time. She got into the elevator and I was alone. The next hour was the most terrible of my life. I knew she was in that dreadful room, with twenty or thirty doctors around her, under the influence of chloroform, and the knife and saw hacking away at that dear frame I loved so well. I walked the floor. Agony! I have lived that hour over again in my sleep many times. I think the happiest moment of my life was when the head doctor came and told me she would recover."

The tall passenger moved uneasily in his seat, the fat man blew his nose and the man with specs took off his glasses, wiped them, and said something about the smoke getting into his eyes.

"Well, my moment of agony was a long one," said a slim looking chap who sells wall paper. "I expected my wife and little girl to meet me in Milwaukee, and they were coming over in the Alpena. The Alpena went down and no one ever heard just how it happened. I saw the account of the disaster in the newspaper, and their names were on the passenger list. That is how I came by these gray hairs. How I spent the next two days, God only knows—I don't. I think I was almost ready to put a bullet through my brain, when, as I sat alone in my room in the Newhall house, the bell-boy came up and said that some one wanted to see me in the parlor. Boys, it was my wife and child! They had missed the boat and had come around by way of Chicago by rail."

The bald-headed man sympathetically shook hands with the slim man and the rest thought to themselves.

"Two years ago, I suffered dreadfully with toothache," began the man with specs on. "I had a bad lot of broken teeth and determined to have them out and new ones in. You know the strange shock a dentist's or doctor's door-knob gives one—you seem to forget the pain in the dread of the operation. Well, I got into the chair, our family doctor poured the chloroform on a napkin and I looked at the bright light of day, perhaps for the last time. It feels awful to sit down in full health and realize that perhaps in ten minutes you will be beyond the cares of the world, away from the loved ones. I remembered that, as I came down the street, I had looked at this object and that and thought to myself that perhaps it was for the last time. Well, the napkin was placed over my mouth and nose, and the sweet, sickening odor penetrated away down into my innermost sense. "Breathe deep," said the doctor. "Yes," I tried to say. My voice sounded far off. I seemed to be a great fly-wheel that started slowly and gradually went faster and faster. Around and around it spun. Every time it passed a seeming given point, it gave a loud click—click. It spun faster, faster, and the clicks came nearer together. I was afraid it would burst. Then came a blank until I felt a terrible pain and heard a dull voice say, "Spit it out." I struggled—again a blank—then the voice of the dentist, saying, "Is he all right?" I tried to answer. I felt put out to think he would ask such a question, but I was too lazy, seemingly, to move. Then my head began to whirl. I felt sick at the stomach and opened my eyes—this was real life! I felt, oh, so good to think it was all over. Boys, I don't want any more chloroform in mine—it's too much like fooling with a buzz saw—too near death!

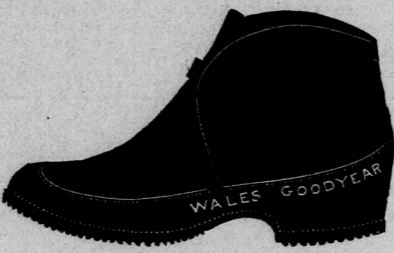
They all looked at the fat man and he, accepting the call, began:  
 "Some years ago, when I was giddy and young, I invested a whole, big, elegant dollar in the Crazyana Lottery. I never have had any luck, but the thought came to buy, and buy I did. If there were but a hundred chances and I had ninety-nine of them the other fellow would win. That's the kind of lottery luck I have! Well, the day after the drawing, on picking up a Chicago daily, I saw the list of numbers, and number 4183 had drawn the big prize and I held one-tenth of that number and was \$15,000 richer off than I was the day before! Happy! Why, the word doesn't express it—*crazed* is nearer right! I sent in my grips by express, opened up a basket of champagne for the boys in the hotel, built grand plans of what I would do—great trip to the Yosemite Valley, then to Europe, and I was as good as a dead man!"

happy day for me, I assure you! I left for Chicago that same night and headed straight for the place where I had bought the ticket, in order to have them send and cash it for me. Then came the most terrible moment of my life! The intelligent compositor of that Chicago daily had made a blunder—used one letter for the other. The right ticket was 4762, and I was as poor as before. I got to the express company before they had delivered my grips to the firm and took the first train back to my work."

He seemed quite indignant as one after the other got up and left him, muttering such words as "Rats!" "Chestnuts!" "Yellow dog!"

JESSE LANGE.

**WALES - GOODYEAR**  
 —AND—  
**CONNECTICUT**  
 Rubbers.



Write for full Prices and Discounts.

**G. R. MAYHEW,**  
 86 Monroe Street,  
**GRAND RAPIDS.**

**C. JURGENS & BRO**  
**ELECTROTYPERS**  
 Stereotypers  
 Photo & Zinc Engraving  
 AND LEAD, SLAGS, BRASS, RULE  
 WOOD & METAL FURNITURE  
 MAPLE, ERICK GRAND RAPIDS MICH.  
 Sole agents for Chicago Brass Rule Works for State of Michigan.

**SEEDS**  
 We carry a full line of Seeds of every variety, both for field and garden. Parties in want should write to or see the  
**Grand Rapids Seed Store, 71 CANAL Street.**

**SWIFT'S**  
**Choice Chicago Dressed Beef**  
 —AND—  
**MUTTON**

Can be found at all times in full supply and at popular prices at the branch houses in all the larger cities and is Retailed by all First-Class Butchers.  
 The trade of all marketmen and meat dealers is solicited. Our Wholesale Branch House, L. F. Swift & Co., located at Grand Rapids, always has on hand a full supply of our Beef, Mutton and Provisions, and the public may rest assured that in purchasing our meats from dealers they will always receive the best.

**Swift and Company,**  
 Union Stock Yards, - CHICAGO, ILL.

**SPRING & COMPANY,**  
 JOBBERS IN

**DRY GOODS,**  
 Hosiery, Carpets, Etc.  
**6 and 8 Monroe St., Grand Rapids.**

**TIME TABLES.**

**Grand Rapids & Indiana.**  
 All Trains daily except Sunday.  
 GOING SOUTH. Arrives. Leaves.  
 Traverse City & Mackinaw Ex. 9:05 a.m. 11:30 a.m.  
 Traverse City Ex. 9:00 a.m. 7:00 a.m.  
 From Cincinnati. 7:30 p.m. 5:30 p.m.  
 Ft. Wayne and Mackinaw Ex. 1:40 p.m. 7:00 a.m.  
 Saginaw Express. 11:35 a.m. 4:10 p.m.  
 Saginaw Express runs through solid.  
 8:00 a. m. train has chair car to Traverse City.  
 11:30 a. m. train has chair car for Petoskey and Mackinaw City.  
 6:00 p. m. train has sleeping cars for Petoskey and Mackinaw City.  
 GOING NORTH.  
 Cincinnati Express. 7:15 a.m.  
 Fort Wayne Express. 10:30 a.m.  
 Mackinaw Express. 4:40 p.m.  
 Traverse City and Mackinaw Ex. 11:00 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 M. C. R. R. at Kalamazoo for Battle Creek, Jackson, Detroit and Canadian points, arriving in Detroit at 10:45 p.m.

**Muskegon, Grand Rapids & Indiana.**  
 Leave. Arrive.  
 6:45 a.m. 10:10 a.m.  
 11:00 a.m. 4:30 p.m.  
 4:40 p.m. 8:30 p.m.  
 Leaving time at Bridge street depot 7 minutes later.  
 C. L. LOCKWOOD, Gen'l Pass. Agent.

**Michigan Central.**  
**Grand Rapids Division.**  
 DEPART.  
 Detroit Express. 6:45 a.m.  
 Day Express. 1:10 p.m.  
 Atlantic Express. 10:45 p.m.  
 Mixed. 6:50 a.m.  
 ARRIVE.  
 Pacific Express. 6:30 a.m.  
 Mail. 10:15 p.m.  
 Grand Rapids Express. 10:15 p.m.  
 Mixed. 6:50 a.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. RUGGLES, Gen'l Pass. and Ticket Agent, Chicago.  
 CHAS. H. NORMAN, Gen'l Agent.

**Lake Shore & Michigan Southern.**  
**Kalamazoo Division.**  
 Arrive. 2 4  
 19 3 1 2 4  
 p.m. p.m. a.m. a.m. p.m. p.m.  
 1:10 3:00 7:45 Dep. Grand Rapids. 9:45 6:10  
 4:25 4:12 9:02 Allegan. 8:28 4:55  
 5:03 10:00 Ar. Kalamazoo. 7:10 3:32  
 6:35 11:35 White Pigeon. 2:25  
 p.m.  
 8:00 12:30 Elkhart. 4:45 1:00  
 a.m. a.m. p.m. p.m.  
 7:50 7:10 Chicago. 11:30 8:50  
 p.m. p.m.  
 10:25 5:05 Toledo. 11:25 10:00  
 a.m. a.m.  
 1:35 9:40 Cleveland. 7:15 5:45  
 a.m. p.m.  
 4:30 3:50 Buffalo. 1:50 11:40  
 p.m. p.m.  
 Tickets for sale to all principal points in the U. S., Mexico and Canada at Union Ticket Office, GEO. WILLIAMS, Agt., Depot Office, N. BOYD, Agt., A. J. SMITH, Gen'l Trav. and Pass. Agt., Cleveland, Ohio.

**Detroit, Grand Haven & Milwaukee.**  
 GOING WEST. Arrives. Leaves.  
 \*Morning Express. 1:05 p.m. 1:10 p.m.  
 \*Through Mail. 5:45 p.m. 5:10 p.m.  
 \*Grand Rapids Express. 10:40 p.m. 10:45 p.m.  
 \*Night Express. 5:25 a.m. 5:40 a.m.  
 \*Mixed. 7:30 a.m.  
 \*Detroit Express. 6:45 a.m. 6:50 a.m.  
 \*Through Mail. 10:30 a.m. 10:35 a.m.  
 \*Evening Express. 3:25 p.m. 3:50 p.m.  
 \*Limited Express. 6:25 p.m. 6:30 p.m.  
 \*Daily, Sundays excepted. \*Daily. Detroit Express has parlor car to Detroit, making direct connections for all points East, arriving in New York 10:10 a. m. next day. Limited Express, East, has through sleeper Grand Rapids to Niagara Falls, connecting at Milwaukee Junction with through sleeper to Toronto.  
 Through tickets and sleeping car berths secured at D., G. H. & M. R'y offices, 23 Monroe St., and at the depot. JAS. CAMPBELL, City Passenger Agent.

**WHOLESALE AND RETAIL**  
**COAL and WOOD.**  
 E. A. HAMILTON, Agt.,  
 101 Ottawa St., Ledyard Block.  
 Telephone 909-1 R.

**P. STEKETEE & SONS,**  
 JOBBERS IN  
**DRY GOODS,**  
**AND NOTIONS,**  
**88 Monroe St.,**  
 AND 10, 12, 14, 16 AND 18 FOUNTAIN STREET,  
**GRAND RAPIDS, MICH.**  
 Peerless Carpet Warps and Geese Feathers  
 American and Stark A Bags {A Specialty.

**"NO MORE SCHEMES."**  
**Red Star Baking Powder**

SOLD AT ACTUAL VALUE  
 1/4 lb Cans 45 per dozen; Retail 5 cents  
 1/2 lb Cans 85 per dozen; Retail 10 cents  
 1 lb Cans 1.50 per dozen; Retail 20 cents  
 Sold only in cans.

**ARCTIC MANUFACTURING COMPANY,**  
 38 and 40 Louis Street,  
**GRAND RAPIDS, - MICHIGAN.**  
 Very Attractive. Full Weight. Full Strength. Order a Sample L.

**HOUSE FURNISHING GOODS**

**EAGLE BRAND NO. 2**

Castors, Colored Bottles  
 Iron Oil Stove, 4 inch Wick  
 2 Qt. Tin Hammered Pails  
 2 qt. Tin Oval Pail

Square Dinner Pails Heavy Tin  
 Fly Traps  
 Splendid Summer Sellers  
 Safety Pins and Adamantine Pins

"Jim's" Toasters. The best toaster ever shown  
 Hotel Goblets—every style  
 Jelly Tumblers and Table Tumblers  
 Lemonade Tumblers

Curry Combs and Horse Brushes  
 Brushes of all kinds

Baskets of our own importation—see catalogue  
 "Francis" Fire Proof Earthen Tea Pot  
 From our Illustrated Price List. Sent to Dealers only on application, Three Hundred Pages of Bargains.

**H. LEONARD & SONS,** Grand Rapids, Mich.

**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.

**PUTNAM & BROOKS,**  
 WHOLESALE MANUFACTURERS OF  
**CANDY**  
 And Heavy Jobbers In  
 Oranges, Lemons,  
 BANANAS, NUTS,  
 Dates, Figs, Citrons, Prunells, Etc.  
 PRICES QUOTED AND CORRESPONDENCE SOLICITED  
 13, 15, 17 South Ionia Street, GRAND RAPIDS.  
 13, 15, 17 Railroad Place

**CLARK, JEWELL & CO.,**  
 Wholesale Grocers,  
 HANDLE EVERYTHING IN THE PROVISION LINE.

Pork, Beef, Lard, Hams, Shoulders, Bacon, Sausage, Pigs' Feet, Canned Beef, Lunch Tongue, Potted Ham, etc.