

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, SEPTEMBER 3, 1888.

A BELATED IDEA.

The newsmongers send us a fresh report of a conference of members of the royal caste of Europe, to settle the future of Bulgaria without the slightest reference to the wishes of the Bulgarian people. This time it is the Duke of Cumberland who is to be thrust into the place Prince Ferdinand is filling to the apparent satisfaction of all but the Czar. Of course, it would be very handy to have him in Bulgaria as prince. Bismarck would like it, as it would save him from having to restore the Duke to the rights the Chancellor stripped from his father. The royal caste generally would like it as a provision for a rather impecunious member of their set. England might be supposed to like it, as Cumberland is the only descendant in the male line of the House of Hanover, and looks back to the three Georges as his ancestors. But would the Bulgarians like the induction of a prince who would come pledged to subservience to Russia, and who belongs to a family much more notable for their obstinacy than for their respect for constitutional obligations and pledges?

The truth is that the royal caste is belated in its ideas. It no longer has the power to transfer kingdoms and principalities by private conference, and to hand over countries to its members by way of reward for merits or compensation for losses. That business came to an end when the rights of nationality obtained distinct recognition in the diplomacy of Europe, and it now is recognized that no settlement of the Bulgarian, the Irish, the Polish, or any other question can be final, unless it is acceptable to the nation it concerns.

Recent developments in the insurance situation—developments which THE TRADESMAN is not at liberty to disclose at present—coupled with the work recently undertaken by the insurance department of the Michigan Business Men's Association, give good grounds for the belief that there will be a revolution in present insurance methods before another year has elapsed. As the old campaigner deems it essential to keep the enemy ignorant of his movements, so the men active in this work find it desirable to make as little noise as possible until the time has arrived to deal the insurance monopoly a death-dealing blow.

The Standard Oil Co. jumped oil up 1/2 cent per gallon on Monday, in face of the fact that two other oil houses are considering the project of establishing distributing stations at this market. The Standard Oil Co.—acting through its local representative, the West Michigan Oil Co.—evidently believes in making hay while the sun shines.

Tribute to the Traveler.

A young lady admirer of the Grip sack Brigade pays the commercial traveler the following tribute:

Of all men living, the commercial man is one whose varied experience is most interesting, and whose life is one long list of romantic incidents, some extremely sad, indeed, and some of infinite mirth. No wonder he is a man of resources, and great of heart. He obtains the experience of more people than any other man on the face of the earth. His own experience is the cream of all those poured into his eager, listening ear, or snatched by his watchful eye. His nimble wit is at the command of every man he meets. Are you heart sick and sadly burdened with troubles? His tongue is tipped with humorous philosophy that drives away sorrow and disarms troubles of all their stings. Are you in financial difficulty? His hand flies to his pocket and relieves your monetary distress as easily and as heartily as he does your mental woes. To sum up, he is everything that goes to make up a great and splendid manhood. Of course, there are some "bad ones," but they only serve to enhance and bring out in greater prominence the virtues of the majority. He is a walking encyclopedia of practical, every-day knowledge, and you can get more real, solid, satisfactory information on any subject, be it business or pleasure, from one commercial man than you can from ten ordinary men. He is a moving, breathing, hustling edition of Rand McNally, and his brain is one seething mass of facts, fun and figures. He has been accused of living rapidly. He does, indeed. He eats, drinks and sleeps on the run, and his brain and all ideas move at the same rapid gait. Truly, our commercial friend lives a "fast" life. Never too fast, though, to hear cry of distress and pass unheeding by. Never too fast to give up his seat to that aged lady. (For the drummer has a mother somewhere.) Never too fast to amuse that fretful child, and give its poor, weak mother a few moments' rest and quiet. Never, in fact, too fast to do the needful. The commercial man may be fast in a way, but he is a dandy, and I am in love with him.

Gage's Saturday Gazette.

Gage Bros' new Saturday paper is going to have a good send-off. Among the contributors to the first issue (which will appear next Saturday, the 8th) are Lloyd Brezee, Chas. D. Almy, Dr. Byron Parker, Ensign John Gibbons, U. S. N., and Will C. Graves, of the Detroit Tribune. The price of the Gazette has been fixed at \$1.00 per year or 50 cents for three months, and it will office with the Daily Democrat.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

A. J. Kridler has opened a grocery store at 20 Ellsworth avenue. Lemon, Hoops & Peters furnished the stock.

Cory Bros. & Co. have put in a general stock near Harrison. Ball, Barnhart & Putman furnished the stock.

J. F. Reed has engaged in the drug business at Walkerton, Ind. The Hazeltine & Perkins Drug Co. furnished the stock.

Louisa Harroun has opened a grocery store on Jefferson avenue, one-half mile below the city limits. Lemon, Hoops & Peters furnished the stock.

THE TRADESMAN has it on good authority that a wholesale hat and cap house is shortly to be established at this market by three gentlemen of long experience and ample capital.

Wm. Widdicombe, assignee for Thompson & Macay, sold the stock last week to A. May and Moore & Co., who picked out all they wanted and shipped the balance to Geo. P. Gore & Co., of Chicago, to be sold on commission on their account. The assignee declines to disclose the terms of sale.

Walter E. Cummings and Fred D. Yale have formed a copartnership under the style of Cummings & Yale for the purpose of engaging in the sale of crockery, glassware and kindred lines, having secured the agency of a number of leading importing and manufacturing houses. The firm has leased three rooms in the Blodgett block, on South Ionia street, and is arranging a line of samples which ought to take well with the trade.

Fred A. Wurzburg and Wm. N. Wurzburg, sons of F. W. Wurzburg, and Wm. F. Wurzburg, nephew of F. W. Wurzburg, have formed a copartnership under the style of F. W. Wurzburg's Sons & Co. for the purpose of engaging in the wholesale dry goods business. The firm has leased one-half of the second floor of the new McMullin block, on the corner of South Division and Ionia streets, which will probably be ready for occupancy about October 1.

The remarkable success of the Grand Rapids School Furniture Co. has led many to think that there are large margins connected with the business. The failure of a Detroit seating concern, a few days ago, coupled with the fact that a small concern has been wandering away at school seat manufacture here for the past half-dozen years, without attaining the dignity of a one-horse factory, rather leads to the opinion that the success of a school seat factory is a question of management wholly and that the profit involved is no greater than in the case of ordinary furniture.

AROUND THE STATE.

Belding—H. A. Lamb & Co. have opened a grocery store.

Belding—Ingersoll & Sons have opened a new boot and shoe store.

Empire—The Empire Lumber Co. is moving into its new store.

Breedsville—S. E. Brown & Co.'s grocery has been closed by creditors.

Mur—Chas. E. Stevens' general store has been closed by creditors.

Lowell—Geo. T. Howard has moved his stock of clothing to Kalkaska.

Pentwater—Frank Harris succeeds L. Fisher in the harness business.

Vassar—H. C. Dean succeeds J. R. Bancroft in the hardware business.

Hudson—James Dennis succeeds John R. Bate in the hardware business.

Saranac—Brown Bros., of Charlotte, will soon open a branch clothing store.

Stanton—J. K. Gillman succeeds Epley & Gillman in the grocery business.

Hartford—Grosse & Son have sold their meat market to a man named McGuire.

Lansing—J. Wilson Roe succeeds Wright & Co. in the grocery and stationery business.

Kalkaska—S. R. Haynes succeeds Haynes & Wadsworth in the grocery and provision business.

Shepherd—Pratt & Robinson succeed Wellman & Walling in the meat market business.

Lansing—A. J. McNeal, formerly of Brighton, has opened a general store at 455 Franklin street.

Sparta—J. O. Norton has rented the Nash store building and will engage in the commission business.

New Era—Ola Cedarquist has removed his boot and shoe stock to Ferry, leaving New Era without a shoe store.

Stetson—Dr. A. A. Sherlock and James Bogue have purchased Geo. North's drug stock and will continue the business under the style of Sherlock & Bogue.

Flint—L. J. Hitchcock has retired from the produce firm of Hitchcock, Kline & Co. The business will be continued by the remaining partners, Geo. Kline and L. G. Goodenough, under the style of Kline & Goodenough.

STRAY FACTS.

Vicksburg—Rayner & Prentice have started their fruit dryer.

Potosky—E. Grimes & Co. have purchased the Vienna Cafe.

Port Huron—Chas. A. Jex, the wholesale confectioner, is dead.

Sunfield—L. H. Wood is getting in the foundation for a new store building.

Detroit—Jas. L. Lowrie, of the dry goods house of Jas. Lowrie & Sons, is dead.

Ann Arbor—Christian Walker, of the carriage manufacturing firm of C. Walker & Bro., is dead.

Burdickville—The report that John

Helm had sold his general stock to Samuel Berry is denied by the former gentleman.

Manton—The Tribune is authority for the statement that the three buyers it that market have paid out over \$1,800 for hemlock bark this season.

Sunfield—Ed. Stinchcomb has begun the erection of a two-story brick block, 40x70 feet in dimensions, which he will occupy with his general stock.

Muskegon—A. V. Mann & Co. have purchased 100,000 acres of pine land in Arkansas, which they will cut when they will finish that which they have in Osceola and Wexford counties.

Ithaca—Frank P. Merrill's drug stock was destroyed by fire on the night of August 30. The loss is about \$3,000, half covered by insurance. The fire was caused by spontaneous combustion or a lamp explosion in the oil room.

Detroit—The Detroit Seating Co. has filed two chattel mortgages covering all the stock, machinery and other personal property. One is for \$16,151.18 to A. Ives & Son, bankers, and covers six promissory notes. The other is for \$411.15, and runs to the Standard Foundry and Manufacturing Co., of Cleveland. H. T. Thurber, attorney for A. Ives & Son, says that the trouble came from a suit for \$10,000, on contract, brought against the company by the Frost Veneering Co., of Sheboygan, Wis. This suit impaired the credit of the company, and finally forced it into its present position.

MANUFACTURING MATTERS.

Ionia—J. F. Faude has engaged in the manufacture of cigars.

Adrian—L. Ladd's canning factory has started up for the season, with a larger force than ever before.

Shelby—Paton & Andrus have concluded to remove their sawmill from New Era to this place and will convert the plant into a manufacturing establishment another season.

Benton Harbor—The Benton Harbor knitting factory will close down for a spell pretty soon to wait for better demand for knit goods. Some Eastern parties are also trying to gather up an interest in the concern.

Detroit—Articles of incorporation of the Michigan Gas Enricher Co. have been filed with the county clerk. The company will engage in the manufacture and sale of a patent invention for purifying and enriching gas.

Detroit—The American Paper Clothing Co., capital stock \$50,000, of which \$40,000 is paid in, is the newest Detroit corporation. The company will manufacture all kinds of paper clothing, under a patented process. The stockholders are Richard E. Mudge, Edgar M. Masson, Louis Reed and Frank T. Collier.

Detroit—The embarrassed Frost Lumber & Woodenware Works have resumed operations under the direction of James T. Campbell, assignee. About fifty men, out of a former force of eighty-nine, were put at work. Orders will be filled, and stock on hand worked up, and a permanent course will be decided on.

Gripsack Brigade.

L. L. Loomis is back from Denver, in fairly good health and capital spirits.

Sampson's "Heavy Hitters" are all right, only they couldn't hit Aldrich. That's all.

Wm. B. Edmund's infant child lived but two weeks, dying from the effects of cholera infantum.

John McIntyre changes his allegiance from Arthur Meigs & Co. to Lemon, Hoops & Peters next Monday.

Vermontville—Browning & Co. will shortly begin the manufacture of furniture in their new factory building.

Sarnab—Morrison is still laid up with his sprained ankle, but hopes to get out among his customers again next week.

G. W. Feldner, traveling representative for Gray Bros., of Syracuse, is spending his usual summer vacation in this city.

The recent sale of a drug stock at Walkerton, Ind., makes two new stocks Cornelius Crawford has put into Hoosierdom this summer.

Perhaps Geo. Seymour hasn't worked like a beaver for the past five days. Any one who doesn't believe he has should look at the tired expression in his eyes.

After the Standard.

From the American Artisan.

THE MICHIGAN TRADESMAN, of Grand Rapids, figures out the percentage of profit made by the Standard Oil Company's representative in that city. The cost of water white oil in Cleveland is reckoned at 6 cents, freight in tanks 1/2 of a cent, inspection 1/4 of a cent, total cost in tanks at Grand Rapids 7 cents. This is sold to the retail trade at 10 cents, leaving a profit of 3 cents per gallon, out of which is to come the cost of delivery. The cost per gallon in barrels is figured at 8 1/2 cents. This oil is sold to the retail trade outside of Grand Rapids at 12 1/2 cents per gallon, giving the monopoly a profit of 3 1/2 cents per gallon. When sold through the jobber it still affords the monopoly a profit of over 2 cents per gallon. THE TRADESMAN regards these profits as extortionate and is organizing a scheme to give the trade competition with the Standard Oil Company's monopoly.

Bank Notes.

Mark D. Bailey has taken the position of Assistant Cashier of the Northern Kent Bank at Cedar Springs.

A national bank will probably be started at Buchanan to succeed the Farmers & Manufacturers' Bank, which is going into voluntary liquidation.

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

IT WAS A WATERLOO.

Grand Rapids Retrieves the Record Made at Detroit.

Agreeable to previous arrangement, a number of Detroit traveling men arrived in the city last Friday night and were domiciled at Sweet's Hotel. Further accessions were received Saturday morning, the forenoon being devoted to visiting the various jobbing houses and making the acquaintance of the Grand Rapids traveling men who thronged the hotel. At 2 o'clock p. m., the two lines started via street cars for the Reed's Lake ball grounds, accompanied by Wurzburg & Bronson's brass band.

THE GAME.

When the bells had quit tolling and the tremendous sighs of the stricken maidens at the sight of so much handsome manhood had ceased to attract attention, the grand stand was started by what appeared to be a man wheeling himself out to third base on a wheelbarrow, but after the dust had settled down it was discovered to be H. Robertson taking his position.

The game was by no means a repetition of the game in Detroit the week before, but, on the contrary, the 500 spectators were given an exhibition of ball playing that would not have disgraced professionals. The position of the players was as follows:

DETROIT. Catcher.....McKay
Boucher.....Pitcher.....Freeman
Nessen.....First Base.....Beecher
Morant.....Second Base.....McKay
Morgan.....Third Base.....McDonald
Coleman.....Short Stop.....Robertson
Carpenter.....Center Field.....VanLeuven
Mangum.....Left Field.....Bush
McKelvey.....Right Field.....Morgan

In the first innings, Evans hit the ball for a safe hit and reached second on Boucher's sacrifice, scoring on Musliner's hit to short stop. Boucher couldn't run fast enough to beat the ball to second. Nessen fanned out and Mangum started an easy grounder to first. One run. For Grand Rapids, VanLeuven swiped the first ball that came to him for a base, and Bush covered himself with everlasting glory by knocking the cover off the ball for two elegant bags, bringing in Van. Beecher flew out to right field and Aldrich made a scratch hit for one base, advancing Bush to third. McKay bunted the ball to short and was out at first, Bush scoring. Freeman gave the pitcher an easy liner and the inning was done. Detroit, 1; Grand Rapids, 2.

In the second, Morgan fanned wind three times, but was given his base by McKay letting the ball go by, stole second and scored on wild throw to third by McKay. Morant, Coleman and Carpenter, not having glasses with them, couldn't see the ball and fanned the ambient ozone violently three times each and retired the side. For Grand Rapids, McDonald rolled an easy one to first, and Happy H. whirled himself around and bunted the ball to the pitcher, who tossed it to first base before H. had made up his mind to run. McKelvey played in great luck and reached first by being hit by the ball, though it did him no good, as Van fouled out to Evans. Detroit, 1; Grand Rapids, 0.

For Detroit, in the third, Mr. Aldrich gave Evans, Nessen and Boucher an assortment of in-and-out shoots and up-and-down shoots and retired them in one-two-three order. Bush got to first on passed third strike and error of first base and was put out while running on a foul, which Beecher hit to Evans. McKay went out on a little one to Boucher to first. Detroit, 0; Grand Rapids, 0.

In the fourth, it looked as if Detroit was going to make a bushel basket full of runs. Musliner thought the ball had shrunk and hit three times at what was only the shadow of the ball. Mangum surprised himself by knocking a fly to third, which H. kindly let fall, falling himself at the same time.

Mangum reaching first safe. Then Morgan found the ball for two bases, but Mangum was out at the home plate on a beautiful throw from center and a great stop by McKay. Morant lifted his bat up and down three times and was out. For Grand Rapids, Freeman got to first on a hot one to short stop and reached third on McDonald's out to first, and scored on a passed ball. Happy H. ambled up to the plate, grunted violently three times and trotted back to his seat. McKelvey, also, might have stayed on the bench, as he three times struck at the ball when it was in the catcher's hand. Detroit, 0; Grand Rapids, 1.

In the fifth, Evans was put out at third, after reaching second on muff by center field. Coleman and Carpenter fanned wild and another goose egg was added to the Detroit's list. For Grand Rapids, VanLeuven struck out, Bush sent an easy grounder to short-stop and was out. Beecher made a base hit, stole second and came home on Aldrich's safe hit to first. McKay fanning out, left Aldrich on third. Detroit, 0; Grand Rapids, 1.

In the sixth and seventh, Aldrich struck out six Detroit traveling men so quick and easy that not one of them was able to charge up an extra 'bus ride in this week's expense book. For Grand Rapids, in the sixth, Freeman struck out, McDonald popped up a nice soft one to third base, and H. surprised everybody by knocking a dandy fly out to center field, which was caught by a

good run. In the seventh, McKelvey winked three times and the umpire said "out." Van took first on five balls and scored on Beecher's base hit. Bush hit for one bag and scored with Beecher on McKay's two-bagger. Aldrich went out to first and Freeman out to short stop.

In the eighth and ninth, Detroit made a noble effort, but nineteen men struck out was too much for their nerve and they only added two more ciphers. In the eighth, Grand Rapids made 0.

SCORE—DETROIT.

	R.	B.	H.	P.	O.	E.
Evans, c.....	1	1	12	2	1	2
Nessen, 1st.....	0	0	7	1	3	1
Boucher, p.....	0	0	1	0	0	0
Musliner, 3d.....	0	1	1	0	0	0
Mangum, c. f.....	0	1	1	0	0	0
Morgan, 1. f.....	1	1	0	0	0	0
Morant, 2. b.....	0	0	0	0	0	0
Coleman, r. f.....	0	0	0	0	0	0
Carpenter, s.....	0	0	0	0	0	0
Total	2	4	24	5	5	

GRAND RAPIDS.

	R.	B.	H.	P.	O.	E.
VanLeuven, s. s.....	2	1	0	0	1	0
Beecher, 2d.....	2	2	1	0	0	0
Aldrich, p.....	0	2	0	0	0	0
McKay, c.....	0	1	21	2	0	0
Morgan, 1. f.....	0	1	0	0	0	0
McDonald, r. f.....	0	0	0	0	0	0
Robertson, 3d.....	0	0	0	0	0	0
McKelvey, 1. f.....	0	0	0	0	0	0
Total	7	7	27	3	1	

Grand Rapids—Two-base hits, Bush, Aldrich, McKay.

Detroit—Two-base hits, Morgan; double play, Evans, unassisted.

SCORE, BY INNINGS.

	1	2	3	4	5	6	7	8	9	R.	B.	H.	E.
Innings.....	1	2	3	4	5	6	7	8	9	0	0	0	0
Gr. Rapids.....	2	0	1	1	0	3	0	0	0	7	3	0	0
Detroit.....	1	1	0	0	0	0	0	0	0	4	5	0	0

BASE HITS.

What's the matter with Grand Rapids? Chorus, "She's all right."

Bootblack—Wat's goin' on in Sweet's Hotel, pard?

Newsboy—Prohibition convention.

B. B.—Wat they doin', kid?

N. B.—Passin' resolutions.

Both together—In glasses, o' course.

Detroit is not very enthusiastic or they would send more than fifteen delegates to this great game. As it was, there were six committeemen to each visitor.

Our boys responded nobly and turned out 500 strong with their wives and ladies to see the game. It takes Grand Rapids travelers to do these affairs up right. Always ready with money and time to help along anything that would redound to the honor of the fraternity.

What a pitcher Fred Aldrich is! Nineteen men struck out is a great record.

Happy H. did look awfully unhappy as he lay in the dust in the fourth inning. Neither his feet nor his nose touched the ground. As one lady said, "He seems to have struck a happy medium."

Aldrich threw a wicked ball. He threw once to H. and H. made a great bluff to step the ball and did hold it and put a man out. How the grand stand yelled!

Some talk of playing Owosso or Flint traveling men. Getting late in the season, however, for base ball.

It is estimated that over \$60,000,000 worth of wholesale houses were represented at the game. And yet we wonder at crime when we see such men as Tom Morant throw a bat at the wind! JESSE LANGE.

THE BANQUET.

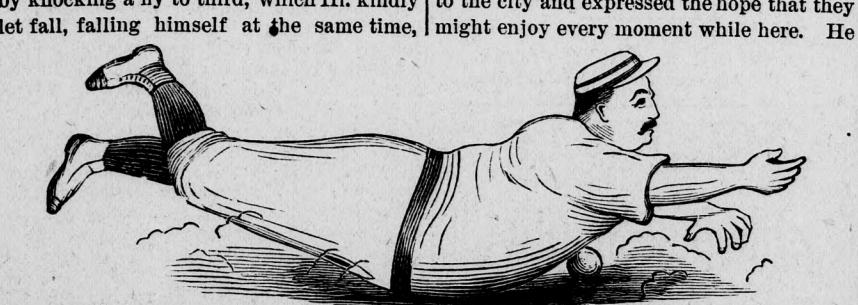
After the game, the visitors were introduced at the boat house of the O-Wash-tang Club, where some of the party improved the opportunity to take a row on the lake. The return trip was made without incident, the evening being spent in social enjoyments until about 10 o'clock, when the doors of the dining room were thrown open and 115 persons sat down to a collation gotten up and served in Landlord Johnson's best style. H. Robertson rapped the assemblage to order and introduced Mayor Weston, who welcomed the visitors to the city and expressed the hope that they might enjoy every moment while here. He

paid the fraternity due praise for the part it played in building up great houses and large cities and closed by hoping that he might have the opportunity of extending a similar welcome some time in the future.

Sunday forenoon was spent in visiting and resting, and in the afternoon a drive was given the visitors around the city and to the Soldiers' Home. Some left on the Sunday evening trains and the balance departed the following morning, all bearing with them THE TRADESMAN hopes—pleasant memories of their short stay in the Second City.

Barnett Bros., the Chicago fruit men, whose monogram on our first page is familiar to all of our readers, write us that the outlook is very favorable for those having Bartlett pears to sell. The New York crop is practically controlled by canners, and but few will come West. From their position as large shippers of fruit all over the Northwest, Barnett Bros. can well gauge the situation, and they report a sharp local demand as well as shipping inquiry. If any one is interested as to particulars, a line to the firm would, no doubt, be promptly answered. They also report damage to the peach crop by drought and cool weather, but grapes are looking well.

Grocers wanting good cheese should order from I. B. Smith & Son, proprietors of the Wayland Cheese Factory, Wayland. Satisfaction guaranteed. 287



ESTABLISHED 1872.

W. A. STOWE & BRO.

WHOLESALE TOBACCONIST.

COR. MONROE & IONIA STREETS.

DIRECT IMPORTERS OF
HAVANA AND KEY WEST CIGARS.

Grand Rapids, Mich., July 24, 1886

Dear Sirs:

If I were had any doubt regarding the value of your paper as an advertising medium, the recent publication of the Grand Republic cigar advertisement in The Tradesman dissipated my doubts completely. I have received over two hundred letters of inquiry and fully one hundred voluntary orders in response to the advertisement as soon as I can complete arrangements to get the cigars fast enough to fill orders. I shall again avail myself of the use of your columns, publishing a complete list of the dealers who are handling the goods.

Yours truly,
Wm. A. Stowe & Bro.

The Michigan Tradesman

The Successful Merchant.

The following paper was read at the Chicago convention by Park Mathewson, of Detroit:

At this, your third annual meeting, when your organization has reached pronounced success, I feel that you will pardon me if for a moment I digress from my subject to look back six years. At that time, coming as I did to Michigan from a tour through the New England States where I had noted the beginnings of organized efforts of merchants for self-advancement and protection from the many galling burdens that did so oppress and worry them and having also had the privilege of meeting with the Boston Association at their first annual dinner and there looking into the faces of over 500 earnest, brave merchants, who, with courage worthy of their lineage, had dared to say to all men, "We have come together to make our best efforts for honest methods in business; for more reasonable hours of labor, both for ourselves and our employees; for an honest, fair profit on all lines of goods; for reliable goods against fraudulent goods; for a conflict to the end with all undersellers." I there saw such a glow of enthusiasm that the inspiration had not left me when I reached your borders. In point of fact, I feel that not a few of your merchants had reason to regret that I was quite so full of this subject, for when I got one of them cornered so that escape was difficult, he was generally obliged to hear a long story, the end of which was "Organize." I recall, however, with pleasure those who, if they were busy, very busy, yet took time to listen to the tale of hope I had to unfold. Among the most ready and eager listeners I recollect Paul P. Morgan, of Monroe, and E. J. Herrick, of Grand Rapids, names that will always have an honored place in your Association, for they represent men who have a pioneer courage, a quality that is not a requirement but is a possession. Your fortunate selection of officers has been attested by your phenomenal success from the first, for who can question the splendid success of the B. M. A. of Michigan?

Now, to return, what shall I say to you of "The Successful Merchant?" One of our best writers has lately said, "Lofly ideals, when not indulged in at the expense of lowly realities, have never been found hurtful to any one." Following on this line of thought, another has observed: "The merchant's function is to provide for the nation. It should be more his aim to get profit for himself out of that occupation than it is of the true clergyman to get his salary or the true physician his fee—these are necessary adjuncts but scarcely the chief object in the lives of each. The pastor's work is to teach, the physician's, to heal and the merchant's, to provide. In the merchant's case he must understand to the very root the qualities of the things in which he deals, and he has to apply all his sagacity and energy in obtaining and providing it in perfect condition and at the cheapest rates."

Measuring by these statements the merchants of to-day occupy a place of great importance, and relatively their place has never been so important as now. If this is a matter of doubt to any a look into the past a few decades will show how different are the conditions of buying and selling then and now. Comparisons would show, in a general way, that the methods and morals of traffic have been elevated. For instance, some thirty years ago, a boy left his father's farm life for the nearest large town in New York State to become a clerk for a merchant who had been educated for the ministry at a theological school but who had changed his mind as to his avocation. (This fact is mentioned only to better show that what follows was not done by an ignorant, ill-advised person but was rather in accordance with the ways of that time.) This clerk was instructed by his employer to lie and to cheat; was told that if he did not do this other clerks and stores would do the business and make the sales; was taught to show a good sample of tea but to deliver one of much less value, and how to measure cloth so as to give less than the quantity charged for. Years afterward, when this clerk had become a merchant with a store of his own, an applicant for a clerkship came to him, bringing a letter from a well-known firm of another place. This letter procured the situation. The applicant proved a thief, whose thefts ran through several years before being detected. The sequel of this story contained a somewhat remarkable admission: the senior member of the firm that gave the letter of recommendation, after retiring from business and thus being out of harm's reach, said to the unfortunate merchant, the victim of that letter, "It was an error for my firm to have given that reference, as that clerk was discharged for stealing from us." Now, why did that man play the traitor to his fellow-merchant? Because that clerk had damaging knowledge of frauds and dishonest weights and measures being used by them; thus the dishonest thread ran on and on, making weak many garments.

I do not need to say to you, men of business, that no amount of property thus gotten could to-day compensate any firm for the loss of character such practices would involve and that the merchants who have stood the supreme test of the survival of the fittest, upon whose brows the laurels of success gracefully rest, have builded on the granite of integrity. We who have seen years and years pass on, and with them the changes of many names, have more and more realized that shams and frauds do not hold their place and that it takes pure, clean blood to endure to the end of the race. Now, as never before, the merchant must have special education and experience in the line in which he proposes to deal. I might illustrate this by many examples, but one will serve. A prosperous machinist, who, by years of industry, had accumulated several thousand dollars and held a responsible position on one of the railroads of this State, aspiring to become a merchant purchased a grocery stock on Woodward avenue, Detroit. For some years he took upon himself the task of teaching other merchants how the grocery business of that city ought to be run. The sad sequel to this experiment was a dishonest failure, a fugitive from exasperated and swindled creditors, in fact, a ruined life. In contrast to this, on the same avenue, two brothers opened a grocery store, both with a thorough training and knowledge of the goods in which they were to deal—the result, a large, prosperous business, satisfactory to their customers and themselves, a pride and a credit to the city of their adoption, and which has enrolled the names of G. & R. McMillan among her most honored citizens.

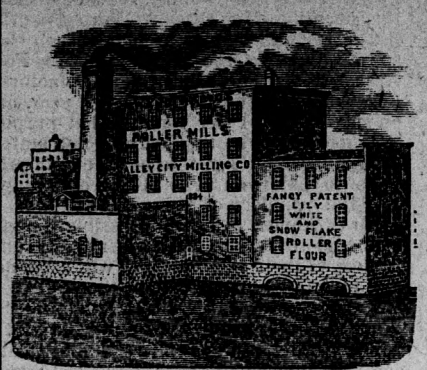
An article in one of the late monthlies starts thus: "The last hundred years have

been the experimental time of a new age." I recognize this to be as true of business as of other departments of life. To the qualities needful to equip the successful merchant of twenty-five or fifty years ago must now be added the latest and largest one, the power of organizing, the power that places others in the right positions, as the wheel-right puts together wheels of various kinds and sizes, so adjusting them that harmony and added power come with each. "The world's progress is continually outrunning its organizing power." Thus it comes that we all speedily recognize as leaders any who hold this masterful spirit. Looking over the lists of successful business enterprises as they are now being unrolled, it is safe to predict that the coming "successful merchant" must be possessed of large organizing power, combined with industry, intelligence and integrity. If any question this, such need not go outside of this State to find examples that will fully illustrate this statement—they need go no farther than Traverse City and there make a call on your friend Mr. Barnes, or to Flint and interview Smith, Bridgeman & Co.

The field which your Association has taken—the work you propose to do in that field—promises the best incentive to every business man of this State to work for good business methods. It says to him: "Not alone have you to wage the struggle against frauds, cutters and liars, against all uncharitable, but rather, you are with the increasing majority, who are ready to second and sustain your individual efforts for the good and the true, by an associated effort that is rising and whose borders are extending in all directions and will surely continue to extend until every state of our union will be embraced in one common organization."

When this result is reached, you men of Michigan will have special cause for pride and joy, being the pioneers of State organized work.

VALLEY CITY MILLING CO.



OUR LEADING BRANDS:

Roller Champion,
Gilt Edge,
Matchless,
Liberty White,
Harvest Queen,
Snow Flake,
White Loaf,
Reliance,
Gold Medal,
Graham.

OUR SPECIALTIES:

Buckwheat Flour, Rye Flour, Granulated Meal, Boiled Meal, Coarse Meal, Bran, Ships, Middlings, Screenings, Corn, Oats, Feed.

Write for Prices.

Grand Rapids, Michigan.

JUDD & CO.,
JOBBER OF SADDLERY HARDWARE
And Full Line Summer Goods.
102 CANAL STREET.

LEMON, HOOPS & PETERS, Wholesale Grocers

TEA

IMPORTERS.
GRAND RAPIDS, - MICH.

SWIFT'S Choice Chicago Dressed Beef —AND— MUTTON

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

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

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

HESTER & FOX, Manufacturers' Agents for SAW AND CRIST MILL MACHINERY.



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.



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.

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.

KAMPANE GOODS

Cleveland Saxony Wool Plug Hats, Pearl Color.
Harrison " " " " Light Brown.
\$10.50 per doz.

Lapel Buttons

For Both Parties.

MEDALS, ETC. LOWEST PRICES.

Did you get our Fall Catalogue? If not,
send for one.

I. C. LEVI,

34 to 42 Canal Street.

I. M. CLARK & SON,

LEADING TEA HOUSE

MICHIGAN

E. P. CLARK & SON,
WHOLESALE
COMMISSION MERCHANTS,
AND DEALERS IN
Seeds, Produce, Vegetables, Fruit, Butter, Eggs, Cheese, Etc., Etc.
CONSIGNMENTS SOLICITED.
Big Rapids, - - Michigan.

WALL PAPER & WINDOW SHADES

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 Monroe Street, - Grand Rapids.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

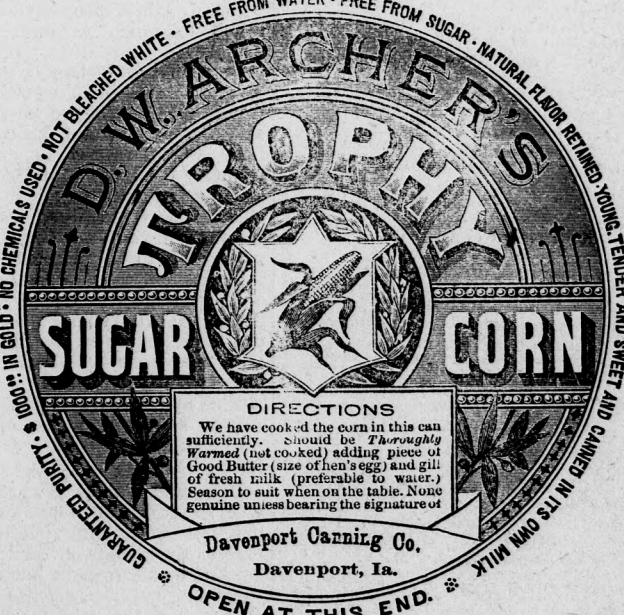
37, 39 & 41 Kent Street, Grand Rapids, Michigan.

AMOS S. MUSSELMAN & CO.,

Wholesale Grocers,

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

LOTS OF SOAP but room for JAXON because it beats them all IT IS QUICK, EASY, CHEAP. It's worth trying.	DON'T	FAIL TO USE	SAVES MONEY, TIME, LABOR, STRENGTH, CLOTHES. 5 Cents IS ALL IT COSTS. That's not much if it's bad, and is mighty cheap if it does what is claimed for it.
	5 CENTS	5 CENTS	
	JAXON	JAXON	
	5 CENTS	5 CENTS	
ANTI-WASHBOARD SOAP			



THE DOG AND THE SHADOW



A Dog, crossing a bridge over a stream with a piece of flesh in his mouth, saw his own shadow in the water, and took it for that of another Dog, with a piece of meat double his own in size. He therefore let go his own, and fiercely attacked the other Dog, to get his larger piece from him. He thus lost both. —*Esop's Fables.*

IT ALWAYS PAYS to hold on to a good thing. People who have tried Santa Claus Soap hold on to it because it is good. Some may think that because there are

other Soaps that give more in bulk for the money, that they are cheaper; but such bulk is made up with rosin. When quality is sacrificed for quantity, such soap is not cheap at any price. Santa Claus Soap is the best, and is sold by all grocers. It is made only by
N. K. FAIRBANK & CO., Chicago, Ill.

Groceries.

John and Joe.

John has risen before the sun.
His cows are milked and his horses fed;
Joe is somewhere on the other side of the street,
Or lying soundly asleep in his bed.
Tail wags are waving in Joseph's field,
Small and meagre is the corn appears;
Small and meagre will be the yield
When it comes to shucking the shining ears.

John pays cash when he has to buy,
He never gambles or drinks or bets;
Joe goes on tick till his score runs high,
Then pledges his farm to pay his debts;
And each contraption or new device
Of springs and pulleys for catching fools,
Joe buys—no matter how steep the price—
To rust and rot with his other tools.

John's garden gives of the best to eat,
He's seldom bothered with doctor's bills;
Joe lives mostly on bread and meat,
Stomach bitters and patent pills.
John works hard with muscle and mind,
Side by side with the world he stands;
Joe is daily falling behind
Losing his grip with both his hands.

This relation is strictly true,
Be no object to tell you a lie;
John and Joe live neighbors as you,
You know 'em just as well as I.
Whether you dwell where Nature fair
Blushes with roses or pales with snow,
John and Joe are sure to be there
Just as I tell you—specially Joe.

Evaporated Fruit.

Rochester is the recognized center of the evaporated and dried fruit industry of the United States, which during recent years has assumed very large proportions, the goods being shipped in large quantities to all of the leading markets of the world. No finer fruit is produced on this continent than is grown in the territory embraced under the name of Western New York, comprising some twelve of the most fertile and richest counties of the Empire State. The cultivation of fruit, especially apples, has superseded all other agricultural products, and has proved the most remunerative to the growers. The orchards of the farming community are the chief sources of their wealth, and the industry is prosecuted with unabated vigor, largely aided by the experience, skill and resources of the great nurseries of Rochester, famed throughout the world. Whether due to this proximity, the favorable climate and soil, or the superior skill and care in the orchardists, and the skillful cultivation in the evaporators, one thing is certain, that the apples of Western New York are sought with avidity, and bring relatively higher prices than those grown in any other portion of the country.

The success and magnitude of the evaporation industry is due largely to the fine quality of the fruit, easily and cheaply procurable in abundant quantities, and also to the enterprise of the producers in adopting the best and improved evaporators and machinery in place of the crude process in vogue years ago, producing thereby a quality of fruit fully as good and palatable to the sight and taste as though it were in the fresh or un-injured state. Thousands of tons of apples are produced every season from a quality of fruit heretofore wasted and allowed to rot on the ground, and which now forms a nice income to the grower. It is in the utilization of these waste products that the desiccation of fruit becomes a valuable and indispensable adjunct to every fruit grower, and the business may be considered as yet in its infancy.

Within a radius of forty miles of Rochester there are more than 1,500 evaporators, from the small farm house drier, of a capacity of twenty-five bushels a day, to the large steam evaporators, drying 800 to 1,000 bushels of apples each twenty-four hours. These evaporators give employment during the autumn and early winter months to at least 30,000 hands, who average from \$5 to \$12 a week, according to experience and usefulness. New factories are erected every season, proving that the business is profitable when properly and economically conducted. Constant care and scrupulous cleanliness are the first elements of success in evaporating good fruit. The production during the past season, 1887, may be well considered the largest since the inception of the business, some fifteen years ago. A careful estimate places the total quantity at about 30,000,000 pounds, worth at first cost some \$2,000,000. To produce this quantity of apples is required 5,000,000 bushels of apples, 15,000 tons of fuel, coal, and the constant attendance, night and day, of an army of men, women and children numbering 25,000 to 30,000. The water eliminated in the process of evaporation amounted to 225,000 tons, reducing the bulk of the green fruit to about one-eighth of its original weight, each 100 pounds yielding when properly evaporated twelve pounds on an average. The fruit is usually packed in cases of two cubic feet measurement, holding fifty pounds net, the product of say eight and one-half bushels of green apples.

The advantages in freight alone will be apparent from the following comparison, showing the cost of shipping one case to Liverpool, England, which at existing freight rates will cost a little less than thirty cents, while the cost of shipping one case of the same quantity would cost \$2.35, and in the canned state almost \$2.10, without considering the deterioration of the green fruit and the dangers of fermentation to the canned article, the apple in the evaporated state being transported without any danger of deterioration or decay. The refuse of the apples, such as the parings and cores, are dried and form the base of all the cheap jellies manufactured at present. The quantity produced last season will aggregate some 12,000,000 pounds, so that not a particle of the fruit is wasted.

The principle consuming countries abroad are Germany, England, Belgium, Holland and France, in which the new product has entirely displaced the old-fashioned sundried fruit. There were shipped alone to France during 1887 some 18,000 barrels of a quality known as chopped or sliced apple, which is dried without being either pared or cored, and is used chiefly for the production of cider, cheap wines and distillation when the vineyards of France suffer from the phylloxera. Some 4,000,000 pounds were exported during the season, of which more than one-half were shipped from Rochester. New York State exports have secured a very favorable reputation and strong foothold abroad, and can be had in almost any town or city of importance on the European continent. The goods are also taken in considerable and increasing quantities by the West Africa and Australian trade every season, and with the popularity and growing demand at home, the success of the business is more than assured.

St. Louis leads every other city in the United States as a tobacco manufacturing center. The internal revenue collections for the district in which St. Louis is situated reached \$327,000 last July.

After the Peddler.

The Grand Rapids Mercantile Association is determined to take some steps looking toward the regulation of the peddler, the call for the regular meeting this evening being as follows:

Do not fail to attend the regular meeting of the Association Tuesday evening, as we need your advice and assistance. The special order of business is the peddling question—how we can best curtail the evil and its accompanying abuses. It has come to that pass that either the legitimate merchant or the illegitimate peddler must take the back seat—it remains for the merchants of Grand Rapids to say which it shall be.

The September delinquent list was sent out to the members along with the call for the meeting.

The Grocery Market.

In fulfillment of the promise made by THE TRADESMAN last week, granulated sugar has taken an upward turn. Not to be outdone by the sugar trust, the Standard oil trust has advanced kerosene another 1/4c per gallon. Lard has advanced 1/2c for compound, and 1/4c for kettle rendered. Sauerkraut has put in an appearance, and will be very cheap on account of a large cabbage crop.

GUMMINGS & YALE,

Importers and Manufacturers of

Crockery
Glassware
Fancy Goods
Bottles
Corks, Etc.

Write for prices, with illustrations. Visiting merchants are requested to call and look over our samples.

19 80, IONIA STREET,
GRAND RAPIDS, - MICH.

SILVER STARS

Wherever Introduced, It is a Stayer.

TO THE TRADE:
I guarantee "SILVER STARS" to be a long, straight cigar, with Sumatra wrapper, made by union labor, and to give complete satisfaction.

A. S. DAVIS,
Sole Manufacturer,
70 Canal St., GRAND RAPIDS.

Millers, Attention!

We are making a Middlings Purifier and Flour Dresser that will save you their cost at least three times each year. They are guaranteed to do more work in less space (with less power and less waste) than any other machines of their class.

Send for descriptive catalogue with testimonials.

Martin's Middlings Purifier Co.,
GRAND RAPIDS, MICH.

GRAND RAPIDS
Paper Box Factory,
W. W. HUELSTER, Prop.

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

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

Office and Factory,
11 Pearl St., Grand Rapids, Mich.

G. M. MUNGER & CO.,
GRAND RAPIDS.

Successors to Allen's Laundry.
Mail and Express orders attended to with promptness. Nice Work, Quick Time Satisfaction Guaranteed.
W. E. HALL, Jr., - Manager.

SEEDS
Grand Rapids Seed Store, 71 Canal Street.

WHIPS
Full line. Cash prices this month.
GRAHAM ROYS, - 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:

BAKING POWDER.	RAISINS, LOOSE CALIFORNIA.	CLIMAX.	PROVISIONS.
100 cans, 86	2 00	38@41	The Grand Rapids Packing & Provision Co.
100 cans, 1 1/4 lb.	2 10	38	quote as follows:
100 cans, 2 1/4 lb.	2 20	38	PORK IN BARRELS.
100 cans, 3 1/4 lb.	2 30	38	Meat, 15 50
100 cans, 4 1/4 lb.	2 40	38	Short cut, 15 50
100 cans, 5 1/4 lb.	2 50	38	Extra clear, pig, short cut, 17 50
100 cans, 6 1/4 lb.	3 00	38	Extra clear, pig, short cut, 17 50
100 cans, 7 1/4 lb.	3 10	38	Clear quill, short cut, 17 50
100 cans, 8 1/4 lb.	3 20	38	Clear back, short cut, 17 50
100 cans, 9 1/4 lb.	3 30	38	Standard clear, short cut, best, 17 50
100 cans, 10 1/4 lb.	3 40	38	SMOKED MEATS—CANNED OR PLAIN.
100 cans, 11 1/4 lb.	3 50	38	Hams, average 20 lbs., 12 1/2
100 cans, 12 1/4 lb.	4 00	38	" 16 lbs., 13
100 cans, 13 1/4 lb.	4 10	38	" 12 to 14 lbs., 13
100 cans, 14 1/4 lb.	4 20	38	" picnic, 10 1/2
100 cans, 15 1/4 lb.	4 30	38	Best home made, 12
100 cans, 16 1/4 lb.	4 40	38	Shoulders, 9
100 cans, 17 1/4 lb.	4 50	38	Breakfast Bacon, boneless, 11 1/2
100 cans, 18 1/4 lb.	5 00	38	Dried Beef, extra, 8
100 cans, 19 1/4 lb.	5 10	38	" ham prices, 9 1/2
100 cans, 20 1/4 lb.	5 20	38	DRY SALT MEATS.
100 cans, 21 1/4 lb.	5 30	38	Long Cuts, heavy, 12
100 cans, 22 1/4 lb.	5 40	38	" medium, 12
100 cans, 23 1/4 lb.	5 50	38	" light, 12
100 cans, 24 1/4 lb.	6 00	38	LARD.
100 cans, 25 1/4 lb.	6 10	38	30 and 50 lb. Tubs, 8 1/2
100 cans, 26 1/4 lb.	6 20	38	30 Pails, 20 in a case, 9 1/2
100 cans, 27 1/4 lb.	6 30	38	50 Pails, 12 in a case, 9 1/2
100 cans, 28 1/4 lb.	6 40	38	100 Pails, 6 in a case, 9 1/2
100 cans, 29 1/4 lb.	6 50	38	200 Pails, 4 in a case, 9 1/2
100 cans, 30 1/4 lb.	7 00	38	Extra Mess, warranted 20 lbs., 7 00
100 cans, 31 1/4 lb.	7 10	38	Extra Mess, Chicago Packing, 7 50
100 cans, 32 1/4 lb.	7 20	38	Extra Mess, Kansas City Packing, 7 50
100 cans, 33 1/4 lb.	7 30	38	Plate, 7 25
100 cans, 34 1/4 lb.	7 40	38	Extra Plate, 7 75
100 cans, 35 1/4 lb.	7 50	38	Boneless, rump butts, 10 00
100 cans, 36 1/4 lb.	7 60	38	" 1/2 bbl. 5 50
100 cans, 37 1/4 lb.	7 70	38	SAUSAGE—FRESH AND SMOKED.
100 cans, 38 1/4 lb.	7 80	38	Pork Sausage, 8
100 cans, 39 1/4 lb.	7 90	38	Ham Sausage, 12
100 cans, 40 1/4 lb.	8 00	38	Trout Sausage, 12
100 cans, 41 1/4 lb.	8 10	38	Frankfort Sausage, 8
100 cans, 42 1/4 lb.	8 20	38	Bologna Sausage, 8
100 cans, 43 1/4 lb.	8 30	38	Bologna, straight, 8
100 cans, 44 1/4 lb.	8 40	38	Bologna, thick, 8
100 cans, 45 1/4 lb.	8 50	38	Head Cheese, 6
100 cans, 46 1/4 lb.	9 00	38	WOL.
100 cans, 47 1/4 lb.	9 10	38	Sheep pelts, short shearing, 60 00
100 cans, 48 1/4 lb.	9 20	38	Sheep pelts, old wool estimated, 40 00
100 cans, 49 1/4 lb.	9 30	38	Tallow, 4 1/4
100 cans, 50 1/4 lb.	9 40	38	Grease butter, 5
100 cans, 51 1/4 lb.	9 50	38	Ginseng, good, 20 00
100 cans, 52 1/4 lb.	10 00	38	PRODUCE MARKET.
100 cans, 53 1/4 lb.	10 10	38	Apples—Buyers pay from 40c to \$1 per bbl.
100 cans, 54 1/4 lb.	10 20	38	Peas—Hand-picked mediums are very
100 cans, 55 1/4 lb.	10 30	38	scarce, readily commanding \$2 per bu.
100 cans, 56 1/4 lb.	10 40	38	Blackberries—30c per qt.
100 cans, 57 1/4 lb.	10 50	38	Butter—Good quality is scarce and high.
100 cans, 58 1/4 lb.	11 00	38	Dressed poultry is held at 18c.
100 cans, 59 1/4 lb.	11 10	38	Cabbages—Home grown command \$2.25 per
100 cans, 60 1/4 lb.	11 20	38	100.
100 cans, 61 1/4 lb.	11 30	38	Celery—12-20c per doz.
100 cans, 62 1/4 lb.	11 40	38	Cheese—Full cream readily commands 9 1/2
100 cans, 63 1/4 lb.	11 50	38	9 1/2.
100 cans, 64 1/4 lb.	12 00	38	Cider—100c per gal.
100 cans, 65 1/4 lb.	12 10	38	Over Seed—Mammoth or medium, \$4.50 per
100 cans, 66 1/4 lb.	12 20	38	bu.
100 cans, 67 1/4 lb.	12 30	38	Copraage—Pork barrels, 11.25; produce car-
100 cans, 68 1/4 lb.	12 40	38	rels, 25c.
100 cans, 69 1/4 lb.	12 50	38	Corn—Green, 6c doz.
100 cans, 70 1/4 lb.	13 00	38	Cucumbers—50c per bu.
100 cans, 71 1/4 lb.	13 10	38	Dried Apples—Jobbers hold sun-dried at 7c
100 cans, 72 1/4 lb.	13 20	38	and evaporated at 8c.
100 cans, 73 1/4 lb.	13 30	38	Eggs—Jobbers now pay 13 1/2c and sell at
100 cans, 74 1/4 lb.	13 40	38	14 1/2c.
100 cans, 75 1/4 lb.	13 50	38	Grapes—Vines, 4c per lb. Concord, 6c per lb.
100 cans, 76 1/4 lb.	14 00	38	Honey—Scarce, not equal to the demand. All
100 cans, 77 1/4 lb.	14 10	38	choice offerings are grabbed up quick at 17c
100 cans, 78 1/4 lb.	14 20	38	per lb. Baled is in small demand at \$15 for No.
100 cans, 79 1/4 lb.	14 30	38	1 and \$14 for No. 2.
100 cans, 80 1/4 lb.	14 40	38	Muskellons—Usage, 75c per doz. Nutmegs,
100 cans, 81 1/4 lb.	14 50	38	Florida's, 6c.
100 cans, 82 1/4 lb.	15 00	38	Onions—Home grown dry stock command,
100 cans, 83 1/4 lb.	15 10	38	50c per bu.
100 cans, 84 1/4 lb.	15 20	38	Peas—Bartlett's or Flemish Beauties, \$1.50
100 cans, 85 1/4 lb.	15 30	38	per bu.
100 cans, 86 1/4 lb.	15 40	38	Plums—Michigan, \$1.50 to \$1.75 per bu.
100 cans, 87 1/4 lb.	15 50	38	Pop Corn, 2 1/2c to 3c.
100 cans, 88 1/4 lb.	16 00	38	Potatoes—Jobbing generally at 25c for home
100 cans, 89 1/4 lb.	16 10	38	grown.
100 cans, 90 1/4 lb.	16 20	38	Squash—Hubbard, 1 1/4c lb.
100 cans, 91 1/4 lb.	16 30	38	Sweet Potatoes—Baltimore, \$1.50 per bbl.
100 cans, 92 1/4 lb.	16 40	38	Jerseys, \$6.50 per bbl.
100 cans, 93 1/4 lb.	16 50	38	Tomatoes—25c per bu.
100 cans, 94 1/4 lb.	17 00	38	Turnips—25c per bu.
100 cans, 95 1/4 lb.	17 10	38	Watermelons—Indiana, 10 1/2c apiece,
100 cans, 96 1/4 lb.	17 20	38	Whortleberries—\$3 per bu.
100 cans, 97 1/4 lb.	17 30	38	GRAINS AND MILLING PRODUCTS.
100 cans, 98 1/4 lb.	17 40	38	Wheat—City millers pay 57c for both white
100 cans, 99 1/4 lb.	17 50	38	and red.
100 cans, 100 1/4 lb.	18 00	38	Corn—Jobbing generally at 58c in 100 bu.
100 cans, 101 1/4 lb.	18 10	38	lots and 58c in car lots.
100 cans, 102 1/4 lb.	18 20	38	Hand White, 56c in small lots and 40c in
100 cans, 103 1/4 lb.	18 30	38	car lots.
100 cans, 104 1/4 lb.	18 40	38	Rye—50c per bu.
100 cans, 105 1/4 lb.	18 50	38	Barley—Brewers pay \$1.20 to \$1.40 cwt.
100 cans, 106 1/4 lb.	19 00	38	Four—Higher. Patent \$5.70 per bbl in sacks
100 cans, 107 1/4 lb.	19 10	38	and \$5.50 in wood. Straight, \$4.70 per bbl in
100 cans, 108 1/4 lb.	19 20	38	sacks and \$4.80 in wood.
100 cans, 109 1/4 lb.	19 30	38	Meal—Bolted, \$2.30 per bbl. Bran, \$3.50 per bbl.
100 cans, 110 1/4 lb.	19 40	38	Mill Feed—Screenings, \$16 per ton. Bran, \$15
100 cans, 111 1/4 lb.	19 50	38	per ton. Ship's, \$14.00 per ton. Middlings, \$17
100 cans, 112 1/4 lb.	20 00	38	per ton. Corn and Oats, \$25 per ton.

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(CONTINUED FROM FIRST PAGE.)

an advanced step in the past year. We have done a great deal of internal improvement. Our streets, covered with sand and sawdust, have been improved by putting down a good many miles of cedar block pavement, so we are getting as good a system of streets as anywhere. We have added two lines of railroad to our city in the last two years. We have a slim attendance at our regular meetings. They are willing that a certain few should do all the work, and I feel certain that is the trouble with our Business Men's Associations all over the country.

Lowell (N. B. Blain)—The Lowell Business Men's Association reports that it is growing. We are not meeting with so much opposition as formerly, but whether to ascribe that to a better knowledge of our objects or to our apathy we are unable to determine. We have held eleven meetings in the last year, are having good results from the use of the Blue Letter, have placed no names on the delinquent list, but have about twenty candidates for the next meeting of the Executive Board. We have had two picnics, one on our own hook, assisted by the Grand Lodge Ladies' Band, and one jointly with the Saranac B. M. A. on July 4—both successful. We have raised \$2,500 for the improvement of wagon roads in the past year.

Fremont (W. J. Hopper)—As our Secretary failed to provide me with a report, I shall be able only to give a brief verbal one, as I cannot recall facts and figures which I should like to present. Our Association is one year old the present month and present week. We have thirty-four members. We have succeeded in suppressing all feeling on the part of our farming community, an account of which was given in the columns of THE TRADESMAN some time since. We have organized a stock company with a subscribed capital of \$500 to put in a fruit evaporating establishment, work on which has already commenced. We have had excellent success with the collection system. We hope to see the idea of a Business Men's Mutual Fire Insurance Co. bear fruit, as we believe it to be of great importance. We also hope the peddler will receive his full share of attention.

Saranac (H. T. Johnson)—The Saranac Protective Association was organized two years ago by our Secretary, Mr. Stowe, and held that name until last November, when it was changed to the Saranac Business Men's Association and received charter No. 54 from the State body. We have a membership of twenty. We secured two wool buyers for our market during the last season and in that way secured double the amount of wool that has been marketed in Saranac for years. We have secured a new wheat buyer also for the coming season. We held a picnic with the Lowell Association on July 4, all the places of business in both towns closing during the day—the first time such a thing ever happened in Saranac. Least, but not last, we make peddlers pay a license to peddle in our section, although it was a hard battle. We have driven one man to the point of paying a fine or his license, he taking out a license for one month and I will say right here that that gentleman will continue to pay a license or will get in trouble for we are after them all. We find also a lack in some of our members of using the collection system.

Duties of Local Officers.

The following paper was read at the Cheboygan convention by Stanley E. Parkill, of Owosso:

The duties of officers of local associations are so well known, if we may judge by the results that have been accomplished, that it seems very much like carrying coals to Newcastle to discuss on the subject here.

The great object of these associations is to attain the greatest degree of usefulness and to accomplish the greatest amount of good for the city or town in which the members live. The first and most important thing to secure this end is harmonious work. Both officers and committee men must work together, dropping matters of personal likes and dislikes and selfish interests and pulling together for the accomplishment of the work on hand.

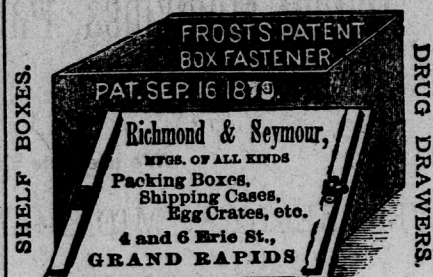
The work and success of an association depend very largely on its presiding officer, and for that reason I maintain that the man who fills that office should be chosen solely because of his fitness for its duties. The place should not be a reward for good fellowship or for some special service rendered to the association unless at the same time the person has the qualifications necessary to make a good presiding officer. Good meetings are absolutely essential to a vigorous existence, and good meetings are impossible unless the association is well officered. My own experience is too brief to allow of my laying down any set of rules for the guidance of a presiding officer, and what I have to say is said in the hope that it will bring out discussions from more experienced persons that will be of value to us all.

In the first place, do the business of your meetings in a business-like way. While you are at your business make a business of it and be as parliamentary about it as possible without appearing pedantic. Create all the interest in meetings possible; nothing will do this better than general discussions. Most men enjoy meetings best when they take part in them; as a rule, however, a few members in an association will do most of the talking. To make the discussions more general, call on some of the silent ones for expressions of opinion. The more men you get into a discussion, the more members there are present who have enjoyed the meeting and will feel inclined to come next time. Keep your committees at work by calling for reports of their work at every meeting. Stir up interest by announcing subjects for discussion beforehand. Appoint members to make reports on special subjects. "Rush on, keep moving," or, rather, "Keep things moving," is a good motto for the president of a business men's association.

But, after all, perhaps the antithesis of this question is a more profitable one for discussion, viz., the duties of members of local associations. It makes no difference how well officered an association may be, the president may have all the genius of a Webster and the power of a Grant for organization, unless the members of the association take hold and push things nothing can be done. Do not think that because you have officers they must, as a matter of course, do all the work. Let each member make himself a special committee of one on the good of the association and always be ready for duty. Keep an eye on your city government—it spends your money. Stand

up for the enforcement of law—that makes an orderly city. Stand by your association agreement and respect the delinquent list, which is one of the strongest links in the chain that holds you together. Above all, stand faithfully by your organization—other societies, ignorant of your work, jealous of your success or through antagonism to the cash or good credit system may strive to raise a sentiment against you. A few merchants, in the hope of present gain, may misrepresent and slander you, your motives and your actions, but, since your organization contemplates nothing that is not business-like, honest and for the good of the whole community, if you hang together and calmly pursue the even tenor of your way, they can do you no harm.

This is the ideal association—where every officer knows his duties and attends to them and where every member earnestly supports the organization, both by attendance at meetings and support of its measures—and wherever such an association is found in all probability you will soon hear that that city has a boom.



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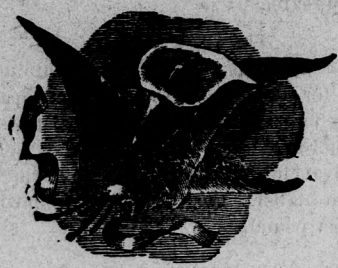
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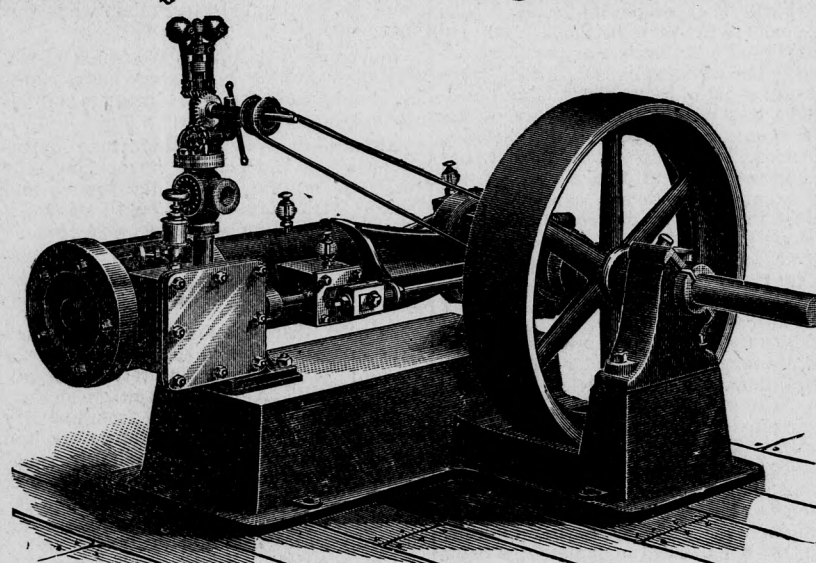
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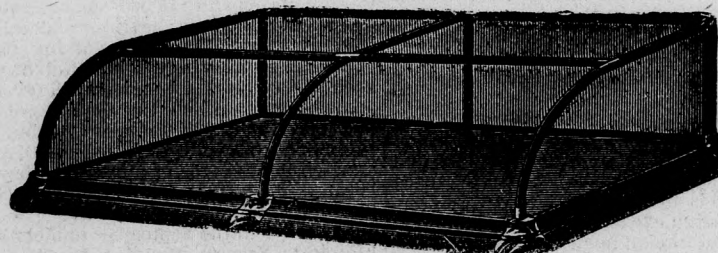
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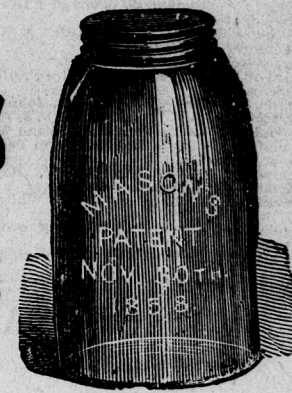
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Fruit Jars

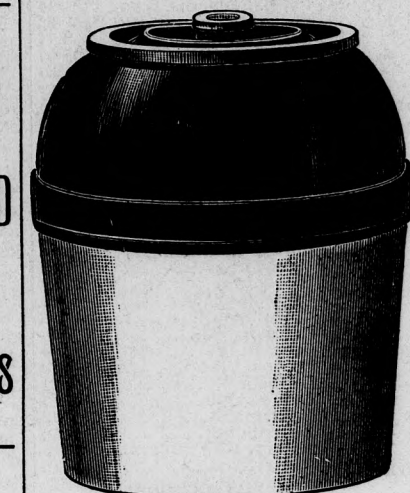
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1-2 gal. Fine Preserve Jars	
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Covers	1 75
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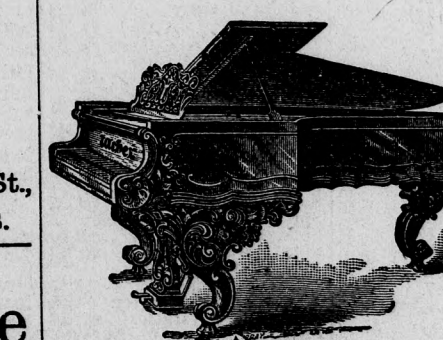
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