

ASSOCIATION DEPARTMENT.

Michigan Business Men's Association. President—Frank Wells, Lansing. First Vice-President—H. Chambers, Cheboygan. Secretary—E. A. Stowe, Grand Rapids.

Meeting of the Executive Board. President Wells has called a meeting of the Executive Board of the M. B. M. A. to convene at Lansing at 10 o'clock on the morning of December 30, and continue in session until all the business properly coming before the Board is disposed of.

Association Notes. The Lansing B. M. A. is trying to secure the removal of the Allen knitting mill from Michigan, Ind., to Lansing.

The Payment of Money. A man to whom payment is made is not bound, under ordinary circumstances, to give a receipt or make change.

Table with columns for various items like BARBERS, BUCKETS, BUTTS, CAST, etc., and their corresponding prices.

Foster Stevens & Co. Weekly "Pointers." FIBREWARE INDESTRUCTIBLE. Have you ever investigated this ware? It is made of wood pulp and then pressed into shape...

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.

The First Act of a New Association. E. A. Stowe, Grand Rapids: DEAR SIR—Having taken the necessary steps in our Business Men's Association to become auxiliary to the State body, I take the liberty of asking you a few questions in regard to a firm doing business in your city.

Association Notes. The Lansing B. M. A. is trying to secure the removal of the Allen knitting mill from Michigan, Ind., to Lansing.

Within a radius of forty miles of Rochester there are more than 1,500 fruit evaporators, giving employment during the autumn and winter to about 30,000 hands.

Table with columns for various items like BRACES, CARPET SWEEPERS, CROCKS, etc., and their corresponding prices.

Water Pails Milk Pails Stable Pails Milk Pans Keelers Bowls Wash Basins Cuspidors. An investigation would be to our mutual interests.

No. 2—Lowell B. M. A. President, N. B. Blain; Secretary, Frank T. King. No. 3—Stratford B. M. A. President, H. C. Church; Secretary, Wm. Jern.

Even if the company referred to was really engaged in the business, it would have no business in selling to men to peddle its product, unless the men conformed to the license requirements of each city and village in which they offered goods for sale.

At the last meeting of the Flint Mercantile Union President Hoyt appointed a special committee, consisting of Messrs. C. T. Bridgman, Oren Stone and G. W. Hubbard, to interview the business men of Flint and ascertain what support they would accord the proposed Business Men's Mutual Fire Insurance Co.

Visiting Buyers. C. Young, Allegan; J. H. Bennett, Grand Haven; A. J. White, Bass River; G. O. Granger, Co. Plamwell; H. B. Wells & Co., Ionia.

Table with columns for various items like CARTRIDGES, CHISELS, COCKS, etc., and their corresponding prices.

Foster Stevens & Co. 10 and 12 Monroe St., 33, 35, 37, 39 and 41 Louis Street.

No. 4—Grand Rapids B. M. A. President, E. J. Herick; Secretary, E. A. Stowe. No. 5—Muskegon B. M. A. President, H. B. Stover; Secretary, Wm. M. A. A. Hydon.

Re-affiliation with the State body costs 50 cents per capita. In other words, if the Boyne City B. M. A. has as many members as it had enrolled a year ago—sixteen—it will cost \$8 to join hands with the seventy odd affiliated bodies of the State organization until the close of the fiscal year, Sept. 30, 1888.

Do You Want a Showcase? SPECIAL OFFER! This stylish oval case, best quality; all glass, heavy double thick; panel or sliding doors; full length mirrors and spring hinges; solid cherry or walnut frame, with or without metal corners, extra heavy base; silveta trimmings; all metal hardware.

DO YOU WANT A SHOWCASE? F. J. DETTENTHALER, JOBBER OF OYSTERS. BRAND OYSTERS. And Salt Fish.

Table with columns for various items like FILES—New List, GALVANIZED IRON, GAUGES, etc., and their corresponding prices.

Foster Stevens & Co. Weekly "Pointers." When in the city, don't fail to call and investigate the merits of the Timby Burglar-Proof Sash Lock.

No. 6—East Saginaw B. M. A. President, W. S. Meyer; Secretary, Chas. H. Smith. No. 7—Grand Haven B. M. A. President, W. M. DeWitt; Secretary, C. E. Bell.

Arrangements for the Executive Board Meeting. President Wells writes as follows relative to the arrangements he is making for the meeting of the Executive Board: I am much pleased with the result of your meeting to the City and the Saginaw B. M. A. and to congratulate you most sincerely on the effect of your labors at those places.

Annual Meeting of the Dorr B. M. A. E. A. Stowe, Grand Rapids: DEAR SIR—The Dorr B. M. A. met at J. A. Beamer's office Wednesday, Dec. 5, for the transaction of the usual business.

A DISTINCTIVE PLACE OF ITS OWN. Coffee, Parkers Co's., P. S. & W. Mfg. Co's. Malleables, Enterprise, Molasses Gates, Stebbin's Pattern, Red Oak, No. 1 and 2, Red Oak, No. 3, sawed, 8 inch and up w'd, 40 00/25 00, Resper, No. 1, step plank, 62 00/25 00, Walnut, log run, 65 00/25 00, White Oak, log run, 12 00/25 00, White Oak, log run, 20 00/25 00, White Oak, log run, 17 00/25 00.

Table with columns for various items like HOUSE FURNISHING GOODS, HOES, HORSE NAILS, HANGERS, etc., and their corresponding prices.

Foster Stevens & Co. 10 and 12 Monroe St., 33, 35, 37, 39 and 41 Louis Street. Weekly "Pointers." I had rather part with my piano than my Van Range.

A Narrow Street. "Where have you been, Bill? I haven't seen you lately?" "I spent the summer at Sing Sing, a pretty little village up the Hudson."

Caledonia Takes Charter No. 78. E. A. Stowe, Grand Rapids: DEAR SIR—The Business Men's Association, recently organized at this place, is flourishing. We have eighteen members and several more are expected.

We Will Be There. DETROIT, Dec. 6, 1888. DEAR SIR—A meeting of the Executive Board of the Michigan Business Men's Association, will be held at the office of the Insurance, Lansing, on the 30th day of December at 10 o'clock, a. m.

Table with columns for various items like HARDWARE, AUGERS AND BITS, BALANCES, etc., and their corresponding prices.

Table with columns for various items like HARDWOOD LUMBER, ROOFING PLATES, etc., and their corresponding prices.

Foster Stevens & Co. 10 and 12 Monroe St., 33, 35, 37, 39 and 41 Louis Street. Weekly "Pointers." They take so little fuel, they burn coal so nice; so little trouble to run them and I can depend on it to do nice work.

The Michigan Tradesman

Features of the Coffee Market.
From the New York Shipping List.
The past month has developed such interesting as well as significant features respecting the statistical position of the world's present and prospective supply of coffee that it will be instructive to group these features together and consider their bearing and probable influence in shaping the future course of events. This investigation will be all the more valuable and interesting in the light of a very clear and exhaustive analysis of the statistical position of coffee for the past fifteen years, which has been prepared for private circulation by a gentleman in London, and which has recently attracted a good deal of attention from the coffee trade in this city. The writer of this most comprehensive circular examines the subject from the standpoint of an uninterested statistician and weighs his deductions with judicial calmness and fairness. He makes no predictions as to price, but simply endeavors to forecast the probable results of supply and demand.

For the purposes of comparison, he divides the period under review, from 1874 to 1888, into three cycles of five years each. The first of these—from 1874 to 1878—he shows to have been a period of small stocks and scant supplies. The small crops in 1875 had pushed the price of fair Rio up to 28 cents in 1874, and while during the succeeding five years there was increased production and a gradual decline in prices, until in 1878 the lowest point touched was 13½ cents, there was no time when consumption did not readily absorb the available supply, and, consequently, there was no opportunity for the accumulation of stocks, either visible or invisible. The next cycle—from 1879 to 1883—is described as the period of oversupply, when production exceeded the requirements of consumption and caused an accumulation that forced the price of fair Rio down to 7½ cents. Then comes the third cycle—from 1884 to 1888—which is styled the period of surprises, and which included the fiasco of the Brazilian syndicates that attempted to artificially advance prices, followed by the failure of the crop two years ago, the wild era of speculation that ensued, then the crash, and the prediction of the abnormally heavy crop which is now being marketed. So far this is all ancient history, but its application is both interesting and valuable, because in each of these cycles the underlying and controlling factor in shaping the course of trade has been the condition of the invisible supply—that is, the stocks that are not counted in statistics and the supplies that are carried by the direct distributors and interior dealers. In 1874, this reserve surplus had been drained to such an extent that the small crop of 1875 made some check to consumption necessary, and 28 cents for fair Rio proved to be that check. During the succeeding five years, production was sufficient to supply the requirements of consumption, but not enough to allow these invisible stocks to be recruited, and hence prices were maintained at a comparatively high level. During the next five years the tide of production ran very full, and hence every chink and corner was filled to overflowing, and the price went down to 7½ cents in 1882 and 8 cents in 1883. There was but little change in the relative condition of these reserves, until the failure of the 1887-88 crop drained them as dry as possible, and actually left the available supply on the 1st of July, 1888, practically exhausted, while the visible supply was reduced to a minimum; in other words, there was no margin to fall back upon in any direction. It was the influence of this invisible supply therefore that burst the speculative bubble that was built up during the early months of 1887, while the absence of such a margin now, in view of present crop prospects, seems likely later on to repeat the experience of 1874.

It is the fact that the world's reserve supply of coffee has been reduced to a minimum that to a great extent neutralizes the effect of the abundant crop that is now being marketed, and which may not prove as abundant as the early estimates fore-shadowed—for not only has the free labor question had some restricting influence upon the gathering and preparing of the stock, but conservative authorities now claim that in the country tributary to Rio the trees lack the vigor to yield the quantity at first estimated. By far the most significant feature, however, is the prospect of the growing crop, which, instead of improving during the past month, has been going from bad to worse from the effects of continued rain, so that, although not seriously damaged, it promises now to be somewhat less than an average crop.

Upon the authority of the writer mentioned above the actual consumption of all kinds of coffee in Europe and this country during 1888 is estimated at 11,190,000 bags. For the ensuing year it is estimated by the same authority at 11,450,000 bags, while the estimated supply does not exceed 10,000,000 bags, showing a deficiency of one and a half million bags. Under the conditions of supply and demand that existed at the beginning of the 1887-88 crop year, a much greater deficiency could have been made up from the invisible supply, but this reserve having been practically exhausted the only other alternative appears to be that consumption will have to be checked by advancing prices. Just where to find that point is not very clear under present conditions, but a number of well informed authorities claim that at above 30 cents for fair Rio, consumption slackens, and will be sensibly curtailed so long as that level is maintained. For these reasons, therefore, it follows that the key to the future course of trade is the growing crop, and when its output is more definitely determined the future will be more clearly reflected.

Not Used to Traveling.
Stranger (at hotel bar)—Best whisky, please.
Bar-tender (severely)—This is a prohibition town, sir.
Stranger—Ah, excuse me (moving away).
Bar-tender (excitedly)—Great Scott, stranger, haven't you got sense enough to get sick?

10¢ 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. KENNING & CO., Grand Rapids. Send for prices.



FOREST CITY BAKING POWDER
SOLD IN CANS ONLY

FOREST CITY FLOURING EXTRACT
ABSOLUTELY PURE TRIPLE STRENGTH

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

Why you should send us your orders. We handle nothing but BEST and CHOICEST BRANDS; Sell at Manufacturers' and Importers' Prices; Ship at ONE DAY'S NOTICE, enabling you to receive goods day following. Full orders for ALL KINDS of GLASS, VIZ: Imported and American Polished PLATE, Rough and Ribbed French Window, American Window, English or Continental, Cut and Embossed, Rolled Cathedral, Venetian, Muffled, Frosted, Bohemian, German Looking Glass Plates, French Mirror Plates. The quality, variety and quantity of our stock is exceeded by no house in the United States.

W. M. REID,
73 & 75 Larned Street West, DETROIT, MICH.
Grand Rapids Store, 61 Waterloo Street.

BELKNAP WAGON & SLEIGH CO.
Manufacturers of

BELKNAP'S PAT. SLEIGHS
Business and Pleasure Sleights, Farm Sleights, Logging Sleights, Lumbermen's and River Tools.

We carry a large stock of material and have every facility for making first-class Sleights of all kinds.

SHOP, Cor. Front and First Sts., Grand Rapids.

JAXON
TRADE-MARK

THE BEST CRACKER MADE.

Why you should send us your orders. We handle nothing but BEST and CHOICEST BRANDS; Sell at Manufacturers' and Importers' Prices; Ship at ONE DAY'S NOTICE, enabling you to receive goods day following. Full orders for ALL KINDS of GLASS, VIZ: Imported and American Polished PLATE, Rough and Ribbed French Window, American Window, English or Continental, Cut and Embossed, Rolled Cathedral, Venetian, Muffled, Frosted, Bohemian, German Looking Glass Plates, French Mirror Plates. The quality, variety and quantity of our stock is exceeded by no house in the United States.

W. M. REID,
73 & 75 Larned Street West, DETROIT, MICH.
Grand Rapids Store, 61 Waterloo Street.

JACKSON
JACKSON CRACKER CO., MICH.

REQUIRES NO COOKING.

MYSTIC STARCH

MANUFACTURED BY THE
MYSTIC STARCH CO.
MINNEAPOLIS, MINN.

Best Laundry Starch in the World!
No Sticking to the Iron!

Good Seller! Good Profit!
For Sale by all Wholesale Grocers.

THE PENBERTHY IMPROVED Automatic Injector

—AS A—
CANT BOILER FEEDER BE BEAT!
16,000 in 18 Months Tells the Story.

WHY THEY EXCEL

- They cost less than other injectors.
- You don't have to watch them. If they break they will RE-START automatically.
- By sending the number to factory on the injector you can have parts renewed at any time.
- They are lifting and non-lifting.
- Hot pipes don't bother them and the parts drop out by removing one plug nut.
- Every man is made satisfied, or he don't have to keep the injector and we don't want him to.

Agents, **HESTER & FOX,**
Grand Rapids, Mich.

PENBERTHY INJECTOR CO., Manufacturers, DETROIT, Mich.

RISING SUN BUCKWHEAT.

Guaranteed Absolutely Pure.

ORDERS FROM RETAIL TRADE SOLICITED.

NEWAYGO ROLLER MILLS,
Newaygo, Mich.

LORILLARD'S STANDARD FIRST GRADE PLUG TOBACCO CLIMAX

Can now be bought at the following exceptionally **LOW FIGURES:**

| | | | |
|---------------------------------|-------------------|------------------------------------|--------------------------|
| POUNDS, 12 x 3, 16 oz., 6 cuts, | 40, 25 & 12 lbs. | Less than 56 lbs. 56 lbs. or over. | Ass't'd lot any quantity |
| CLUBS, 12 x 2, 16 oz., 6 cuts, | 42, 30 & 12 " | .41 | .39 |
| CLUBS, 12 x 2, 8 oz., 6 cuts, | 42, 30 & 12 " | .43 | .41 |
| FOURS, 6 x 2, 4 oz., | 42, 30 & 12 " | | .41 |
| FIVES, 6 x 1 1/2, 3 1/5 oz., | 45, 25 & 18 " | | |
| TWIN FOURS, 3 x 2, 7 to lb, | 41, 27 & 13 1/2 " | | |
| FIGS, 3 x 1, 14 to lb., | 41, 27 & 17 " | | |

THESE PRICES LOOK TOO GOOD TO LAST.

NOVELTIES
—IN—
PERFUMERY.

A LARGE VARIETY IN

China and Glass Stands, Jugs and Vases.

Also a full line of FINE COLOGNES

Handkerchief Perfumes

All sizes, 1/2 oz. to 10 oz. bottles, in large variety.

Send for sample lot of Ten to Twenty-five Dollars, and increase your trade for the **HOLIDAY SEASON.**

JENNINGS & SMITH,
PERFUMERS,
38 and 40 Louis-st., Grand Rapids.

LEMON, HOOPS & PETERS,
Wholesale Grocers
AND
-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.

I. M. CLARK & SON,
—THE—
LEADING TEA HOUSE
—IN—
MICHIGAN

SANTA CLAUS SOAP Makes Washing easy and pleasant. SAVES Money, Labor, Time.

Every Family should use it. For all household uses it has no equal. It is HANDY and sells for FIVE CENTS A CAKE. Made only by N. K. FAIRBANK & CO., CHICAGO.

Auntie don't use anything but SANTA CLAUS SOAP.

Mamma washes all my clothes with SANTA CLAUS SOAP.

I am Mamma's SANTA CLAUS SOAP.

We all like SANTA CLAUS SOAP.

ASK your Grocer for SANTA CLAUS SOAP and INSIST on testing it for yourself. All grocers should keep it.

D. W. ARCHER'S TROPICAL SUGAR CORN

FREE FROM WATER - FREE FROM SUGAR - NATURAL FLAVOR RETAINED THROUGHOUT - SWEET AND CRISP - PURE AND UNADULTERATED - GUARANTEED PURE - OPEN AT THIS END.

Directions: We have cooked the corn in this can sufficiently. Should be thoroughly warmed (not cooked) adding piece of Good Butter (size of hen's egg) and glass of fresh milk (preferable to water.) Season to suit when on the table. Some genuine unives bearing the signature of Davenport Canning Co., Davenport, Ia.

Responsible Commission Houses.

BEANS

If you have any to offer send samples and amount and will try to buy them

W. T. LAMOREAUX,
71 Canal Street.

WANTED.

POTATOES, APPLES, DRIED FRUIT, BEANS and all kinds of Produce.

If you have any of the above goods to ship, or anything in the Produce line, let us hear from you. Liberal cash advances made when desired.

EARL BROS.,
COMMISSION MERCHANTS
157 South Water St., CHICAGO.
Reference: FIRST NATIONAL BANK, Chicago. MICHIGAN TRADERMAN, Grand Rapids.

BEANS

Parties having any Beans to offer will please send sample and we will try and make you satisfactory prices.

Alfred J. Brown
Seed Store,
GRAND RAPIDS, - MICH.

MOSELEY BROS.,
—WHOLESALE—
Fruits, Seeds, Oysters and Produce.
All kinds of Field Seeds a Specialty.

If you are in market to buy or sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

26, 28, 30 and 32 Ottawa St., - - GRAND RAPIDS.

Stovewood Shingles

THEO. B. GOOSSEN,
WHOLESALE
Produce Commission Merchant,
BROKER IN LUMBER.

Orders for Potatoes, Cabbage and Apples, in Car Lots, solicited. Butter and Eggs, Oranges Lemons and Bananas a specialty.

33 OTTAWA STREET,
Telephone 269.

GRAND RAPIDS, MICH.

Moline Cheese

The Michigan Tradesman

WEDNESDAY, DECEMBER 12, 1888.

LEISURE HOUR JOTTINGS.

Written for THE TRADESMAN.

BY A COUNTRY MERCHANT.

The appending of one's signature to a document in which the signer is neither financially or otherwise personally interested, and a document which, under certain contingencies, may subject the party who affixes his name to disagreeable "pains and penalties" of a monetary nature, is not always to be avoided by a person who is a believer in the Golden Rule. Very few individuals of respectability and intelligence pass through life without being called upon, at some period or periods, to file bonds for the performance of official duty, or the security of public or private funds, and, under our laws, if all responsible citizens should unite in an agreement not to "go on other people's paper," the wheels of government, and of vast interests that are dependent on government machinery, would speedily come to a standstill. Hence may be almost catalogued among the other duties we owe as citizens the affixing of our signatures to occasional, and presumably safe, official bonds and similar papers. But, while this is usually regarded as a mere matter of form, it may entail loss and trouble, and it would, perhaps, be wise to apply the injunction to cases of the kind amended something like this: "Do ye unto others as others should do unto you, under like circumstances."

But the placing of one's name on a promissory note, for another person's benefit, is a radically different matter. John Smith, let us say, thinks he sees a chance for a speculation, but it requires the investment of a thousand dollars, which he hasn't got. With your name on the back of a note he can procure the money. He thinks you under obligations to accommodate him, because he occasionally does a little business with you, and he accordingly approaches the subject with confidence. You imagine yourself in a dilemma, and rapidly reflect upon what you had better do. You mentally acknowledge yourself somewhat obligated to John. (Why?) You dislike to offend him. You consider him honest, but there is a considerable risk, because he is financially irresponsible for the amount. But you finally reluctantly put your signature on the prepared paper. What have you done? You have increased your personal indebtedness \$1,000! You have perhaps weakened your credit. You have, for nothing, mortgaged the savings of months or years. You have laid in an unnecessary addition to your stock of cares and anxieties. You have needlessly made your name an object of barter and sale, and you have given other Johns encouragement for importuning you to endorse for them. And what do you gain by your risk and anxiety? Absolutely nothing.

If John's speculation is successful, he would deem it superlative "cheek" for you to ask for a share in the profits; if unsuccessful, it probably wouldn't occasion him a night of unrest to know that you, and not himself, are the loser.

When I endorse for another I am shouldering his faults and follies as well as my own. He may, after the act, develop qualities that no acquaintance believed him possessed of. Circumstances may make him incautions or reckless or incapable of a reasonable management of his affairs. Latent dishonesty may crop out, and I may have the satisfaction of viewing myself as the backer of a thorough rascal. A sudden mania for some species of gambling may dissipate, in a brief period, what I supposed ample security for myself, and, in addition to these, and other fallings or depravities that I may have shouldered, I must also take upon myself a multitude of chances from death, disease, and a long list of possible misfortunes.

This is, of course, a selfish view of the matter. If you and I can afford to be unselfish; if, luckily, our circumstances are such that a notice of protest can be received with comparative indifference; if we have no creditors to wrong, and neither ourselves or our families will be materially discommoded, in case of loss, it is for you and I to determine our actions in the premises, and our actions, whatever they may be, are matters which pertain particularly to ourselves; but if our circumstances are the reverse of all this, we commit an act, it seems to me, of almost inexcusable folly in voluntarily piling other people's burdens upon our own.

ered the further encouraging information that Conroy was a professional gambler, and a prominent member of the order of dead-beats. Of course, I had to pay the note, and I can tell you that \$400 in those days was a big sum for me to lose, and it crippled me seriously for a long time. And, to make the matter more aggravating, that infernal Conroy seemed to regard the transaction as a good joke, mixed with a sharp stroke of business, and I honestly believe that the rascal wouldn't have pulled out a \$10 bill to keep the sheriff from selling me out.

"After coaxing, and entreating, and almost begging, and after trying a dozen different schemes to collect the debt, I finally put it in a judgment, where it rested quietly for a couple of years, by which time I had come to consider it a dead loss.

"About this time, Conroy had a quarrel with a man named Baker over a gambling dispute, in which the latter came out a bad 'second best,' and a result of this quarrel was the collection of my debt. One Saturday night, as I lay soundly asleep at home, I was awakened by a heavy rapping on the front door, and, after partially dressing myself and opening it, I found Baker waiting outside.

"Don't Conroy owe you a pretty big sum?" he asked, hurriedly. "Yes; why?" said I. "Well, now's the time to get even with the d--d fraud! He's playing poker at 'The Hole in the Wall,' and has been having such a big run of luck that I'll bet he's got a thousand piled up in front of him this moment. Get out an attachment and have Hall slip in quietly and gobble the wad. I'll see that the door is all right."

"I don't need an attachment," I says, "I can get out an execution, but—" and I lighted a match and looked at the clock—"as I expected, it's too late. It only lacks ten minutes of 12, and by the time I can route out Hunter and get the paper, and then get Hall out of bed, it will be Sunday. It's no go this time Baker, but I appreciate your information just the same."

"It's now or never, B—," said Baker. "Conroy is going West, Monday, and I doubt if you ever see him again. I'm interested in this matter. I want revenge on the d--d whelp, and I expect you'll pay me pretty liberally if everything comes out right. If your conscience isn't too tender, I'll fix the time business. The fellows at the Hole are all stripped to their pants and shirts, and I'll doctor their watches, which are laid around in their vests for anybody to handle. After you once get hold of the money you are all right, Sunday or no Sunday. Now, hurry up and get up Hunter!" "But Hall won't serve the paper after midnight," I remonstrated. "There's where you're lucky! I heard Hall tell the watchmaker that his clock stopped a week ago, and his watch played out this morning! I'll route out Hall, myself, and make the time all right."

FOURTH NATIONAL BANK Grand Rapids, Mich. A. J. BOWNE, President. GEO. C. PIERCE, Vice President. H. W. NASH, Cashier. CAPITAL, - - - \$300,000. Transacts a general banking business.

WARRANTED NOT TO RIP. Lot 796 Size 30-30 Price. Every garment bearing the above ticket is WARRANTED NOT TO RIP, and, if not as represented, you are requested to return it to the Merchant of whom it was purchased and receive a new garment.

STANTON, SAMPSON & CO., Manufacturers, Detroit, Mich.

MAGIC COFFEE ROASTER. The most practical hand-roaster in the world. Thousands in use—giving satisfaction. They are simple, durable and economical. No grease should be without one. Roasts coffee and pecans to perfection. Address for Catalogue and prices: Robt. S. West, 48 50 Long St., Cleveland, Ohio.

ALMA THE LEADING CANADIAN COLLEGE FOR YOUNG WOMEN ST. THOMAS, ONT.

McLACHLIN HALL. The elegant new addition costing \$30,000 now open. Thorough work. Low Rates. Good Board. Sixty pp. Amusement Free. Address: PRINCIPAL AUSTIN, B. D.

Success Industrial School of Business. Is noted for THOROUGHNESS. Its graduates succeed. Write W. N. FERRIS, Big 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.

TIME TABLES. Grand Rapids & Indiana. GOING NORTH. Arrives. Leaves. Traverse City & Mackinaw..... 9:05 a m 7:00 a m

MUSKIEGON, GRAND RAPIDS & INDIANA. Arrive. Leave. 7:05 a m..... 4:45 p m

MICHIGAN CENTRAL The Niagara Falls Route. DEPART. Detroit Express..... 6:45 a m

Lake Shore & Michigan Southern. Kalamazoo Division. Arrive. 19 3 1 p m..... 2 4 p m

Detroit, Grand Haven & Milwaukee. GOING WEST. Arrives. Leaves. Morning Express..... 1:05 p m

BLIVEN & ALLYN, Sole Agents for the The devil, Jack! We've got a Shark. He'll do for Bliven & Allyn. Celebrated "BIG F." Brand of Oysters. In Cans and Bulk, and Large Handlers of OCEAN FISH, SHELL CLAMS and OYSTERS.

AMOS S. MUSSELMAN & CO., Wholesale Grocers, 21 & 23 SOUTH IONIA ST., GRAND RAPIDS, MICH.

C. R. ELECTRO F DY ELECTROTYPERS. Photo & Zinc Engraving. ALSO LEADS, SUGAR, BRASS, RULERS, WOODS, METAL FURNITURE, BOX WOOD, MAPLE, ETC. GRAND RAPIDS, MICH.

W. STEELE PACKING & PROVISION CO., WHOLESALE DEALERS IN Fresh and Salt Beef, Fresh and Salt Pork, Pork Loins, Dry Salt Pork, Hams, Shoulders, Bacon, Boneless Ham, Sausage of all Kinds, Dried Beef for Slicing.

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.

HESTER & FOX, Manufacturers' Agents for SAW AND CRIST MILL MACHINERY, ATLAS ENGINE WORKS. INDIANAPOLIS, IND., U. S. A. MANUFACTURERS OF STEAM ENGINES & BOILERS.

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.

JAXON SOAP. USE JAXON SOAP. SAVES WOMEN'S CLOTHES. SAVES JAXON SOAP. THE BEST, THE NICEST, THE CHEAPEST.

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.

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.

WALL PAPER & WINDOW SHADES. House and Store Shades Made to Order. NELSON BROS. & CO., 68 Monroe Street, Grand Rapids.

GRAND RAPIDS TANK LINE CO., Distributing Agents for Water White and Prim White Illuminating Oil, GASOLINE and NAPHTHA. Works, G. R. & I. and D. & M. Junc. Office, No. 4 Bledgett Blk.

GROCERIES.

RANDOM REFLECTIONS.

Again the ceaseless tread of Time has brought us to the closing month of another year.

The year just closing will show a satisfactory aggregate of business, though it was looked forward to and has been regarded throughout with serious apprehensions by the entire business community of the United States.

It is gratifying to notice the general tone of confidence which prevails in manufacturing and commercial circles. A determination is shown on the part of every individual and every firm to accomplish more than the ordinary results in both the present and future.

Nothing is more sublime in the contemplation of the system and practice of self-government of this nation than the orderly character of our Presidential campaigns and elections.

As examples of energy and common sense, the merchants of this country may well be regarded as a notable class of men.

Old commercial houses must keep up with the times. Changing years and advancing trade create new methods which must be followed.

Business-life in these days is not a mere devotion to money-making. Intelligence—broad and alert—must show itself in every undertaking.

The Manufacture of Large Bells. It may not be generally known that there are only five concerns in the United States engaged in the manufacture of church, school and chime bells.

A Denial that Denies Too Much. GRAND HAVEN, Dec. 5, 1888. DEAR SIR—In your last paper, I notice an article about the match deal.

A visitor to a bell foundry where nothing but large bells are manufactured, experiences peculiar, if not weird, sensations.

door, showing their begrimed faces, and all the while the soft, resonant tones of the bells being tested, in his ears, the impression is one far removed from churches and church chimes.

Contrary to the popular idea, the exact musical tone of a bell depends neither upon the metal nor upon any change in it after being cast.

The first operation, and the one upon which success depends, is the forming of the moulds. They are made according to plans which are first prepared to demonstrate the weight, thickness and dimensions necessary to produce the required tone.

The press of Michigan has always treated us liberally and fairly, especially THE MICHIGAN TRADESMAN, whose columns are always open to us, and to these of our success as an Association.

For the first time in three years we have effected a complete settlement with the National Association. According to the account of the National Secretary and Treasurer, Michigan was a debtor to him of \$13, by the action of our delegates at Minneapolis.

The bell having cooled sufficiently, the moulds are broken, and it is taken out and turned over to the polisher. The inside, having been moulded against the smooth surface of black lead, needs no polishing, but the outside requires attention in that respect.

An idea of the great accuracy that must be displayed in the plans and preparation of the moulds can be seen in that from ten to twenty-five pounds of metal, either too much or too little, in bells weighing from six hundred to two thousand pounds, or a variation of from one-twentieth of an inch to one-eighth of an inch in thickness will affect the result being a smooth, bright surface.

The principal feature of the week has been the excited condition of the coffee market, including an advance of a full cent a pound on the part of the package manufacturers.

Florida oranges are improving from week to week and the market is now strong and somewhat higher, with a large crop of extra fine fruit to come.

Pencil Portraits. For want of space, the series of biographical descriptions known as "Pencil Portraits" are omitted this week, but will be continued in the next issue.

A Denial that Denies Too Much. GRAND HAVEN, Dec. 5, 1888. DEAR SIR—In your last paper, I notice an article about the match deal.

Yours, F. F. SOMMERS.

Semi-Annual Report of President Peake.

JACKSON, Dec. 3, 1888. To Michigan Division, T. P. A.: I take pleasure in making my report of the work accomplished during the past six months by the Michigan Division, as reported by the able chairmen of the different committees.

As in the past, so in the present year, we have endeavored to fulfill the mission of our organization in this State by securing recognition and concessions that are beneficial to us as commercial travelers.

Our Hotel Committee's report is very gratifying. Mr. Palmer, its chairman, has not received one complaint in the year, and Michigan traveling men have every reason to feel grateful for the superior class of our hotels.

Our Railway Committee's report, especially, merits me much pleasure. The able and competent chairman, Geo. F. Owen, has accomplished much for our Association, considering the disadvantages under which he has labored.

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It Was Not from the House.

There are few spots in life from which the paths of sorrow is entirely absent. Hotels are certainly not included in the favored list. Many a pathetic incident is enacted almost daily within the walls which are embossed in history as furnishing "food and shelter for man and beast."

At the Cadillac yesterday afternoon such an incident occurred. A young traveling man, scarcely more than a lad in appearance and with a bright, beardless, happy-looking face, entered the office from a tour of Detroit mercantile establishments with his arms full of neatly arranged samples of the goods he had been selling and with a merry whistle upon his lips.

"Great town this, I always liked Detroit. I s'pose it's because I generally have a splendid trade. I don't believe, somehow, that anything disagreeable could ever happen to me here."

"Yes, Detroit has the reputation of being a pretty good business town," replied the clerk, at the same time fumbling about in the rack for the key to the happy young guest's room.

Placing one hand to his forehead he staggered into the telegraph office adjoining and secured a blank, with trembling fingers wrote out a response, handed it to the operator, felt his way back into the office as though stricken blind, inquired after the next train for the East, ordered a hack, then gathered his neatly arranged samples into one confused heap in his shaking arms and took the elevator to his room.

The stockholders of the United States Vinegar Company, a combination of about fifty manufacturers of white wine or spirit vinegar for the purpose of steadying the market, met in Chicago last Wednesday. While prices are controlled by the company, they have not been increased during the year of its existence.

The retail grocers of this city, numbering in all nearly 350, have started a stock subscription sheet for the purpose of incorporating an extensive spice company.

The MICHIGAN TRADESMAN is publishing each week a series of pen pictures of prominent Grand Rapids merchants, salesmen and other business personages. They are written in a spicy vein and reflect considerable credit upon the author.

In France and Germany a bankrupt is liable to be punished by imprisonment if it is found that his personal expenses have been excessive, if he has lost large sums of money by gambling or stock exchange operations, if he has put accommodation notes in circulation to stave off failure, or if he has failed to keep correct and proper books.

This has been a great year for the oyster business and the same is true of the celebrated "Anchor" brand, which has considerably widened the scope of its popularity; so that it takes rank among the leading brands of the country.

It is packed solely by F. J. Dettenthaler, who is pleased to quote bottom prices to the trade at any time.

PRODUCE MARKET.

Apples—Winter fruit is in fair demand at \$1.00 per bushel. Beans—Handlers are paying about \$1.25 for unpeeled and getting \$1.65 for hand-picked.

Butter—Creamery is in fair supply at 26¢ per lb. Cabbages—Home grown command \$3.00 per 100.

Cheese—The market is flat there apparently being no demand anywhere. Buyers are paying 25¢ per lb. here and 24¢ at the principal buying points out of town.

Clams—Little Neck... 1.25 Clam Chowder, 3 lb... 3.00 Cove Oysters, 1 lb, stand... 1.00

Meat Market. Beef, carcass... 4.50 Beef, hind quarters... 4.00

FRESH MEATS. Beef, carcass... 4.50 Beef, hind quarters... 4.00

NEW SPICE COMPANY at Toledo. A Toledo dispatch, under date of December 5, is as follows:

COFFEES—Package. 100 lbs. Lion... 2.25 In cabinets... 2.35

CONDENSED MILK. Eagle... 7.00 Anglo-Swiss... 6.00

Wholesale Price Current.

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



City Oyster, XXX... 7 Fancy Oyster... 6 1/2 Cream Tartar... 28

Flour. 100 lb. kegs... 2.05 Flour, 50 lb. kegs... 1.90

Wheat. 60 lbs... 1.05 Wheat, 30 lbs... 1.00

Corn. 100 lbs... 1.00 Corn, 50 lbs... .95

Sugar. 100 lbs... 1.00 Sugar, 50 lbs... .95

Butter. 100 lbs... 1.00 Butter, 50 lbs... .95

Cheese. 100 lbs... 1.00 Cheese, 50 lbs... .95

Meat. 100 lbs... 1.00 Meat, 50 lbs... .95

Corn, barrels... 30.00 one-half barrels... 28.00

Sugar. 100 lbs... 1.00 Sugar, 50 lbs... .95

Butter. 100 lbs... 1.00 Butter, 50 lbs... .95

Cheese. 100 lbs... 1.00 Cheese, 50 lbs... .95

Meat. 100 lbs... 1.00 Meat, 50 lbs... .95

Flour. 100 lbs... 1.00 Flour, 50 lbs... .95

Wheat. 60 lbs... 1.05 Wheat, 30 lbs... 1.00

Corn. 100 lbs... 1.00 Corn, 50 lbs... .95

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