





**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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E. A. STOWE, Editor.  
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#### FORD'S PET MEASURE

The allegation that the law against the importation of contract labor has been evaded, and that large numbers of Italian coolies have been imported since it was passed, is one which calls for the most thorough investigation, if there be any grounds for believing it true. In the case of the Italians it probably will be harder to suppress, the evil than in that of any other immigrants from Europe. The Padrone system, first organized to supply Christendom with the wretched slaves who grind organs and exhibit monkeys, was established long before the law was enacted, and has a system of traffic in human beings as complete as that of the slave-traders in the Sudan, though not so inhuman. If the penalty of a thousand dollars fine for every violation of the law is not enough to deter mean employers from having dealings with these people, it ought to be increased to a figure which will be so. But if once we could make a contractor pay \$100,000 for having brought in a gang of these people, that would encourage the others to stop it.

The appointment of a committee of the House to look into the matter was telegraphed to Europe and calls out a note of protest or defiance from an official paper in Rome. It speaks of the proposal as involving measures either contrary to international law, or in opposition to the treaty rights of Italy. As for international law, it has nothing to say on the subject. No rule of the law binds us to allow a single Italian to land on our shores, much less to undertake any business or employment in this country. And as Italy denies the right of her people to become naturalized citizens of the United States, and claims their services as soldiers in her army in the event of their return to their native country, it hardly would become her to talk of the rights secured her by diplomacy.

#### CONVICT LABOR.

The Legislature of New York has been called to meet in special session to make provision for the maintenance of the prisons in some way, the matter having been neglected at the last session. Of course the working people of the State are anxious that the provision shall not be made at their expense, by selling the labor of the convicts to contractors, or by employing them in any way that may tend to lower wages. It may be assumed that the contract system is at an end in that State, as in several others. It was a bad system for many reasons. It interfered with the proper object of prison discipline—the reform of the criminal. It transferred him from the oversight of the responsible officers of the State to that of men whose only interest was to get work out of him. In some cases this was abused by treating mere failure to comply with an industrial standard as failure to obey the laws of the prisons, and by punishing it accordingly. Yet, because that system provided for the support of the convicts without cost to the State, it was held up as the ideal of prison administration. The opposition of the wage earners is putting an end to it in one Northern State after another. They very naturally object to being thrown into competition with the State's bondsmen.

But the employment of convict labor on State account, while less objectionable, is not altogether free from objection on the part of the laboring classes. Where the labor of the convicts is concentrated in one or a few lines of production, and its products are sold in the general market, it certainly does come into unfair competition with other workmen in the one or few kinds of production concerned. To overcome this in New York, it is proposed to forbid the use of any kind of machinery in the prisons.

#### "PINE PLAINS."

THE TRADESMAN devotes no inconsiderable portion of its space this week to the subject of the pine barrens of Northern Michigan, holding that no theme is deserving of greater attention at the hands of the newspapers of the State. There are millions of acres of land in the upper portion of the State which are looked upon by many as practically worthless. If scientists and others can prove to a certainty that the lands are arable, millions of dollars will be added to the wealth of the Wolverine State.

THE TRADESMAN cannot feel otherwise than flattered at the frequent quotations made from its columns. Contemporaries are always welcome to anything they consider worthy of reproduction and are hereby given liberty to use the same, with or without credit, as best suits their purpose. Whenever reference is made to the paper, however, it is especially requested that the full name be used. There are several other journals in the country named "Tradesman" and the "Grand Rapids Tradesman" is

plainly a misnomer. THE TRADESMAN is Michigan in name as well as in scope and purpose, and common courtesy should entitle it to all the credit attaching such a general character.

Cadillac continues to give evidences of progressiveness in a business sense, one new manufacturing establishment having been secured last week, while two others are in process of negotiation.

#### Where's the Detroit Club?

The Grand Rapids traveling men are beginning to wonder what has become of the base ball club recently organized by the traveling men of Detroit. The latter issued a bold challenge to the Grand Rapids grip carriers, which was formally accepted over a month ago, but up to present writing no intimation has been received from Detroit relative to the time at which the first engagement can be effected.

The Grand Rapids travelers continue their Saturday practice, the game last Saturday having resulted in a score of 21 to 19. During the course of the game A. B. Cole had two fingers badly hurt, and Fred E. Powers had the misfortune to have his left thumb dislocated and cut open. So serious is the injury that it was feared Monday that amputation would be necessary in order to save the hand.

President Mills telephoned THE TRADESMAN the following message from Reed City on Monday:

Regarding various inquiries concerning the traveling men's picnic, I want to say that it has been vouchsafed by a number of our traveling men to make the coming day-time excursion to the Detroit base ball game our annual picnic, the particulars and time of which will be given by Manager Seymour as soon as it is definitely arranged. As it is to be important, it is hoped that there will be a large delegation, as an enjoyable time is assured. If some other trip would prove to be more acceptable, different arrangements can be made later on.

L. M. MILLS, Pres.

#### Banking Methods in St. Louis.

From the Chicago Mail.  
They are doing business on the same old plan in St. Louis to-day that was in vogue there when the French squatted down on the levee. A Chicago lady, who was there recently, relates the following:

"I went into one of the banks and told the gentleman at the window that I wanted to buy a draft. He asked me if I had any one to identify me. Thinking he had misunderstood me I laid down my money and said: 'I presume that is sufficient identification.' He said it wasn't. I then repeated that I wished to buy a draft, not get one cashed. He said he understood me quite, and begged leave to assure me that I must be identified before I could get what I wanted. I asked him if that wasn't something unusual. He said it was one of the early customs of banking in St. Louis, and they had to keep it up. St. Louis people were accustomed to it, and it wouldn't do to try and put up any new tricks on them."

This reminded my informant of something that had also occurred in St. Louis. An old and very wealthy man of the town, whose constant companion was a white and black dog, had been in the habit of coming to the Sub-Treasury at certain periods for the purpose of getting coupons of his bonds cashed. One day he presented himself for that purpose and the cashier refused to give him the money. The old man demanded to know why.

"I don't know you," said the cashier.

"But I have been here before and never was denied," the man answered.

The cashier looked at him a moment and then said: "Where is your black and white dog that always comes with you, if you are the same man?"

The old man's eyes filled with tears as he told the cashier that the dog was dead.

"Well," replied the cashier, "I am sorry to hear that, but you'll have to bring someone here to identify you now. I don't know you without the dog."

#### Business Men Mostly Gormands.

"Unless business men give more time to their mid-day meal, such a thing as good digestion will become extinct," said a leading restaurateur, the other day. "It seems next to impossible for the average business man to eat slowly. He will waste valuable time talking with acquaintances. He will loiter in his office or in the office of a friend and think nothing of it; but when the luncheon hour arrives he makes a rush for the nearest restaurant and bolts his food with alarming rapidity. A merchant will lounge in his office, but when the meal hour arrives a transformation takes place. He rushes to the nearest eating house, gallops into a seat and fights with the waiters if he is not waited on instantly. Once at the table, he absorbs the food with lightning rapidity. Then he returns to the office and yawns and gapes the rest of the afternoon. No wonder dyspepsia holds high carnival among business men. If they paid more time and attention to their mid-day meal, they would avoid many a doctor's bill."

#### Building and Loan Associations.

There are over 200 building and loan associations in Cook county, Ill., and a movement is on foot to have them unite for the protection of their interests and the promotion of proper legislation. Each association will average 400 share owners, and 80,000 persons in the county are interested directly in building societies. These societies have largely taken the place of savings banks.

#### The Peach Crop in Western Allegan County.

From the Saugatuck Commercial.  
Peaches are dropping heavily this season, but on account of the trees being unusually well loaded the growers are obliged to thin their fruit largely. The crop will be a large one, and those who thin the most will probably get the best returns from their orchards.

Grocers wanting good cheese should order from I. B. Smith & Son, proprietors of the Wayland Cheese Factory, Wayland. Satisfaction guaranteed.

#### AMONG THE TRADE.

##### GRAND RAPIDS GOSSIP.

K. Dykema & Bro. succeed P. Dykema & Son in the feed and grain business.

Spear & Davis have engaged in the grocery business at Allegan. Arthur Meigs & Co. furnished the stock.

The Grand Rapids School Furniture Co. will begin operating the machinery in the main factory building next Monday.

Arthur Meigs & Co. have made a contract with E. L. Piper to put in a sawmill near Lockwood to cut the timber on their hardwood tract in that vicinity.

N. W. Crocker, formerly engaged in the grocery business near Byron Center, has opened a grocery store at South Grand Rapids. Olney, Shields & Co. furnished the stock.

Stanley N. Allen has sold his laundry business at 43 and 45 Kent street to G. M. Munger & Co., who already conduct similar establishments at Chicago, St. Louis, Kansas City and Des Moines. The Grand Rapids end will be managed by W. E. Hall, Jr. Mr. Allen will hereafter devote his entire attention to his carpet beating business, which he has removed to the Mechanic block.

##### AROUND THE STATE.

Edmore—A. C. Morehead has purchased the grocery stock of A. P. Curtis.

Wayland—F. A. Coville has purchased the stock of the late J. W. Sessions.

Charlotte—B. Netorg has retired from the dry goods firm of Jacobson & Netorg. Muskegon—Clayton & Cowan have opened a fruit and cigar store on Terrace street.

Hartford—Olds & Van Ostran, the produce dealers, have dissolved, the latter succeeding.

Fulton—S. J. Case, formerly of Cadillac, is arranging to engage in general trade at this place.

Whitehall—J. J. Gee has purchased the furniture, undertaking and wall paper stock of W. B. Nicholson.

Otsego—L. D. Williams has retired from the grocery firm of Barnes & Williams. C. A. Barnes will continue.

Bellevue—Ward & Co. have transferred their clothing stock to A. Kalb & Co., of Rochester, N. Y., who are closing it out.

Muskegon—Peter Damm has retired from the undertaking firm of W. H. Irvine & Co. The business will be continued under the name of Wm. H. Irvine.

Clarkston—C. M. Smith has consolidated his drug and grocery stock with the general stock of Edward A. Urch. The new firm will be known as Urch & Smith.

##### STRAY FACTS.

Wayland—J. N. Hoyt is erecting a warehouse at his lumber yard, 30x50 feet in dimensions.

Fenton—Geo. W. Fenton, a leading business man, died last Monday and was buried on Friday.

Wolverine—P. E. Hackett, whose sawmill was recently burned to the ground, has already begun the work of rebuilding.

Ashley—W. A. Chatterton, who recently sold his drug stock here, will shortly engage in the lumber business in Washington Ter.

Newberry—Operations at the Burrell Chemical Co. will be begun about September 1. About forty men will be regularly employed.

Alma—M. B. Faugher's Excelsior Works burned on Sunday. His loss on stock and machinery is about \$10,000, on which he had \$1,500 insurance.

Newberry—The Newberry Furnace Co.'s monthly pay roll averages \$8,000. The furnaces of the corporation consume 120 cords of wood per day.

Slocum's Grove—The sawmill of N. P. Glan burned last Wednesday. The fire is supposed to have originated from a spark thrown from a locomotive.

Freeport—John Yarger has purchased a large safe of Cary & Loveridge and proposes to do a banking business in connection with his dry goods trade.

Kalkaska—R. B. Wadsworth & Co. are erecting a brick store, 20x40 feet in dimensions, which will be occupied with a millinery and fancy goods stock.

Elmira—N. S. Loop has opened a new hotel, to be known as the Exchange. It will have stage connection with Gaylord, six miles east.

Ypsilanti—N. Cordary has assigned his grocery and crockery stock to Judge Look, of Detroit. The liabilities are about \$50,000, with assets about half as much. Mrs. Cordary is the possessor of \$30,000 in her own right.

Detroit—The reported sale of the stock of the Metcalf Bros. to the father of the latter is not correct. The business is being conducted as it has been since the purchase of the stock by H. B. Claffin & Co., of New York.

Sault Ste. Marie—The new Soo Bank and opera block is receiving the roof. The cost of the building will be \$70,000. The seating capacity of the opera house will be 800. The Bank will have a capital of \$100,000. When fully organized the Soo will have three banks equal in appointments to any in Northern Michigan.

Detroit—Charles R. Richardson, the boot and shoe dealer, who recently chafed mortgaged his stock at 41 and 43 Monroe avenue for \$4,800, has made an assignment to Chauncey Stewart. Liabilities, about \$55,000; assets are not known, but considerable. He ran eleven stores, seven in De-

troit and one each at Pontiac, Holly, Lansing and Bay City. The New York and New England Shoe Manufacturers' Selling Co. has begun an action of replevin in the Wayne Circuit Court to recover about 8,000 pairs of shoes, valued at \$6,000, from the assignee, on the ground that they were ordered after Richardson knew that he was insolvent.

##### MANUFACTURING MATTERS.

Edmore—The Homer Green shingle mill started up on the 23d under the management of Henry Blair.

Mt. Pleasant—Gorham Bros.' basket factory now employs fifty men and boys and turns out 5,000 baskets per day.

Harrison—Cory & Co.'s shingle mill will soon be set up, the owners having bought enough timber near town to keep the concern running five years.

Summit City—Mr. Bowerman has sold his interest in the Michigan Flooring and Handle Co. to Messrs. Slayton and Todd, who will remove the plant to Cadillac.

Shelby—Geo. Fay has purchased the interest of Alex. McLeod in the wagon manufacturing firm of Harrison & McLeod. The new firm will be known as Harrison & Fay.

Cadillac—Arrangements have been completed for the removal of the plant of the Michigan Flooring and Handle Co. from Summit City to this place. The enterprise will employ about fifty men.

##### Gripsack Brigade.

E. K. Bennett is on the rampage again, after a two weeks' vacation.

Frank A. Miles started out on the road again Monday noon. His wife will tarry at Macatawa for the present.

Chas. Clouston, formerly with the Leggett & Myers Tobacco Co., has taken the position of house salesman for Ball, Barnhart & Putnam.

Mrs. Will J. Atkins and family, of Detroit, are spending a couple of weeks with Mrs. L. M. Mills, of Wealthy avenue. W. J. was also here on Sunday.

Hiram B. Clark, formerly on the road for the old firm of Eaton & Christenson, is now traveling for C. G. A. Voigt & Co., covering the towns north and east of this market.

L. M. Bennett, formerly engaged in the jewelry business at Traverse City, but now on the road for N. G. Levinson & Co., of Chicago, is now traveling in Kansas and Nebraska.

The traveling men who visit the trade of Southern Michigan and Northern Indiana frequently meet a quiet little lady who sells brooms for her husband, who conducts a factory at La Porte, Ind. She meets with good success.

Suel A. Sheldon, formerly on the road for the Jackson Wagon Works, but now a hard-hearted granger and calf trainer near Berlin, walked in last Tuesday to announce the advent of a nine-pound heir at his house.

The youngster is of the male persuasion. Jas. F. Nelson, Michigan and Indiana traveling representative for Warren, Lange & Co., of New York, the largest wall paper manufacturers in the country, left for the metropolis Monday evening for the purpose of getting out the new line of samples. He will start out on the road about September 1.

The traveling men who work through Northern Michigan are somewhat elated over the appearance in that territory of a feminine exponent of trade in the person of Miss Emma Brown, of Ft. Wayne, who sells extracts and yeast for a Chicago house. Miss Brown is described as a brunette of about 23 years of age, with winning ways and business-like air. In common with her associates of the male persuasion, THE TRADESMAN wishes her success in her chosen field.

**Purely Personal.**  
W. W. Richardson has returned from his wedding trip.  
W. J. Hopper, the Fremont merchant, was in town last week.  
Homer Eaton went to Battle Creek Monday to spend a few days with friends.  
Ira O. Green, formerly engaged in the wholesale grocery business at this market, is now a real estate operator at Denver.  
L. F. Perckett, of the grocery firm of Perckett, Lardie & Co., at Traverse City, was in town last Friday on his way to Chicago.

**A Candid Drummer.**  
"Now, then," said a well-known jobber to one of his traveling salesmen who was packing for his journey, "let us see that you sell more goods than you did before. Our firm is more generally known now."

"In that case," said the drummer, looking dubiously up from his sample cases, "I'm a little afraid it will be up-hill work."

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

A. J. White, Bass River	DenHerd & Tanis, Vries-
W. J. Hopper, Fremont	and
J. F. Moloney & Bro.	W. C. Hildman, Sparta
M. H. Pasco, Rockford	John Kamp, Zuthphen
Perkett, Lardie & Co.	Ed. Root, Forest Grove
C. A. Green, Grand Rapids	Silas Loew, Burnside
C. A. Loveloy, Big Rapids	C. A. Wagon, Burnside
Kohlman & Hoffmeister,	Moore, Weed & Co.
Urgan	Medford
M. B. Fincomb, Big Rapids	C. H. Deming, Dutton
P. F. Reed & Co., Grand Rapids	E. Young, Ravenna
O. J. Graves, Conklin	C. H. Deming, Dutton
E. B. Wright, Woodville	De H. B. Hart, Hart
Herbert & Co., Grandville	W. C. Baur
W. H. Blain, Dutton	W. C. Baur
E. F. Farish, Grandville	W. C. Baur
S. A. Schaak & Co., Ravenna	W. C. Baur
R. A. Reed, City	W. C. Baur
H. Dalton, Grandville	W. C. Baur
H. Van Nostrand, Jamestown	W. C. Baur
W. C. Baur, Grandville	W. C. Baur
Sidney Stark, Altonville	W. C. Baur
W. G. Tefft, Rockford	W. C. Baur
H. A. Conklin	W. C. Baur
W. C. Baur, Grandville	W. C. Baur
F. B. Sauerbrey, Big Rapids	W. C. Baur
W. C. Baur, Grandville	W. C. Baur
Mrs. J. Debrl, Berlin	W. C. Baur
R. A. Conklin	W. C. Baur
C. H. Deming, Hammond	W. C. Baur
W. C. Baur, Grandville	W. C. Baur
A. P. Power, Kent City	W. C. Baur
A. Norris & Son, Canova	W. C. Baur

#### The Owosso Travelers Beat the Flint Commercial.

Owosso, July 23, 1888.

E. A. Stowe, Grand Rapids:  
DEAR SIR—Most of our boys and friends, about twenty in number, went over to Flint early Saturday morning, arriving in Flint about 5:30. They were met at the depot by about 100 citizens of Flint and escorted to the Sherman House, where they were all nicely received by Landlord Lott and invited into the parlors, whereupon Hon. Oren Stone, Mayor of Flint, presented us the key to the city of Flint. He said it was large enough to unlock any place in town and it would be our own fault if we failed in obtaining anything we sought. The key was cheerfully accepted and put to good use during the day by the Owosso people, for we were not all commercial men by any means. We had a goodly number of our business men with us.

After accepting the key, we were all taken in charge by our hosts and treated to a ride over the city of Flint, returning in time for early dinner with the genial landlord of the Sherman House, where no pains were spared to give every one all that was needed to refresh the traveler.

After dinner, by invitation, we were treated to a trip through the Warren cigar factory, where we found some fifty people at work making up the noxious weed into that popular cigar known as Warren's "Speckled Havana," which were tried at this time by all of our smokers. We then wended our way to the Hotel Bryant, where the landlord assigned us rooms for the purpose of permitting the Owosso team to put on their uniforms. But, alas! The Flint commercial men outstripped us so far in this respect that we had the appearance of a lot of moss backs or hayseeds. Promptly at 2 o'clock the band for which the city of Flint is justly proud, appeared to escort us to the ball ground, one mile away, with many misgivings as to who would have the honor of carrying the beautiful banner and long handled broom to which our hosts had been so much expense to procure, on which were two cross bats with ball in center and monogram.

##### COMMERCIAL TRAVELERS

CHAMPIONS

1888.

The game was called promptly at 3 o'clock, with Owosso in the field, Flint retiring with a goose egg for tally. Owosso made two runs in the first inning and successfully whitewashed the Flints in the second innings and made one tally themselves. At this stage in the game, your correspondent got the end of his third finger split open, which precludes my sending you the score.

During the game the Flints encored their team with tin horns and all the implements that a general thing go to make a first class chivari, taking good care to wrap the runner of the first tally in woolen blankets and walk him out that he might not get stiff before the next call on his wind and muscle for bottom.

Having bought out some wholesale house in large firecrackers, Owosso was on hand to fire from one to a half-dozen for every tally to make a tally for Owosso.

H. Nye, a particular friend of J. Sharpstein, of Owosso, kept the Flint team right up to the score with his patent gun, to the delight of many. The game being over, with a score of 19 to 15 in favor of Owosso, we were called up in a line and presented with the beautiful banner before described, with a bran new broom of no small proportions, nicely decorated with ribbons, with appropriate remarks from the manager of the Flint team.

We then returned to the Hotel Bryant through a very crowded street, but your reporter will say the most orderly and well-behaved people it has ever been his lot to meet. No one was making any noise or demonstration except Ed. Withee, who was wound up for all time and seemed to think his mouth would close if he did not wag his tongue most of the time, which he did to a success from first to last, to the amusement of all and the harm of none. Arriving at the Hotel, our boys scattered until the call of the banquet, which was superb.

After the banquet came the usual toasts of an occasion of this kind, Ed. Withee acting as toast master for the evening. The address of welcome by Mayor Oren Stone was very brief and to the point. His response by Stanley E. Parkill was in his usual eloquent and brilliant style of meriment and wit. The other responses were as follows:

"Why we got beat"—F. Wickins.  
"Base ball vs. hotel flies"—Otis Merrill.  
"I couldn't chew tobacco"—G. W. Haskell.  
"Wooden nutmegs"—R. P. Bigelow.  
"Why has candy advanced"—A. D. Chase.

"Plug trains"—B. J. Reynolds.  
On going to depot at 10 o'clock, our friends came down and lulled us out of the charming city of Flint by singing, "Good bye, my lover, good bye," the echoes of which I can hear to this time.

Our banner broom and gun are on exhibition at the postoffice in the city of Owosso and are open for inspection to any of the Knights of the Grip who come this way in the near future.

We feel so proud over our victory that we have almost got our courage screwed up to the point of challenging the Grand Rapids traveling men. Yours,

R. P. BIGELOW.

#### FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisement taken for less than 25 cents. Advance payment.

##### FOR SALE.

FOR SALE—CLEAN GROCERY, DRY GOODS AND CROCKERY stock, situated in a railway town, with good line of customers. Stock will inventory about \$2,000. Will take part cash and balance on time. Address A. S. Musselman & Co., Grand Rapids.

FOR SALE—AT A BARGAIN FOR CASH OR PART CASH—A large, circular mill, with a good line of customers. Located on a railroad in a section of fine hard and soft timber. Capacity 10 to 14 m per day. Apply to No. 236, Michigan Tradesman.

FOR SALE—DRUG FIXTURES AND SMALL STOCK of drugs. Address Doctor, Box 242, Rockford.

FOR SALE—OR EXCHANGE FOR STOCK IN TRADE—Grain Elevator, ten carloads capacity; five power, large grounds; the town on C. & G. T. railroad; good wheat and produce market. Write for particulars, W. B. Tyler, care B. P. & D. A. Co., Grand Rapids.

FOR SALE—ONE OF THE BEST PAYING STOCKS OF Bazaar Goods on the best thoroughfare and business street in the city of Grand Rapids. Or will trade for small farm. Poor health is the reason for selling. Also four beautiful new stores to rent. Address W. F. Chapman, 44 So. Division St., Grand Rapids, Mich.

FOR SALE—STOCK AND FIXTURES OF THE GROCERY, dry goods and notion business at 281 South Division street. Business well established. With running line of customers. Reason for selling, other business. Will sell part or all of stock at a bargain. Write for particulars on premises or address A. W. Curtis & Co.

FOR SALE—AT SULLIVAN, MICH., STOCK OF DRUGS and notions, worth \$700. This is a live town, with five sawmills, lumbering, bark, ties, etc., and only drug store. No doctor there. Would be good place for doctor and druggist combined. Reason for selling, a new store in Coopersville to attend. J. B. Watson, Coopersville, Mich.

FOR SALE—A GOOD-PAYING DRUG STOCK IN A growing town. Nearest drug store is six miles. Will sell part or all of stock at a bargain. Write for particulars. Terms easy. Best of reasons for wishing to sell. Address "Pain Killer," care Michigan Tradesman, Grand Rapids.

FOR SALE—GENERAL STOCK, GOOD TRADE, LONG or short lease of store. A bargain for some one. Must sell. Want to go South. Address, Box 206, Velle, Mich.

FOR SALE—THE DRESS OF TYPE NOW USED ON "The Tradesman"—200 pounds of broder and 200 pounds of nonpareil. A good bargain will be given purchaser.

FOR SALE—AT A BARGAIN, A CLEAN STOCK OF hardware and mill supplies. Address Wayne Choate, Agassiz, Mich.

FOR SALE—FRUIT FARM OF 74 ACRES, LOCATED in Spring Lake. Ten minutes walk from post office. Pleasant, airy buildings. Good water. Long time for exchange for stock of any kind of merchandise. Place is valued at \$3,000, will take \$2,000 for it. Address A. S. Hovey, North Muskegon, Mich.

##### WANTS.

WANTED—LOCATION FOR PORTABLE SAW MILL, where 500,000 feet oak and other hard wood timber can be bought for cash. Address G. B. Michigan St., Chicago, Ill.

WANTED—PARTNER IN AN ESTABLISHED MANUFACTURING BUSINESS. Young man, preferred. \$1,500 required. Worth investigating. Address J. H. factor, care this paper.

WANTED—EVERY STORE-KEEPER WHO READS this paper to give the Stitt coupon system a trial. It will abolish your pass books, do away with your ledger, keep in your pocket, 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 1st of the month with the new system and you will never regret it. Having two kinds both kinds will be sent by addressing (mentioning this paper) J. H. Stitt, Albany, N. Y.

WANTED—TO BUY A SECOND-HAND NO. 38 EX-Terrapine Coffee Mill. Must be in good order and not long in use, and price right. Address G. S. Putnam, Grand Rapids, Mich.

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

##### MISCELLANEOUS.

GRAND OPPORTUNITY—TO PURCHASE A PAYING cash business. The only Bazaar in Antrim county. Manufacturing town of 15,000 inhabitants. \$80,000 cash paid out monthly. Little purchase money required. Satisfactory reasons for selling. Address Lock Box No. 56, Marquette, Mich.

\$1,200 CASH BUYS MANUFACTURING BUSINESS paying 100 per cent. Best of reasons for selling. Address Chas. Kyrle, St. Ignace, Mich.

#### Millers, Attention

We are making a Middlings Purifier and Flour Dresser that will save you their cost at least three times each year.

They are



### ASSOCIATION DEPARTMENT.

**Michigan Business Men's Association.**  
President—Frank Hamilton, Traverse City.  
First Vice-President—Paul P. Morgan, Monroe.  
Second Vice-President—L. E. Fargis, Monroe.  
Secretary—E. A. Stowe, Grand Rapids.  
Treasurer—J. W. Stowe, Grand Rapids.  
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Committee on Legislation—Frank Wells, Lansing; W. E. Kelsey, Lansing; Neal McMillan, Rockford.  
Committee on Transportation—J. W. Milliken, Traverse City; Jno. F. Stanley, Grand Rapids; Wm. E. East, Saginaw.  
Committee on Finance—N. B. Blain, Lowell; E. E. Kogge, Hastings; O. M. Clement, Cheboygan.  
Committee on Building and Loan Associations—T. L. Fuller, Grand Rapids; E. E. Parkhill, Orono; Will Emery, Eaton Rapids.  
Official Organ—THE MICHIGAN TRADESMAN.

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

- No. 1—Traverse City B. M. A. President, Geo. E. Smith; Secretary, L. Roberts.
- No. 2—Lowell B. M. A. President, N. B. Blain; Secretary, Frank T. King.
- No. 3—Sturgis B. M. A. President, H. S. Chubb; Secretary, J. M. Corn.
- No. 4—Grand Rapids B. M. A. President, E. J. Herick; Secretary, E. A. Stowe.
- No. 5—Muskegon B. M. A. President, H. B. Fargo; Secretary, Wm. E. East.
- No. 6—Albion B. M. A. President, F. W. Sloan; Secretary, P. T. Baldwin.
- No. 7—Dimondale B. M. A. President, T. M. Sloan; Secretary, N. E. Widger.
- No. 8—Eastport B. M. A. President, F. M. Thurston; Secretary, Geo. L. Thurston.
- No. 9—Lawrence B. M. A. President, H. B. Fargo; Secretary, E. A. Stowe.
- No. 10—Harrisburg B. M. A. President, W. J. Clark; Secretary, A. L. Thompson.
- No. 11—Kingsley B. M. A. President, H. B. Fargo; Secretary, C. C. Camp.
- No. 12—Lansing B. M. A. President, C. McKay; Secretary, Thos. Lennon.
- No. 13—Sherman B. M. A. President, H. B. Fargo; Secretary, W. J. Austin.
- No. 14—Niles B. M. A. President, S. A. Howe; Secretary, C. A. Havens.
- No. 15—Bozette B. M. A. President, R. R. Perkins; Secretary, P. M. Chase.
- No. 16—St. Ignace B. M. A. President, J. V. Randall; Secretary, W. Raso.
- No. 17—Plainville B. M. A. President, E. A. Owen; Secretary, J. A. Sidle.
- No. 18—Owosso B. M. A. President, S. E. Parkhill; Secretary, J. M. Lamont.
- No. 19—Ada B. M. A. President, D. F. Watson; Secretary, E. J. Chapel.
- No. 20—Sauganuck B. M. A. President, John P. Harrison; Secretary, L. A. Phelps.
- No. 21—Wayland B. M. A. President, C. H. Wharton; Secretary, M. V. Hoyt.
- No. 22—Grand Ledge B. M. A. President, A. B. Schuchman; Secretary, W. E. Clarke.
- No. 23—Carson City B. M. A. President, F. A. Rockafellow; Secretary, C. G. Bailey.
- No. 24—Morley B. M. A. President, J. E. Thow; Secretary, W. H. Richmond.
- No. 25—Palo B. M. A. President, Chas. B. Johnson; Secretary, H. D. Pew.
- No. 26—Greenville B. M. A. President, S. R. Stevens; Secretary, Geo. E. Caldwell.
- No. 27—Niles B. M. A. President, E. S. Bofford; Secretary, L. N. Fisher.
- No. 28—Cheboygan B. M. A. President, J. H. Tuttle; Secretary, H. G. Doser.
- No. 29—Freepoint B. M. A. President, Wm. Moore; Secretary, A. J. Chesbrough.
- No. 30—Oceana B. M. A. President, A. G. Avery; Secretary, E. S. Houghtaling.
- No. 31—Charlotte B. M. A. President, Thos. J. Green; Secretary, G. E. Fleury.
- No. 32—Coopersville B. M. A. President, G. W. Watrous; Secretary, J. B. Watson.
- No. 33—Charlevoix B. M. A. President, L. D. Bartholomew; Secretary, R. W. Kane.
- No. 34—Saranac B. M. A. President, H. T. Johnson; Secretary, P. T. Williams.
- No. 35—Bellair B. M. A. President, Wm. J. Green; Secretary, C. E. Denmore.
- No. 36—Ithaca B. M. A. President, O. F. Jackson; Secretary, John M. Everden.
- No. 37—Battle Creek B. M. A. President, Chas. F. Smith; Secretary, J. E. O'Malley.
- No. 38—Scottville B. M. A. President, H. E. Symons; Secretary, D. W. Higgins.
- No. 39—Burr Oak B. M. A. President, W. S. Miller; Secretary, F. W. Sheldon.
- No. 40—Eaton Rapids B. M. A. President, C. T. Hartson; Secretary, Chas. Collier.
- No. 41—Breckenridge B. M. A. President, W. O. Watson; Secretary, E. R. Scudder.
- No. 42—Fremont B. M. A. President, Jos. Gerber; Secretary, C. J. Rathbun.
- No. 43—Tustin B. M. A. President, G. A. Estes; Secretary, W. H. Holmes.
- No. 44—Kalamazoo B. M. A. President, E. B. Martin; Secretary, W. H. Smith.
- No. 45—Hoyville B. M. A. President, D. E. Hallenbeck; Secretary, O. A. Halladay.
- No. 46—Leslie B. M. A. President, Wm. Hutchins; Secretary, B. M. Gould.
- No. 47—Flint B. M. A. President, G. R. Hoyt; Secretary, W. H. Graham.
- No. 48—Hubbardston B. M. A. President, Boyd Redner; Secretary, W. J. Tabor.
- No. 49—Leroy B. M. A. President, A. Wenzell; Secretary, Frank Smith.
- No. 50—Manistee B. M. A. President, A. O. Wheeler; Secretary, J. E. O'Malley.
- No. 51—Cedar Springs B. M. A. President, L. M. Sellers; Secretary, W. C. Congdon.
- No. 52—Grand Haven B. M. A. President, P. D. Vos; Secretary, Wm. Miers.
- No. 53—Bellevue B. M. A. President, Frank Phelps; Secretary, John H. York.
- No. 54—Douglas B. M. A. President, Thomas B. Dutcher; Secretary, C. B. Waller.
- No. 55—Potosi B. M. A. President, C. F. Hankey; Secretary, A. C. Bowman.
- No. 56—Bangor B. M. A. President, E. W. Drake; Secretary, T. M. Harvey.
- No. 57—Rockford B. M. A. President, Wm. G. Tefft; Secretary, E. B. Lapham.
- No. 58—Fife Lake B. M. A. President, E. Hagdon; Secretary, E. C. Brower.
- No. 59—Fennville B. M. A. President, F. S. Raymond; Secretary, P. S. Swarts.
- No. 60—South Boardman B. M. A. President, H. E. Hogan; Secretary, S. E. Neidard.
- No. 61—Hartford B. M. A. President, V. E. Manley; Secretary, L. B. Barnes.
- No. 62—East Saginaw B. M. A. President, G. W. Meyer; Secretary, Thos. Kadish.
- No. 63—Kalamazoo B. M. A. President, W. M. Davis; Secretary, C. E. Bell.
- No. 64—Merrill B. M. A. President, G. W. Robertson; Secretary, Wm. Horton.
- No. 65—Kalamazoo B. M. A. President, Jas. Crawford; Secretary, C. S. Blom.
- No. 66—Lansing B. M. A. President, Frank Wells; Secretary, B. F. Hall.
- No. 67—Watervliet B. M. A. President, Geo. Farsone; Secretary, J. M. Hall.
- No. 68—Allegan B. M. A. President, A. E. Calkins; Secretary, E. T. VanOstrand.
- No. 69—Scotts and Climax B. M. A. President, Lyman Clark; Secretary, T. H. Willson.
- No. 70—Nashville B. M. A. President, H. M. Lee; Secretary, W. S. Powers.
- No. 71—Ashley B. M. A. President, M. M. Watson; Secretary, Geo. E. Chatterback.
- No. 72—Edmore B. M. A. President, A. L. Spencer; Secretary, O. F. Webster.
- No. 73—Davison B. M. A. President, J. F. Cartwright; Secretary, L. Gifford.
- No. 74—Tecumseh B. M. A. President, Oscar P. Bills; Secretary, F. Roscaus.
- No. 75—Kalamazoo B. M. A. President, S. S. McCamy; Secretary, Chasney Strong.

### Special Enterprises Wanted.

**CHEBOYGAN**—WANTS WOOD MANUFACTURERS in every branch to improve the greatest advantages in the State. All kinds of timber of the finest quality in unlimited quantities. Come and we will help you. Address Sec'y B. M. A.

**HOPKINS STATION**—OFFERS BIG INDUCEMENTS for the location of a Roller Mill. Address Sec'y B. M. A.

**NORTH MUSKEGON**—WANTS A LIVE LOCAL newspaper. Address Sec'y B. M. A.

**WAYLAND**—OFFERS UNEXCEPTIONABLE inducements for a cannery. Address Sec'y B. M. A.

**PIKE LAKE**—WANTS ANY KIND OF HARDWOOD factories. Address Sec'y B. M. A.

### Programme for the Cheboygan Convention.

- TUESDAY—9 A. M.
  - 1. Call to order.
  - 2. Prayer by Rev. P. J. DeSmet.
  - 3. Address of welcome by Wm. S. Humphrey.
- 1. Response by M. L. Whitney, of the Muskegon B. M. A.
- 2. President's address.
- 3. Secretary's report.
- 4. Treasurer's report.
- 5. Report of Executive Board.
- 6. Appointment of special committees on President's address, Secretary's report, Credentials, Order of Business and Resolutions.
- 10 Reports of delegates.

- TUESDAY—1:30 P. M.
  - 1. Report of Committee on Order of Business.
  - 2. Report of Committee on Credentials.
  - 3. Report of Committee on Transportation.
  - 4. Report of Committee on Legislation.
  - 5. Report of Committee on Insurance.
  - 6. Report of Committee on Building and Loan Associations.
  - 7. Reports of delegates.
- TUESDAY—7:30 P. M.
  - 1. Music.
  - 2. Report of Committee on Trade Interests.
  - 3. Discussion and action on above.
  - 4. Reports of delegates to other state conventions.
  - 5. Question box.

- WEDNESDAY—9 A. M.
  - 1. Call to order.
  - 2. Prayer by Rev. —.
  - 3. Report of Committee on President's address.
  - 4. Report of Committee on Secretary's report.

- WEDNESDAY—1:30 P. M.
  - 1. Consideration of reports of standing committees.
  - 2. Reports of special committees.
  - 3. Paper—"Duties of Local Officers," S. E. Parkhill, Orono.
  - 4. Election of officers.
- WEDNESDAY—7:30 P. M.
  - 1. Music.
  - 2. Paper—"The Business Man in Politics," prepared for the Flint convention, by the late Hon. S. C. Moffatt, Traverse City.
  - 3. Paper—"The Successful Merchant," Parke Mathewson, Detroit.
  - 4. Selection of next place of meeting.

THURSDAY—10 A. M.

Drive about city (fishing trip) to Bois Blanc Island for those who prefer, tendered by the Cheboygan B. M. A.

Excursion to Mackinac Island, tendered by the Cheboygan B. M. A.

THURSDAY—7:30 P. M.

Banquet at the City Hall, tendered by the Cheboygan B. M. A.

### Meeting of Lansing B. M. A.

From the Lansing Journal, July 15.

Even the possibility of being sent as delegates to the meeting of the Michigan Business Men's Association on August 7 and 8 did not secure a large attendance at the session of the Business Men's Association last night. It is barely possible, however, that this would have proved a better drawing attraction if the delegates were not compelled to bear their own expenses. As it was, there were about a dozen present when President Wells mildly suggested that it would not be objectionable to come to meeting. James W. Twits, of North Lansing, was elected a member of the Association. A communication was read from Secretary B. F. Hall announcing that his time was too abbreviated to allow him to fill the office, but it was decided to postpone the election of a new Secretary until the next meeting. The Association is entitled to nine representatives at the State convention, and President Wells, Will Crotty, Dr. Whitney, Ald. Charles Broas and H. A. Woodworth were elected as part of the delegation. Four others will be chosen by the President, who was also directed to fill any vacancies in the list chosen. Ex-Secretary C. R. Crotty was requested to prepare a three-minute address for the State meeting on the work accomplished by the Lansing Association.

Burr D. Northrop presented a resolution to the effect that the meetings of the Association shall hereafter be held with closed doors. No one was prepared to vote on the proposition, and it was, therefore, tabled until the next meeting.

Vice-President Osborn suggested that a discussion of how to make the Association's meetings more interesting should likewise be made a special order for the next session, and the suggestion was promptly adopted.

Dr. Whitney had apparently had something on his mind during the entire evening. Toward the close of the session it became too big a burden to be borne in silence. The doctor was a little misty on one of the Association rules, and wanted to know whether he could conscientiously, as a member of the B. M. A., attend a patient who was on the Association's delinquent list, provided the invalid aforesaid paid cash for his services. President Wells said he could, and the doctor looked relieved.

### Direct Rail Connection with Cheboygan.

J. F. Moloney, a leading business man of Cheboygan, was in the city last Friday and Saturday for the purpose of interesting the jobbers and manufacturers of this market in a project which is dear to the hearts of Cheboygan business men—the construction and operation of fourteen miles of railroad between Levering and Cheboygan, which would give the latter the benefit of a competing transportation line, making direct connection with the G. R. & I. Railroad and indirect connection with the entire Pennsylvania system.

Mr. Moloney first called upon President Hughart, of the G. R. & I. Railroad, to whom he made a plain statement of the reasons why Cheboygan people desired more direct connection with Grand Rapids and Chicago, enumerating the advantages such a feeder would be to the G. R. & I., and setting forth what inducements the business men of Cheboygan would offer for the sake of such a connection. Mr. Hughart listened to Mr. Moloney's remarks with much interest and asked enough pertinent questions to show that he proposed giving the matter serious consideration. He promised to lay the matter before the Executive Committee of the road at the next meeting and inform the Cheboygan B. M. A. of the decision, if any was definitely reached.

Mr. Moloney then called on the Transportation Committee of the Board of Trade and other leading jobbers and manufacturers, all of whom assured him that they appreciated the advantage such a connection would be to Grand Rapids and could be counted upon to do all that lay within their power to promote the enterprise.

### Association Notes.

W. J. Hopper will represent the Fremont B. M. A. at the Cheboygan convention.

Edward Telfer, President of the Telfer Spice Co., will accompany the delegates of the Grand Rapids Mercantile Association to the Cheboygan convention week after next.

Nashville News: The Business Men's Association has elected Dr. W. Young and W. S. Powers delegates to the annual meeting of the State Association, to be held at Cheboygan on August 7 and 8.

Edmore Herald: We understand that the Business Men's Association, which was organized here for the purpose of "booming" Edmore, is lagging in interest. Gentlemen, this will not do. You should attend regularly each meeting and do what you can to advance the interests of Edmore.

Rockford Register: At the regular meeting of the Rockford B. M. A., Wednesday evening, the following delegates and alternates were elected to attend the State convention, to be held at Cheboygan, August 7 and 8: Joshua Colby, Wm. G. Tefft, Willis H. Hyde. Alternates, E. E. Hewitt, S. A. Betts, John J. Ely.

From present indications every association in the State will be well represented at the Cheboygan convention. It should not be otherwise, for two reasons—there is a crying necessity for effective work in several directions and the business men of Cheboygan deserve a general acceptance of their proffered hospitality.

Gaylord Herald: The third annual convention of the Michigan Business Men's Association will occur at Cheboygan on Tuesday and Wednesday, August 7 and 8. The convention is going to decide on how to regulate the peddler, how to do better collecting, how to get up business men's mutual insurance companies, etc. Gaylord will send delegates and a brass band to help enliven the occasion.

Gaylord Herald: The Business Men's Association of Cheboygan accepted the terms of the Gaylord City Band, and that fine musical organization will endeavor to render the air of Cheboygan sweet with melody on the occasion they are engaged for, which is the meeting of the Michigan Business Men's Association, which occurs the 7th and 8th of next month. A number of the members of the Gaylord Business Men's Association will attend as delegates.

At the last meeting of the Grand Rapids Mercantile Association, the special order of business was the election of delegates to the State convention, to be held at Cheboygan on August 7 and 8, resulting in the selection of the following gentlemen: E. J. Herick, H. A. Hydorn, C. L. Lawton, Thos. Keating, M. C. Goossen, John Sours, Hale Sessions and L. Wintertun. O. F. Conklin was invited to accompany the delegates as an honorary guest.

It was voted to reimburse the delegates the traveling expenses actually incurred in attending the convention.

Any delegate finding himself unable to go to the convention was instructed to secure an alternate without fail.

E. J. Herick was selected to present the official report of the Association.

The Secretary was instructed to prepare suitable badges.

M. C. Goossen suggested that the meetings of the Association be held in different portions of the city, in order to secure the co-operation of every one in trade.

The same gentleman reported that he had discovered that the tobacco put up in ten-pound pails by some manufacturers was short weight.

There being no further business, the meeting adjourned until August 21.

### Are Minors Eligible to the Delinquent List?

CLIMAX, July 15, 1888.

E. A. Stowe, Grand Rapids:

DEAR SIR—Please find inclosed list of delinquents to be reinstated; also list of delinquents. We were rather late in getting out our list this month, as we adjourned once on account of the Fourth, that being the date of our regular meeting.

We have elected J. F. Clark, of Climax, and E. L. Carbine, of Scotts, to represent us at Cheboygan.

I would like to ask the question, "Does the Association take any notice of a boy under twenty-one years old, if he has all other requirements of a first-class delinquent—i. e., would you advise putting a boy under twenty-one on the delinquent list?"

Yours truly,

F. L. WILLISON, Sec'y.

There is no apparent reason why age should act as a barrier in the case of a delinquent. The delinquent list is gotten up for the purpose of protection—to warn the members of an Association against those who can pay their debts but do not do so—and why a line should be drawn on account of age is not plain.

They Must Have More Feeders.

"Freights along the main line are a little quiet these days," said an official of the G. R. & I. Railroad to a reporter of THE TRADESMAN the other day. "What we need and must have," continued the same gentleman, "is more feeders."

With this statement THE TRADESMAN is in perfect accord. There are four termini of the G. R. & I. people ought to have touched before this time—Manistee, Elk Rapids, Charlevoix and Cheboygan. And if the management is as wise as THE TRADESMAN gives it credit for being, these gaps will be covered with as little delay as possible.

Hit the Wrong Pill Box.

Smith—"Hello, Jones! you don't look very well this morning."

Jones—"And I don't feel as well as I look. Got up in the middle of the night to take some pills and swallowed four collar buttons before I found out the mistake."

### New Wire Nail Card.

The following is the new wire nail card, which went into effect on July 18. It will be noticed that the base has been changed from 10d to 6d to 12d to 40d, the same as the new base of the steel nail card:

All of the steel nail card:		All of the new	
COMMON FENCE, SHINGLES, FLOORING AND COMMON BRADS.	3 1/2 in.	BARREL.	\$3 50
10d and 9d.	3 in.		3 00
8d to 40d.	2 1/2 in.		2 50
10d	2 in.		2 00
8d and 9d.	1 1/2 in.		1 50
4d and 5d.	1 in.		1 00
10d to 40d.	3/4 in.		1 25
8d and 9d.	3/8 in.		1 00
4d and 5d.	1 00	SLATING.	
10d to 40d.	2 00		\$2 50
8d and 9d.	2 1/2		1 75
10d to 40d.	2 1/2		1 25
8d and 9d.	2 1/2		1 00
4d and 5d.	2 1/2		75
10d to 40d.	2 1/2		50
8d and 9d.	2 1/2		50
4d and 5d.	2 1/2		50
10d to 40d.	2 1/2		50
8d and 9d.	2 1/2		50
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10d to 40d.	2 1/2		50
8d and 9d.	2 1/2		50
4d and 5d.	2 1/2		50
10d to 40d.	2 1/2		50
8d and 9d.	2 1/2		50
4d and 5d.	2 1/2		50
10d to 40d.	2 1/2		50
8d and 9d.	2 1/2		50
4d and 5d.	2 1/2		50
10d to 40d.	2 1/2		50
8d and 9d.	2 1/2		50
4d and 5d.	2 1/2		50
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8d and 9d.	2 1/2		50
4d and 5d.	2 1/2		50
10d to 40d.	2 1/2		50
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4d and 5d.	2 1/2		50
10d to 40d.	2 1/2		50
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4d and 5d.	2 1/2		50
10d to 40d.	2 1/2		50
8d and 9d.	2 1/2		50
4d and 5d.	2 1/2		50
10d to			



## The Michigan Tradesman.

### BUYING A NEW STOCK.

Written for THE TRADESMAN.

Like Diogenes, disgusted with the dishonesty of humanity and fully realizing that "Even Jupiter cannot please everyone" (I could have used the Latin in the above quotation, but the hen-coop I am using as a summer cottage on the beach of the duck pond back of my house is too small to contain my copy of Daniel Webster's spelling book), I have determined to do my best in "uprooting some of the evils that are sapping the roots of commercial integrity" (the above is in small lots at reduced prices to make room for a new stock) by telling my many friends how to buy and arrange stock. Don't misunderstand me—I don't mean the good, old-fashioned stocks that the town bum used to be fastened in, neither do I mean bank or R. R. stock, although the latter may come in if the advice I now offer is carefully digested by the aid of one *minim* Sulp. Quin. and 16 oz. Sp. Frumentum.

In the first place, a well-developed and robust desire to go into business must be created in the mind of the party who finally decides to come to the city to invest the proceeds of the sale of his farm in, for instance, groceries. As I said in a former article, \$200 will buy a twelve hundred dollar stock—and a chattel mortgage. Now, my first advice to the seeker at the altar of knowledge is, never buy your stock of a traveling man, for two reasons, viz., for your sake and the traveling man's sake—for your sake, because, if you were to buy of him, you might be able to get your goods cheaper on account of his desire to shut off competition; but you would not have the excuse of going to the city for a couple of days and seeing that "elephant" about which you have read so often in the *Dodge County Vampire*. For the traveling man's sake don't buy a stock of him, for it may lead to the ruin of his immortal soul! Look at the vivid examples all around you! Look at that picturesque ruin, Dave Smith; see that fearfully grand ruin, B. Frank Emery, two as noble men as ever surrounded a mint julep, two as clever men as ever pulled an order book from their hip pockets, and yet they can't sell a 2x4 order now but what they magnify and re-magnify it to a "seventeen hundred dollar stock I sold yesterday!" I heard a man once say, "The Lord loves a liberal liar." (How he must love me!)

Well, to proceed, you have arrived in the city and have introduced yourself and your robust desire to go into trade to some wholesale house. You have duly explained your financial standing and have placed your order. Not knowing as much about it now as you will next year, you purchased, say, about fifty boxes of soap—and one barrel of sugar; ten cans of spices—and fifty pounds of coffee; seven boxes of canned tomatoes—and one case matches; ten dozen brooms—and one box codfish. It's all right—they have not "done you," as Jim Roseman would say; it is a part of arranging a stock to always have more or less "dead" stock on hand. Of course, surrounded by the evidences of the firm's prosperity, confused by the technical terms used—and fascinated by deft fingers of the type-writer girl—you have paid too much for your goods. That's all right, too, as a man very seldom buys more than his first stock in the house. He soon learns to wait for "the gang" to make their rounds and, alas, only too soon learns to use one as a weapon to beat the others down in price. You reach home and your stock comes. The proud feeling of being an actual store-keeper soon fades away as you put can after can and bar after bar of soap on the shelves, vainly trying to make a small stock cover a large array of shelves. Never mind, you will learn by and by not to fill up the shelves from the wall to the front, but will just put enough in to hide the vacancy. You will soon find that an empty barrel with a false bottom and two pounds of coffee looks just as good and enticing as a full one. Never forget the scales. Don't let some mischievous boy cut out some of the lead in the weights—somebody will be sure to accuse you of having done this wicked deed yourself, for, strange to relate, some grocers actually have a buying and a selling scale, and I know of one case where a new clerk sold off the wrong scale for a month before it was discovered. It is best to have your show windows neatly arranged with a tempting array of fancy pickles and canned goods, although some men have used the plan of putting fly specks on their windows and broken bottles and empty tobacco pails out as a window show. The latter generally fall inside of six months. By being careful you may advertise yourself as a good and clean store-keeper. Never let pickle barrels and cracker boxes stand around in front of the counter. I have seen instances where men just in from cleaning their barns have put their feet up on a pickle barrel and used it as a foot scraper, so to speak. Some real nice, delicate-stomached people might object. If you have the bad fortune to invest in some article that has spoiled, like meats or fish, better throw it away; waiting to work it off on some one may cause people to make sneering remarks about your feet or back number odors of that kind. If there is anything I have forgotten, notify me by wire and I will cheerfully expound my ideas.

JESSE LANGE.

Merchants should remember that the celebrated "Oscar" "White Rose" and "Royal Patent" brands of flour are manufactured and sold only by the Volgt Milling Co.



## CURTISS & CO.,

Successors to CURTISS & DUNTON.

WHOLESALE

## PAPER WAREHOUSE,

Houseman Building, Cor. Pearl & Ottawa Sts.,

GRAND RAPIDS, MICH.



### 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.



## MOSELEY BROS.,

WHOLESALE

## Fruits, Seeds, Oysters & Produce,

ALL KINDS OF FIELD SEEDS A SPECIALTY.

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

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

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.

No Goods Sold at Retail. Telephone 679.

## I. M. CLARK & SON,

(Successors to Clark, Jewell & Co.)

## Wholesale Grocers,

GRAND RAPIDS, MICH.

Will occupy this space next week.

## HOT WEATHER

AT LAST.

LARGE DEMAND FOR

## THIN GOODS

Of all kinds.

I offer a good quality saleable pattern Seersucker Coats and Vests at from \$12.50 to \$13.50 per dozen, good sellers for general stores and pay a good profit. Send for sample half dozen.

## I. G. LEVI,

34, 36, 38, 40 and 42 Canal St.

## 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 Retailled 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.

## 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.

## 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,  
13, 15, 17 Railroad Place

GRAND RAPIDS.

## 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.

## AMOS S. MUSSELMAN & CO.,

Wholesale Grocers,

21 & 23 SOUTH IONIA ST., GRAND RAPIDS, MICH.

LOTS OF SOAP DON'T FAIL TO USE

5 CENTS J A 5 CENTS

JAXON

5 CENTS O N 5 CENTS

ANTI-WASHBOARD SOAP

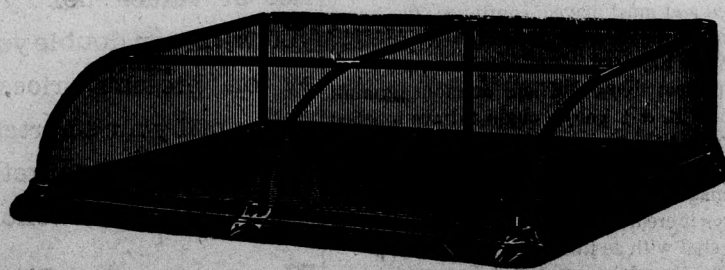
SAVES MONEY, TIME, LABOR, STRENGTH, CLOTHES.

5 CENTS

IS ALL IT COSTS.

That's not much if it's bad, and is mighty cheap if it does what is claimed for it.

DO YOU WANT A



If so, send for Catalogue and Price-List to

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



# The Michigan Tradesman.

WEDNESDAY, JULY 25, 1893.

## LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written for THE TRADESMAN.

A country merchant is hardly the proper authority to pronounce judgment on the adaptability and capability of females—on *masse*—for general business pursuits, but, by handling the delicate and risky subject cautiously and circumspectly, he may, perhaps, be partially excusable in referring to that portion of it which is not connected with the great commercial centers.

At the outset there is one thing that must, perforce, be admitted. When you and I—who are "featherweights"—have occasion to visit some trading establishment where the lightest and gayest and flimsiest kind of merchandise is handled, and are waited upon by a big, brawny, semi-gigantic clerk, we can't help thinking that there is something incongruous, out of place, and almost comical in the association of the man and the goods, and that an intelligent, tidy little damsel ought to supplant the massive counter-jumper, for the good of the principle, and in the interests of an equitable adjustment of the right of the sexes. This is the common and superficial view with which such cases are regarded. There is among our people something approaching a chivalrous respect for women, and it is natural to feel contempt for those whom nature apparently fitted for the rougher and more laborious pursuits, but who, nevertheless, persist in becoming obstacles in the road of the female seeker after honorable and suitable employment.

And from a sentimental point of view this is perfectly right, but, unfortunately, people cannot afford to run business on a sentimental basis. Perhaps the employer of the Vulcan-like fellow has experienced with the tidy little female clerk, and knows what pertains to his own interests better than you and I. Perhaps he has found the big mass of flesh and bones a "hustler," and the little ditto of very small value to him in the matter of gaining and holding trade.

Of course, there are exceptions to all rules, but, from my own observation, I am inclined to believe that the average female who attempts to cater to the "bucolic" buyer is not a success. And, bless her heart, she is not to blame for it. She labors as faithfully and diligently for her own, or her employer's, interests as she is possibly capable of doing, but nature never fitted her for grappling with the difficulties of a country trade. In her own way, and among her own pursuits, she has a keener intuition, and a better faculty of adapting herself to circumstances, than the animal man, even approximately possesses, but her ideas of the manner in which business transactions should be conducted are usually so diametrically opposed to the ideas of the majority of the male bipeds with whom she has dealings, that not all their inherent chivalry can persuade them to prefer her ministrations to those of her masculine coadjutors.

If there is such a thing as bringing business down to too fine a point, the female handler of merchandise very often errs in that manner. For instance, I was in a dry goods store, one day, that had been temporarily left in charge of a lady. Quite a number of customers were present, and the slowness and painful carefulness with which every deal was transacted was noteworthy. One man traded two dollars and one cent, and handed a five dollar bill to be changed. Three or four people were impatiently waiting to be served, but that blessed woman spent ten minutes in searching the safe and drawers, and finally sent out after some pennies to make the ninety-nine cents change, and, during all this, a half-dozen customers left for other stores. Shortly after this matter was adjusted, a party purchased a dollar article but found that he had only ninety-eight cents in his pocket, and the goods were promptly returned to the shelf; and after measuring off ten yards of calico the female dealer discovered that there was a remnant of about a quarter of a yard left, which was torn off and put back in place of the piece.

Smith, during the last winter, thought trade too slow to warrant him in keeping a clerk, and when business called him away he used to leave Mrs. S. in charge of the store. Mrs. Smith is a very estimable lady, but is very slow and methodical in her habits, and her invariable rule was to entirely close up transactions with one customer before waiting upon another. It is related of her that one very cold morning in February Farmer Grimes and his little boy drove into town to make some purchases, and among other articles wanted was two gallons of heavy syrup at Smith's. The article was kept in a well-ventilated back room, and Mrs. S. took the jug therein and proceeded to fill it. Not having acquired the knack of dispensing with a funnel, the good lady found that she had tackled an almost endless job, but she persisted in the work, determinedly and heroically; customers came and went and found no one to attend to their wants; little Grimes looked in occasionally and went a way to report progress to his father, and the hours rolled on. Finally the contract was completed, and Mrs. S. bore the jug into the front room, which she found vacated by all but an old, grey-bearded man.

"Wonder where that person is that I filled this jug for?" said Mrs. Smith.

"I'm that person, ma'am," replied Grimes.

"Oh, no, you're not. It was a boy, I remember."

"You don't reflect upon the time that has elapsed, ma'am. I was a boy when I brought that jug here," said the old man, gravely.

And it was further reported that Mrs. S. became hysterical over this unkind sarcasm of Mr. Grimes, to that extent that she locked up the store; and that she, from that time, resolutely refused to lend her aid to the swelling of her husband's income.

The average country buyer is a regular customer, and the regular customer generally proposes to make himself "at home" at his usual trading place. He doesn't want to throw away his quid of tobacco, or empty his pipe, during business transactions. If he is given to occasional "cuss words," he terribly dislikes the necessity of mentally coming over his remarks before opening his mouth. If he is "loud" and rude in his language, an effort to soften his tone and put a check on his rudeness is distasteful to him. Yet, when dealing with females, his common sense and natural respect for the sex induce him to do all this, but he usually does it with a mental protest. And there is a prevalent impression that the handsomely-dressed lady behind the counter is a "leetle too tony" in her apparel and actions to wait upon the party who, in the busy season, almost invariably does his shopping in his working clothes. I am satisfied that even Mrs. Granger, when she puts in an appearance with a basket of eggs and a pail of butter, and the male clerk takes them down cellar, had rather wait an hour for his return than to put her blue calico in close contact with the natty costume of his female assistant.

I hope and trust that if any female employed in a country store should accidentally happen to run across this article, she will consider that I consider her an exception to the rule; and, if she is an exception, I venture to say that she will agree with me substantially.

I have already confessed that I know very little about the subject of female help on general principles, and I will supplement it with the confession that my experience with it, even in the country trade, has been somewhat limited; but, nevertheless, were I asked to advise a young lady, who was ambitious of obtaining a situation in some mercantile house, I should certainly suggest that, for her own interests and that of her employer, and for her own advancement in business experience, and hope of practical success in her chosen vocation, that she seek some locality where female clerks have become a settled feature of trade, instead of a locality where they are almost a novelty, and where, with the best intentions and even exceptional intelligence, they rarely succeed in securing the appreciation of the average buyer.

## WHO URGES YOU TO KEEP SAPOLIO? THE PUBLIC!

By splendid and expensive advertising the manufacturers create a demand, and only ask the trade to keep the goods in stock so as to supply the orders sent to them. Without effort on the grocer's part the goods sell themselves, bring purchasers to the store, and help sell less known goods.

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.

## 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.



## Crown Prince!

THE FAVORITE BRAND With Grocers.

Orders from Retail Trade Solicited.

## Newaygo Roller Mills

NEWAYGO, 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 Pulley and become convinced of their superiority.

Write for Prices.

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

## TIME TABLES.

### Grand Rapids & Indiana.

All Trains daily except Sunday.

### GOING WEST.

Trains	Arrives	Leaves
Traverse City & Mackinaw	7:30 a.m.	8:30 a.m.
Potoskey & Mackinaw	8:40 a.m.	9:40 a.m.
Top Cadillac	10:30 a.m.	11:30 a.m.
Saginaw Express	11:45 a.m.	12:45 p.m.
Saginaw Express	1:30 p.m.	2:30 p.m.

### GOING SOUTH.

Trains	Arrives	Leaves
Cincinnati Express	6:30 a.m.	7:15 a.m.
Fort Wayne Express	10:30 a.m.	11:15 a.m.
Cincinnati Express	4:40 p.m.	5:00 p.m.
Traverse City & Mackinaw	10:40 p.m.	11:40 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 Sylvania for Battle Creek, Jackson, Detroit and Canadian points, arriving in Detroit at 10:45 p.m.

### Muskegon, Grand Rapids & Indiana.

Trains	Arrives	Leaves
Leave		
7:45 a.m.		10:45 a.m.
11:15 a.m.		4:30 p.m.
4:40 p.m.		7:45 p.m.

### Michigan Central.

### Grand Rapids Division.

### DEPART.

Trains	Arrives	Leaves
Detroit Express	6:45 a.m.	7:10 p.m.
Day Express	1:10 p.m.	5:40 p.m.
New York Express	5:40 p.m.	10:45 p.m.
Atlantic Express	10:45 p.m.	11:45 p.m.

### ARRIVE.

Trains	Arrives	Leaves
Pacific Express	6:00 a.m.	10:00 a.m.
Local Passenger	10:00 a.m.	3:15 p.m.
Mail	10:15 p.m.	10:15 p.m.
Grand Rapids Express	10:15 p.m.	10:15 p.m.
Mixed	6:30 p.m.	6:30 p.m.

"Daily. All other days 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. RYAN, Gen'l. Pass. and Ticket Agt., Chicago. CHAS. H. MORRIS, Gen'l. Agent.

### Lake Shore & Michigan Southern.

### Kalamazoo Division.

Trains	Arrives	Leaves
19 3 1		
3:30 p.m.		4:45 p.m.
4:15 p.m.		5:30 p.m.
5:45 p.m.		7:10 p.m.
6:30 p.m.		7:45 p.m.

8:00 12:30 " " Elkhart " " 4:45 1:00 a.m. 7:50 7:10 " " Chicago " " 11:30 8:50 p.m. 10:25 5:05 " " Toledo " " 11:25 10:00 a.m. 1:35 9:40 " " Cleveland " " 7:15 5:45 a.m. 6:30 3:30 " " Buffalo " " 1:00 11:40 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, M. Booth, Agt., A. J. SMITH, Gen'l. Trav. and Pass. Agt., Cleveland, Ohio.

### WHOLESALE AND RETAIL COAL AND WOOD.

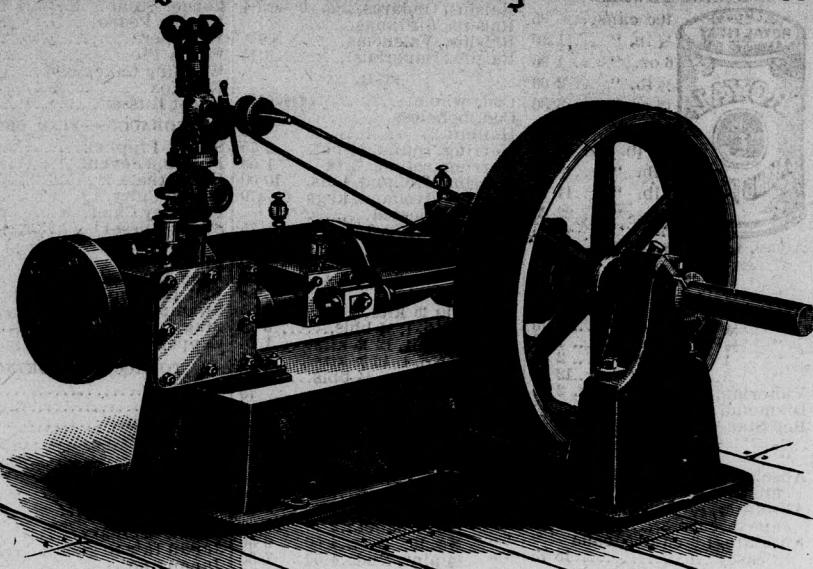
E. A. HAMILTON, Agt., 101 Ottawa St., Ledyard Block.

Telephone 900-1 R.

## 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 Outfit.

88, 90 and 92 SOUTH DIVISION ST.,

GRAND RAPIDS, MICH.

## The Standard of Excellence KINGSFORD'S

Oswego

PURE AND

"Silver

"Pure"



Gloss"

## STARCH.

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

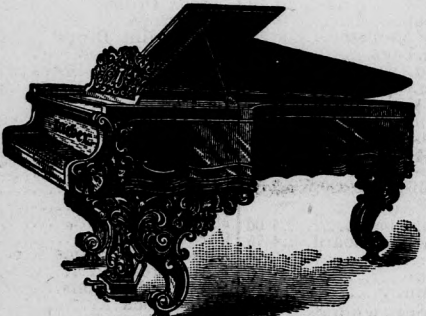
THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

## 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.)

30 and 32 Canal St., Grand Rapids, Mich.

## W. STEELE PACKING & PROVISION CO.,

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.

Grand Rapids, Mich.

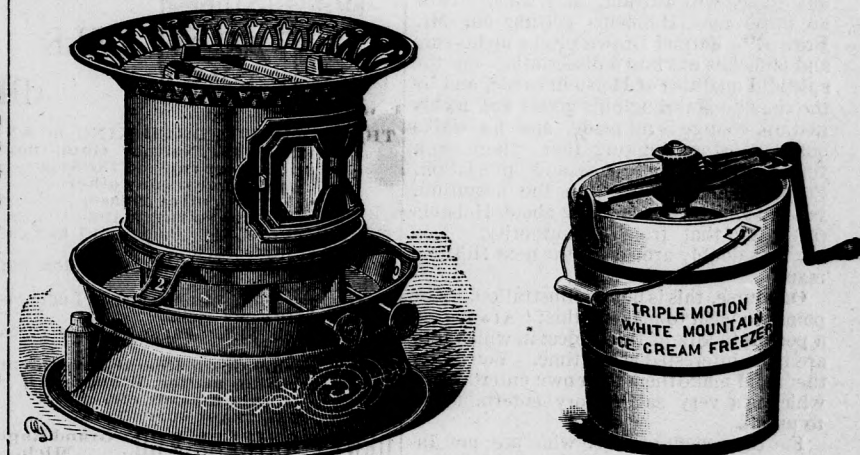
## FOSTER, STEVENS & CO.,

Grand Rapids, Mich.



Exclusive Agents for The Labrador Refrigerator, White Mountain Freezer, Dangler Gasoline Stove, Crown Jewell Gasoline Stove, Summer Queen Oil Stove.

Send for our Special Catalogue.



## Foster, Stevens & Co.,

10 & 12 Monroe St., 33, 35, 37, 39 & 41 Louis St.,

GRAND RAPIDS, MICH.

## LION COFFEE

MOCHA, JAVA AND RIO

WOOLSON SPICE CO.

KANSAS CITY-MO. TOLEDO-OHIO.

## LION COFFEE

MOCHA, JAVA AND RIO

WOOLSON SPICE CO.

KANSAS CITY-MO. TOLEDO-OHIO.

## LION COFFEE

MOCHA, JAVA AND RIO

WOOLSON SPICE CO.

KANSAS CITY-MO. TOLEDO-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.



## Groceries.

### How to Interest People.

From the American Storekeeper.

Is there a clerk behind the counter to-day who has not, upon more than one occasion, felt the absolute inability to say the right thing to a customer in a conversational way, and been mortified by terrible pauses to such an extent as to wish the floor would open and swallow him in his misery? There are certain customers with whom it is almost impossible to carry on a conversation. They will sit perfectly dumb, with the goods at which they are looking passing idly through their fingers, and look bored; the clerk, driven nearly frantic by his failure to strike an interesting chord, has nothing to do but stand and rack his brains in an effort to bring out some argument which will hasten the sale and allow him to attend to other duties which would prove, at least, more cheerful.

You all recognize the description, and can recall some lady in a dark skirt, black jacket and non-committal hat, who is your housewife. She may come when the store is full of customers, and you may hope and almost pray that she will fall into the hands of some less tender clerk than yourself; but, no; she, of course, as she always happened before, drops on you. She wants to look at some dress goods this time, and, in reply to your courteous remarks about the weather, she remains perfectly still and looks helplessly about on the array of spring styles which you have spread out before her. She may come when the store is full of customers, and you may hope and almost pray that she will fall into the hands of some less tender clerk than yourself; but, no; she, of course, as she always happened before, drops on you. She wants to look at some dress goods this time, and, in reply to your courteous remarks about the weather, she remains perfectly still and looks helplessly about on the array of spring styles which you have spread out before her.

As you thoughtfully roll up the loose ends of the stock and arrange the despised dress goods on shelves, you wonder, probably, if any one else is quite as stupid as you, and if there is any way in which she could be entertained.

If there is any person who needs to be an apt conversationalist, with the grace of a diplomat and the winningness of a revivalist, it is a clerk. His is a difficult position at times, and often, we know from experience, only failure results from our best intentions. If we can give just hint, therefore, which will start the clerk on the right path and make him a good entertainer, we will be content with our treatment of a difficult subject.

As a prerequisite, a clerk should be well informed of what is going on in his locality. We do not mean that he should be a gossip, far from that—but he should know what the farmers are doing in the way of experimental work. He should watch closely for hobbies in men, women and young folks. A person is warned way down into the cockles of his heart if another seems to take an interest in his hobby. As an instance: Farmer Brown has just bought some Holstein cattle. He comes in to buy two and one-half yards of brown denim for a pair of overalls. The clerk greets him with all the warmth that their mutual acquaintance will warrant, and asks, "How are those new Holsteins getting on, Mr. Brown?" Farmer Brown pricks up his ears and launches out into a dissertation on the splendid qualities of Holstein cattle, and by the time he is through his goods are nicely tied up, change is all made, and he walks out of the store thinking that "there is a young fellow of some sense and 'preciation. I'll tackle him again. In the meantime you have learned something about Holstein cattle, and that from an authority. You are thus doubly armed for the next Holstein man.

Of course, this is but an illustration. The point we wish to make is this: Always get a person to talk of the subject in which they are most interested at the time. You flatter them and make them their own entertainers, which is a very satisfactory entertainment to us all.

For the benefit of those who are not interested in hobbies, the clerk should have a hobby of his own, but he should have the good judgment not to select a political or a religious one. It matters not what it is so long as he thoroughly understands it—he becomes interesting at once. Another clever way to interest people is to become informed as to the methods employed in the manufacture of goods which you sell, the places where they are produced, etc. For this purpose read articles which appear in trade papers, and consult the encyclopedias frequently.

With all your information be modest. Do not attempt to be offensively intrusive. Study human nature carefully. Do not dilate upon the pleasure of carriage riding to a tramp, for he will not appreciate it. Be courteous, be honest, be sincere, be natural, be dignified (and be manly, and you will win the respect and esteem of those with whom you are thrown in contact.

### The Latest Trust.

It is a cold day when a new trust is not announced. The last of these legalized robberies organized to play the part of public extortioners is the nut and bolt trust now going through the forms of organization in the City of New York.

There is not a machine, from a farmer's wagon to a locomotive engine, that is held together by the iron nuts and bolts made by the parties to this syndicate, nor is there an implement used in domestic economy, from a coffee-mill to the kitchen pump, that does not contain these contrivances. They are in every shop, mill and store in the country. They are made on patented machinery, in which only a few men are interested, so that the business can be easily controlled.

### No Grounds for Fear.

"Young man," said the solemn-faced gentleman to the urchin who was puffing with all his might at a cigar, "let me warn you in time that this is a frightful vice you are cultivating."

"I ain't afraid of it."

"But are you not afraid of bringing your poor father's gray hairs in sorrow to the grave?"

"No, I ain't."

"Why not?"

"Cause this old fool's bald-headed."

Buy flour manufactured by the Crescent Roller Mills. Every sack warranted. Volgt Milling Co.

## A Pointer for Butchers.

Why is it that Michigan people are unwilling to pay as high prices for meats as those in the Eastern States? asked a reporter of THE TRADESMAN of G. H. Thayer, local manager for Swift and Company, the other day.

"I think it is mainly the fault of the butchers," was the reply. "They have educated their customers to paying low prices for meats, and they now find it impossible to get out of the rut they have created. I am confident that if Michigan butchers would place the choicest quality of meats before their patrons the latter would soon come to recognize the superior merits of the high-priced article."

"Wherein are our Michigan meat dealers behind their Eastern brethren?" asked the reporter.

"In my opinion, they make a great mistake in cutting everything into steak, instead of giving more attention to other methods of cutting. I think they sell steaks a cent too low and boiling pieces a cent too high. As a matter of fact, the people who can least afford to pay for steaks are the largest patrons of that cut, while the rougher meats, which are higher in nutriment and cheaper in price, are bought largely by those who could better afford to pay for steaks."

### Designed to Catch the Eye.

L. A. Pease & Co., of Grand Island, Neb., send the American Storekeeper the following eye-catching card, which they got up to hand to farmers who come into town on Saturday:

We wish you would do—

VOTE

a few minutes to our store be—

FOR—

e you leave town. We are offering

CHEAP GIN—

ghams, muslins, calicoes, etc., to-day, and can prove to you in a few minutes that your trading should be done with

L. A. PEASE & CO.

### The Grocery Market.

The condition of the sugar market is the principal feature in grocery circles, further advances having taken place during the past week. Jobbers are unable to fill all orders as it is impossible for them to get their spot orders filled. The refineries will make no quotations and will take open orders only—that is, orders to be shipped whenever sugar is in stock at the ruling price for that day. It is reported that the refiners are averse to higher prices than 7½ cents at the refinery, but they were unable to do so after last Friday. The end is not yet, and it takes a wise man to foretell what that end will be.



**BAUM'S**  
**Castor Oil**  
**AXLE OIL**

THE ACKNOWLEDGED KING OF AXLE LUBRICANTS. Neither Gums nor Chills, never runs off the axle and outwears any other known oil or grease.

PRICES TO THE TRADE.

Pots, per gross, \$10. Packed in 3 doz. cases. Retail at 10 cts. each.

Pints, per doz., \$2.25. Packed in 1 doz. cases. Retail at 30 cts. each.

Quarts, per doz., \$4. Packed in 1 doz. cases. Retail at 50 cts. each.

Gallons, each, \$1.20. Packed 6 cans in case. Retail at \$1.50 each.

Each case contains a liberal assortment of advertising matter, lithographs, show-cards, etc.

THE TRADE SUPPLIED BY

OLNEY, SHIELDS & CO., Grand Rapids, Mich.

## POTATOES.

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

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

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

## STANTON, SAMPSON & CO.,

Manufacturers and Jobbers of  
Men's Furnishing Goods.

Sole Manufacturers of the "Peninsular"  
Brand Pants, Shirts and Overalls.

State Agents for Celuloid Collars and Cuffs,  
120 and 122 Jefferson Ave.,  
DETROIT, - MICHIGAN.

GEO. F. OWEN, Grand Rapids;  
Western Michigan Salesman.

## 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 274.

## WHOLESALE PRICE CURRENT.

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

<b>BAKING POWDER.</b>	<b>RAISINS, Loose California.</b>	<b>CLIMAX.</b>
10c cans. 95	Raisins, Ondara, 28s. 9 00/45	Corner Stone. 39
1 lb. 1.40	Raisins, Sultana. 40	Double Pedro. 40
6 oz. 1.00	Raisins, Valencia. 40	Whopper. 40
1 lb. 2.00	Raisins, Imperial. 3 75	Peach Pie. 40
12 oz. 3.80		Wedding Cake, blk. 40
1 lb. 4.95		Red Ribbon. 30 25
3 1/2 lb. 11.75		Sweet Russet. 30 25
8 lb. 18.75		
16 lb. 17.75		
32 lb. 22.50		
	<b>Cod, whole.</b>	<b>TOBACCO—FINE CUT.</b>
	1 lb. 4.00	Sweet Pippin. 50
	1/2 lb. 2.00	Five and Seven. 50
	1/4 lb. 1.00	Hawkeye. 50
	1/8 lb. .50	Sweet Cuba. 45
		Petiscoy Chief. 55
		Thistle. 40
		Florida. 55
		Swamp Angel. 40
		Star. 40
		Capper. 40
		<b>TOBACCO—SMOKING.</b>
		Rob Roy. 28
		Peelless. 28
		Union Sam. 30
		Jack. 30
		Sensation. 30
		Yellow Jacket. 30
		Sweet Conqueror. 30 25
		<b>TEAS.</b>
		Japan ordinary. 15 20
		Japan fair to good. 25 20
		Japan fine. 35 45
		Young Hyson. 20 25
		Gunpowder. 35 20
		Oolong. 30 25
		Concho. 25 20
		<b>WHEAT.</b>
		30 gr. 40 gr. 50 gr.
		9 1/4 11 1/4 12 1/4
		Above are the prices fixed by the pool
		outside the pool usually sell 5 gr. stronger goods at same prices. \$1 per barrel.
		<b>WOODENWARE.</b>
		Curtiss & Co. quote as follows:
		Tubs, No. 1. 6 75
		" 2. 6 50
		" 3. 6 25
		Pails, No. 1, two hoop. 4 50
		" 2. 4 25
		Clothespins, 5 gr. boxes. 60
		Bowls, 15, 17 and 19. 2 50
		Baskets, market. 2 50
		Gum Spruce, blk. 1 00
		" with covers 1 50
		" willow clothes 1 50
		" splint. 1 50
		" 3. 3 00
		<b>MISCELLANEOUS.</b>
		Bath Brick imported. 80
		do do American. 75
		Burners, No. 9. 65
		do No. 1. 75
		do No. 2. 85
		Chimneys, No. 4. 35
		" 5. 40
		" 6. 45
		Condensed Milk, Eagle. 7 50
		Cream Tartar. 25
		Candies, Star. 10
		Gum, Spruce, blk. 1 00
		Jelly, in 30 lb. pails. 5 50
		Powder, Keg. 5 50
		4 Keg. 2 50
		Sage. 15
		<b>CANDY, FRUITS AND NUTS.</b>
		Putnam & Brooks quote as follows:
		STICK.
		Standard, 25 lb. boxes. 9 75
		Twist, do. 10 00
		Butter, do. 11 00
		ROYAL, 25 lb. pails. 10 00
		Royal, 20 lb. bbls. 9 00
		Extra, 20 lb. bbls. 10 00
		Sea Foam. 5 50
		French Cream, 25 lb. pails. 12 50
		Coat loaf, 25 lb. cases. 11 00
		Broken, 25 lb. pails. 10 00
		Broken, 20 lb. bbls. 10 00
		FANCY-IN BULK.
		Lemon Drops. 13
		Sour Drops. 14
		Peppermint Drops. 14
		Chocolate Drops. 14
		H M Chocolate Drops. 14
		Gum Drops. 14
		Licorice Drops. 14
		Rock, Dutch. 14
		Lozenges, plain. 14
		Lozenges, printed. 14
		Chocolate Drops. 14
		Mottos. 14
		Cream Bar. 13
		Molasses Bar. 13
		Caramels. 14
		Hand Made Creams. 19
		Printed Creams. 19
		Lozenges, printed. 14
		String Rock. 14
		Burnt Almonds. 22
		Wintergreen Berries. 14
		<b>FRUITS.</b>
		Bananas. 1 25 00
		Oranges, choice. 2 00
		Oranges, Florida. 2 00
		Oranges, Rodi. 6 00 27 00
		Oranges, OO. 2 00
		Oranges, Coochin. 2 00
		Oranges, Valencia ca. 2 00
		Lemons, choice. 2 00
		Lemons, fancy. 2 00
		Figs, layers, new. 12 05
		Figs, 50 lb. 6 00
		Dates, 50 lb. 6 00
		Dates, 40 lb. 6 00
		Dates, 30 lb. 6 00
		Dates, 20 lb. 6 00
		Dates, 10 lb. 6 00
		Dates, 5 lb. 6 00
		Dates, 2 1/2 lb. 6 00
		Dates, 1 1/4 lb. 6 00
		Dates, 3/4 lb. 6 00
		Dates, 1/2 lb. 6 00
		Dates, 1/4 lb. 6 00
		Dates, 1/8 lb. 6 00
		Dates, 1/16 lb. 6 00
		Dates, 1/32 lb. 6 00
		Dates, 1/64 lb. 6 00
		Dates, 1/128 lb. 6 00
		Dates, 1/256 lb. 6 00
		Dates, 1/512 lb. 6 00
		Dates, 1/1024 lb. 6 00
		Dates, 1/2048 lb. 6 00
		Dates, 1/4096 lb. 6 00
		Dates, 1/8192 lb. 6 00
		Dates, 1/16384 lb. 6 00
		Dates, 1/32768 lb. 6 00
		Dates, 1/65536 lb. 6 00
		Dates, 1/131072 lb. 6 00
		Dates, 1/262144 lb. 6 00
		Dates, 1/524288 lb. 6 00
		Dates, 1/1048576 lb. 6 00
		Dates, 1/2097152 lb. 6 00
		Dates, 1/4194304 lb. 6 00
		Dates, 1/8388608 lb. 6 00
		Dates, 1/16777216 lb. 6 00
		Dates, 1/33554432 lb. 6 00
		Dates, 1/67108864 lb. 6 00
		Dates, 1/134217728 lb. 6 00
		Dates, 1/268435456 lb. 6 00
		Dates, 1/536870912 lb. 6 00
		Dates, 1/1073741824 lb. 6 00
		Dates, 1/2147483648 lb. 6 00
		Dates, 1/4294967296 lb. 6 00
		Dates, 1/8589934592 lb. 6 00
		Dates, 1/17179869184 lb. 6 00
		Dates, 1/34359738368 lb. 6 00
		Dates, 1/68719476736 lb. 6 00
		Dates, 1/137438953472 lb. 6 00
		Dates, 1/274877906944 lb. 6 00
		Dates, 1/549755813888 lb. 6 00
		Dates, 1/1099511627776 lb. 6 00
		Dates, 1/2199023255552 lb. 6 00
		Dates, 1/4398046511104 lb. 6 00
		Dates, 1/8796093022208 lb. 6 00
		Dates, 1/17592186044416 lb. 6 00
		Dates, 1/35184372088832 lb. 6 00
		Dates, 1/70368744177664 lb. 6 00
		Dates, 1/140737488355328 lb. 6 00
		Dates, 1/281474976710656 lb. 6 00
		Dates, 1/562949953421312 lb. 6 00
		Dates, 1/1125899906842624 lb. 6 00
		Dates, 1/2251799813685248 lb. 6 00
		Dates, 1/4503599627370496 lb. 6 00
		Dates, 1/9007199254740992 lb. 6 00
		Dates, 1/18014398509481984 lb. 6 00
		Dates, 1/36028797018963968 lb. 6 00
		Dates, 1/72057594037927936 lb. 6 00
		Dates, 1/144115188075855872 lb. 6 00
		Dates, 1/288230376151711744 lb. 6 00
		Dates, 1/576460752303423488 lb. 6 00
		Dates, 1/1152921504606846976 lb. 6 00
		Dates, 1/2305843009213693952 lb. 6 00
		Dates, 1/4611686018427387904 lb. 6 00
		Dates, 1/9223372036854775808 lb. 6 00
		Dates, 1/18446744073709551616 lb. 6 00
		Dates, 1/36893488147419103232 lb. 6 00
		Dates, 1/73786976294838206464 lb. 6 00
		Dates, 1/147573952589676412928 lb. 6 00
		Dates, 1/295147905179352825856 lb. 6 00
		Dates, 1/590295810358705651712 lb. 6 00
		Dates, 1/1180591620717411303424 lb. 6 00
		Dates, 1/2361183241434822606848 lb. 6 00
		Dates, 1/4722366482869645213696 lb. 6 00
		Dates, 1/9444732965739290427392 lb. 6 00
		Dates, 1/18889465931478580854784 lb. 6 00
		Dates, 1/37778931862957161709568 lb. 6 00
		Dates, 1/75557863725914323419136 lb. 6 00
		Dates, 1/151115727451828646838272 lb. 6 00
		Dates, 1/302231454903657293676544 lb. 6 00
		Dates, 1/604462909807314587353088 lb. 6 00
		Dates, 1/1208925819614629174706176 lb. 6 00
		Dates, 1/2417851639229258349412352 lb. 6 00
		Dates, 1/4835703278458516698824704 lb. 6 00
		Dates, 1/9671406556917033397649408 lb. 6 00
		Dates, 1/19342813113834066795298816 lb. 6 00
		Dates, 1/38685626227668133590597632 lb. 6 00
		Dates, 1/77371252455336267181195264 lb. 6 00
		Dates, 1/154742504910672534362390528 lb. 6 00
		Dates, 1/309485009821345068724781056 lb. 6 00
		Dates, 1/618970019642690137449562112 lb.







## The Michigan Tradesman.

### THE JACK PINE PLAINS.

Progress Made at the Experimental Station at Grayling.

The large amount of light, sandy soils in some of the northern counties of Michigan which do not appear to respond favorably to ordinary methods of tillage, seems to call for investigation and experimental inquiry. Some persons doubt the possibility of their successful cultivation and are disposed to scoff at all attempts in that direction. The fact that many persons have settled on these lands for homesteads and, after a few years, have abandoned their claims and gone elsewhere for permanent homes, seems to countenance the doubt about their agricultural value. The hundreds of abandoned homesteads give sad evidence of misdirected labor and disappointed hopes. Some have asked, why raise expectations which shall cause others of small means and who are ill able to bear the loss of their little capital and years of fruitless toil to embark in an enterprise which will end in disastrous shipwreck? The answer is obvious: If these plains are incapable of cultivation, then, in mercy to the homesteader and men of small means, make it clear and plain that the plains are worthless for farming, and thus prevent their entering upon a hopeless undertaking; if previous failures have been in consequence of wrong methods of tillage, kinds of crops, etc., then make this plain and point the way to successful farming on the plains. The homesteader can not bear the expense or spare the time for such experimentation; the government, having hundreds of thousands of acres of these lands on its hands, can well afford the means for thorough investigation of this subject.

The question for present consideration is, how to bring these lands into profitable cultivation by such methods of tillage and the use of such manurial materials as are within the reach of every farmer of moderate means. It does not include the use of stable manure for the reason that this can not, at present, be obtained in sufficient quantity to supply the needs of the plains. No one need doubt the capacity of these sandy soils to produce crops if a sufficient supply of stable manure can be obtained. The first question is, how to raise the crops on these lands that shall furnish the stable manure.

The present inquiry does not take account of possible results by the use of commercial fertilizers and imported manures. There is little question that with the free use of superphosphates affording abundant supplies of potash, phosphoric acid and ammonia, large crops can be produced on these plains. The lavish expenditure of money for the production of crops without consideration of the cost is as worthless as it is extravagant. Such commercial fertilizers are beyond the means of the pioneer and homesteader, and hence outside the present inquiry.

The problem, briefly stated, is this: With a light sandy soil, of very porous quality, in a northern climate, subject to late frosts in spring and early frosts in autumn, and liable to midsummer drought, with no fertilizers except marl, salt and plaster, can any methods of tillage or kinds of crops bring these plains into profitable cultivation for ordinary farming, stock raising or fruit production?

With what the soil now contains, and what plants may accumulate from the rain and air and return to the soil when plowed under for green manure, and with the aid of the cheap mineral manures, so abundant in this State, can we bring these sandy soils into profitable cultivation?

For many years I have given thought and study to this problem of the sands, and in lectures and articles called attention to the subject. Many persons have aided and encouraged me in this investigation. The effort has been made in our Legislature to establish an experimental station on the plains. When the Hatch bill became a law, it was felt that the time had come to take up this subject in a practical way. A Farmers' Institute had been held at Grayling, in which farming on the plains occupied most of the time and thought of those present. When it was determined to establish an experimental farm on the plains, the State Board of Agriculture fixed upon Grayling as the place, because it is in the heart of the jack pine lands, is readily accessible by railway, is near a large deposit of marl, the people take a lively interest in the experimental work and the Michigan Central Railroad offered to donate eighty acres of jack pine land for the experimental farm.

The tract of land donated for this purpose is described as the west half of northeast quarter of section seventeen, town twenty-six north, of range three west.

It is characteristically jack pine plains, the timber being mostly *Pinus Banksiana*, "jack pine," some scattering trees of Norway pine, scarlet oak (dwarf), huckleberry bushes, dwarf cherry, sweet fern, trailing arbutus and many wild grasses (sedges). The ground is nearly level; the fire has run over most of it at frequent intervals, but the central part less than the north and south ends. The farm, both as to soil and the natural products growing on it, is considered a fair average of the jack pine plains. It nearly touches the railroad at the southwest corner, and the experimental field of twenty acres at the south end of the farm is plainly visible from the car windows. The experimental field of twenty acres at the north end of the farm adjoins the village of Grayling. This field is nearly ready for seeding.

The entire farm is surrounded by a substantial board and barbed wire fence to exclude cattle. The fence is placed in the center of a ten-foot strip of plowed ground to prevent the spreading of fire from outside sources to the farm. The central forty acres is left substantially in original forest to test the effects of excluding stock and preventing fires.

April 19, 1888, contracts were let for clearing and grubbing twenty acres on the south end of the farm, everything to be removed that would be in the way of the plow; also to plow the field in a substantial manner to the depth of seven inches. After the ground was plowed it was harrowed with a spring tooth sulky harrow, then rolled with a heavy roller, then again harrowed, the roots and trash raked into windrows with a spring tooth sulky horse rake, which did the work very rapidly and satisfactorily. After burning the roots, the process of rolling, harrowing and raking was repeated until the ground was thoroughly subdued and compacted. This mechanical treatment of the soil was considered very important from the conviction that the loose and porous condition of this soil is often the cause of failure in crops.

On the last day of May and first of June the field was seeded by means of a seed roller drill. Twenty plots of one acre each were separately seeded. The plots run north and south in the field being nearly

four rods wide and a little more than forty rods long.

The field was divided across the plots into five nearly equal zones for testing the influence on all the plants used of certain manurial matters. The south zone was treated with marl from a lake near by, using six tons to the acre, which was incorporated with the soil by harrowing and rolling. To the next zone plaster was applied at the rate of 200 pounds to the acre; to the next zone 200 pounds of plaster and 200 pounds of common salt; to the fourth zone 200 pounds of salt, and the last zone received no manure, for purpose of comparison. It will thus be seen that there are one hundred separate experimental plots of one-fifth of an acre each in this field.

After the seeding, the roller was again passed over the whole field. I regret that a heavier roller was not used. On the east side of this field, near the fence, a narrow strip was sowed and planted to quack grass.

At the north end of the farm, twenty acres have been cleared, grubbed, plowed and subbed in the same way as the south field, and is now nearly ready for sowing. Marl will be applied to a part of this field, and plaster on many of the plots. Some seeds not used in the south field will be sowed on the north field, so that the number of plants used experimentally will be about thirty.

The ground on the experimental farm is all "new breaking." It is probable that land longer under cultivation and more thoroughly subdued may give different results in these experiments. For this reason a field of eight acres in the outskirts of the village was rented of Mr. Brink for experimental uses. This field had been under cultivation for three or four years, and the roots and trash well worked out of the soil. The field was plowed and fitted for crops and seeded the 17th of May, the following seeds being placed in plots beginning at the west end of the field and passing eastward:

Timothy, Alsike Clover, Hungarian Grass, Blue Lupins, Yellow Lupins, Cow Peas, Field Peas, Vetch, Yellow Branching Sorghum, Sorghum and Kentucky Blue Grass, Kentucky Blue Grass, White Mustard, Millet, Tall Fescue, Rye Grass, Red Clover, Alfalfa, White Clover, Spurry and Rye. To these will be added seven-leaved Turnip and New Zealand Spinach.

Climatic conditions limit the field of experimentation at Grayling, and many plants that promise good results must be omitted on account of frost. The Cow Pea, for example, that was sowed May 17, gave promise of good results, but the frost of June 1 was very severe on this plant. It seems that we cannot depend upon the use of plants that are easily cut by the frost. A hardy, quick-growing plant that will at the same time accumulate a large amount of vegetable matter is especially needed for that locality.

In order to determine some of the agricultural-climatic conditions, a set of soil thermometers to show the temperature in the soil at distances of 24 inches, 12 inches, 9 inches, 6 inches and 3 inches below the surface of the soil, have been placed in position near the village field in charge of Mrs. Brink, who will take observations on soil temperature three times a day for the four months from June to September. A corresponding set of soil thermometers are in position at the College, and a comparison of soil temperatures at corresponding depths at Grayling and Agricultural College may develop facts of interest and value.

The chemical composition of the soil of the jack pine plains is of interest in studying this problem. The average composition of six soils taken from different points in Crawford and Isosco counties, in which analysis shows a close similarity of composition, is exhibited in the following table:

Sand and Silicates insoluble in Acids.....	94.22
Oxide of Iron.....	1.88
Lime.....	.87
Magnesia.....	.06
Potash.....	.85
Soda.....	.27
Sulphuric Acid.....	.01
Phosphoric Acid.....	.08
Organic matter.....	2.16

Capacity to hold water by capillarity.....33 per ct.

The depth of the water line below the surface at Grayling is from 15 to 18 feet.

This preliminary bulletin is issued for the information of the public in regard to the nature and scope of the experimental work at Grayling in the department of Chemistry. It is only begun, and it is too soon to ask, "What shall the harvest be?"

R. C. KENDZIE,  
Chemist of Experiment Station.

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

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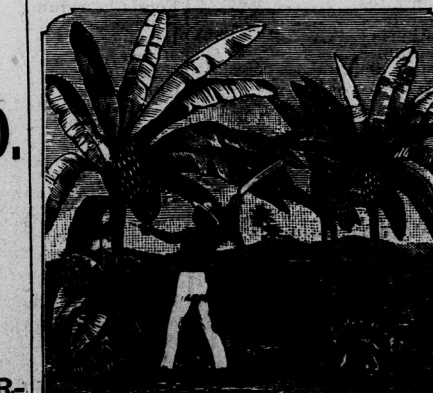
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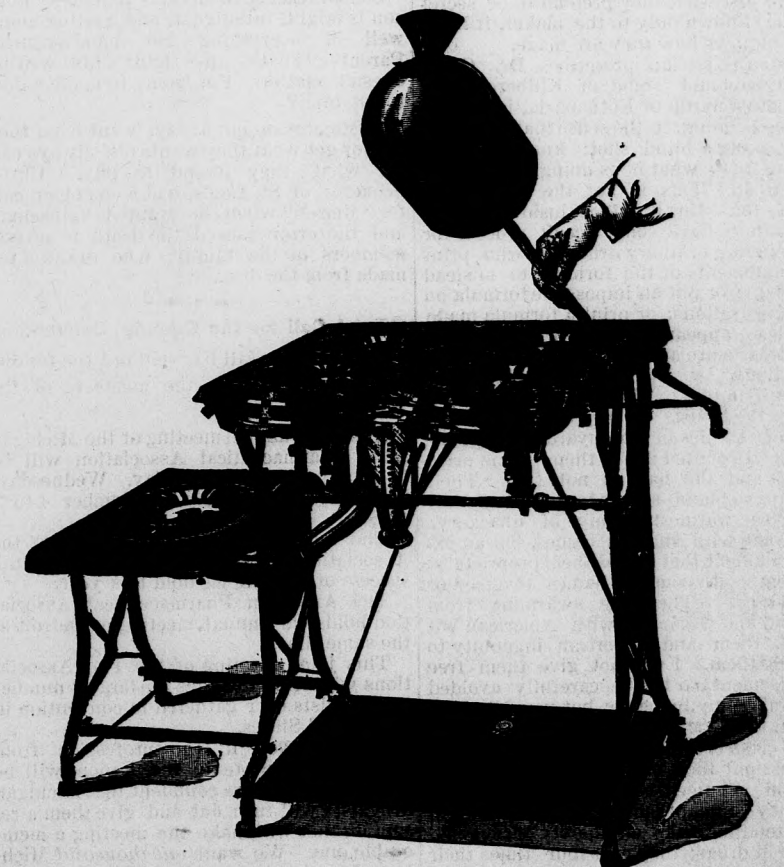
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