









## ASSOCIATION DEPARTMENT.

Michigan Business Men's Association.  
President—Frank Hamilton, Traverse City.  
First Vice-President—Paul F. Morgan, Benzie.  
Second Vice-President—E. J. Herriek, Owasco.  
Secretary—E. A. Stowe, Grand Rapids.  
Treasurer—L. W. Sprague, Greenfield.  
Executive Board: President, Secretary, Geo. W. Hubbard, Flint; W. E. Kelley, Ionia; Irving F. Clapp, Algonquin.  
Committee on Trade Interests—Smith Beames, Traverse City; Chas. T. Bridgman, Flint; H. B. Fargo, Muskegon.  
Committee on Legislation—Frank Wells, Lansing; W. E. Kelley, Ionia; Earl McMillan, Rockford.  
Committee on Transportation—W. E. Kelley, Ionia; Chas. T. Bridgman, Flint; Stanley, Battle Creek; Wm. Rebo, East Saginaw.  
Committee on Insurance—Y. B. Hale, Lowell; E. Y. Hogle, Hastings; O. M. Clement, Cheboygan.  
Committee on Building and Loan Associations—F. L. Fuller, Frankfort; S. E. Packell, Owasco; Will Barnett, East Saginaw.  
Official Organ—THE MICHIGAN TRADER.

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. Steele; Secretary, L. Roberts.
- No. 2—Lowell B. M. A.  
President, N. B. Binn; Secretary, Frank T. King.
- No. 3—Sturgis B. M. A.  
President, H. S. Church; Secretary, Wm. Jern.
- No. 4—Grand Rapids B. M. A.  
President, E. J. Herriek; Secretary, E. A. Stowe.
- No. 5—Muskegon B. M. A.  
President, H. B. Fargo; Secretary, Wm. Peer.
- No. 6—Alba B. M. A.  
President, F. W. Sloan; Secretary, P. T. Baldwin.
- No. 7—Ontonagon B. M. A.  
President, T. M. Sloan; Secretary, N. H. Widger.
- No. 8—Eastport B. M. A.  
President, F. H. Thurston; Secretary, Geo. L. Thurston.
- No. 9—Lawrence B. M. A.  
President, H. E. M. Schumacher; Secretary, J. H. Kelly.
- No. 10—Harbor Springs B. M. A.  
President, W. J. Clark; Secretary, A. L. Thompson.
- No. 11—Kingsley B. M. A.  
President, H. F. Green; Secretary, C. G. Camp.
- No. 12—Quincy B. M. A.  
President, C. McKay; Secretary, Thos. Lennon.
- No. 13—Sherman B. M. A.  
President, H. E. M. Schumacher; Secretary, W. J. Austin.
- No. 14—Muskegon B. M. A.  
President, S. A. Bower; Secretary, G. C. Havens.
- No. 15—Boysie City B. M. A.  
President, H. E. M. Schumacher; Secretary, M. C. Chase.
- No. 16—Sand Lake B. M. A.  
President, J. V. Crandall; Secretary, W. Rasco.
- No. 17—Plaiswell B. M. A.  
President, E. A. Owen; Secretary, J. A. Sidle.
- No. 18—Owosso B. M. A.  
President, H. W. Parker; Secretary, S. Lamfrom.
- No. 19—Ada B. M. A.  
President, D. F. Watson; Secretary, E. C. Chapel.
- No. 20—Sauganuck B. M. A.  
President, John P. Henry; Secretary, L. A. Phelps.
- No. 21—Wayland B. M. A.  
President, C. H. Wharton; Secretary, M. V. Hoyt.
- No. 22—Grand Lodge B. M. A.  
President, A. B. Schumacher; Secretary, W. R. Clarke.
- No. 23—Carson City B. M. A.  
President, F. A. Rockafellow; Secretary, C. G. Bailey.
- No. 24—Morley B. M. A.  
President, J. E. Thurkow; Secretary, W. H. Richmond.
- No. 25—Palo B. M. A.  
President, Chas. B. Johnson; Secretary, H. D. Pew.
- No. 26—Greenville B. M. A.  
President, S. R. Stevens; Secretary, Geo. B. Caldwell.
- No. 27—Dorr B. M. A.  
President, E. E. Sanford; Secretary, L. N. Fisher.
- No. 28—Cheboygan B. M. A.  
President, Fred S. Frost; Secretary, H. G. Doser.
- No. 29—Freepore 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—Charlotte B. M. A.  
President, Thos. J. Green; Secretary, A. G. Fiery.
- No. 32—Coopersville B. M. A.  
President, G. W. Watrous; Secretary, J. B. Watson.
- No. 33—Charlevoix B. M. A.  
President, L. D. Bartholomew; Secretary, W. W. Kane.
- No. 34—Saranac B. M. A.  
President, H. T. Johnson; Secretary, F. T. Williams.
- No. 35—Bellaire B. M. A.  
President, Wm. W. Jackson; Secretary, C. S. Denmore.
- No. 36—Bacon B. M. A.  
President, O. F. Jackson; Secretary, John M. Eversden.
- No. 37—Battle Creek B. M. A.  
President, Chas. F. Bock; Secretary, W. H. Higgins.
- No. 38—Scottsville B. M. A.  
President, H. E. Symons; Secretary, D. W. Higgins.
- No. 39—Burr Oak B. M. A.  
President, W. S. Miller; Secretary, W. S. Eldon.
- No. 40—Eaton Rapids B. M. A.  
President, C. T. Harrison; Secretary, Chas. Collier.
- No. 41—Breckenridge B. M. A.  
President, W. O. Watson; Secretary, C. E. Scudder.
- No. 42—Fremont B. M. A.  
President, Jos. Garber; 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, E. B. Martin; Secretary, W. H. Smith.
- No. 45—Hoyville B. M. A.  
President, D. E. Hallenbeck; Secretary, O. A. Halladay.
- No. 46—Leslie B. M. A.  
President, Wm. Hutchins; Secretary, B. M. Gould.
- No. 47—Flint B. M. A.  
President, G. R. Hoyt; Secretary, W. E. Graham.
- No. 48—Hubbardston B. M. A.  
President, Boyd Rodner; Secretary, W. E. Tabor.
- No. 49—Leroy B. M. A.  
President, A. W. Wenzell; Secretary, Frank Smith.
- No. 50—Manistee B. M. A.  
President, A. O. Wheeler; Secretary, J. F. 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. Von; Secretary, Wm. Miras.
- 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. Fisher; 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. Telfs; Secretary, E. J. Lapham.
- No. 58—Fife Lake B. M. A.  
President, E. Hagdon; Secretary, E. C. Brower.
- No. 59—Fennville B. M. A.  
President, F. S. Raymond; Secretary, E. S. Swarts.
- No. 60—Kalamazoo B. M. A.  
President, H. E. Hogan; Secretary, S. E. Nelthard.
- No. 61—Hartford B. M. A.  
President, V. E. Manley; Secretary, L. B. Barnes.
- No. 62—East Lansing B. M. A.  
President, G. W. Meyer; Secretary, Theo. Kadish.
- No. 63—Ewart B. M. A.  
President, W. M. Davis; Secretary, C. E. Bell.
- No. 64—Merrill B. M. A.  
President, C. W. Robertson; Secretary, Wm. Horton.
- No. 65—Kalkaska B. M. A.  
President, Jas. Crawford; Secretary, C. S. Blom.
- No. 66—Lansing B. M. A.  
President, Frank W. Hall; Secretary, B. H. Hall.
- No. 67—Watervliet 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 Climax B. M. A.  
President, Lyman Clark; Secretary, F. S. Willison.
- No. 70—Nashville B. M. A.  
President, H. M. Lee; Secretary, W. S. Powers.
- No. 71—Ashley B. M. A.  
President, M. Netorg; Secretary, Geo. E. Clutterbuck.
- No. 72—Edmore B. M. A.  
President, N. J. Belding; Secretary, O. F. Webster.
- No. 73—Tecumseh B. M. A.  
President, J. P. Cartwright; Secretary, L. Gifford.
- No. 74—Kalamazoo B. M. A.  
President, Oscar P. Billis; Secretary, F. Roscaus.
- No. 75—Kalamazoo B. M. A.  
President, S. S. McNally; Secretary, Chasney Strong.

## Special Enterprises Wanted.

**BURR OAK, MICH.—WANTS A FACTORY** to employ ten hands five years. Bonus, \$1,000. 266  
**CHEBOYGAN—WANTS WOOD MANUFACTURERS** in every branch to improve the greatest advantages in the State of timber of the finest quality in unlimited quantities. Come and we will help you. Address Sec'y B. M. A.  
**HOPKINS STATION—OFFERS BIG INDUCEMENTS** for the location of a saw mill. Address Sec'y B. M. A.  
**NORTH MUSKEGON—WANTS A LIVE LOCAL** newspaper. Address Sec'y B. M. A.  
**WAYLAND—OFFERS UNEXCEPTIONABLE** inducements for a saw mill. Address Sec'y B. M. A.  
**FIFE LAKE—WANTS ANY KIND OF HARDWOOD** factories. Address Sec'y B. M. A.

## ANNUAL ADDRESS.

[CONCLUDED FROM FIRST PAGE.]

workers in the fulfillment of the demands of the highest degree of citizenship. Assuming that our organization contains the requisites for the business man's needs, let every man respond to the duties he is called to do and be loyal to the cause espoused.

When Napoleon drew up his troops before the Mamelukes under the shadow of the Pyramids, pointing to the latter, he said: "Remember that from yonder heights forty centuries look down upon you." Gentlemen of the Association, from the pyramid tops of opportunity on which we stand we look down upon forty centuries. The commercial prosperity, the integrity of the nation, is in your hands.

We are living—we are dwelling  
In a grand and awful time—  
In an age on ages telling—  
To be living is sublime.

## THE YEAR'S WORK.

As Set Forth in the Annual Report of Secretary Stowe.

The following is the full text of the annual report of Secretary Stowe, made at the Cheboygan convention:

To the President and Members of the M. B. M. A.:

For the fourth time in the history of our organization, we find ourselves face to face for the purpose of recounting our victories, exchanging ideas and mapping out future campaigns. Unlike the political conventions held two months ago, all our interest is not centered in the selection of candidates for office, nor will there be quibbles or quarrels over a platform constructed with the single idea of catching votes. On the contrary, our election of officers actually excites less interest than the report of any one of our important committees and our platform is so thoroughly understood by business men everywhere that it does not require the services of experts to properly interpret it.

As it is the first duty of a business man to ascertain how he stands, financially speaking, so, I assume, you will be interested in knowing, first of all, how your organization has fared during the eleven months which have elapsed since the last convention. Our income during this time has been as follows:

Balance on hand.....	\$24 33
Charter.....	609 00
Annual dues for fiscal year.....	80 00
Back dues from Bellaire B. M. A.....	12 50
Constitutions and by-laws.....	12 50
Balance to credit of Plattwell B. M. A.....	50 00
Total receipts.....	\$841 06

I arranged with the Executive Board to remit the funds in my hands to the Treasurer as soon as the amounts reached \$50, and have made sixteen remittances as follows:

Sept. 30.....	\$50 00
Oct. 8.....	50 00
15.....	50 00
Nov. 4.....	50 00
11.....	50 00
18.....	50 00
Dec. 5.....	50 00
12.....	50 00
19.....	50 00
26.....	50 00
Jan. 9.....	50 00
16.....	50 00
Feb. 6.....	50 00
13.....	50 00
20.....	50 00
27.....	50 00
April 3.....	50 00
10.....	50 00
17.....	50 00
July 31.....	91 06
Total.....	\$841 06

for which I hold the Treasurer's receipts. I am unable to state the exact number of local associations now actually in existence in this State. It is probably not less than eighty-five or ninety. Of this number, seventy-six have sought affiliation with the State body and been granted charters numbered from 1 to 76, in accordance with the order in which the applications were received, as follows:

- No. 1—Traverse City.....100
- No. 2—Lowell.....101
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- No. 9—Lawrence.....108
- No. 10—Harbor Springs.....109
- No. 11—Kingsley.....110
- No. 12—Quincy.....111
- No. 13—Sherman.....112
- No. 14—North Muskegon.....113
- No. 15—Boysie City.....114
- No. 16—Sand Lake.....115
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- No. 25—Palo.....124
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- No. 60—Kalamazoo.....159
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- No. 69—Scotts and Climax.....168
- No. 70—Nashville.....169
- No. 71—Ashley.....170
- No. 72—Edmore.....171
- No. 73—Tecumseh.....172
- No. 74—Kalamazoo.....173

Total.....2436

It is amusing to note, in this connection, that the associations auxiliary to the State body are just one less in number than at the date of our second annual meeting, eleven months ago; also that the total affiliated membership falls but one short of that of last year.

It would be unfair, however, to assert that no ground has been gained during the past fiscal year. While it is true that there has been no numerical increase, there has been a marked improvement in the character of the men comprising our organizations; the inevitable law of the "survival of the fittest" has brought the best men to the front; enthusiasm has given place to quiet and persistent effort; a gradual broadening

in the scope and purpose of our organizations has taken place; the mistrust with which the B. M. A. was regarded in some localities when first inaugurated has entirely disappeared.

The year has not been without its lessons, among which we have learned that it is not the number of members which makes a successful organization, but the character of the members instead. We have satisfied ourselves that an association of a half dozen workers is better than an organization with half as many workers and a half hundred drones. The man who pays his dues without grumbling is not an ideal member by any means. The man who is always ready to do his share—and a little more, if necessary to make up for the shortcomings of some other member—is the one who reflects credit on the organization, honors himself and what is quite as essential—puts money in his pocket.

In accordance with the instructions of the last convention, your Secretary made a careful compilation of the information contained in the first twelve delinquent sheets issued by the State body, publishing same in book form about October 1. A copy of this pamphlet has been placed in the hands of every auxiliary member.

The publication of the monthly sheets has been continued during the second year, with the addition, since the December issue, of such association news, committee reports, etc., as it seemed desirable to get before the membership. This innovation was introduced at the suggestion of your President and has proved so satisfactory that I repeat, I think the time has now arrived when the State body can safely undertake the publication of all regularly listed delinquents on the State sheets. Such a project was proposed at the last convention, but was voted down, your Secretary being one of its opponents. I have since come to look upon the matter in a different light and believe it would be to the mutual advantage of both the State and local associations to adopt the new plan. It would tend to bring both organizations into closer relationship, would furnish the local bodies their lists promptly and regularly, while the expense would be very much less than under the present method.

I suggest the following amendment to our present official collection system: That all accounts not collected through the medium of the Blue Letter be turned over to the Association with the understanding that in the event of collection—whether payment is made to the Secretary or Actuary of the Association, or to the member directly—a commission of 20 per cent. shall be allowed—one-half to go to the representative of the Association and the other half to the Actuary or Secretary. I believe that if such a system were adopted, it would result in much good to the cause of organization throughout the State, as tending to improve even the present admirable and effective system. The fund created by the commissions contributed by the members could be used to good purpose in meeting the necessary expenses of the Association—perhaps in rendering the collection of regular dues unnecessary. Such a plan would "even up" things better than under the present system, as a member would contribute to the support of the Association in such measure only as he derived benefit therefrom. Moreover, the proposed plan would give the Secretary or Actuary an income dependent almost wholly on his own activity, which, coupled with the influence of the Association and the use of the Second Lett—body would probably result in the collection of a greater proportion of claims than is the case under the present system.

I also suggest that the annual per capita dues be increased from 25 cents to 50 cents, those associations which affiliate during the last half of the year to pay but 25 cents per capita for the remainder of the fiscal year. When we remember that the New York and Pennsylvania Associations charge \$10 for charters and \$1 per year per capita, and that the members are frequently called upon to pay extra assessments to the State body besides, I think all will agree that 50 cents per year is as low as the advantages involved in State membership ought to be afforded. Our expenses for the coming year will be heavier than usual, if I undertake any legislative work, while a fruitful source of revenue during the past year—the sale of charters—will be considerably reduced. I do not see how the machinery of our organization can be kept well greased at a lower rate than the figure named.

As the members have probably observed, fewer new organizations have been formed this year than during the previous year. This may be accounted for principally on the ground that "a change has come over the spirit of our dreams." Instead of encouraging the formation of new societies by tenders of free services, with railway fare and hotel bills thrown in, moderate charges have been made, in accordance with the resolution adopted at the last convention. Moreover, all feverish ideas relative to the benefits of organization have been eliminated from the preliminary talk and the candidates for organization have been informed, plainly and unmistakably, that the B. M. A. is not a perpetual motion machine, capable of running without outside assistance—that if those who propose to go into the organization are not prepared to give the work the attention it demands, they had better "quit before they begin." This plan of action, while it may have seemed unduly severe in some instances, has resulted to the permanent benefit of all concerned in the end, as it has warned the members in time what to expect in case a spirit of dilatoriness creeps in.

With all our lavished caution, however, it is needless to deny that an apathetic spirit is the worst enemy we have to contend with at the present time, and I deem its antidote—if there be one—the most important theme we can discuss at this convention.

In closing, I desire to improve the opportunity to thank you for the honor you conferred upon me in re-electing me to this office. I also desire to express my appreciation of the kindness uniformly shown me by the officers, committees and members of the Association, especially the honored head of the organization, with whom I have now been in almost constant communication and consultation for two years. Familiarity, instead of resulting as the old adage implies, has produced an exactly opposite result, and

Time but the impressions deeper bear. As streams their channels deeper wear. Especial reference ought also to be made to the efficient services rendered by Local Secretary Chambers, who has spared no pains to make this convention the splendid success we are now realizing. The fidelity with which Mr. Chambers has served the Association in this position naturally sug-

gests the advisability of continuing the office from year to year.

I set up no claim to being a prophet or the son of a prophet, but I am firmly convinced that the Michigan Business Men's Association still has a mission to fulfill; that notwithstanding the good results already secured, even greater accomplishments are within our grasp; that in spite of the barriers which confront us, concert of action all along the line will sweep them away like a whirlwind; that we have but to hang together to secure for ourselves and our organization a recognition which none of us would have dared predict two years ago.

**Association Notes.**  
Morley Advance: At a recent meeting of the Morley Business Men's Association, John E. Thurkow and John Pierdon were chosen delegates and Henry Strope and W. H. Hicks alternates to the State convention at Cheboygan. Mr. Thurkow will deliver an address on the occasion.

Fremont Indicator: The Michigan Business Men's Association, at its meeting in Cheboygan next week, will probably take steps toward the organization of a Business Men's Mutual Fire Insurance Co.—something much desired in Michigan. Such an organization would enroll a very large membership almost immediately.

Local secretaries should remember that the proceedings of the State convention will not appear in the regular issue of THE TRADER, 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.

Cheboygan Tribune: Tuesday, Wednesday and Thursday of next week Cheboygan will have as her guests the delegates to the annual convention of the Michigan Business Men's Association. The indications are that the importance of the affair is fully appreciated by our citizens and that the honors of the occasion will be done in good style. As heretofore announced in the Tribune, the local Association has requested our business men to honor the visit of so many prominent business men of the State by decorating their places of business. We merely make mention of this fact as a reminder, for we do not believe there are any of them who will not cheerfully comply with the request.

Grand Rapids Sunday Eagle: The Grand Rapids Mercantile Association sends eight delegates to the annual convention of the Michigan Business Men's Association at Cheboygan, as follows: E. J. Herriek, Thos. Keating, John J. Sours, Geo. Dun-aven, C. L. Lawton, L. Winternitz, H. A. Hydorn and M. C. Goossen. O. F. Conklin, Edward Telfer and A. J. Brown go as honorary delegates, Myron H. Walker as a guest of the State Association and E. A. Stowe as Secretary of the same. Most of the delegates, accompanied by their wives, started north last evening, and the remainder follow to-morrow morning, being joined by delegates from Rockford, Coopersville, Lowell, Eastmanville and Nashville.

Scottville to be Well Represented.  
SCOTTVILLE, July 30, 1888.  
E. A. Stowe, Grand Rapids:  
DEAR SIR—At the regular meeting of our B. M. A. last Monday, nine delegates were appointed to represent our Association at the convention at Cheboygan, but as we are only entitled to one vote H. E. Lyman was selected, Hon. G. H. Reader as alternate, for that purpose. Please send us nine certificates for special rates.

Our Association is working smoothly. The members are pulling together to try and build up our little but thriving village. At our last meeting the question of inducing some party or parties to come here and build a woodenware factory was discussed, forming a stock company ourselves and building one, as there is no better site in the State, material, good roads and reasonable freight rates being considered.

Yours truly,  
D. W. HIGGINS, Sec'y.

**Against the Bonus.**  
An injunction has been asked of the Wayne Circuit Court by John Clea, James Chase, Bezaled Clager, William I. Duddle-son and John Moore, property owners in the village of Trenton, against the collection of unlawful taxes. William Saunders, President of the Council, and Maynard C. Lowe, Clerk, are named in the bill of complaint as representing the village government, which voted a bonus of \$1,200 to O'Donnell & Co., stove manufacturers, to locate their works there. The sum of \$1,200 was placed upon the tax rolls and is now being collected, contrary to the petitioners' claim, to the constitution of the State. They state that the burden of the additional tax falls upon them.

**Commercial Explosives.**  
The following are the compositions of the more common commercial explosives:  
Dynamite: Seventy-five parts of nitro-glycerin and twenty-five of infusorial earth.  
Dualine: Eighty parts of nitro-glycerin and twenty of nitro-cellulose or gun-cotton.  
Rendrock: Forty parts nitro-glycerin, forty of nitrate of potash or soda, thirteen of cellulose, and seven of paraffin.  
Giant Powder: Sixty-six parts of nitro-glycerin, forty-eight of nitrate of potash or soda, eight of sulphur and eight of resin or charcoal.  
Mica Powder: Fifty-two parts nitro-glycerin and forty-eight of pulverized mica.  
Tonite: Fifty-two and a half parts of gun-cotton and forty-seven and a half of nitrate of baryta.  
Blasting Gelatine: Ninety-two parts of nitro-glycerin and eight of gun-cotton.  
Atlas Powder: Seventy-five parts of nitro-glycerin, twenty-one of wood fibre, two of carbonate of magnesia and two of nitrate of soda.  
Rackarock: 77.7 parts of chlorate of potash, and 22.3 of nitro-benzol.

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.

## WOONSOCKET and RHODE ISLAND RUBBERS



Write for Fall Prices and Discounts

G. R. MAYHEW,  
Grand Rapids, Mich.  
Boston and Lawrence  
Felt and Knit Boots.



## NEAL'S CARRIAGE PAINTS

Re-paint your old buggy and make it look like new for LESS THAN ONE DOLLAR. Eight beautiful shades. Prepared ready for use. They dry hard in a few hours, and have a beautiful and durable gloss. They are the ORIGINAL, all others are IMITATIONS. More of our brand sold than all the other brands on the market.

## GRANITE FLOOR PAINTS

The Great Invention. Six Handsome Shades. Ready for use. DRY HARD OVER NIGHT, and are very durable. Give them a trial, and you will be convinced that it does not pay to mix the paint yourself.

## ACME WHITE LEAD & COLOR WORKS

DETROIT.  
Dry Color Makers, Paint and Varnish Manufacturers.  
CUT THIS ADVERTISEMENT OUT AND TAKE IT TO YOUR DEALER, IT WILL SECURE YOU A PRIZE.



## OUR FALL LINE OF School Supplies

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Fine Stationery

—IS NOW COMPLETE—  
OUR TRAVELERS  
J. L. KYMER (of our firm),  
GEO. H. RAYNOR  
and GILBERT J. HAAN  
Will soon call upon the trade with a complete line of samples.

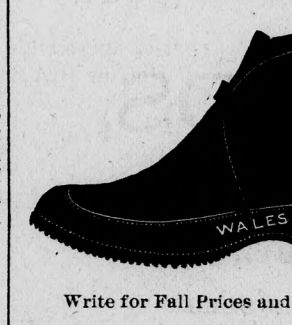
## EATON, LYON & CO.,

20 and 22 Monroe St., Grand Rapids.

## WALES - GOODYEAR

—AND—  
CONNECTICUT

Rubbers.



Write for Fall Prices and Discounts.

## G. R. MAYHEW,

86 Monroe Street,

## GRAND RAPIDS.



## BAUM'S Castrolin AXLE OIL

THE ACKNOWLEDGED KING OF AXLE LUBRICANTS. Neither Gums nor Chills, never runs off the axle and outwears any other known oil or grease. PRICES TO THE TRADE. Pons, per gross, \$10. Packed in 3 doz. cases. Retail at 10 cts. each. Pints, per doz., \$2.25. Packed in 1 doz. cases. Retail at 30 cts. each. Quarts, per doz., \$4. Packed in 1 doz. cases. Retail at 50 cts. each. Gallons, each, \$1.20. Packed 6 cans in case. Retail at \$1.50 each. Each case contains a liberal assortment of advertising matter, lithographs, show-cards, etc.

## THE TRADE SUPPLIED BY OLNEY, SHIELDS & CO.,

Grand Rapids, Mich.

## STANTON, SAMPSON & CO.,

Manufacturers and Jobbers of Men's Furnishing Goods.

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

State agents for Celuloid Collars and Cuffs. 120 and 122 Jefferson Ave., DETROIT, - MICHIGAN. GEO. F. OWEN, Grand Rapids; Western Michigan Salesman.

## E. P. CLARK & SON,

WHOLESALE  
COMMISSION MERCHANTS,  
AND DEALERS IN

Seeds, Produce, Vegetables, Fruit, Butter, Eggs, Cheese, Etc., Etc.  
CONSIGNMENTS SOLICITED.

## Big Rapids, - - - Michigan.

## At Lowest Summer Prices

ORDER YOUR COAL OF  
A. HIMES,  
Office under National City Bank, New  
Yards, Shawmut Ave., Winter and  
W. Division Sts.  
TELEPHONE CALL 490-2.

## THEO. B. GOOSSEN,

WHOLESALE  
PRODUCE COMMISSION MERCHANT

Dealer in STOVEWOOD and Jobber of FOREIGN, TROPICAL and CALIFORNIA FRUITS.

33 Ottawa Street, - - - GRAND RAPIDS, MICH.

Orders for Potatoes, Cabbage and Apples in Car Lots solicited. Consignments solicited. Sole Agent for MOLINE CHEESE.

## JUDD & CO.,

JOBBERS OF SADDLERY HARDWARE  
And Full Line Summer Goods.  
102 CANAL STREET.

## 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.



FREE-AS-AIR ADVICE.

Written for THE TRADESMAN.

In answer to my unfortunate suggestion in a recent article (relative to those desiring further information on matters regarding how to buy and arrange stocks), and my agreeing to answer any question further coming to the minds of the readers, I have been deluged with letters and telegrams. Feeling that a public answer to these questions might be advisable, on account of their covering so large ground, I shall use this means of replying to the many anxious inquirers.

It is strange that so few people have read my celebrated work in fourteen volumes, bound in sheep, with gilt backs and fronts, on "Esoteric Commercial Life." There would have been no need of these many questions had the writers read this book. I can give as reference for testimony regarding its worth the name of a party who did read it. Address, with stamp to insure reply, Rinaldo Sperris, care Resident Physician, Kalamazoo Asylum, Kalamazoo, Mich. The fact that so few people have bought or read this work of mine causes me to exclaim, as did the Hon. Stephen Sears on that memorable occasion when he opened a jack-pot with four aces and everybody passed, "This gives me the heart-burn."

G. H. R.—No, I don't think you were to blame for trading a furnace twenty-dollar bill for the four seats of those colored delegates. It showed good judgment on your part, and was a good way of disposing of dead stock. They will probably have them framed.

A. P. S.—I hardly think it right for you to dock your brother full time for absence while attending your father's funeral. Half-time would be plain evidence of your ability to keep up with the rise of sugar.

J. Moses B.—Always mark your goods in plain figures and mark them high enough to be able to drop low enough to reach the purchaser's figures. No; cotton should never be called wool. It might create hard feeling if the man found that the "Harrison" hat you sold him was the show hat you had marked "Cleveland" four years ago.

Pat McK.—After getting a Chinese laundryman to translate your hieroglyphics, I feel compelled to say that I can give no pointers on the future state of the potato market in Ireland. I draw the line at pointers, since I bought one three years ago that failed to recognize me in a clean shave and a five cent cigar and took the pride out of a pair of ninety-eight cent pants before I got up the tree. No pointers for me.

Billy W.—Sue him? If he told you his wife was dead and his children starving and he wanted bread and you trusted him, and no matter whether he is sick abed now, and no more able to pay than before, but you want your money—why, of course, sue him. That's what lawyers go to college to learn to play penny ante and wear Greek letters on their coat lapels for, to have such fat heads as you come along and pay them a fee to sue a starving man.

Ed. B.—I feel for you, but mistakes happen in the best of families. It is embarrassing to sell vinegar for molasses to your best girl's mother when summer boarders were at the house, but bear up. No, I don't think a box of cod fish would square the deal.

H. J. B.—Never sign another man's name to a note. He might object and then, again, the law is against such exhibitions of penmanship. No, I don't think Dave Smith would sell his outfit of burglar tools. It is news to me if he intends retiring from trade.

JESSE LANGE

Drummers' Methods.

From the Bulletin of Commerce.

"How do traveling salesman sell goods?" is a question easily and often asked, but with difficulty answered. Indeed, there may be a different answer from almost every man who travels, and yet no explanation that would apply to all cases. Two general divisions might be made, however, in method of selling merchandise, and this is the way an old traveler divides them.

"There are a great many successful traveling men who make it their practice to go for business right away as soon as they enter a store. There is no waste of time and words in idle talk or congratulations, but samples are at once shown, and then it is: 'I can sell you these goods at such and such a figure; do you want any at those figures?' No! Very well; how about these? Or these? There is no dicker about price, and it is no use for the buyer to try to bluff the salesman. The buyer knows his man, and knows that what he says is final. If he sees a bargain that he wants, he takes it as offered, knowing that he cannot do better with the salesman. There are lots of men who pursue the straightforward policy, and never attempt to beat about the bush, and they sell big bills of goods. Often, however, they are not so successful until they become known to the buyers, but they generally manage to get what they are after. Then there is the other extreme. Instead of talking business at the start, the salesman, if he has a big buyer in tow, spends a day with him, enjoying the sights and generally enjoying himself, but never a word of business. There is nothing but pleasure for the first day. When the buyer has been well warmed up, and is in good humor, the salesman steps in to bid him good-bye, and just as he is leaving he mentions casually that he has some fine bargains in certain lines, and in a very incidental manner calls his attention to the goods. When he finally does depart he takes with him a goodly order which he has secured in an unobtrusive manner and without apparent effort. Now here are two totally different methods of selling goods, and very often both will be used upon the same buyer by different salesmen with equally good results; while on the other hand, many men can only be approached by one or the other of the methods. It only shows that to buy or sell goods one must know his man.

I. M. CLARK & SON,

THE LEADING TEA HOUSE

MICHIGAN

SWIFT'S

Choice Chicago Dressed Beef

MUTTON

Can be found at all times in full supply and at popular prices at the branch houses in all the larger cities and is Retailed by all First-Class Butchers.

The trade of all marketmen and meat dealers is solicited. Our Wholesale Branch House, L. F. Swift & Co., located at Grand Rapids, always has on hand a full supply of our Beef, Mutton and Provisions, and the public may rest assured that in purchasing our meats from dealers they will always receive the best.

Swift and Company,

Union Stock Yards, CHICAGO, ILL.

P. STEKETEE & SONS,

JOBBER IN

DRY GOODS,

AND NOTIONS,

88 Monroe St.,

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

GRAND RAPIDS, MICH.

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

DETROIT SOAP CO.,

DETROIT, - - MICH.,

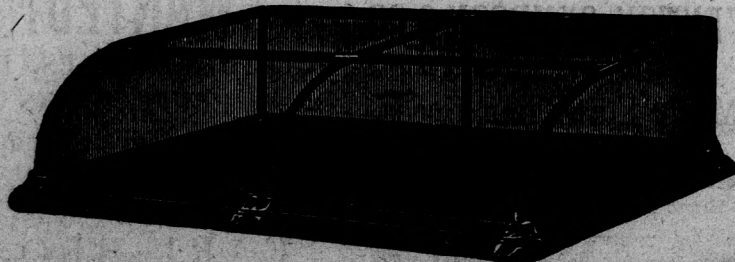
Manufacturers of the following well-known brands of

SOAPS!

QUEEN ANNE, MOTTLED GERMAN, MICHIGAN, ROYAL BAR,  
TRUE BLUE, SUPERIOR, CZAR, MASCOTTE,  
MONDAY, PRINCE, WARASH, CAMEO,  
AND OTHERS. For quotations address

W. G. HAWKINS, Salesman for Western Michigan,  
Lock Box 173, - GRAND RAPIDS.

DO YOU WANT A



If so, send for Catalogue and Price-List to

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

HOT  
WEATHER

AT LAST.

LARGE DEMAND FOR

THIN GOODS

Of all kinds.

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

I. C. LEVI,

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

PUTNAM & BROOKS,

WHOLESALE MANUFACTURERS OF

CANDY

And Heavy Jobbers In

Oranges, Lemons,

BANANAS, NUTS,

Dates, Figs, Citrons, Prunells, Etc.

PRICES QUOTED AND CORRESPONDENCE SOLICITED

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

BULKLEY, WHOLESALE

LEMON

GROCERS & HOOPS

AND

TEA

IMPORTERS.

GRAND RAPIDS, - MICH.



RETAIL GROCERS

Who wish to serve their Customers with GOOD COFFEE would do well to avoid Brands that require the support of Gift Schemes, Prize Promises or Lottery Inducements.

—SELL—

DILWORTH'S COFFEE,

Which Holds Trade on Account of Superior Merit Alone.

Unequaled Quality. Improved Roasting Process. Patent Preservative Packages.

For Sale by all Jobbers at Grand Rapids, Detroit, Saginaw, East Saginaw and Bay City.

DILWORTH BROTHERS, Proprietors,

PITTSBURGH, Penn.



CURTISS & CO.,

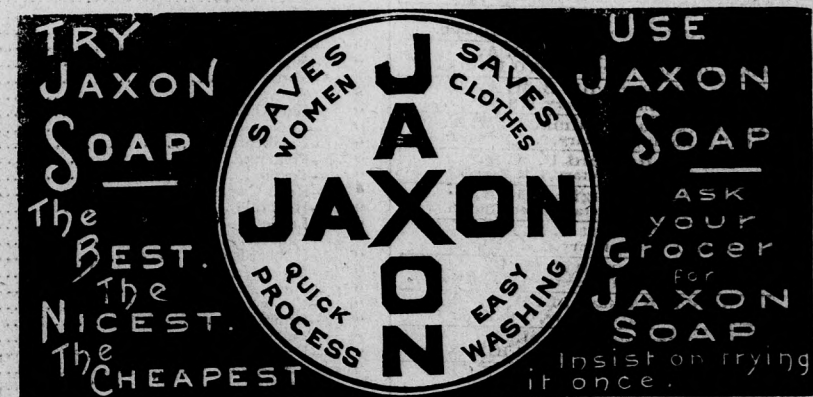
Successors to CURTISS & DUNTON.

WHOLESALE

PAPER WAREHOUSE,

Houseman Building, Cor. Pearl & Ottawa Sts.,

GRAND RAPIDS, MICH.



Lorillard's New "Smoking or Chewing"

YELLOW JACKET LONG CUT.

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

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

20 CENTS per POUND.

IT IS THE

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

THOMPSON & MACLAY,

IMPORTERS AND JOBBERS OF

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

19 South Ionia Street, - GRAND RAPIDS.

No Goods Sold at Retail. - Telephone 679.



# The Michigan Tradesman.

WEDNESDAY, AUGUST 5, 1888.

## LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.  
Written for THE TRADESMAN.

There is a wide and varied difference of opinion among our people regarding the extent to which our State and national legislators should go in framing and enacting what may be termed paternal laws. The intelligent, well-balanced individual looks at legislation of this nature as unrepugnant, and as insulating to his manhood and capacity for self-government; and as tending to gradually bring the standard of American citizenship down to that of those nationalities where the governing powers regard the masses as devoid of reasonable common sense and incapable of practical self-protection. As the majority of our State legislators don't belong to the intelligent and well-balanced class, there is a constant conflict of opinion between this class and the parties who misrepresent them as lawmakers, on this, as well as numerous other subjects of importance.

Of course, paternal legislation isn't enacted for the well-informed and well-balanced citizen, but it is a debatable question whether a system of laws which virtually proclaims that he, as well as the ignorant and credulous, is incapable of protecting himself in his domestic and business transactions, and hence that he, as well as the ignorant and credulous, must be kept in guardianship by the small-fry, school district politicians, who bi-annually give a protracted exhibition of their ignorance and incapacity at the State Capitol, is not an outrage and imposition.

But I'm not going to debate the question. I'm only going to say that while I believe no laws can be too strong, comprehensive and severe for the punishment and suppression of crime, the law that makes a transaction with Farmer Shorthorn a crime, and a similar transaction with the editor of THE TRADESMAN a simple matter of business, is illogical, inconsistent and a disgrace to the code of the commonwealth.

For instance, if a smooth-tongued, persuasive-mannered party drives up to Farmer Shorthorn's door, and, without any positive misrepresentation whatever, induces that tiller of the soil to purchase five bushels of wheat—with a very extravagant name thrown in—at \$5 per bushel, the persuasive party has committed a misdemeanor, and, although Farmer S. will undoubtedly have to pay the face of his note to "the innocent purchaser," he can have Oily Gammon apprehended in any part of the State and lodged in the county bastille. But, if the editor of THE TRADESMAN should allow a fascinating female book agent to lure him into the purchase of a \$25 book that isn't worth twenty-five cents, our law-makers leave him to the sneers and sarcasms of an unsympathizing public, with no possible show whatever for any legal revenge.

I am not going to do Farmer Shorthorn, or the editor aforesaid, the injustice to suppose that either needs paternal protection against the wiles of the enemy, but, if I were the agriculturist, I should certainly not take kindly to the legislative insinuation that I was materially less qualified than people of other pursuits to attend to my own business affairs.

Speaking of book agents, calls to mind the fact that Farmer Shorthorn, last summer, was so literally overrun with the fraternity and sisterhood that the infliction became almost intolerable. Somebody had started the report that the old fellow was a monomaniac on the subject of books, and the people for miles around took especial pains to steer canvassers in his direction, and it was an exceptional day, indeed, when he came home to dinner or supper without finding one or two agents waiting on the porch.

One evening, while driving home from town, he overtook a young fellow with a black valise who politely requested permission to ride. The old man readily acceded to the request, and in a little while became engaged in an active and interesting conversation with his passenger. When nearing his home, he said to his companion: "May I inquire what business you're in, my friend?"

"My profession," said the traveler, "is that of a book agent!"

"Book agent! Profession!" gasped the old man. "Great heavens, young fellow, it isn't a profession; it's a d—d epidemic!"

It cannot be denied but that there are multitudes of people who would be financially benefited by a watchful guardianship, and the only question regarding the matter is the policy of establishing a public supervision of purely private transactions—whether the state, after educating its inhabitants, taking care of their unfortunate offspring, and taking measures to protect them against criminals, should, in addition to this, legislate its whole territory into an imbecile asylum. And after this question is disposed of the other one is, why, after pronouncing Farmer Shorthorn, Landlord McGinnis, and a few others of various trades and avocations, imbeciles, requiring guardianship, it should assume that the editor of THE TRADESMAN, the writer of this article, and divers and sundry parties of various trades and avocations, are perfectly qualified to tend to their own business affairs. If the State declares that the individual who sells Brown some fancy-

priced grain is a criminal, and that Brown is a fool, why does it not make the drummer, who loads Smith down with unsalable goods, a criminal, and catalogue Smith with Brown? If it pays officers to pursue and capture the dead-beat that sneaks out of McGinnis' hotel without adjusting financial matters with that party, why does it not pay them to pursue and capture the dead-beat who has deliberately robbed poor Snooks of a much larger amount? In short, on the theory that Farmer Shorthorn is an imbecile, we are all of us imbeciles to a greater or lesser extent, and if we are ordained to reside in an imbecile asylum, why are we deprived of its protection?

But, it is to be deplored that, notwithstanding the facilities which our people have to become educated, intelligent and acute in business affairs, we have so many in our midst who are being continually preyed upon by the sharpers and shysters of traffic. Common sense would dictate that if a person wants an article of any value, he should procure it from a party who is known to him to be reputable and responsible; but common sense is too little used on such occasions and it is altogether too often forced into the background by credulity. And the credulity of some of our people appears to be almost inexhaustible. There are persons, whom I know, who have a perennial and unchangeable belief that every itinerant handler of mercantile "commodities," every agent, canvasser, fakir, three card monte man, confidence sharp and street gambler is a genuine philanthropist and earnest benefactor of his fellow-men; that he, or they, perambulate the country looking up deserving subjects upon whom to bestow their favors; with, perhaps, occasionally, a little eccentricity, but with never the wish to profit pecuniarily by their transactions.

Out of these credulous people I will select one as a fair example of the lot. I don't think he ever went into a place of legitimate trade, or business, without grumbling about prices, or had a cash transaction with a "square" man without growling; yet, within a few years, he has been victimized by a long procession of fakirs and will be victimized by their successors. The "smuggled cloth" fellow "took him in;" the patent right man have repeatedly "scorched" him. The oily confidence man has drawn upon him heavily, and the various petty swindlers who visited his section all departed rejoicing. He is a regular buyer of all the snide peddlers and hawkers of every description, and knows distinctly that he has been swindled a multitude of times; and yet he is, to-dry, firm in the belief that he will eventually amass a fortune out of the traveling swindlers.

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

### TIME TABLES.

#### Grand Rapids & Indiana.

All Trains daily except Sunday.

GOING NORTH.	
Traverse City & Mackinaw.	Leaves.
Traverse City & Mackinaw.	7:30 a.m.
Potosky & Mackinaw.	9:40 a.m.
For Cadillac.	10:30 p.m.
Saginaw Express.	11:30 p.m.
Saginaw Express runs through solid.	
8:30 a.m. train has chair car to Mackinaw City.	
11:30 a.m. train has chair car for Potosky and Mackinaw City.	
10:30 p.m. train has sleeping cars for Potosky and Mackinaw City.	
GOING SOUTH.	
Cincinnati Express.	Leaves.
Fort Wayne Express.	6:30 a.m.
Cincinnati Express.	7:15 a.m.
Traverse City & Mackinaw Ex.	10:40 p.m.
7:15 a.m. train has parlor chair car for Cincinnati.	
8:30 p.m. train has Woodruff sleeper for Cincinnati.	
8:30 p.m. train connects with M. C. & St. L. at Kalamazoo for Battle Creek, Jackson, Detroit and Canadian points, arriving in Detroit at 10:45 a.m.	
Muskegon, Grand Rapids & Indiana.	
Leave.	Arrive.
7:45 a.m.	10:45 a.m.
11:15 a.m.	4:30 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.	7:15 p.m.
New York Express.	5:40 p.m.
Atlantic Express.	10:45 p.m.
Mixed.	6:50 a.m.
ARRIVE.	
Pacific Express.	6:00 a.m.
Local Passenger.	10:30 a.m.
Mail.	5:15 p.m.
Grand Rapids Express.	10:15 p.m.
Mixed.	5:30 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. & St. L. (Canada Southern Div.)	
O. W. HUGGLES, Gen'l Pass. and Ticket Agt., Chicago.	
CHAS. H. NORMAN, Gen'l Agent.	

##### Lake Shore & Michigan Southern.

###### Kalamazoo Division.

10 3 1	Arrive.	2 4
p.m. p.m. a.m.		a.m. p.m.
1:10 3:00 7:45 p.m.	Grand Rapids.	8:15 9:10
3:35 4:15 9:02	Allegan.	8:28 8:55
5:30 10:00 a.m.	Kalamazoo.	7:10 8:32
6:30 11:30	White Pigeon.	6:50 a.m.
GOING WEST.		
8:30 12:30	Elkhart.	4:45 1:00
a.m. p.m.		p.m. a.m.
7:50 7:10	Chicago.	11:30 8:50
12:35 5:05	Toledo.	11:45 10:00
a.m. p.m.		a.m. p.m.
1:35 9:40	Cleveland.	7:15 5:45
a.m. p.m.		p.m. a.m.
6:30 3:30	Buffalo.	1:00 11:40
*Trains for sale to all principal points in the U.S., Mexico and Canada at Union Ticket Office, GEO. WILKINSON, Agt. Depot Office, M. Rootz, Agt., A. J. SMITH, Gen'l Trav. and Pass. Agt., Cleveland, Ohio.		

##### Detroit, Grand Haven & Milwaukee.

GOING WEST.

Arrives.	Leaves.
1:05 p.m.	1:10 p.m.
5:40 p.m.	5:10 p.m.
10:40 p.m.	10:45 p.m.
5:25 a.m.	5:40 a.m.
7:30 a.m.	7:30 a.m.
GOING EAST.	
Detroit Express.	6:45 a.m.
Through Mail.	10:20 a.m.
Evening Express.	3:25 p.m.
Limited Express.	6:25 p.m.
*Daily, Sundays excepted. Daily.	
Detroit Express has parlor car to Detroit, making direct connections for all points East, arriving in New York 10:10 a.m. next day. Limited Express, East, has through sleeper Grand Rapids to Niagara Falls, connecting at Milwaukee Junction with through sleeper to Toronto.	
Through tickets and sleeping car berths secured at D. G. H. & M. Ry. office, 23 Monroe St., and at the depot.	
JAS. CAMPBELL, City Passenger Agent.	

### WHOLESALE AND RETAIL

## COAL and WOOD.

E. A. HAMILTON, Agt.,  
101 Ottawa St., Ledyard Block.  
Telephone 906-1 R.

# ARTHUR MEIGS & CO.,

77, 79, 81, and 83 South Division Street,  
One Block from Union Depot on Oakes Street.

## GRAND RAPIDS, MICH.

### WHOLESALE GROCERS.

IMPORTERS OF

# TEA.

JOBBERS OF

## Tobacco and Cigars.

SHIPPERS OF

VEGETABLES, FRUITS and PRODUCE.

PROPRIETORS OF THE

## RED FOX PLUG TOBACCO.

AGENCY OF

### Boss Tobacco Pail Cover.

Full and Complete Line of FIXTURES and STORE FURNITURE.

Largest STOCK and greatest VARIETY of any House in City.

LOOK UP OUR RECORD.

# WEBER

Grand, Square and Upright Pianos.

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

The Weber Stands Unrivaled.

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

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

## JULIUS A. J. FRIEDRICH,

(Successor to Friedrich Bros.)

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

## 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.

Geary 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.

## WM. SEARS & CO.

### Cracker Manufacturers,

Agents for

## AMBOY CHEESE.

87, 89 & 41 Kent Street, Grand Rapids, Michigan.

# 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.

## RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

## BOOTS AND SHOES.

AGENTS FOR THE

## BOSTON RUBBER SHOE CO.

14 and 16 Pearl Street, - Grand Rapids, Mich.



**CAN YOU TELL**  
Why Everybody who likes good Pickles, Catsup and Fine Condiments buy HEINZ'S "Keystone Brand"?

**YES!**  
Because they embrace QUALITY and FLAVOR combined!





Friends, Washerwomen, Housekeepers,  
Lend me your ears, and hear me for my cause.  
The Soap I come to speak about is the Great Santa Claus.  
'Tis good for every purpose,  
For which a soap is needed,  
And joy will bring to every one  
Who has wise counsel heeded  
And spent a nickel, just to prove  
What wonders it will do,  
To lighten labor, save expense  
And make things bright and new.

Extract from Prof. Soap's lecture on "The Moral Influence of Soap."

SANTA CLAUS SOAP is the best in the market for washing, scouring, cleaning, scrubbing, &c. For sale by all grocers at 5c. a cake.

N. K. FAIRBANK & CO., Manufacturers, Chicago, Ill.

## PERKINS & HESS

DEALERS IN

## Hides, Furs, Wool & Tallow,

NOS. 123 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.  
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.



## Groceries.

### Cost of a Cannery Outfit.

In view of the great interest in canning factories, the following particulars as to the cost of the necessary equipment, as furnished by the Lynchburg Virginia by a correspondent from Botetourt county, noted for its many successful canning factories, may be of interest:

The capacity of the fixtures herein described is adapted to a "small cannery." The boiler, with one kettle, would prepare enough tomatoes, etc., to fill, daily, 3,000 cans, or three times this number of peaches or apples. Every additional kettle would proportionately increase the capacity.

The cost of a boiler of twelve-horse power is \$230; kettle open, \$17 to \$25. This will do for tomatoes, apples, peaches and all kinds of berries.

If corn or peas are to be canned, a patent process kettle will be necessary. This will cost \$225. With this kettle you will have a set of crates.

Leaving out this we have the following additional items: Open kettles and crates, extra, cost \$6 to \$8; exhaust box, \$17; crane to hoist crates out of the kettle, \$13; air pumps, \$6; oil tank, \$3 to \$25; free press, \$8 to \$10; Debaw capping tools, \$9 each. Two of these will be necessary for each man, but one "capper" is sufficient in a small cannery.

The prices of cans, if they are bought at the right time, are, for two pound cans, \$1.75 per hundred; for three-pound cans, \$2.45 to \$3 per hundred.

The cases or boxes in which the cans are packed for shipment, and which hold two dozen cans, cost for cases that hold twenty-four two-pound cans seven cents each; for cases that hold twenty-four three-pound cans, nine cents each.

The price paid for shipping peas is five cents per gallon; for peeling tomatoes one cent per bucket, that is the common wooden bucket; for peeling and seeding peaches twelve cents per bushel; peeling apples, ten cents per bushel. These are the prices when the hands are boarded at the cannery. If they board themselves fifteen cents a day is allowed.

In the foregoing statement of expenses of starting a cannery nothing is said about a house to cover the machinery and operations. This may be a very plain, cheap shed, or a more costly building, or some old building may be adapted to the purpose. A house with an area of floor equivalent to 25x40 feet would be sufficient. Leaving out the cost of the house and of the process kettle, necessary if corn and peas are to be canned, the sum of \$325 will, I am informed, cover the expenses of starting a cannery for tomatoes, peaches, apples and all kinds of berries.

### The Grocery Market.

Sugar has sustained further declines, but the future condition of the market is still in a state of uncertainty. A further decline has occurred in corn, which is evidently the culminating point in the abandonment of the pool. The Standard Oil thieves have advanced Water White 1/2 cent per gallon, at the same time reducing Legal Test the same amount. The package coffee manufacturers have reduced their coffees 1/2 cent. P. Lorillard & Co. have reduced Climax sugar to 41 cents for single butt and 39 cents for larger quantity. In announcing the decline of 4 cents per pound, the house says:

In explanation, it needs only to be said that the extensive planting and excellent prospect of a large crop of tobacco is having its natural effect on the market. We recommend conservative buying of standard goods for actual requirements of trade for some time to come.

The woodenware manufacturers met last Thursday morning and resolved to advance the price of tubs 50 cents per dozen. In the evening, another session was held and a further advance made of 50 cents, making the total advance \$1 per dozen.

India Rubber May Be Altogether Too Useful.

An inventor recently perfected a discovery, for which he has been working during a number of years. It is India rubber in a state of solution, in the preparation of which no sulphur, ether or naphtha is employed. He applied it to a number of materials to demonstrate its varied and great usefulness, among them a piece of black silk. A friend introduced him to a leading silk importer, who sent for his chief expert to examine the piece of material treated. After a very careful examination, the expert said:

"This increases the luster of silk."

"Yes," assented the inventor.

"Increases its body?"

"Yes, yes."

"Renders it thoroughly waterproof, while the rubber is not discernible?"

"Just so."

"And vastly increases the durability?"

"Exactly so. Just the four things that I claim. I'm delighted that you recognize them."

"And nothing is further from our wishes than to see such a thing introduced. We want silk to wear out, not made to last forever."

The merchant indorsed that view, and politely bowed the inventor out.

### Origin of Celery.

Wild celery has been known from the earliest times. It is spoken of in the Odyssey under the name of seltion and in Theophrastus; but latter, Dioscorides and Pliny distinguished between the wild and cultivated celery. In the latter the leaves are bleached, which greatly diminishes their bitterness.

The wild plant has a wide range. It extends from Sweden to Algeria, Egypt, Abyssinia, and in Asia from the Caucasus to Beluchistan, and the mountains of British India. It grows in ditches and other damp places, and in Europe it is rank, coarse, and somewhat poisonous. Prof. Gray calls it "a strong scented, acid, if not poisonous plant, of the coast of Europe; of which the variety, Dulce, garden celery is considered bland, and the base of the leaf stalks enlarged. Succulent and edible when blanched through long cultivation."

One variety of cultivated celery, the celeriac, is raised only for the root or base of the leaves, which becomes a white, solid bulb. This is more commonly called turnip-rooted celery and differs more widely than the other from wild celery. The larger plant, also called Smalleg, is kin to celery, and botanically are species of the parsley family.

## Important to Retail Grocers.

Owing to the great increase in our wholesale trade, we are obliged to have the room now occupied by our retail stores—we need the entire block for our wholesale business, and the retail department will be discontinued Sept. 1st, 1888. All the elegant fixtures and store furniture, soda water fountains, three delivery wagons, sleighs, etc., are for sale, together with such stock as purchasers may desire. We prefer to sell in 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 business assured.

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

The counters are all solid cherry or marble top on japanned iron standards. The shelving is put up with adjustable iron brackets, 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 83 South Division street.

B. F. Emery is carrying on a brokerage business in this city for Gray, Kingman & Collins, of Chicago, and Wm. L. Ellis & Co., of Baltimore. For the latter house, he handles canned goods exclusively until the oyster season opens.

## ALFRED J. BROWN,

—JOBBER IN—

FOREIGN,

TROPICAL

AND

CALIFORNIA



## FRUITS.

Bananas, Our Specialty.

16 and 18 No. Division St.

GRAND RAPIDS, - MICH.

F. J. DETTENTHALER

WHOLESALE

Salt Lake Fish

AND OYSTERS.

Packing and Warehouse,

37 North Division Street.

Office, 117 Monroe St.,

GRAND RAPIDS, MICH.

SEND FOR PRICE LIST.

GRAND RAPIDS, MICH.

GRAND RAPIDS, MICH.

GRAND RAPIDS, MICH.

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GRAND RAPIDS, MICH.

## WHOLESALE PRICE CURRENT.

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

<b>BAKING POWDER.</b>	<b>RAISINS, LOOSE CALIFORNIA.</b>	<b>CLIMAX.</b>
10c cans. 35	Raisins, Ondara, 28s. 9	Corner Stone. 30
1 lb. 1.40	Raisins, Valencia. 20 1/2	Whopper. 40
6 oz. 1.90	Raisins, Imperial. 3 1/2	Peach Pie. 40
1/2 lb. 1.20		Wedding Cake, blk. 40
12 oz. 3.80		Red Fox. 40
1 lb. 4.95		Sweet Russet. 30 1/2
2 1/2 lb. 11.75		
3 lb. 13.75		<b>TOBACCO—FINE CUT.</b>
4 lb. 17.75		Sweet Pippin. 50
5 lb. 22.20		Japan fair to good. 25 1/2
		Japan fine. 35 1/2
<b>ACME, 1/2 CAN, 3 DOZ.</b>		Japan dust. 12 1/2
75		Gunpowder. 35 1/2
1/2 doz. 1.50		Oolong. 35 1/2
1 doz. 3.00		
1/2 doz. 1.50		<b>TOBACCO—SMOKING.</b>
1 doz. 3.00		Rob Roy. 25
<b>ARCTIC, 1/2 CAN, 3 DOZ.</b>		Peerless. 25
75		Uncle Sam. 30
1/2 doz. 1.50		Sensation. 35
1 doz. 3.00		Yellow Jacket. 20
1/2 doz. 1.50		Sweet Conqueror. 20 1/2
1 doz. 3.00		
<b>DIAMOND, 1/2 CAN, 3 DOZ.</b>		<b>TEAS.</b>
75		Japan ord. 15 1/2
1/2 doz. 1.50		Japan fair to good. 25 1/2
1 doz. 3.00		Japan fine. 35 1/2
1/2 doz. 1.50		Japan dust. 12 1/2
1 doz. 3.00		Gunpowder. 35 1/2
1/2 doz. 1.50		Oolong. 35 1/2
1 doz. 3.00		
<b>RED STAR, 1/2 CAN, 3 DOZ.</b>		<b>TOBACCO—SMOKING.</b>
75		Rob Roy. 25
1/2 doz. 1.50		Peerless. 25
1 doz. 3.00		Uncle Sam. 30
1/2 doz. 1.50		Sensation. 35
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1/2 doz. 1.50		Japan dust. 12 1/2
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1 doz. 3.00		Uncle Sam. 30
1/2 doz. 1.50		Sensation. 35
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1/2 doz. 1.50		Sensation. 35
1 doz. 3.00		Yellow Jacket. 20







## The Michigan Tradesman.

### FRUITS FOR MARKET.

Written for THE TRADESMAN.

As in this day fruit has become in large proportions a commercial article, it is quite fit and proper to speak of it, and to present its claims, outside of strictly agricultural journals.

It seems to be still an open question whether its cultivation or traffic is not a financial failure. We refer more especially to the larger fruits of our country, as the apple, pear, peach, etc.

Can the raising of fruits for market in the State of Michigan be made a commercial success? This important question is usually answered about equally in the negative and affirmative. Much depends, however, upon the disposal of the fruit after it is grown. If there is an over-supply on the market in its fresh state, it cannot be consumed and must decay; consequently, the prices may fall below the cost of production. On the other hand, if measures are taken to preserve it in any form, as by canning, drying, etc., the losses may be very small and the demand practically unlimited. And like many other kinds of business, fruit raising must—to become a success—be made a specialty. Two or three kinds of fruit is quite sufficient—unless the capital employed is large and the varieties such as will mature several months apart—to demand the entire attention. We must remember that there are vast habitable areas in our more northern and western territories where few fruits can be grown and where thousands of families only indulge in it as a rare luxury, owing to its scarcity and high price. If it can be made a special business, it can be cheapened and at the same time improved in quality, as well as quantity. Then, also, we must study the adaptation of localities for different species and cultivate only those from which we may be reasonably certain of a crop each year.

It is intended to devote this article more particularly to urging the cultivation of the wild fruits indigenous to the north half of the Lower Peninsula, as with the present rapid settlement of this portion of the State, the entire family of wild berries—as such—will soon become almost extinct. It is noticeable from time to time that the acreage of wild cranberries, huckleberries, raspberries and blackberries is lessened from the above cause, and the price of the fruit is correspondingly higher. This fact, together with the constantly increasing demand for some of them, as the huckleberry and black raspberry, suggested to me their domestication and cultivation. My own experience and observation would for several reasons lead me to discourage the cultivation of the blackberry for profit; while the cranberry, notwithstanding it is lucrative, requires moist or marshy land peculiarly located for being overflowed with water, that may not always be easily obtained.

One young man near Mancelona has already transplanted a quantity of the shrubs of the wild huckleberry, which he is cultivating. They are fruiting and I am informed that the berries are larger than those growing wild. He will largely increase the number of plants the present year. I had suggested to him that, if his land was rather dry, artificial irrigation of them would pay; as, like all succulent fruits, they feed largely upon water when it can be obtained. The past week, while conversing with a man residing in the Grand Traverse region, my ideas were confirmed by his informing me that a rather low, moist piece of land—some 160 acres in extent—in the eastern part of Kalkaska county, is now, to use his own language, "perfectly blue with huckleberries" and the fruit more than twice the size of those on the dry, sandy plain.

"How do you account for this increase in size and quantity," I inquired? "By the great amount of moisture they absorb, and actually require during their growth, and which they here obtain," was the answer. This valuable shrub seems to thrive fairly well upon a soil where at the present day little else can be grown; and, upon a personal visit to the fields, I find the largest and best fruit in the shadow of the handsome jack pine, which in many places shade the entire earth over many acres in extent, as if planted by the hand of man. Possibly this much-detested dwarf pine—which in many places is really a beautiful tree—may prove of great value in shading the fruit, if the huckleberry, as I believe, can be made to grow upon the same soil wherever this pine is found. If water is found to be absolutely necessary, it can be supplied from wells, if from no other source.

The black raspberry may also be made exceedingly profitable, if cultivated upon the hardwood lands in this region. The plants should in all cases be taken from the forests or fields in the vicinity of lands upon which they are to be transplanted, as they will prove more hardy and thrifty than if imported from nurseries in more southern latitudes or from different soils. But, if raised in large quantities, the question may be asked, "Will not the expense of conveying long distances to market be too heavy?" and "Will not the quality of the fruit be impaired?"

I answer: These two kinds of fruit which we especially urge the cultivation of for profit retain all their natural fine flavor and richness when properly dried and will generally give larger net returns, if so preserved than in any other way. It is said that three pounds of the freshly picked raspberries will make one when dried, and

there will be an unlimited demand for them at from \$30 to \$35 per hundred pounds.

The dried huckleberries will meet with quite as good a demand. This dry fruit should be placed in bulk in neatly-made, light wooden boxes, each containing about twenty-five pounds—a less quantity is better, if boxes are not too expensive—in which, if lined with clean, white paper and shaken closely together, they will neither heat nor mould, if kept dry. Make packages as attractive as possible, through cleanliness and otherwise, and my word for it—if the standard of your fruit is kept high—it will be eagerly sought in every market. During the past half-century important additions have been made to our food supplies by cultivating a taste for tomatoes and celery, which previously were almost unknown or not considered edible in America. These have proven a priceless boon to the poorer classes, to the invalid and to infancy, and the great value of these additions made from time to time can hardly be overestimated, either in a sanitary or commercial view.

While I grant—judging from the structure of our teeth and our digestive organs—that a mixed diet is best for man, the proportion of fruit consumed by us is too small. It seems evident that from some cause best known to the public, less flesh food—fish excepted—is eaten during the hot season

than formerly and that vegetables and fruits are taking its place. The acids from most kinds of fruit consisting of citric and malic are not only very grateful to the stomach during the summer months, but possess a medicinal as well as a nutritive value, too marked to be neglected. If, heretofore, we have cultivated a taste for tomatoes and celery until they have now become an indispensable part of our cuisine and very important commercial products, let us enlarge the demand for the fruits of our country as well, by increasing their production and extending their use, until they occupy the same position.

There is a rich mine of health and wealth, yet undeveloped, awaiting the young and middle aged who will give brain, muscle and money to the enterprise and industry which I have briefly mapped out in this article. It only requires industry, with perseverance and economy, to amass a competence and a name for your products which shall be a synonym for "the best fruits of their kind" in the markets of the world.

FRANK A. HOWIG.

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 them. Manufactured only by  
JOHN E. KENNEDY & CO., Grand Rapids.  
Send for prices.

**LION**  
MOCHA JAVA  
COFFEE  
WOOLSON SPICE CO.  
TOLEDO OHIO

**LION**  
MOCHA JAVA  
COFFEE  
WOOLSON SPICE CO.  
TOLEDO OHIO

**LION**  
MOCHA JAVA  
COFFEE  
WOOLSON SPICE CO.  
TOLEDO OHIO

**MERCHANTS!**

Increase Your SALES AND PROFITS BY HANDLING  
**LION COFFEE.**

**IT GIVES ABSOLUTE SATISFACTION**

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

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

L. WINTERNITZ, Resident Agent,

Grand Rapids, Mich.

ASK FOR  
**ARDENTER**  
**MUSTARD**  
BEST IN THE WORLD.

**BALL, BARNHART & PUTMAN,**

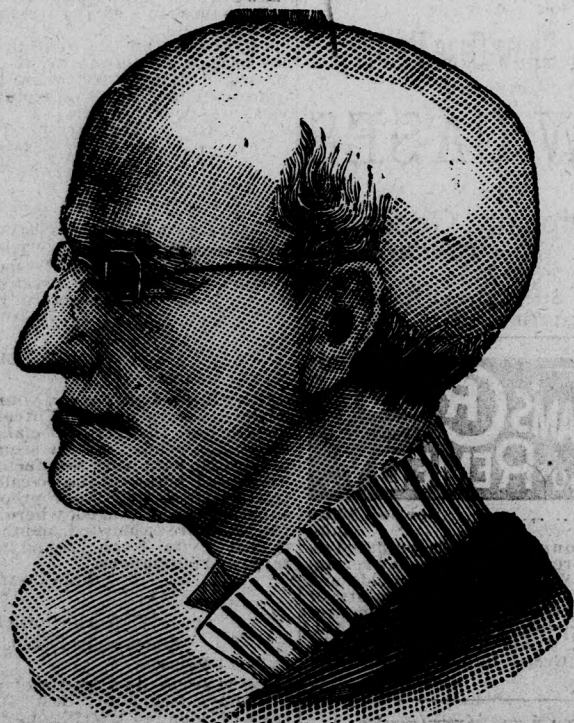
Successors to Cody, Ball, Barnhart & Co.

**Importers and Wholesale Grocers,**

PROVISION DEPARTMENT A SPECIALTY.

BUTTERINE ALWAYS IN STOCK.

**A MILLION A MONTH!**



**BILL NYE CIGAR**

The Best Selling Brand on the Market!

**A. EATON & CO., Sole Agents for Mich.**

Grand Rapids.

**JENNINGS'**

"CELEBRATED"

**FLAVORING EXTRACTS**

Are put up in all sizes, from 1 oz. to 1 gal. bottles.

**SOLD BY ALL JOBBERS.**

MANUFACTURED ONLY BY

**JENNINGS & SMITH,**

38 and 40 Louis St.,

**GRAND RAPIDS, MICH.**

Ask For 'JENNINGS' EXTRACTS'

**H. LEONARD & SONS,**

134 to 140 Fulton Street,

Grand Rapids,

Mich.

HEADQUARTERS

ON

**Fruit Jars**

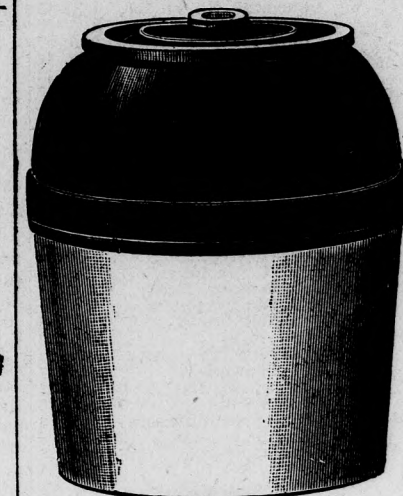
JELLIES,

STONE Preserve JARS

and JUGS.



Ask for prices before buying elsewhere.



FINE PRESERVE JAR AND COVER.

	Per Doz.
1-2 gal. Stone Preserve Jars	\$ 90
1 " " " "	1 40
1-2 " " Tomato Jugs,	
with Corks	90
1 gal. Stone Tomato Jugs,	
with Corks	1 40
Fine Preserve Jars, see cut.	
1-4 gal. Fine Preserve Jars	
and Covers	1 10
1-2 gal. Fine Preserve Jars	
and Covers	1 40
1 gal. Fine Preserve Jars with	
Covers	1 75
1 1-2 gal. Fine Preserve Jars	
with Covers	2 40
2 gal. Fine Preserve Jars,	
with Covers	3 50

Owing to the Rail Road Co.'s not receiving stone-ware unless it is packed up, we are obliged to make an extra charge of 1c per gallon for package, which however is not all loss, as it now goes as Fourth Class Freight, instead of First Class, as before.

**H. LEONARD & SONS.**

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

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

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.

The Standard of Excellence  
**KINGSFORD'S**

Oswego PURE AND "Silver"  
"Pure" GLOSS

**STARCH.**

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

THE PERFECTION OF QUALITY.

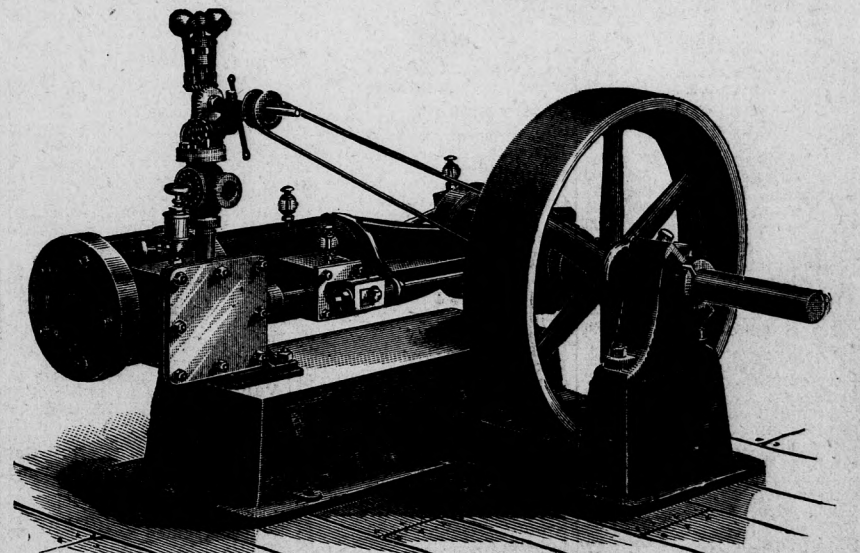
**WILL PLEASE YOU EVERY TIME!**

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

**W. C. DENISON,**

GENERAL DEALER IN

Stationary and Portable Engines and Boilers,



Vertical, Horizontal, Hoisting and Marine Engines. Steam Pumps, Blowers and Exhaust Fans. SAW MILLS, any Size or Capacity Wanted.

Estimates Given on Complete Outfits.

88, 90 and 92 SOUTH DIVISION ST.

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**AMOS S. MUSSELMAN & CO.,**

Wholesale Grocers,

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