

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.
WEDNESDAY, AUGUST 1, 1888.

THE LAST WORD.
This is the last opportunity THE TRADESMAN will have to urge upon the business men of the State the importance of having a large representation at the Cheboygan convention. Matters of vital importance to every business man will be presented for discussion and action and the plans there formulated will serve as a guide for the business public for some time to come. That no mistakes may be made—that all the points incident to such work may be brought out—it is essential that there be a full representation from all parts of the State. Present indications give good grounds for the belief that such will be the case, but THE TRADESMAN hopes none will remain at home who can possibly spare the time to attend.

It should be understood that all business men are invited to attend the annual convention of the M. B. M. A., whether members of a local organization or not. Of course, only the regularly-elected delegates will be entitled to the voting privilege, but all will be granted seats in the convention—and probably to a voice in the deliberations of the meeting.

Merchants should remember that the recent ruling of the Postmaster General prohibits the use of "anything in the nature of an offensive or threatening dun" on a postal card. It is allowable for a person to send a bill or a request to remit or call and settle, but anything further is liable to result in the interference of the government.

Originality in Business.
There is no lack of industry among grocers. They are hard-enough workers. They make themselves tired through their activity and attention to business. They get rid of as much energy as they ought—perhaps more. But possibly they do not expend their powers always in the wisest way. Is there not reason to think that too few of them work as wisely as they certainly do assiduously? A man may tire himself at bodily labor or he may get wearied by mental work. Isn't it a fact that most traders do their business in a way that is almost wholly imitative of the ordinary ways of running stores? That is, that they expend their energies in imitative work instead of mental endeavor to conceive better methods? Is the ideal business man the one who watches how the others do and follows their ways, or is he the man who does some original thinking about his business? Which would you rather be? Which would you rather do? Copy the ways others thought of, or carry into effect conceptions of your own? Supposing about an equal amount of money could be made, which course ought a man to pursue? Nobody will say that trade methods have reached a point beyond which advances are impossible—there are hundreds of possibilities, beyond doubt, waiting for the men thoughtful enough and perceptive enough to bring them into actualities and reap the benefit. But the improvements of the future will not be given to the world by men who will not take the trouble to think, by men who suppose it is useless for them to dream of originating a new trade idea, and who therefore exhaust their powers in doing as they see others doing. And yet it is possible—perhaps it is probable—that men who think so modestly of their powers are mistaken; for comparatively few men have trained themselves to think steadily, to reflect continuously, on any subject, and so they do not know what powers of thought they really possess. Men could do a great deal more original thinking than they do if they would work at thinking as they work at sweeping out a store or waiting on customers—*i. e.*, give themselves to it. Was it Newton who said he owed all he was to his moment of patient thought? Not to any great gifts of mind, but to a great using of what he had ascribed his success. Perhaps the grocer would prove a greater originator than he thinks possible if he but gave his mind a chance to work at the trade situation, instead of merely each day tiring his brain in imitative labor, and supposing that that was all he was capable of. How can a dealer say that he has no original power unless he lets his mind work at a problem requiring that sort of thought? It is not enough to think half an hour and then conclude you can do nothing because nothing dawns upon you. Think continually of it. Let the subject be your mind's tenant at all times when the exigencies of business do not exclude it. It is perpetually brooding on a matter that deserves the name of thought; and if more dealers would be thinking of this genuine sort about their business, more of them would be originators of improvements and not so many the mere imitators of their neighbors, which so many of them are seemingly content to be. New ideas rarely flash upon men's minds except as a result of this patient reflection. When a new conception comes it may come in a moment, but the long brooding is what has made it possible. This is the general rule, and it applies to conceiving new things about the grocery business, just as it does to evolving new conceptions in science or philosophy. The man who gives birth to a new idea is the man who has been in long mental labor.

The most paying kind of work is thinking. Let the grocer who wishes to be other than a follower of old and worked-to-death methods try falling back on his own brain for new ideas; and if he will take the trouble to do the kind of thinking above indicated, the product of the work—for thinking work—may astonish him. He may find that he is an originating mind, if he only gives it a chance to operate.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

L. Sandler & Co. succeed L. Sandler in the clothing business.

A grocery store is being erected on Jefferson avenue, half a mile south of the city limits.

South Grand Rapids is now a postoffice, M. V. Crocker having received the appointment as postmaster.

The Martin's Middlings Purifier Co. shipped a purifier to Le Bar & Cornwell, at Cadillac, one day last week.

D. R. Parrish has opened a grocery store at 329 South Division street. Olney, Shields & Co. furnished the stock.

The Telfer Spice Co. has foreclosed its mortgage on the grocery stock of Olman Bros., situated at the corner of Fifth and Davis streets.

Henry J. Vinkemulder has resigned his position as book-keeper for Phil Graham and will open a new grocery store on South Division street.

Lyman E. Patten has sold his interest in the grocery firm of Patten & Sessions to his partner, F. Hale Sessions, who will continue the business.

F. S. Lalone has engaged in the grocery business at the corner of Stocking and Fifth streets. Olney, Shields & Co. furnished the stock.

The Grand Rapids School Furniture Co. shipped a carload of opera chairs to Cheboygan last Wednesday for the seating of the new city hall there.

Arthur Meigs & Co., on account of the growth of their jobbing business, have decided to discontinue their retail store, in order that they may give their entire attention to the wholesale department.

John Homrich has engaged in general trade at North Dor. I. M. Clark & Son furnished the groceries, Voigt, Herpolsheimer & Co. the dry goods and Rindge, Bertsch & Co. the boots and shoes.

Mrs. Ellen Noble has sold her interest in the firm of Noble & Co., proprietors of the old Taylor & McReynolds plaster mill plant, to the remaining partners, Isaac Cappon and John Bertsch. The business will be continued under the same firm style as before.

Burt Ema and Paul Landauer have formed a partnership under the style of Ema & Landauer for the purpose of engaging in the grocery and seed business in the block D. D. Cody has recently removed to South Division street, in the vicinity of Third avenue.

AROUND THE STATE.

Sturgis—Geo. C. Maul has sold his tin shop.

Detroit—Geo. A. Lindsay has sold his cigar business.

Lodi—W. G. Barnes has sold his general stock to John Garrett.

Lowell—F. A. Goss succeeds S. D. Goss in the grocery business.

Quincy—J. Meyers succeeds J. D. Hayes in the grocery business.

Pontiac—H. B. Seagraves succeeds G. W. Alexander & Co. in the hardware business.

Eastlake—Louiselle Bros. have added a line of boots and shoes to their grocery stock.

Rockford—E. E. Hewitt has purchased the grocery stock and store building of James Colby.

Freeport—It is reported that A. M. Herrington will shortly re-engage in the drug business here.

Charlotte—C. L. Pratt is closing out his boot and shoe stock, when he will remove to Monette, Mo.

Freeport—D. E. Watters has sold his drug stock to Perry Weed, formerly engaged in the same business at Charlevoix.

Leroy—C. L. Maurer has purchased an interest in the general stock of M. V. Gundrum. The firm will be known as M. V. Gundrum & Co.

Wayland—John C. Yeakey has purchased the store building formerly occupied by R. McKinnon and will remodel it for the occupancy of Yeakey & Wharton's meat market.

STRAY FACTS.

Detroit—Chris Kloenhammer, the clothier and boot and shoe dealer, is dead.

Jones—Anson L. Jones, for several years engaged in general trade here, is dead.

Muskegon—T. M. Lander has purchased the furniture and lease of the Atlantic Hotel.

Lansing—Savigney & Christmas succeed Cheney & Christmas in the photographic business.

Howell—E. C. Wright & Sons, proprietors of the City Mills, have assigned to Thos. Gordon, Jr.

Onekama—The gentlemen who propose starting a bank here are constructing a building for that purpose, 20x40 feet in dimensions. It is of brick.

Middleville—It is reported that Dr. A. Hanlon, formerly engaged in the drug business here, but now located at Elk Rapids, will shortly return to the old stamping ground.

Bear Lake—There is no good reason why Bear Lake shouldn't be a town of considerable importance, and the people who live here are of the same opinion. They have arranged for a lively newspaper to be started soon, while outside people are on the point of opening a bank here. L. B. Bunton has a mill which will cut 30,000 feet of hardwood lumber per day, about ready for business, and besides, his capital is building a cheese factory. The Hopkins Manufacturing Co. will also be in shape soon to resume operations, while the Bear Lake & Eastern Railroad will ship 6,000 cords of bark in addition to great quantities of lumber, cordwood and other freights, this fall.

Detroit—The First National Bank of Grand Haven has entered proof of claim for \$500 against B. H. Lawson, as assignee of the firm of Root, Strong & Co. The Bank had been directed to advance money to Maj. B. D. Safford, a Grand Haven dry goods merchant.

Detroit—Burt R. Quay brings suit in the Wayne Circuit Court against United States Marshal Pennell for \$10,000 damages for breaking into his store at Bay City and at 319 Michigan avenue, Detroit, seizing his goods and breaking up his business. The Marshal acted by virtue of an attachment by Chas. Groff & Co., of New York, against the property of C. R. Richardson & Co.

MANUFACTURING MATTERS.

Vernon—Homer Newberry, the paper manufacturer, is dead.

Brutus—Cupp Bros. and I. M. Morris are each putting in new sawmills.

Ashley—A company has been formed to manufacture chairs, tables and stands.

Summit City—Albert Hyde has cut out all his logs on hand and shut down his mill for the present.

West Branch—W. S. Perkins & Son are building a saw and shingle mill, about four miles north of this place, which is expected to be running in about three weeks.

Charlevoix—The Charlevoix Manufacturing Co. is said to have in use a shaved shingle machine which turns out 75,000 shingles a day, at a saving in material and reduced cost of manufacture.

Evart—W. H. Whipple has retired from the firm of J. P. Paddock & Co., proprietors of the Standard Roller Mills, and will locate at Alma. The new firm has leased the Novelty Mills, which will be used for grinding feed, all the flour being ground at the Standard Mills.

Evidently a Fraud.

LEROY, July 28, 1888.

DEAR SIR—We desire, through the medium of your paper, to warn the trade of the State against a man who is now traveling in Michigan in the interest of a New York wall paper house. He borrowed some money of one of our clerks, on promise of returning it in a few days—a promise he has not made good. He is about 45 years old, wears a grayish-colored moustache and is addicted to stuttering. We consider him unworthy the confidence of business men. Yours truly,
M. V. GUNDRUM & CO.

FURTHER PARTICULARS.

The clerk who was the victim in the above case writes THE TRADESMAN as follows:
LEROY, July 28, 1888.

E. A. Stowe, Grand Rapids:
DEAR SIR—About the 9th of this month a man came to Leroy and represented himself as Mr. Hadley, of the firm of Warren Hadley & Co., manufacturers of and wholesale dealers in wall paper, Broadway, New York. He said he had been in every town in the State. He waited here two days for mail, but got none; that he had lately with a Detroit house (whom I well know) that he was out of money; that if I would let him have enough to get to Detroit he would return it. I did so, but no money has come back. I wrote the Detroit house, but they know nothing of him. I am certain he is a fraud and that I am not his only victim. I think he should be passed around. Yours truly,
O. B. PICKETT.

Chinese Cash.

A large number are engaged in moulding, casting, and finishing the "cash" used as coin silver by the Chinese. The cash is made from an alloy of copper and zinc, nearly the same as the well known Muntz metal; and it takes about 1,000 of them to answer as change for a dollar, so minute and low do prices run in that country.

His Conclusions Correct.

From the Antrim County Advertiser.
Frank A. Howig, who writes his personal experiences so entertainingly for THE MICHIGAN TRADESMAN, covers so much and such varied ground therein that one is inevitably led to the conclusion that he is either the champion liar or a careful student of the encyclopedia and current news. Whichever it is, his articles are readable and his conclusions correct.

Bank Notes.

De Puy Bros. will soon have their new bank at Grand Ledge ready for business.

The attempt of Brown & Co. to merge their Bank of Charlevoix into a National bank has fallen through.

VISITING BUYERS.

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

C. S. Johnson, Cannonburg
J. S. Johnson, Cannonburg
J. S. Johnson, Cannonburg
J. S. Johnson, Cannonburg
J. S. Johnson, Cannonburg
J. S. Johnson, Cannonburg
J. S. Johnson, Cannonburg
J. S. Johnson, Cannonburg
J. S. Johnson, Cannonburg
J. S. Johnson, Cannonburg

Henry Roe, Nashville
C. B. Moon, Cedar Springs
Henry Hillard, Big Spring
Griswold Bros., Griswold
G. W. Brown, Grand Rapids
G. W. Brown, Grand Rapids
G. W. Brown, Grand Rapids
G. W. Brown, Grand Rapids
G. W. Brown, Grand Rapids
G. W. Brown, Grand Rapids

L. E. Jenson, Jenson
G. W. Brown, Grand Rapids
G. W. Brown, Grand Rapids
G. W. Brown, Grand Rapids
G. W. Brown, Grand Rapids
G. W. Brown, Grand Rapids
G. W. Brown, Grand Rapids
G. W. Brown, Grand Rapids
G. W. Brown, Grand Rapids
G. W. Brown, Grand Rapids

M. A. Kent City
C. H. Denning, Denning
C. H. Denning, Denning
C. H. Denning, Denning
C. H. Denning, Denning
C. H. Denning, Denning
C. H. Denning, Denning
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W. H. Smith, Grand Rapids
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Grippeak Brigade.
Geo. H. Seymour spent Sunday with his family, who are temporarily sojourning at Kalamazoo.

M. K. Walton has resigned his position with Curtis & Co. to go on the road for Gould & Austin, of Chicago.

Amos S. Musselman is taking a portion of Chas. Brooks' trip this week. The latter is taking a brief respite from road life.

Sidney F. Stevens and wife have returned from Alexandria Bay, where they spent a week or ten days in pursuit of pleasure.

D. S. Gilmore, for six years past house salesman for Curtis & Dunton, succeeds M. K. Walton as traveling salesman for Curtis & Co.

Louis Van Allsburg, junior member of the retail furniture firm of A. R. Van Allsburg & Son has gone on the road for M. J. Murphy & Co., of Detroit.

Rensselaer Van Ness, who recently sold his residence at 595 Wealthy avenue, is building another residence on the east side of South College avenue, near Wealthy avenue.

Chas. N. McWhorter, formerly local manager for R. G. Dun & Co., has severed his connection with Coffin, Devoe & Co. to accept a situation as traveling reporter for his former employers.

W. G. Hawkins wishes the business men and hotel waiters of Lake Odessa to understand that he has never seen the inside of an insane asylum, Will Jones to the contrary notwithstanding.

One of Wm. H. Allen's horses was taken sick at Watson early last week, necessitating his lying idle the remainder of the week. He started out again on Monday, the animal having recovered.

Charley Robinson did a graceful act last Saturday in assisting a worthy lady, the wife of a well-known traveling man, by raffling off a hand-painted mirror for \$25 and then returning the article, which happened to fall to Fred. Rice.

I. M. Clark & Son have increased their road force by two during the past week—Wm. Vander Veer, who goes south and southwest, and S. B. Taylor, who will work the trade of the central portion of the State. Mr. Taylor lives at Lansing.

The Detroit traveling men must be a queer set of fellows. They challenged the Grand Rapids boys to a match game of base ball, which was accepted. Now the Grand Rapids ball tossers have waited for two months, for the word to go on to Detroit to cross bats with their brethren. The Detroit travelers should bear in mind that base ball is usually played during the summer months—that it is not a very popular game in the winter.

L. L. Loomis, who is now sojourning in Denver, writes under recent date as follows: "It has been a great pleasure since my stay in Denver to receive and peruse your valued paper, as it brings me nearer Michigan and my many acquaintances. I am feeling quite well, although the warm weather has set me back somewhat. I hope soon to return to old Grand Rapids, which I consider in a business point of view far ahead of Denver, or any other city of its size which I have seen in my travels."

Purely Personal.

C. C. Bunting went to Chicago Monday night to forecast the apple market.

Frank E. Leonard is in New York, busily engaged in buying goods for the fall trade.

J. B. Martin still tarries at Minneapolis in the interest of Martin's Middlings Purifier Co.

John Snitzler spent last week at his cottage on Black Lake and went back Monday to put in another week there.

Geo. Campbell, the Grand Ledge grocer and druggist, was in town last Wednesday, attracted hither by the regatta.

Frank T. King, of the Michigan Cutter Co. and the firm of King, Quick & King, at Lowell, was in town on Monday.

F. J. Parker, until recently with Lamoreaux & Johnston, contemplates embarking in the butter and egg business on his own account.

N. B. Clark, the rail bark king, has purchased 11,000 cords of bark so far this year and expects to handle 20,000 cords before the end of the season.

A. D. Power, of Northville, the largest manufacturer of cheese in the State—if not in the entire West—is in town to attend the prohibition mass meeting.

W. M. Shurtleff, of the firm of Shurtleff Bros., general dealers at Cross Village, has been spending a few weeks at the Soo and other Upper Peninsula points.

Randall Hawkins, son of L. E. Hawkins, does not improve as speedily as his friends could wish. His lungs are in better condition, but malarial fever has set in.

Col. Geo. G. Briggs and Dr. Chas. S. Hazeltine have returned from Boston, whither they went to attend a meeting of the directors of the Peninsular Novelty Co.

Henry Herpolsheimer, Adolph Brandt, Wm. Herpolsheimer and the ladies of the respective families left Monday for Green Lake, Allegan county, where they will spend a week in camp.

N. B. Blain, the Lowell dry goods dealer, was in the city for a few hours on Monday on his way to Traverse City. He will wind up at Cheboygan on next Monday night—if his money holds out.

C. B. Moon, who imported a steam sawmill into this county from Geneva, N. Y., twenty-three years ago, and who has operated a mill a short distance east of Cedar Springs from that time until recently, was in town last Thursday.

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 GENERAL STOCK OF GOODS and store building in a growing railway town, situated in excellent farming ground. Stock will inventory about \$2,000. Reason for selling: too much other business. Will exchange for Grand Rapids property. Address No. 242, care Michigan Tradesman. 242

FOR SALE—CLEAN GROCERY, DRY GOODS and hardware 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. 246

FOR SALE—AT A BARGAIN FOR CASH OR PART CASH and terms easy, a circular mill now running and in good order, located on a railroad in a section of fine hard and soft timber. Capacity 10 to 14 m per day. Apply to No. 246, Michigan Tradesman. 246

FOR SALE—DRUG FIXTURES AND SMALL STOCK of drugs. Address Doctor, Box 242, Rockford. 248

FOR SALE—OR EXCHANGE FOR STOCK IN TRADE, Grain Elevator, 24 carloads capacity; horse power, large grounds; fine town on C. & G. T. railroad; good wheat and produce market. \$10,000 for cash; W. B. Tyler, care B. P. & D. A. Co., Grand Rapids. 249

FOR SALE—ONE OF THE BEST PAYING STOCKS OF Bazaar Goods on the best thoroughfare and busiest 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, 445 So. Division st., Grand Rapids, Mich. 257

FOR SALE—STOCK AND FIXTURES OF THE GROCERY, dry goods and notions business at 281 South Division street. Business well established, with good line of customers. Reason for selling, other business. Will sell part or all of stock, as purchaser prefers. Apply on premises to J. W. Curtis & Co., Grand Rapids. 258

FOR SALE—AT SULLIVAN, MICH., STOCK OF DRUGS and notions, worth \$700. This is a live town, with five sawmills, lumbering, and ties, etc., and only drug store. No doctor there. Would be good place for doctor and druggist combined. Reason for selling, have store in Cheboygan to attend to. B. Watson, Cheboygan, Mich. 259

FOR SALE—A GOOD-PAYING DRUG STOCK IN A growing town. Nearest drug store is six miles. Will inventory about \$2,000. A big chance for a man of cash. Terms easy. Reason for selling, other business. Address "Pain Killer," care Michigan Tradesman, Grand Rapids. 246

FOR SALE—GENERAL STOCK, GOOD TRADE, LONG or short lease of store. A bargain for a man of cash. Must sell. Want to go South. Address Box 12, Grand Rapids, Mich. 246

FOR SALE—THE DRESS OF TYPE NOW USED ON "The Tradesman"—600 pounds of brevier and 200 pounds of nonpareil. A good bargain will be given purchaser. 246

FOR SALE—AT A BARGAIN, A CLEAN STOCK OF hardware and mill supplies. Address Wayne Choate, Agent, East Saginaw. 246

FOR SALE—FRUIT FARM OF 24 ACRES, LOCATED in Spring Lake. Ten minutes' walk from post-office. Pleasant place. Nice buildings. Will sell on long time or exchange for stock of any kind of merchandise. Price is valued at \$2,000. Will take \$2,000 for it. Address S. A. Howey, North Muskegon, Mich. 248

WANTED—SALESMEN EVERYWHERE TO SELL our \$2 silver door plates by our new plan of free advertising. Agents clear \$10 a day easily. Write for circulars. New York Door Plate Co., Albany, N. Y. 246

WANTED—PARTNER IN AN ESTABLISHED manufacturing business. Young man preferred. \$1,500 required. Worth investigating. Address Manufacturer, care this paper. 244

WANTED—EVERY STORE-KEEPER WHO READS this paper to give the Buffalo coupon system a trial. It will abolish your pass books, do away with all your book-keeping, in many instances save you the expense of clerks, and 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 list 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. Saffell, Albany, N. Y. 242

WANTED—TO BUY A SECOND HAND NO. 218 EN. torres Coffee Mill. Must be in good order and not long in use, and price right. Address C. S. Pannap, Fruitport, Mich. 237

WANTED—100 MORE MERCHANTS TO ADOPT OUR samples. E. A. Stowe & Bro., Grand Rapids. 244

MISCELLANEOUS.
I HAVE SOME CHOICE GRAND RAPIDS REAL ESTATE which I will exchange for stock of goods, hardware or boots and shoes preferred. Address No. 241, care Michigan Tradesman. 241

GOOD OPPORTUNITY TO PURCHASE A PAYING cash business. The only Bazaar in Antrim county. Manufacturing town of 15,000 inhabitants. \$20,000 cash paid out monthly. Little purchase money required. Satisfactory reasons for selling. Address Lock Box No. 36, Manassas, Mich. 244

\$1,200 CASH BUYS MANUFACTURING BUSINESS paying 100 per cent. Best of reasons for selling. Address Chas. Kynoch, St. Ignace, Mich. 238

THERE IS NO BETTER INVESTMENT IN THIS COUNTRY THAN

Grand Rapids Real Estate!

No boom, but a sure, steady and rapid rise in values.

Our Additions are the best in the market. They are in the best locations. The city is built up to and around them. They are right on the street car lines.

We offer all classes of property. Residence lots from

\$250 to \$1,000

each. Business property on South Division street

\$25 to \$40

per foot. Now is the time to buy. You can now secure choice of lots. There is certain to be a large rise of values next year and you will soon double your money on present prices. Don't wait until your smarter neighbors corner the market.

Correspondence solicited.

Turner & Carroll,

New Houseman Block,

Wholesale Boots and Shoes.

STATE AGENTS FOR LYCOMING RUBBER CO.,

GRAND RAPIDS, 24 Pearl St., Grand Rapids, Mich.,

HYDRAULIC COMPANY
PURE SPRING WATER
The Grand Rapids Hydraulic Company is prepared to furnish pure spring water to customers on its pipe lines, under adequate pressure on all levels, on application at the Company's Office, 76 Ottawa street.
JOHN E. MORE, Secretary.
MANUFACTURER OF
Horse and Wagon Covers, Awnings and Tents, Flags and Banners, Oiled Clothing, Feed Bags, Wide Ducks, etc.
Telephone 106.
73 CANAL ST., - GRAND RAPIDS.<

Cheboygan

Michigan Business Men's Association.
President, Frank Hamilton, Traverse City.
Vice-President, Paul P. Morgan, Monroe.
Secretary, Geo. E. Stowe, Grand Rapids.
Treasurer, E. J. Herick, Cheboygan.
Executive Board: President, Geo. W. Hubbard, Flint; W. E. Kelley, Ionia; Irving F. Clapp, Alpena.
Committee on Trade Interests: Smith Barnes, Traverse City; Geo. W. Hubbard, Flint; H. E. Fargo, Muskegon.
Committee on Legislation: Frank Wells, Lansing; W. E. Kelley, Ionia; Earl McMillan, Rockford.
Committee on Transportation: J. W. Milliken, Traverse City; J. P. Harty, Ionia; W. E. Kelley, Ionia; W. E. Kelley, Ionia; W. E. Kelley, Ionia.
Committee on Insurance: W. E. Kelley, Ionia; W. E. Kelley, Ionia; W. E. Kelley, Ionia.
Committee on Building and Loan Associations: F. L. Peller, Grand Rapids; E. F. Parkhill, Owosso; Will Emery, Eaton Rapids.
Official Organ—THE MICHIGAN TRIBUNE.

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. Stowe, Secretary, L. Roberts.
- No. 2—Lewistown B. M. A. President, N. B. Blain, Secretary, Frank T. King.
- No. 3—Sturgis B. M. A. President, H. S. Church, Secretary, Wm. J. Jones.
- No. 4—Houghton B. M. A. President, E. J. Herick, Secretary, E. A. Stowe.
- No. 5—Muskegon B. M. A. President, H. E. Fargo, Secretary, Wm. Peck.
- No. 6—Albion B. M. A. President, F. E. Parkhill, Secretary, J. E. Baldwin.
- No. 7—Dimondale B. M. A. President, T. M. Sloan, Secretary, N. H. Widger.
- No. 8—Eastport B. M. A. President, F. E. Parkhill, Secretary, Geo. E. Thurston.
- No. 9—Lawrence B. M. A. President, H. E. Marshall, Secretary, J. H. Kelly.
- No. 10—Harbor Springs B. M. A. President, W. H. Harty, Secretary, J. E. Thompson.
- No. 11—Kingsley B. M. A. President, H. P. Whipple, Secretary, C. H. Camp.
- No. 12—Quincy B. M. A. President, O. McKay, Secretary, Thos. Lennon.
- No. 13—Sherman B. M. A. President, H. B. Sturtevant, Secretary, W. J. Austin.
- No. 14—No. Muskegon B. M. A. President, S. A. Howey, Secretary, G. C. Havens.
- No. 15—Boyne City B. M. A. President, E. E. Perkins, Secretary, P. M. Chase.
- No. 16—Sand Lake B. M. A. President, J. V. Crandall, Secretary, W. Rasco.
- No. 17—Plainfield B. M. A. President, E. A. Owen, Secretary, J. A. Sidle.
- No. 18—Owosso B. M. A. President, S. E. Parkhill, Secretary, S. Lamfrom.
- No. 19—Ada B. M. A. President, D. F. Watson, Secretary, H. M. Chapel.
- No. 20—Saugatuck B. M. A. President, John F. Henry, 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. Schuchter, Secretary, W. E. Clarke.
- No. 23—Carson City B. M. A. President, F. A. Rockefeller, Secretary, C. G. Bailey.
- No. 24—Marble B. M. A. President, J. E. Thurston, Secretary, W. H. Richmond.
- No. 25—Foley B. M. A. President, Chas. B. Johnson, Secretary, H. D. Pew.
- No. 26—Greenville B. M. A. President, S. E. Stoford, Secretary, L. N. Fisher.
- No. 27—Dorr B. M. A. President, E. S. Stoford, Secretary, L. N. Fisher.
- No. 28—Cheboygan B. M. A. President, Fred Frost, Secretary, H. G. Doser.
- No. 29—Report B. M. A. President, Wm. Moore, Secretary, A. J. Cheesbrough.
- No. 30—Oceana B. M. A. President, A. G. Avery, Secretary, E. S. Houghtaling.
- No. 31—M. M. A. President, Thos. J. Green, Secretary, A. G. Flury.
- No. 32—Coopersville B. M. A. President, G. A. Watson, 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—Bellaire B. M. A. President, Wm. J. Harty, Secretary, C. E. Desmore.
- No. 36—Itasca B. M. A. President, O. F. Jackson, Secretary, John M. Eversden.
- No. 37—Battle Creek B. M. A. President, Chas. F. Beck, Secretary, W. E. Baxter.
- No. 38—Seymour 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. F. Harty, Secretary, W. H. Smith.
- No. 41—Breckenridge B. M. A. President, W. O. Watson, Secretary, C. E. 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. M. Holmes.
- No. 44—Reed City B. M. A. President, H. B. Morison, 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. Harty, 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. P. 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, F. D. Vos, Secretary, Wm. Mieras.
- 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—Petoskey B. M. A. President, C. F. Harty, Secretary, A. C. Bowman.
- No. 56—Bangor B. M. A. President, N. W. Drake, Secretary, T. M. Harvey.
- No. 57—Rockford B. M. A. President, Wm. C. Telford, Secretary, B. L. Lapham.
- No. 58—Erie 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—Scotts Boardman B. M. A. President, H. E. Hogan, Secretary, S. E. Noland.
- 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—Kvart B. M. A. President, W. M. Davis, Secretary, C. E. Bell.
- No. 64—Merrill B. M. A. President, C. W. Roberts, Secretary, Wm. Horton.
- No. 65—Kalkaska 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—Waterford B. M. A. President, Geo. Parsons, Secretary, J. M. Hall.
- No. 68—Allegan B. M. A. President, A. E. Calkins, Secretary, E. T. VanOstrand.
- No. 69—Scotts and Clio B. M. A. President, Lyman Clark, Secretary, C. S. Wilson.
- No. 70—Nashville B. M. A. President, H. M. Lee, Secretary, W. S. Powers.
- No. 71—Ashley B. M. A. President, M. W. Nelson, Secretary, G. C. Cutcher.
- No. 72—Edmore B. M. A. President, J. F. Curtright, Secretary, L. G. Gifford.
- No. 73—Belding B. M. A. President, A. L. Spencer, Secretary, O. F. Webster.
- No. 74—Davison B. M. A. President, J. F. Curtright, Secretary, L. G. Gifford.
- No. 75—Tecumseh B. M. A. President, Otar P. Hillis, Secretary, F. Roarson.
- No. 76—Kalamazoo B. M. A. President, S. S. McCamby, Secretary, Chauncey Strong.

Special Enterprises Wanted.

CHEBOYGAN—WANTS WOOD MANUFACTURER. Let in every branch to improve the most advantageous in the State. All kinds of timber of the finest quality in unlimited quantities. Come and we will tell you. Address Geo. E. Stowe, Grand Rapids.

HOPKINS STATION—OFFERS BIG INDUCEMENTS for the location of a Roller Mill. Address Geo. E. Stowe, Grand Rapids.

NORTH MICHIGAN—WANTS A LIVE LOCAL newspaper. Address Geo. E. Stowe, Grand Rapids.

WATLAND—OFFERS UNEXHAUSTIBLE INDEMNITY for the location of a Roller Mill. Address Geo. E. Stowe, Grand Rapids.

Programs for the Cheboygan Convention.

- TUESDAY—9 A. M.
 - 1. Call to order.
 - 2. Prayer by Rev. F. J. Desmond.
 - 3. Address of welcome by Wm. S. Humphrey.
 - 4. Response by C. L. Whitney, of the Muskegon B. M. A.
 - 5. President's address.
 - 6. Secretary's report.
 - 7. Treasurer's report.
 - 8. Report of Executive Board.
 - 9. 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. President's address on "Need of Cheboygan Exemption Laws." W. S. Powers, Nashville.
 - 5. Reports of delegates to other state conventions.
 - 6. Question box.

- WEDNESDAY—9 A. M.
 - 1. Call to order.
 - 2. Prayer by Rev. A. E. Cook.
 - 3. Report of Committee on President's address.
 - 4. Report of Committee on Secretary's report.
 - 5. Paper—"Regulating the Peddler," H. T. Johnson, Saranac.
 - 6. Discussion of same.
 - 7. Paper—"Needed Reforms in the Commission Business," J. F. Clapp, Allegan.
 - 8. Discussion of same.
 - 9. Reports of delegates.

- 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, Cheboygan.
 - 4. Election of officers.

- WEDNESDAY—7:30 P. M.
 - 1. Music.
 - 2. Paper—"The Business Man in Politics" prepared for those who prefer, tendered by the late Hon. S. C. Moffat, Traverse City.
 - 3. Paper—"The Successful Merchant," Parke Mathewson, Detroit.
 - 4. Address—"The Business Man of the Future"—Myron H. Walker, Grand Rapids.
 - 5. Selection of next place of meeting.

How the Muskegon Delegation is Going to Cheboygan.

MUSKEGON, July 26, 1888.
E. A. Stowe, Grand Rapids.
DEAR SIR—We completed our programme for the excursion to Cheboygan at our meeting last evening and adopted the following plan:

We leave Muskegon on the steamer Van Rade Sunday evening, Aug. 5. Will pass the Manitou and other islands during the forenoon of Monday, reaching Mackinac Island at 4 p. m. and spend the afternoon sightseeing, going to Cheboygan during the evening and remaining for the opening session of the Association Tuesday morning. Returning, we will leave Cheboygan after the banquet Thursday evening and vary the trip to suit the passengers, reaching Muskegon Friday or Saturday morning.

Sleeping accommodations on the boat will be furnished, and there are eight or more state-rooms for the use of ladies who want to go. The cost of the trip, including berth, will be \$10 for the round trip if twenty go; \$9 if thirty go, and \$8 if forty go. The half-fare by railroad is \$10.50 from Muskegon.

For meals, passengers can carry lunch baskets or get meals at small cost on board of boat.

Our committee, consisting of Messrs. H. B. Fargo, P. J. Connell and C. L. Whitney, would like to know by Saturday or Monday next just how many expect to go. Our association will take care of those who are obliged to stay here over Sunday.

Yours truly,
WM. PEER, Sec'y.

Three Delegates from Greenville.

GREENVILLE, July 25, 1888.
E. A. Stowe, Grand Rapids.
DEAR SIR—Our Association have chosen A. C. Satterlee, James Towle and myself as delegates to the State convention. We are entitled to six delegates, but on account of the reunion of the Soldiers and Sailors' at that time many cannot go who otherwise would. We will try and have a full delegation, however, and prophecy that any who go will be amply repaid, judging from the programme published in THE TRADESMAN.

As heretofore, I am enthusiastic for a Michigan Business Men's Fire Insurance Co. and believe the convention will accept the opportunity and give the question a free pro and con discussion.

Hoping to see you and many other enterprising business men there, I remain
Yours respectfully,
Geo. B. Caldwell, Sec'y.

The Final Arrangements.

From the Cheboygan Tribune.
The Cheboygan Business Men's Association held a meeting Monday evening to talk up matters in connection with the coming meeting of the State Association. It was decided to erect two or three arches over the streets in the way of decoration, and the business men are requested to decorate their places of business. H. Chambers chairman of the Committee of Arrangements, appointed the following committees: Reception—J. S. Cooper, J. W. McDonald, I. E. DeGowin, D. H. Moley, J. H. Tuttle, to be at all trains. A. J. Paddock, H. H. Cobb, C. S. Ramsay, H. Pinkous, and H. H. Packard, to be at all boats arriving. Furnishing—J. H. Tuttle, Wm. Rinds-koff, E. O. Penny, George A. Melville and Fred Kluwe.

The "Cheboygan Branch."

From the Cheboygan Tribune.
Elsewhere in this issue will be found a couple of items taken from THE MICHIGAN TRADESMAN regarding the proposed railroad from Cheboygan to Leaning, on the G. R. & I. Railroad. In addition to this the editor of the Tribune is in receipt of a letter from Mr. E. A. Stowe, editor of THE TRADESMAN, in which he states that he has heard several leading business men of Grand Rapids comment on the "Cheboygan branch" and all expressed themselves ready to help the project, whenever the time arrives for them to act. It is to the interest of the business men of both Grand Rapids and Cheboygan to have this branch built, and to have the railroad connect the two cities.

Association Notes.

President Hamilton's "On to Cheboygan" envelopes were a happy hit and served a useful purpose.
H. D. Griswold and E. B. Stanley will represent the Sherman B. M. A. at the Cheboygan convention.

Do you aspire to see the "Fairy Isle," the most slightly island in the country? If so, go to the Cheboygan convention and take in the complimentary excursion to Mackinac Island.

The M. B. M. A. has already tasted the hospitality of Eastern and Western Michigan and pronounced it good. The opportunity now presents itself of seeing what Northern Michigan can do in the entertainment line.

Bellaire Advertiser: The Bellaire Business Men's Association met Saturday forenoon and elected Geo. W. Albrecht, H. M. Hemstreet and W. J. Nixon as delegates to the State convention at Cheboygan, August 7, 8 and 9.

There is likely to be considerable good natured strife at the Cheboygan convention over the selection of a place of meeting for the fourth annual convention. It is understood that the Muskegon delegation goes to the convention with a bag net, determined on securing the prize.

Antrim County Advertiser: Every member of a Business Men's Association who can possibly do so should be present at the convention at Cheboygan the 7th, 8th and 9th of August. Delegates alone can vote, but judging from experience at former State conventions, no one need be lonesome.

Local secretaries should remember that the proceedings of the State convention will not appear in the regular issue of THE TRADESMAN, but in a special issue—gotten out at great additional expense—and that if they wish their members to receive the report it will be necessary for them to send in a list of the members of their Association.

H. M. Marshall has been re-elected President of the Lawrence B. M. A. and J. H. Kelly succeeds C. A. Stebbins as Secretary. The President generously offers to furnish a good room for the meetings of the Association and warm and light it at his own expense, if all the members will agree to attend the meetings. Such an offer ought to be promptly accepted.

W. S. Powers, Secretary of the Nashville B. M. A., was in town last Wednesday. Mr. Powers has agreed to prepare a draft of an amendment to the present exemption law, accompanying the same with a paper setting forth cogent reasons why the law now on the statute books should be superseded by a measure more equitable to the man who places confidence in another's integrity.

Pennsylvania Grocer: We were under the impression that Michigan business men were aware that the new postal laws suppressed dunning letters. We are in receipt of an invitation from President Frank Hamilton, on which appears in large letters, diagonally across the front of the envelope, "On to Cheboygan." This is in the nature of a dunning letter to attend the next convention, and will be handed over to the Postmaster General.

Cheboygan Tribune: THE MICHIGAN TRADESMAN is always alive to the best interests of the business men of the State. We know it is an appreciative reader of the Tribune, but somehow or other it has failed to catch on to the fact that Fred S. Frost is President of the Cheboygan Business Men's Association and in its directory of the Business Men's Associations continues to publish J. H. Tuttle as President. Mr. Frost was elected to succeed Mr. Tuttle as President last January and the Tribune noted the fact at the time. Brother Stowe, please make the correction.

Evart Review: The Evart Business Men's Association held a special meeting Tuesday night, when it was rightly determined that the most important case on the docket was the matter of building roads leading to the village, and committees were appointed to continue the good work inaugurated on the Sears road last fall. With this end in view a committee of five was appointed, consisting of D. L. Dumon, E. F. Birdsall, C. L. Gray, James W. Turner and Geo. F. Andrus, to push the project of building a road, claying and graveling the same, commencing at the Main street bridge south of the river, east to the quarter line, thence south by Turner's farm one mile, thence east one-half mile to the section line. This is about the heaviest road leading to the village and, when completed, will make a good, first-class road between Evart and Chippewa Lake. The Association also took into consideration the condition of the Sears road, it having become considerably broken up, as no work has been done on it since it was clayed and graded last fall, and a committee consisting of President Davis, C. V. Priest and Dr. Wilkinson, was appointed to look after the matter. In both cases it is proposed to raise cash in the village and to co-operate with the farmers, who are expected to donate labor liberally.

Gaylord May Join the State Body.

GAYLORD, July 26, 1888.
E. A. Stowe, Grand Rapids.
DEAR SIR—I am in receipt of your favor of July 15, and in reply will say that I have no doubt our Association will be glad to join the Michigan Business Men's Association. At our next meeting your letter and circulars, papers, etc., will be laid before our Association. Thanking you kindly for your kind letter, I am
Truly yours,
F. A. Baldwin, Sec'y.

Ready at the Other End.

From the Antrim County Advertiser.
From THE MICHIGAN TRADESMAN we gather that the G. R. & I. is waking up to the fact that it should push branches to Elk Rapids, Charlevoix, to Bellaire, and Cheboygan. All right! Do your pushing! Merchants should remember that the celebrated "Crescent," "White Rose" and "Royal Patent" brands of flour are manufactured and sold only by the Voigt Milling Co.

Twenty-one Local Promise Eighty-one Delegates.

CHEBOYGAN, July 26, 1888.
E. A. Stowe, Grand Rapids.
DEAR SIR—Again I write, asking you to stir up the lukewarm and backslidden Associations. So far, I have heard from twenty-one locals, who promise eighty-one delegates sure. Where are the fifty-five others that should be heard from? What is wrong with Lowell, Sturgis, Charlotte, Charlevoix, Battle Creek, Reed City, Leslie, Manistee, Grand Haven, Evart, Kalkaska, Lansing, Allegan, Ionia, etc.? If twenty-one send eighty-one delegates, seventy-six should send at least 300—and we want them to come. We have all arrangements perfected. We will do our part and expect every live local to do her duty. Give all another scolding next week and request all locals to inform me how many are coming.

Yours, H. CHAMBERS, Local Sec'y.

In a subsequent letter Mr. Chambers expresses himself in the following quaint manner: "Please impress upon every delegate you see the necessity of coming to stay and see the elephant from trunk to tip of tail."

Carelessness is the only excuse which can be offered for the neglect of the secretaries to inform Local Secretary Chambers more promptly on the points on which he desires specific information. In order that all who go to Cheboygan may be well provided for, it is essential that Mr. Chambers know approximately how many to expect. THE TRADESMAN hopes that those secretaries who have been derelict in this respect will redeem themselves as soon as possible. It is a duty they owe to their hosts at Cheboygan and should not be overlooked under any circumstances.

Whom Shall It Be?

When the initial convention of the Michigan Business Men's Association was held in this city, two years ago, it was evident to all present that there was one man who was fitted to an eminent degree to assume the directorship of the new organization, so that the unanimous election of Mr. Hamilton to the presidency at the closed session of the convention created no surprise. The fidelity with which he discharged every duty connected with that important office was recognized at the second annual convention by the adoption of ringing resolutions of thanks and a unanimous re-election by acclamation, even in the face of his expressed desire that some other hand be placed at the helm. Not being a man given to flinching, he has given the Association even more attention during the second term than he did the first year, with a result patent to all observers.

It is with genuine regret that THE TRADESMAN announces that Mr. Hamilton positively refuses to allow his name to be used in the same connection a third time, which means that the members must be casting about for a suitable person for his successor. Notwithstanding the enormous amount of work accomplished by Mr. Hamilton during the past two years, it is essential that his successor be a man of intense activity and broad-gauge ideas—a man who will dedicate himself to the work and carry it forward with the same degree of thoroughness which has characterized the first President's administration.

Whom shall it be?

The Toast Programme at the Cheboygan Banquet.

The list of responses to toasts at the Cheboygan banquet, so far as arranged, will be as follows:

Prayer—Rev. Mr. Ayers, Cheboygan.
Our Guests—Hon. Geo. N. Bell, Cheboygan.

Our Hosts—S. Barnes, Traverse City.
The City of Cheboygan—Hon. E. Z. Perkins.

Northern Michigan—George E. Steele, Traverse City.

Trusts—Frank Wells, Lansing.
Count Your Pickles—E. J. Herick, Grand Rapids.

The State Association—Frank Hamilton, Traverse City.

The Local Bodies—S. E. Parkhill, Owosso.
Michigan—Myron H. Walker, Grand Rapids.

The Ladies—Geo. E. Frost, Cheboygan.
Six or seven additional representatives will probably be assigned later on. N. B. Blain, of Lowell, will officiate as toastmaster.

"Doing Lots of Good."

TUSTIN, July 26, 1888.
E. A. Stowe, Grand Rapids.
DEAR SIR—At the meeting of our Association Monday evening, F. J. Luick and J. S. Rich were appointed delegates to the Cheboygan convention, with R. H. Jones and G. A. Estes as alternates.

F. J. Luick was selected to make the three minute report.

Everything is moving off in good shape. The Association is doing lots of good.

Yours truly,
W. M. HOLMES, Sec'y.

Praise from a High Criterion.

From the Pennsylvania Grocer.
The "Tradesman Credit Coupon," recently introduced by E. A. Stowe & Bro., of Grand Rapids, is an improvement upon anything in that line we have ever seen, and merchants desiring to adopt a cash basis of trade or do away with the book-keeping incident to a credit business would do well to give them their attention.

Ready at the Other End.

From the Antrim County Advertiser.
From THE MICHIGAN TRADESMAN we gather that the G. R. & I. is waking up to the fact that it should push branches to Elk Rapids, Charlevoix, to Bellaire, and Cheboygan. All right! Do your pushing! Merchants should remember that the celebrated "Crescent," "White Rose" and "Royal Patent" brands of flour are manufactured and sold only by the Voigt Milling Co.

Hardware.

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

- ADGERS AND BITS.
 - Ives' old style.....dis 60
 - N. H. C. Co.....dis 60
 - Douglases.....dis 60
 - Pierces.....dis 60
 - Snells.....dis 60
 - Jennings' genuine.....dis 25
 - Jennings' imitation.....dis 25

- RAILROAD BARROWS.
 - Spring.....dis 40
 - Garden.....dis 40

- BEELS.
 - Hand.....dis 60
 - Cow.....dis 60
 - Call.....dis 60
 - Gong.....dis 60
 - Door Sargent.....dis 60

- Stove.....dis 60
- Carriage new list.....dis 70
- Flow.....dis 50
- Sleigh Shoe.....dis 50
- Wrought Barrel Bolts.....dis 60
- Cast Barrel Bolts.....dis 40
- Cast Barrel, brass knob.....dis 60
- Cast Square Spring.....dis 60
- Cast Chain.....dis 40
- Snell's Brass, brass knob.....dis 60
- Wrought Square.....dis 60
- Wrought Sunk Flush.....dis 60
- Flush.....dis 60
- Ives' Door.....dis 60

- BRACES.
 - Barber.....dis 40
 - Backus.....dis 40
 - Spofford.....dis 40
 - Am. Ball.....dis 40

- BUCKETS.
 - Well, plain.....dis 3 50
 - Well, swivel.....dis 4 00

- BUTTS, CAST.
 - Cast Loose Pin, figured.....dis 70
 - Cast Loose Pin, Berlin bronze.....dis 60
 - Cast Loose Joint, genuine bronze.....dis 60
 - Wrought Narrow, bright fast joint.....dis 60
 - Wrought Loose Pin.....dis 60
 - Wrought Loose Pin, acorn tip.....dis 60
 - Wrought Loose Pin, japanned, silver tipped.....dis 60
 - Wrought Table.....dis 60
 - Wrought Inside Blind.....dis 60
 - Wrought Brass.....dis 70
 - Blind, Clark's.....dis 70
 - Blind, Parker's.....dis 70
 - Blind, Shepard's.....dis 70

- ELLY'S 10.....per m 65
- Hick's C. F.....dis 60
- Musket.....dis 35

- CATRIGERS.
 - Rim Fire, U. M. C. & Winchester new list.....50
 - Rim Fire, United States.....dis 40
 - Central Fire.....dis 40

- CHISELS.
 - Socket Firmer.....dis 70
 - Socket Framing.....dis 70
 - Socket Corner.....dis 70
 - Socket Slicks.....dis 70
 - Butcher's Tanged Firmer.....dis 40
 - Barton's Socket Firmer.....dis 40
 - Cold.....dis 20
 - Curry, Lawrence's.....dis 40
 - Hutchkiss.....dis 25

- COCKS.
 - Brass, Racking's.....dis 60
 - Bibb.....dis 60
 - Fenns.....dis 60

- COPPER.
 - Planished, 14 oz out to size.....dis 31
 - 14x32, 14x50, 14x60.....dis 31
 - Cold Rolled, 14x48 and 14x60.....dis 29
 - Bottoms.....dis 29

- DRILLS.
 - Morse's Bit Stock.....dis 40
 - Taper and Straight Shank.....dis 40
 - Morse's Taper Shank.....dis 40

- ELBOWS.
 - Com. 4 piece, 6 in.....dis 75
 - Corrugated.....dis 75
 - Adjustable.....dis 75

- EXPANSIVE BITS.
 - Clar's, small, \$18 00; large, \$25 00.....dis 30
 - Ives', 1. \$18 00; 2. \$24 00; 3. \$30 00.....dis 35

- PLANES.
 - Planished, 14 oz out to size.....dis 31
 - 14x32, 14x50, 14x60.....dis 31
 - Cold Rolled, 14x48 and 14x60.....dis 29
 - Bottoms.....dis 29

- PLANES.
 - Ohio Tool Co.'s, fancy.....dis 40
 - Scotch Bench.....dis 40
 - Sandusky Tool Co.'s, fancy.....dis 40
 - Bench, first quality.....dis 40
 - Fanny Rule and Level Co.'s, wood.....dis 40

- PANS.
 - Fry, Acme.....dis 50
 - Common, polished.....dis 50
 - Dripping.....dis 50

- RIVETS.
 - Iron and Tinned.....dis 50
 - Copper Rivets and Burs.....dis 50

FILES—New List.

- American File Association List.....dis 60
- Disston's.....dis 60
- New American.....dis 60
- Nicholson's.....dis 60
- Heller's.....dis 60
- Heller's Horse Rasps.....dis 60
- No. 15 to 20.....dis 60
- List 12.....dis 60
- Discount, 60.....dis 60
- Stanley Rule and Level Co.'s.....dis 50

- GAUGES.
 - Maydole & Co.'s.....dis 25
 - Kip's.....dis 25
 - Yerkes & Plumb's.....dis 40
 - Mason's Solid Cast Steel.....dis 40
 - Blacksmith's Solid Cast Steel, Hand.....dis 40

- HINGES.
 - Gate, Clark's, 1, 2, 3.....dis 40
 - State.....dis 40
 - Screw Hook and Strap, to 12 in. 4 1/4.....dis 40</

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written for THE TRADESMAN.

If, among the thousands of readers of THE TRADESMAN, there are parties who make it a matter of duty to peruse all the matter that appears in that periodical weekly, and by so doing, are, perforce, obliged to "take in" my articles, I am satisfied that none of them can reasonably accuse me of obtruding my personal prejudices and opinions relating to political or religious subjects upon them. And hence, it is with considerable diffidence that I approach a subject that is drifting from the social and sentimental to the political. I allude to the liquor problem.

There is no class of men who should feel a deeper interest in restraining or eradicating the evils which pernicious habits and depraved tastes inflict upon society than that class who are the readers and supporters of publications like the one mentioned. Because from that class comes the bulk of the assessments that maintain our local police authorities; because upon it devolves a large share of the support of those who are pauperized by the tastes and habits in question, and because, from its circumstances and surroundings, it is brought into frequent and unpleasant contact with the people who indulge in these habits.

The next Legislature will, of course, be called upon to grapple with the problem, and let us devoutly hope that there will be a sufficient amount of brains in the next Legislature to put the question at rest, for a time, at least. And, in the meantime, is it too early to ask ourselves what our individual ideas are on the subject—whether, in our mature judgment, total prohibition or rigid tax laws are the best calculated to enhance our personal interests; those of our localities; those of society, and those of the State at large?

I am not going to argue the pros and cons of the question at length lest, possibly, I might invite a discussion that would be undesirable in any paper outside of the party organs. I am merely going to note a few of my personal observations regarding the practical workings of prohibitory laws and, perhaps, supplement them with the evidence of other parties. As these observations will, however, tend to expose my personal opinion of the matter, I may as well say that, as long as intoxicants are made, and as long as surrounding states legalize their sale, I don't believe that a suppression of the traffic in our own State is a practical possibility; and, because of this disbelief, I am in favor of constitutionally worded enactments that will keep the trade in reasonable restraint; protect the rising generation from acquiring the drink habit; reduce to the minimum the rowdiness and belligerency of the toper, by making him personally responsible for his acts; place the traffic in the hands of persons of at least semi-respectability; limit the number of dram shops, and, withal, make the vendors and users of intoxicants self-supporting, as far as police regulations are concerned.

I am talking from a business instead of a sentimental standpoint. In the language of one of our eminent men, "We are not confronting a theory, but a condition." If the government of this country, with all its vast resources, cannot suppress illicit distillation, how can a state suppress illegal selling? The most iron-clad prohibitory law ever drawn never succeeded in restricting liquor selling in the great cities, and there isn't a man in America to-day, outside of the lowest bummers, and those confined in prisons and asylums, who cannot procure his favorite beverage, if he possesses the money to purchase it. Which is the better public policy, to have the liquid products of grain, hops and grapes sold under the restraining provisions of the law, or have them surreptitiously dealt in by people for whom criminal prosecutions have no terrors?

In a little town, not a hundred miles from where THE TRADESMAN is published, there is to-day but one place where liquor is sold as a beverage. Under the old prohibition laws there were usually from five to eight. A case of street drunkenness is now of very rare occurrence; in the olden time it was an exceptional day that didn't witness several cases of blind inebriety and an exceptional week when there weren't drunken rows. During all these years not a copper went into the local treasury, yet the local treasury was being constantly depleted by the expenses attending the arrest, trial and conviction of the impecunious bummer. Out of numerous prosecutions for violating the law, all but two or three were instituted for personal revenge or blackmail. The two or three exceptional cases were commenced by parties appointed by a temperance society to suppress the saloons. One or two convictions resulted; some parties went out of the business and others went in; a few rows of girdled trees, a cropped horse or two, and the deposit of filth on sidewalks and building fronts quickly evaporated the zeal of the law and order delegates, and the groceries multiplied instead of diminished. The gin slingers of the present time are very far from being models of decency and decorum, but those of the period mentioned were essentially the drug of society, and they are not essentially the standard of

several hundred dollars, and the satisfactory bonds, is usually several grades above the party who closely approaches the impecunious, and who couldn't obtain security for the most trivial lawsuit, and the capital required by the country saloonist of prohibition days could be obtained by the pawning of a watch, or by a week or two of ordinary labor.

And what was true of the village in question was true of the average Michigan village in prohibition days. I am not arguing for a moment that the present status of the liquor trade is satisfactory, and I will willingly admit that in no event can it ever be made entirely satisfactory, but I do claim that a high tax law, and practical enactments for regulating the traffic, are a better solution of the problem than the prohibition that never prohibits.

An individual who has traveled almost all over America, during the past five years, and whose nose publicly proclaims him an anti-prohibitionist from personal motives, assured me recently that he had never struck a town of any pretensions in any of the "dry" or local option states where stimulants couldn't have been procured in some way. A gentleman who lately returned from Maine testifies that there is very little secrecy, among hotel men, regarding the selling of liquor to guests. A letter from a friend in Iowa says that any sober and respectable person can procure any variety of beverage required, and if time and space would permit, I could refer to dozens of proofs of a similar nature, all of which go to strengthen my opinion that as long as distilleries and breweries exist on American soil, and as long as intoxicants of any nature are allowed to be landed on our shores, and as long as a large proportion of our people openly assert their moral right to eat and drink what they choose, as long as they eat and drink temperately, there can be no laws enforced that will make prohibition prohibitive.

What I would like to see impressed upon a majority of the coming Legislature is that we want practical, instead of theoretic, dealings with this important question. Popular opinion will support the making and enforcing of common sense laws for regulating and restraining and curtailing, as far as possible, the traffic in intoxicants, and without popular opinion any enactment, for any purpose, speedily becomes a "dead letter." Until the advocates of total prohibition outnumber the opponents of "sumptuary legislation," and get the verdict of the people that the liquor traffic "must go" throughout the country and that the manufacture and importation of the goods shall be totally suppressed, sentimental and theoretic must give place to the common sense and practical.

TIME TABLES.

Grand Rapids & Indiana.

All Trains daily except Sunday.			
GOING NORTH.			
Traverse City & Mackinaw.	Arrives.	Leaves.	
Traverse City & Mackinaw.	9:30 a.m.	11:30 a.m.	
Petokey & Mackinaw.	7:30 p.m.	10:30 p.m.	
For Cadillac.	8:30 p.m.	9:30 p.m.	
Saginaw Express.	11:30 a.m.	7:30 a.m.	
	10:30 p.m.	4:10 p.m.	
GOING SOUTH.			
Cincinnati Express.	6:30 a.m.	7:15 a.m.	
For Wayne Express.	10:30 a.m.	11:15 a.m.	
Cincinnati Express.	4:40 p.m.	5:00 p.m.	
Traverse City & Mackinaw Ex.	10:40 p.m.		
7:15 a.m. train has parlor chair car for Cincinnati.			
5:00 p.m. train has Woodruff sleeper for Cincinnati.			
8:00 p.m. train connects with M. C. R. R. at Kalamazoo for Battle Creek, Jackson, Detroit and Canadian points, arriving in Detroit at 10:45 p.m.			
Muskegon, Grand Rapids & Indiana.			
Leave.	Arrive.		
7:45 a.m.	10:45 a.m.		
11:15 a.m.	1:30 p.m.		
4:40 p.m.	7:45 p.m.		
Leaving time at Bridge street depot 7 minutes later.			
C. L. LOCKWOOD, Gen'l Pass. Agent.			

Michigan Central.			
Grand Rapids Division.			
DEPART.			
Detroit Express.	6:45 a.m.		
Day Express.	1:10 p.m.		
New York Express.	4:30 p.m.		
Atlantic Express.	10:45 p.m.		
Mixed.	6:50 a.m.		
ARRIVE.			
Pacific Express.	6:00 a.m.		
Local Passenger.	10:00 a.m.		
Mail.	5:15 p.m.		
Grand Rapids Express.	10:15 p.m.		
Mixed.	8:30 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. ROGERS, Gen'l Pass. and Ticket Agt., Chicago.			
CHAS. H. NORRIS, Gen'l Agent.			

Lake Shore & Michigan Southern.			
Kalamazoo Division.			
19	3	1	4
p.m.	a.m.	p.m.	a.m.
1:10	3:00	7:45	9:45
3:25	4:15	9:05	10:25
5:40	10:00	Ar.	Kalamazoo
6:35	11:35	Ar.	White Pigeon
			2:35
			p.m.
8:00	12:30	Ar.	Elkhart
a.m.			4:45
7:50	7:10	Ar.	Chicago
			11:30
10:25	5:05	Ar.	Toledo
a.m.			11:55
1:35	9:40	Ar.	Cleveland
			5:45
			a.m.
6:30	3:30	Ar.	Buffalo
			1:00
			11:40

Detroit, Grand Haven & Milwaukee.			
GOING WEST.			
Morning Express.	Arrives.	Leaves.	
Through Mail.	1:05 p.m.	5:10 p.m.	
Grand Rapids Express.	10:40 p.m.	10:45 p.m.	
Night Express.	5:15 a.m.	5:40 a.m.	
Mixed.	7:30 a.m.		
GOING EAST.			
Detroit Express.	6:45 a.m.	6:50 a.m.	
Through Mail.	10:30 a.m.	10:30 a.m.	
Evening Express.	3:55 p.m.	3:50 p.m.	
Limited Express.	6:25 p.m.	6:30 p.m.	
*Daily. Sundays excepted.			
Detroit Express has parlor car to Detroit, making direct connections for all points East, arriving in New York 10:10 a.m. next day. Limited Express, East, has through sleeper Grand Rapids to Niagara Falls, connecting at Milwaukee Junction with through sleeper to Toronto.			
Through tickets and sleeping car berths secured at D., G. H. & M. R. R. offices, 22 Monroe St., and at the depot.			
JAS. CAMPBELL, City Passenger Agent.			

WHOLESALE AND RETAIL
COAL and WOOD.
E. A. HAMILTON, Agt.,
101 Ottawa St., Ledyard Block.
Telephone 900-1 R.

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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.

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.

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

W. C. DENISON,
GENERAL DEALER IN
Stationary and Portable Engines and Boilers,

Vertical, Horizontal, Hoisting and Marine Engines. Steam Pumps, Blowers and Exhaust Fans. SAW MILLS, any Size or Capacity Wanted.
Estimates Given on Complete Outline.
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LION MOCHA JAVA AND RIO **COFFEE** WOOLSON SPICE CO. CINCINNATI - OHIO.
MERCHANTS! Increase Your SALES AND PROFITS BY HANDLING **LION COFFEE.**
IT GIVES ABSOLUTE SATISFACTION
To Consumers, and is, Consequently, a Quick and Easy Seller.

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

L. WINTERNITZ, Resident Agent, - - Grand Rapids, Mich.
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.

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Wholesale Grocers,
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FOSTER, STEVENS & Co.,
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Headquarters FOR **SUMMER GOODS**
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.

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

Wholesale Grocery Peddlers in Penn-
sylvania.

THE TRADEMAN has heard little com-
plaint relative to the operations of "whole-
sale" grocery peddlers in this State, but the
following clipping from a Pennsylvania
newspaper—the Mercer Press—shows that
they are still operating in that State:

It is not at all likely that Money Miller
will ever be caught again by the "three
card monte" game, but some who read the
account of it will be surprised by a year
or a greater or less amount on some equally
unpleasant scheme. A short time ago, on
going to the P. S. & L. E. station, we not-
iced from thirty to forty buggies, spring
wagons and farm wagons standing near the
station. On inquiring what brought so
many vehicles to the station, we learned
that some men, representing themselves as
agents for a wholesale grocery house, had
taken orders through the country for tea,
coffee, sugar, prunes, etc. The goods were
to be delivered here on that day, and some
men had come ten miles to get a few pounds
of something worth less than half what it
was worth to come and sell it. The sugar was
to be furnished at six cents a pound, but,
unfortunately, the sugar car had run off the
track and could not be delivered at present,
but the wormy prunes, the cheap coffee and
the worthless tea were on hand. The buyers
paid ninety cents a pound for tea that
could be bought at their nearest store for
one-fourth of the money. Swindlers are
more common than is even suspected, for
many men are ashamed to acknowledge
they have been sold. Hon. S. H. Miller,
without mentioning names, says that a man
in this vicinity, considered a keen business
man, less than six months ago checked out
\$3,000 to pay a swindling game something
similar to that which took place yesterday.

Dogs Bred for Skins.

The English consul in Manchuria tells in
his report of a curious industry which
flourishes in his part of the world, writes a
New York Sun correspondent. It is breed-
ing dogs for their skins, which go to make
dogskin rugs. The market is not supplied
by catching stray animals in the streets, but
from regular dog ranches, with which Man-
churia is dotted by thousands. A ranch
produces from ten to 100 dogs yearly, and
it takes eight skins to make a good rug.
Dogs which grow fine fur in that country
are strangled in the winter time, when the
fur is best, before they are a year old, and
their skins are sent, frozen to be prepared
in some town. The bodies are eaten, so
that nothing is lost. This industry may
not be expected to flourish outside of China,
as we are told that it is necessary for the
dogs to be eaten, in order that the ranches
may make both ends meet, as skins of
good quality and carefully prepared only
fetch three tael, or about \$3.50, at Bristol.

Ment Tells.

Employer—William, you have now work-
ed for me three years.
"Yes, sir."
"And I have always found you indus-
trious, painstaking and honest."
"I have tried to be, sir."
"Now I desire to show that I appreciate
your fidelity."
"Thank you, sir."
"For the next two months you will work
on the books until 11 o'clock every night. I
do not fear to leave you in the office alone
at all. I have a great deal of confidence in
you, William."

The Bark Market.

Present indications are that there will be
more hemlock bark peeled this year than
during any previous season for five years.
The dry weather is tightening the bark con-
siderably, but, if there are rains before
long, it will probably open up and peel un-
til September 1. The price is off 50 cents a
cord in Milwaukee and 25 cents in Chicago,
but Michigan buyers continue to pay the
same as before.

The Grocery Market.

The sugar market is weaker, there hav-
ing been a decline of 3-16c from the highest
point. The refineries have caught up with
their orders, so that the possibility of a
sugar famine—so glowingly predicted by
several trade journals—is averted. Cheese
continues to advance in price, owing to
curtailed production and large consumption.

A Difficult Task.

A traveling man for a certain Chicago
house was put on the witness stand in court.
"Do you solemnly swear," said the clerk,
"that the evidence you shall give in the
case, now on hearing, shall be the truth,
the whole truth and nothing but the truth?"
The witness hesitated and then said:
"I've been selling goods for Blank & Co.
for five years—but I'll do my best."

Important to Retail Grocers.

Owing to the great increase in our whole-
sale trade, we are obliged to have the room
now occupied by our retail store—we need
the entire block for our wholesale business,
and the retail department will be disconti-
nued Sept. 1st, 1888. All the elegant fix-
tures and store furniture, soda water foun-
tains, three delivery wagons, sleighs, etc.,
are for sale, together with such stock as
purchasers may desire. We prefer to sell
to a lump to a party wishing to carry on
the business, and to such low price and
liberal terms will be made and a good busi-
ness assured.

Should no purchaser for the whole ap-
pear by August 20th, we will sell in part
and in quantities to suit purchasers.

The counters are all solid cherry or mar-
ble top on japanned iron standards. The
showing is set up with adjustable iron
shelves, and can be made to fit any store
without waste or expense.

Show cases, scales and other movable
fixtures are the finest in the State.

Inspection invited; correspondence solicited
and information cheerfully given.

ARTHUR MEIGS & CO.,
77 to 85 South Division street.

business in this city for Gray, McQueen &
Collins, of Chicago, and Wm. L. Ellis &
Co., of Baltimore. For the latter house,
he handles canned goods exclusively until
the oyster season opens.



THESE GOODS ARE "PAR EXCELLENCE"
Pure, Healthful and Reliable, warranted to give satis-
faction in every particular. For sale by wholesale and
retail grocers throughout the United States. VOTWIS
BROS., Manufacturers, Cleveland and Chicago.

SHOE DRESSINGS.

Brown's French,
Bixby's Royal,
Eclipse Safety Barrel,
Raven Gloss,
Spanish Gloss,
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POTATOES.

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

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166 South Water St., CHICAGO.

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Manufacturers and Jobbers of
Men's Furnishing Goods.

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

State agents for Coloidal Collars and Cuffs,
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GEO. F. OWEN, Grand Rapids;
Western Michigan Salesman.

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Valley City Show Case Factory,

MANUFACTURER OF
SHOW CASES

Prescription Cases.
My Prices are Lower than any of My Compet-
itors. Send for Catalogues.

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RAGS, RUBBERS, BONES & METALS
BOUGHT BY
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JOBBERS IN
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TELEPHONE 640.

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100 STRAIGHT

WARRANTED TO BE THE
FINEST AND LARGEST SMOKE

For the money in the U. S. Put up 50 in a box. Ask
your dealer for the name of the only reliable
JOHN E. KENNING & CO., Grand Rapids.
Send for prices.

Offer No. 176.
FREE—To Merchants Only: One
Williams' "Perfection" Electro-Mag-
netic Battery. Address at once, R.
W. Tansill & Co., Chicago.

FERMENTUM!

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

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JOBBERS OF SADDLERY HARDWARE
And Full Line Summer Goods.
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and useful education is at the
GRAND RAPIDS (Mich.) Busi-
ness College. Write for Cat-
alogues.

Best CORSETS

Boned with Featherbone, which is absolutely unbreak-
able, and is not injured by perspiration, or laundrying.
Soft and pliable; giving health and comfort.

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102 South Water St., Grand Rapids, Mich. U. S. A. Branch of
San Francisco, Cal. Practice in U. S. Courts. Cleveland

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

BAKING POWDER.		RAISINS.		CLIMAX.	
100 cans...	95	Raisins, loose California...	1.90	430245	
1 lb...	1.40	Raisins, Ontario, 25s...	0.94	36	
50 cans...	1.90	Raisins, California...	0.75	40	
1 lb...	2.80	Raisins, Valencia...	0.75	40	
12 oz...	8.80	Raisins, Imperial...	3.75	40	
1 lb...	4.95	FISH.			
2 1/2 lb...	11.75	Cod, whole...	4.40	44	
8 lb...	13.75	Cod, boneless...	5.40	47	
4 lb...	17.75	Halibut...	5.40	47	
5 lb...	22.20	Herring, round, 1/2 bbl...	2.75	12	
ACME.		Herring, round, 1/2 bbl...	5.50	12	
1/2 cans, 3 doz...	75	Herring, Holland, 1/2 bbl...	10.00	10	
1/2 cans, 2 doz...	1.50	Herring, Holland, 1/2 bbl...	10.00	10	
1/2 cans, 1 doz...	2.00	Herring, Scalloped...	8.75	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 1, 1/2 bbl...	8.75	10	
ARCTIC.		Macaroni, No. 2, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	45	Macaroni, No. 3, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	45	Macaroni, No. 4, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	45	Macaroni, No. 5, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	45	Macaroni, No. 6, 1/2 bbl...	1.10	10	
DIAMOND.		Macaroni, No. 7, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	45	Macaroni, No. 8, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	45	Macaroni, No. 9, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	45	Macaroni, No. 10, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	45	Macaroni, No. 11, 1/2 bbl...	1.10	10	
RED STAR.		Macaroni, No. 12, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	45	Macaroni, No. 13, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	45	Macaroni, No. 14, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	45	Macaroni, No. 15, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	45	Macaroni, No. 16, 1/2 bbl...	1.10	10	
ABSOLUTE.		Macaroni, No. 17, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	100	Macaroni, No. 18, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	100	Macaroni, No. 19, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	100	Macaroni, No. 20, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	100	Macaroni, No. 21, 1/2 bbl...	1.10	10	
ABSOLUTE.		Macaroni, No. 22, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	18.75	Macaroni, No. 23, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	18.75	Macaroni, No. 24, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	18.75	Macaroni, No. 25, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	18.75	Macaroni, No. 26, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 27, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.70	Macaroni, No. 28, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.70	Macaroni, No. 29, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.70	Macaroni, No. 30, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.70	Macaroni, No. 31, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 32, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 33, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 34, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 35, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 36, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 37, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 38, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 39, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 40, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 41, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 42, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 43, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 44, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 45, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 46, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 47, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 48, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 49, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 50, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 51, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 52, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 53, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 54, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 55, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 56, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 57, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 58, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 59, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 60, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 61, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 62, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 63, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 64, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 65, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 66, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 67, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 68, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 69, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 70, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 71, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 72, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 73, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 74, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 75, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 76, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 77, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 78, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 79, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 80, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 81, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 82, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 83, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 84, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 85, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 86, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 87, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 88, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 89, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 90, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 91, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 92, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 93, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 94, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 95, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 96, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 97, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 98, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 99, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 100, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 101, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 102, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 103, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 104, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 105, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 106, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 107, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 108, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 109, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 110, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 111, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 112, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 113, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 114, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 115, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 116, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 117, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 118, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 119, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 120, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 121, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 122, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 123, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 124, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 125, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 126, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 127, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 128, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 129, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 130, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 131, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 132, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 133, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 134, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 135, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 136, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 137, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 138, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 139, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 140, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 141, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 142, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 143, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 144, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 145, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 146, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 147, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 148, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 149, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 150, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 151, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 152, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 153, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 154, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 155, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 156, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 157, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 158, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 159, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 160, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 161, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 162, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 163, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 164, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 165, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 166, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 167, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 168, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 169, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 170, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 171, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 172, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...	2.50	Macaroni, No. 173, 1/2 bbl...	1.10	10	
1/2 cans, 2 doz...	2.50	Macaroni, No. 174, 1/2 bbl...	1.10	10	
1/2 cans, 1 doz...	2.50	Macaroni, No. 175, 1/2 bbl...	1.10	10	
1/2 cans, 1/2 doz...	2.50	Macaroni, No. 176, 1/2 bbl...	1.10	10	
TELFER'S.		Macaroni, No. 177, 1/2 bbl...	1.10	10	
1/2 cans, 3 doz...</					

The Michigan Tradesman.

POOR MAN!

"I have a charmed life," said a voice, and a hand tapped me on the shoulder. I turned around in my seat and looked at the speaker. He was a tall, slenderly built man, with a look of care and trouble on his face, and his eyes were clear but very sad looking. His hair was turning gray and his head was bald at the temples and on the back.

"I have a charmed life," he repeated. "I don't think I shall ever die. You look surprised and well you may. You are a traveling man and so am I. I've been at the business nearly fifty years. Have traveled over the entire world—and you yourself know how a man who is in this business carries his life in his hands. I have been in innumerable wrecks and accidents and am still alive to tell the tale. The first accident I was in was at Carr's Rock on the Hudson River road, away back in the sixties. It was a very warm day and just about dinner time. The train was behind time and running at high speed. I sat at the open window eating my dinner, which was composed of bread and roast duck, and was drinking in the cool wind from the beautiful Hudson. Suddenly came a crash and the next I knew I was sitting on the river bank, my lunch floating down the stream. Sixty people were killed in this terrible disaster. It was awful! In the car I was in, sixteen people lost their lives, and I had not even a scratch. I was hurled through the open window and saved—the man who sat next me was killed. I crossed the Atlantic in '73 in a sailing vessel—topk that way of going for the experience. Twelve days out of Boston, the ship sank in a gale and I floated two days on a cabin door, with nothing to eat and nothing to drink. Then I was picked up by a steamer outward bound and continued my trip. I sat next to P. B. Bliss on the ill-fated train that was wrecked at Ashtabula, Ohio. He and his family and some hundred of others were killed and injured—I escaped again with only the loss of my trunk. I sat on a train at Jackson, Michigan, about ten years ago, as it stood in the yards about to pull out. A swift running switch engine crashed into us, through the careless leaving open of a switch, and in a minute—yes, in a second—God only knows how many people were hurled into eternity! The wrecked cars burned. The bodies were destroyed, and many a family is yet mourning for a missing member who will never come. I was in the rear sleeper and was the only one who escaped alive. I had my arm broken, however, which was the only time I was ever injured. I sat in the parquette of the Brooklyn opera house, to see Kate Claxton in "The Two Orphans." As the curtain arose in the third act, fire was seen to fall from the flies on the stage, and within two hours three hundred and five men, women and children had perished by the most horrible death known—roasted alive in full view of their friends! I escaped by the stage entrance and worked hard to help save others. I left Detroit on October 16, 1880 for Grand Haven, intending to take the *Alpena* for Chicago. I was detained at Grand Rapids until too late to catch the boat, but I am convinced that, had I been aboard, I would be able to tell the story of the wreck, as I would have been saved. I was in the B. & O. wreck at Republic, Ohio. I was in the great wreck at Illinois two years ago. I was burned to death in the Newhall House fire. I was—"

"Kalamazoo, Lake Shore and Michigan Central Crossing! Change cars!" shouted the brakeman, and a man dressed in blue and wearing a deputy-sheriff's badge came across the aisle and tapped my friend with the "charmed life" on the shoulder and said, "Come on—here's where we get off." And, as they passed out, the tall man turned and, looking at me, pointed to the deputy and touched his forehead with his forefinger and shook his head sadly.

JESSE LANGE.

Courtesy in Business Rewarded.

From the Cincinnati Times-Star.

The other day a gentleman entered one of the largest stores of this city in pursuit of an article the price of which he knew would scarcely exceed the cost of postage on an ounce letter. The fact of its insignificance and that it was rarely called for made it hard to find. One clerk after another was enlisted in the search, till finally they were joined by the proprietor before success crowned their efforts. Somewhat mortified at the amount of trouble he had caused, the customer began to apologize, when he was silenced by the proprietor with, "My friend, it was no trouble; it was business. We have experienced full as much pleasure in finding that for you as you have in receiving it. If you insist upon calling this trouble, please remember that we like to be troubled."

That merchant made an investment by his courtesy. He laid up treasure where moth and rust doth not corrupt, and it wasn't laid up in Heaven, either. He secured the patronage of a man, though he did not know it, who sometimes makes purchases that are worth the while. Without intending it, he cast some bread upon the waters.

A Successful Man's Advice.

"I made my money by having no friends," was the startling remark of a wealthy and respected business man. "I came here not a great many years ago alone. I had always been accustomed to having many friends, and so much did I think of them that I cared not to make new ones here. It was quite beneficial. I had no friends to associate with, and the money I would have spent in this way was saved. That's the secret of my success. Now that I am independent, I can make as many friends as I wish and enjoy them. My friends can't



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PRICES TO THE TRADE.
Ponys, per gross, \$10. Packed in 3 doz. cases. Retail at 10 cts. each.
Pinta, 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 cases in case. Retail at \$1.50 each.
Each case contains a liberal assortment of advertising matter, lithographs, show-cards, etc.

THE TRADE SUPPLIED BY:
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GEO. C. PIERCE, Vice President.
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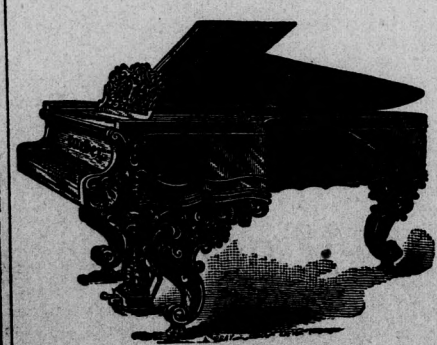
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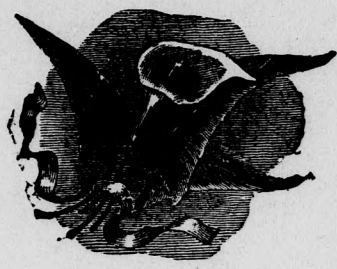
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