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Grand Rapids Mercantile Association. At the regular semi-monthly meeting of the Grand Rapids Mercantile Association, held at THE TRADESMAN office on June 4, the Entertainment Committee reported in favor of postponing the annual picnic until Thursday, July 18, which was adopted. On motion of M. C. Goossen, all grocers were requested to close their doors on the afternoon of the picnic. President Herrick suggested that each merchant take along enough food to supply his clerks. The committee on Roll of Honor reported that Messrs. Goossen and Harris had called on twenty jobbers, all of whom had signed the agreement, as follows: We, the undersigned, wholesale dealers of Grand Rapids, hereby pledge ourselves to the Grand Rapids Mercantile Association not to sell any goods in our respective lines to families, restaurants, boarding houses and hotels. I. M. CLARK & SON, BELL, BARNHART & PUTMAN, HAWKINS, PERRY & CO., AMOS S. MUSSELLMAN & CO., LEMON, JOHNS & PUTMAN, OLNEY, SHIELDS & CO., GRAND RAPIDS FRUIT AND PRODUCE CO., EDWIN FALLAS, J. A. LAMB & CO., PUTNAM & BROOKS, F. J. LAMB & CO., W. H. CORNELL, MOSELEY BROS., BUNTING & DAVIS, THED. B. GOOSSEN, ASHLEY & PERKINS DRUG CO., JENNINGS & SMITH, TRINITY SPIKE CO., ASHLEY & PERKINS DRUG CO., W. SEARS & CO.

worse, I meet such expensive friends there that it costs more than I can earn to keep it up." "I was just thinking of joining the club," said Robert. "It will be a cool five hundred a year out of pocket, with precious little satisfaction and no home feeling at that." Robert hummed a tune when left to himself. It was a long day. Business had dragged. Everybody was preoccupied, hurried, cross. Things went wrong. He was glad to go home, only it wasn't home. He took up a book, but found himself trying to read the coals in the grate and the figures on the wall instead of the page. He threw himself on the lounge, but it was dreadfully dull. He stood it for a while, and then put on his hat and walked down to the Widow Cragie's. He stepped up to the door as usual, but Edna was engaged. He asked to have her called. It seemed a month before she came down. At last she appeared. He arose from his seat and met her in the middle of the room, and said: "Edna, I have come here to-night on business. I am tired of being your mocking-bird, and want to be your redearest; will you be my wife?" "When you say—" replied Edna, her face suffused with blushes. "Soon as I can make a nest, dearest," returned Robert. "I believe both of the reddears join in building the nest," said Edna, "and I want to do my part. This was twenty years ago. To-day one of the handsome mansions in one of our Western Michigan cities is the nest of a wedded pair whose life has been sweet as a bird's song, and whose hearts, like their affections, are as young as ever. There is a great deal more in putting a little straightforward business at the beginning of life than is generally supposed.

THE TRADESMAN has watched with sympathetic interest the progress made in the establishment of the manufacture of sugar from sorghum cane in Kansas. Nothing could be more important for the interests of our Western farmers than the establishment of an industry which would give them another and profitable crop. Kansas sees this, and has been paying a premium of two cents a pound for sugar made from sorghum by the new methods. Last year 712,836 pounds of sugar were thus made, and 354,000 gallons of molasses, and the State paid \$11,348.72 in bounties. Two dollars a ton was paid for cane, and thirty-three cents a ton was realized in profits—results which did not come up to expectations and do not show that the industry yet has been established on a really profitable basis. But it is believed that by the reduction of expenses incidental to a beginning and by the improvement of machinery and of methods, the business may be made highly profitable to both farmers and sugar-makers. Instead of paying the individual to enter creameries or go on farms to learn the business, as is the case in this country, the practice in England and Scotland is to charge a fee for such instruction. A new dairy factory advertises to accept pupils for a fee of \$2.50 per week, the pupil to give his whole time and pay his own board. HARDWOOD LUMBER. The furniture factories here pay as follows for dry stock, measured merchantable, mill cuts out: Basswood, log-run, 13 @66.13 00 Birch, log-run, 15 @66.10 00 Black Ash, 1 and 2, 20 @62.00 00 Black Ash, log-run, 14 @66.16 00 Cherry, log-run, 15 @66.40 00 Cherry, Nos. 1 and 2, 60 @66.05 00 Cherry, Cull, 12 @62.00 00 Maple, log-run, 11 @66.13 00 Maple, No. 1 and 2, 20 @62.00 00 Maple, clear, flooring, 25 @62.00 00 Maple, soft, log-run, 12 @66.13 00 Red Oak, log-run, 20 @66.21 00 Red Oak, Nos. 1 and 2, 26 @66.28 00 Red Oak, 3/4 sawed, regular, 30 @66.28 00 Red Oak, No. 1, step plank, 25 @62.00 00 Walnut, log-run, 12 @66.13 05 Walnut, Nos. 1 and 2, 20 @62.00 00 Walnut, cull, 12 @62.00 00 Grey Elm, log-run, 12 @66.13 05 White Oak, log-run, 20 @66.28 00 White Oak, 3/4 sawed, regular, 30 @66.28 00 White Oak, 3/4 sawed, Nos. 1 and 2, 42 @66.45 00

THE BEST Accident Insurance Is that Furnished by the United States Mutual Accident Association CHARLES B. PEET, President. JAMES R. PITCHER, Sec'y and Gen. Manager. 320-324 Broadway, New York.

WHITE MOUNTAIN FREEZER. Send for our 16 Page Descriptive Catalogue and Price List. Foster, Stevens & Co., 10 & 12 MONROE ST. 33, 35, 37, 39 & 41 LOUIS ST. CHICAGO AND St. Joseph-Benton Harbor MAMMOTH STEAMER CITY OF DETROIT. Our Trips per Week Between DETROIT, MACKINAC ISLAND PETOSKEY and SAULT STE. MARIE. Every Day Between DETROIT AND CLEVELAND. OUR ILLUSTRATED PAMPHLETS Rates and Excursion Tickets will be furnished by your Ticket Agent, or address C. D. WHITCOMB, CEN'L AGENT, CHICAGO, ILL. Detroit and Cleveland Steam Nav. Co. HARDWARE. The Hardware Market. The new wire nail card has gone into effect and jobbers will supply the new cards on application. The abandonment of the steel nail combination has resulted in lower prices. The flood in Pennsylvania has stiffened bar iron very materially, although no advance has occurred. The trade will note the change in copper quotations in this week's issue. Prices Current. These prices are for cash buyers, who pay promptly and buy in full packages. ATGURS AND BITS. Ives', old style, 60 Shells', 60 Cops., 60 Jennings', genuine, 25 Jennings', imitation, 25@60.10

The Michigan Tradesman

WEDNESDAY, JUNE 12, 1889.

LEISURE HOUR JOTTINGS.

Written for THE TRADESMAN.

BY A COUNTRY MERCHANT.

As long as people continue to "multiply and replenish the earth," so long will nursing bottles, soothing syrups, cradles, baby cabs, dolls, Uncle Tom's Cabins, and circuses and managers remain an indispensable necessity to the human family. But it is sad for us fellows, who are rapidly approaching old-foginess, to reflect how the glamour and charms of the two last essentials have become dissipated, and almost lost, in the many vanished years that have come and gone since we first fell willing victims to their attractions and enchantments; and to-day we would be almost willing to welcome back the hair-elevating dreams of our boyhood days, and surround our nightly resting place with exaggerated scenes of slave-drivers' brutality, bewildering and impossible acrobatics, and distorted and blood-curdling metamorphosis from the managerie, if we could only, for a brief time even, arouse the old-time ecstasy and delight that made these nocturnal visitations a natural sequence.

I don't doubt that the youngster of to-day experiences an immense amount of delight and satisfaction in his visit to the colossal modern circus, but I don't believe it will begin to approach, in quantity or quality, that of his prototype of two or three decades ago. In order to thoroughly and completely appreciate a pleasure or luxury it wants to be difficult of attainment. From observation and experience I imagine the rising generation of these times, as a whole, superlatively better prepared, financially, for show days, celebrations, and the eventful days for youthful enjoyment, than the one of thirty years ago. In those days when a man with \$10,000 was a Croesus in his community; when skilled labor was purchasable for from one to two dollars a day, and seventy-five cents was the "going price" for the ordinary workman; when the sixteen year old boy thought himself lucky in earning a quarter for a ten hour's job, and when the most careful and rigid economy was imperatively necessary to "make both ends meet," it was usually a question of serious moment, and deep study, for a youngster to devise ways and means to enjoy the coming gala-day with anything like satisfaction.

And when, "by hook or crook," the money was secured, the pleasures of realization became almost as great as those of anticipation. The colored posters and the street parades were decidedly tame, as compared with the Barum and Forepaugh displays, but they always met with our unreserved and enthusiastic approval. The solitary elephant was always met by a large committee of welcome, miles from town, whose attentions were soon divided up between himself and the band wagon. The erection of the big tent invariably collected together a host of volunteer assistants, and lucky and envied indeed was the youth who, in the interim between this and the opening of the show, struck some job that advanced his financial status beyond that of his companions, and nothing would atone for this good luck except liberal treats of lemonade or peanuts, or seeing the moneyed youngster, later in the day, ignominiously and contemptuously treated by the trick mule.

You and I, during the years that have elapsed since our boyhood days, have undoubtedly seen, on the theatrical stage, some of the notable stars in comedy, tragedy, opera and the spectacular drama; but, honestly, now, did we ever witness a scene that gave us the absorbing and heartfelt satisfaction as did that of the corpulent and intoxicated sailor who was induced to come out of the audience to ride an apparently fractious and vicious ring horse? And how, in some miraculous manner, he managed to keep his seat; finally stood upright upon the animal's back; became speedily transformed, by a shedding of garments, into a Chinaman, an Irishman, a German, etc., and finally evolved into a slim, wiry, gold-spangled athlete, ready for any equestrian display known to the profession. And have we ever since struck anything more thrilling and realistic than that of the beautiful maiden pursued by the bloodthirsty savage, whose scalp, after a great display of horse-racing, was saved, and whose pursuer was slaughtered, by a faint example of the modern cowboy? And didn't it seem as if the acrobats were more supple, the equestrians more graceful, the trapeze people more daring, and the clowns more excruciatingly funny, than their latter-day successors and imitators?

Yet, notwithstanding this, it doesn't seem probable that the fascinations of the tented show will ever lose their attractions, even among the "silver greys." It used to be asserted that the circus was only popular among clodhoppers, rustics

and children, yet since the big "aggregations" have confined their exhibitions, almost exclusively, to the cities, their patrons have steadily increased, year after year. Look over one of Barnum's audiences, at Grand Rapids, for instance, and while you will find a majority of it composed of young people and countrymen, you will nevertheless find among it a very liberal sprinkling of individuals whose reputations for wealth, business success and standing in fashionable society are widely known. And still, among them all, it would probably be difficult to find a single one to acknowledge that he was present as an anxious seeker after amusement. The excuses of his class are too multitudinous to enumerate, but they all serve to show that there is still a latent belief that a visit to the circus is a little too disreputable and inexcusable for anyone but children and the "lower orders." You will always notice that on show days the incoming trains are almost overcrowded, yet among all the business acquaintances you meet it is a rare event to find one who is en route to see the show. If he gets through with his business in time, or if his friend Smith insists on his accompanying him, he may attend, but he became disgusted with "the same old programme," years and years ago.

But let the Barnums and Forepaughs, and their successors, continue to present their aggregations of wonders to the rustics and the rising generation, and let them "possess their souls in peace" regarding a decrease in the flood of half-dollars and quarters. If the parties, whom the gorgeous posters are intended to attract, fail in boosting up the annual dividends—which isn't at all probable—the old fogies, who have complained of the monotony for years, will continue to find some excuse for assisting the showmen in increasing their bank balances.

\$1,000 REWARD!!

THE LARGEST AND BEST CLEAR LONG HAVANA FILLED SUMATRA WRAPPED CIGAR SOLD FOR 5 CENTS.



Amos S. Musselman & Co.

SOLE AGENTS,

GRAND RAPIDS, MICH.

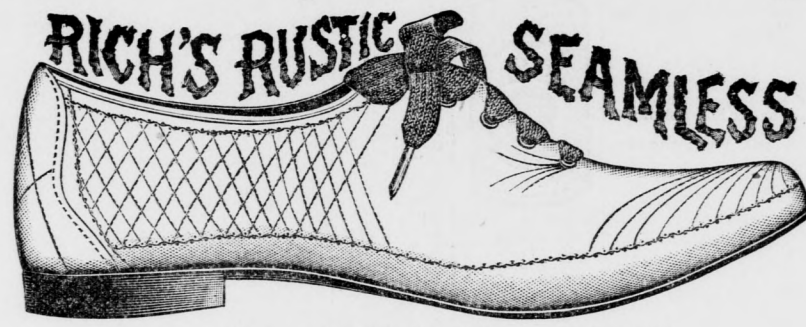
WHIPS AND LASHES. Lowest Prices for Mail Orders. GRAHAM ROYS, 54 Lake Ave., Grand Rapids.

Advertisement for 'ELECTROTYPERS' and 'PHOTO & ZINC ENGRAVING' services, listing various printing and engraving capabilities.

TIME TABLES.

Detailed train schedule table for Grand Rapids and Indiana, listing arrival and departure times for various routes and services.

The Popular Novelty



FOR MEN, WOMEN AND CHILDREN.

SEAMLESS WIGWAM

(AS REPRESENTED BY ABOVE ILLUSTRATION)

Now upon the market, and from present indications it promises to become the greatest "seller" of any similar slipper yet introduced. It embraces the unusual combination of excellent quality, perfect fit, and can be sold at popular prices, leaving the retailer a handsome margin of profit.

Price list for Seamless Wigwam shoes: MEN'S (6 to 10, \$11 per dozen net), WOMEN'S (3 to 7, 10), BOYS' (1 to 5, 10), MISSES' (11 to 3, 9), CHILDREN'S (6 to 10 1/2, 7.50).

Sample orders promptly attended to.

G. R. MAYHEW,

86 Monroe St., Grand Rapids, Mich.

FULL LINE TENNIS SHOES IN STOCK.

W. J. G. & CO.'S

Celebrated

JAPAN TEA!

Two Hundred and Fifty Thousand Pounds Sold in 1888.

Our Import Order for 1889 is Half a Million Pounds, and We Warrant Every Pound to Give Satisfaction to the Buyer.

We Can Make Our First Delivery of These Teas June 20, 1889.

W. J. GOULD & CO.,

Importers and Jobbers of Teas.

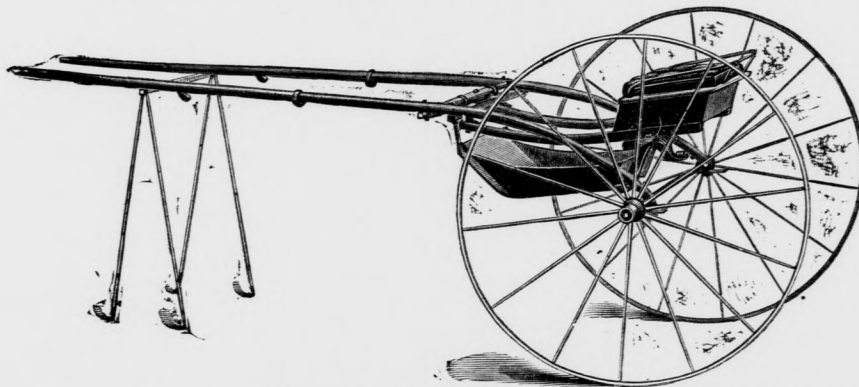
Detroit, Mich.

Our New Flag Cigar

GOOD FIVE CENT CIGAR.

To introduce this brand we will give free with each order for 1,000 at \$35

The Fautleroy Cart.



This Cart is especially adapted to Michigan roads, will seat two passengers and is attractive in appearance.

REMEMBER—The cart is given free with 1,000 of our New Flag cigars at \$35.

W. J. QUAN & CO.,

49 and 51 Michigan Avenue, Chicago, Ill.

MOSELEY BROS.,

—WHOLESALE—

Fruits, Seeds, Oysters & Produce.

All kinds of Field Seeds a Specialty.

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

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

C. A. LAMB, Grand Rapids, Mich. FRED CLOCK, Chicago, Ill. F. J. LAMB & CO., Grand Rapids, Mich.

C. A. LAMB & CO.,

Wholesale and Commission

Fruits

—AND—
Produce.

56 and 58 So. Ionia St., Grand Rapids, Mich.

Our Specialties:

CALIFORNIA FRUITS, ORANGES, LEMONS, BANANAS AND BERRIES.

EDWIN FALLAS,

JOBBER OF

Butter, Eggs, Oranges, Lemons, Bananas, Mince Meat, Nuts, Figs, Etc. Eggs Crate Factory in connection. Price List furnished on application.

Mail Orders Filled Carefully and Promptly at Lowest Market Price. Cold Storage at Nos. 317 and 319 Livingstone St. Office and Salesroom, No. 9 Ionia St., Grand Rapids, Mich.

C. H. CORNELL,

(Successor to CORNELL & KERRY.)

Wholesale and Commission

Fruits and Produce.

Agent for the Wayland Cheese.

30 NORTH IONIA STREET, GRAND RAPIDS, MICH. TELEPHONE 253.

ALFRED J. BROWN,

WHOLESALE DEALER IN

Foreign, Tropical and California FRUITS.



Headquarters for Bananas.

16 AND 18 NORTH DIVISION ST. GRAND RAPIDS, MICH.

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, GRAND RAPIDS, MICH. Telephone 269.

Stovewood Shingles

Moine Cheese

Grand Rapids Fruit and Produce Co.,

(SUCCESSOR TO GEO. E. HOWES & CO.)

Jobbers of

FOREIGN FRUITS.

Oranges, Lemons and Bananas a Specialty. 3 NORTH IONIA ST., GRAND RAPIDS.

FIRE! FIRE!

We are selling the BEST RUBBER HOSE in 3-4, 1, 1 1/4, 1 1/2, 2 and 2 1/2 inch. Cotton Mill Hose, Rubber Lined; also unlined Linen Hose, in all sizes, for fire protection.

Our Prices are Rock Bottom

We have the Best Lubricators, Grease and Oil Cups, Lath and Fodder Yarn, Saw Gummers, and the best General Stock of Mill Supplies in this State.

AGENTS FOR STEWART'S BEADY ROOFING, DEAFENING FELT AND SHEATHING, IRON FIBRE PAINT AND CEMENT. BEST OF THE KIND IN USE.

SAMUEL LYON.

GROCERIES.

The Grocery Market. The sugar situation has, of course, been the feature of the week. All grades of refined gained 1/4c early last week, when the following review by Willett & Hamlin was apropos:

This week has developed to the whole sugar world the remarkable strength of the position, and the ease with which prices now respond to any attempt to secure supplies in any part of the world. Europe leads, as heretofore, and decides quotations. Beet sugar this week rose 1 1/2d, reaching 24s 4 1/2d in its progress to 30s. America tried to buy largely in Europe, but did not succeed to any considerable extent, and no reliance is to be placed in recent cables which report purchases for America of 50,000, and 20,000 tons; and 15,000 tons, during the last three weeks. America has need for such purchases, but has not been so fortunate as to secure them, although the attempts helped to advance quotations. Europe cannot afford to part with any of its stock, as is evident from our figures in 10-day's circular. The total stock in all principal countries May 1 was 754,064 tons. If the receipts and deliveries from May 1 to October 1 are the same as last year, the stock on October 1 will be reduced to 140,326 tons, to be divided among all these countries. It is, however, already evident that the receipts for the time mentioned will be considerably less than last year. This would be a very small stock for Europe, but out of it must come a considerable amount for America. The stock in America June 1 was 97,151 tons. If the receipts and deliveries to October 1 are the same as last year, say 57,625 tons receipts and 49,151 tons deliveries, the stock in the United States on October 1 would show a small minus.

Receipts from Cuba are thus far only 24,161 tons behind last crops, and the shortage is yet to be felt. Receipts from other West India islands to date are even larger than last year, and the shrinkage will be rapid soon. Brazil has no more sugar, and our required supplies to equal those of last year must be drawn from Europe, where the only surplus stock exists. As this stock diminishes, the prices asked and paid for it must necessarily increase, and the limit of advance may be the point at which consumption anywhere, but the reverse. Enquiry among retail grocers in the country towns shows no decrease in demand, at 10c for granulated. The advance must continue. Refined gained 3/4c this week, while raws gained 1/4c, and at the close there is a decided scarcity of offerings, either for spot or arrival, and quotations are nominal. Total stock in the United States increased 2,167 tons for the week. Meltings for the month of May were 93,315 tons, against 83,699 tons in May, 1888. The details of importers' stock in New York, which we give, is notable as compared with former years. We again call attention to the fact that muscovados are selling at about 3/4c below their relative value as compared with centrifugals.

Another 1/2c was gained on Friday and Saturday, and an advance of 1/4c in raw sugars was followed on Monday by an advance of 3/4c in hard sugars, bring the refiners' price of granulated up to 9c. There is no change in tea, coffee or fish. The best grades of raisins are scarce. Layer Valencia being higher. Cheese is stronger in the Eastern markets, which gives home manufacturers more confidence, resulting in a little stiffening in the price.

The Coffee Market. Chase & Sanborn describe the situation as follows: The present month will conclude the crop season of 1888 and 1889, and the trade is about to report another small crop for 1889 and 1890. Inasmuch as the estimated amount of the last mentioned crop has been confirmed and generally accepted by the trade, it is a comparatively easy matter to calculate the probable statistical position which will exist on July 1. Taking the actual figures at hand and allowing in proportion for the increase of the surplus during this month, and estimating the coming year's consumption on the same basis as now being indicated by the record of the warehouse deliveries, we have the following:

World's visible supply July 1, 1890..... 3,880,000 Bbls.
Brazil crops for 1889 and 1890..... 4,000,000 Crops of all other kinds..... 3,500,000
Total..... 11,380,000
Consumption July 1, 1889, to June 30, 1890..... 10,000,000
World's visible supply July 1, 1890..... 1,380,000 As compared with July 1, 1889..... 3,880,000
As compared with July 1, 1888..... 2,390,000

The above figures, while showing a sufficient amount of coffee to supply an average consuming demand for the coming year, also render apparent the actual necessity of a very full crop for 1890 and 1891. Many authorities maintain that the excessive drought which has caused the smallness of the coming crop will not be confined to one season's production, but will likely exert a material influence upon the yields of future years. In this connection, the following information from a leading Brazilian authority respecting the crop of 1889 and 1890, and 1890 and 1891, is of great importance to every one interested in the present and future outlook of coffee values: As regards the next crop proper, the accounts received from Brazil on all sides agree that the most protracted drought the country has ever experienced has caused very great destruction to the plantations and that the prospects for the next crop are obviously extremely poor. The estimates on the crops vary according to the ideas of the respective estimators on the present crop. Those who have estimated the present crop by the actual receipts and have not included a probable surplus remaining in the interior, estimate the next crop larger, while other firms who put a high figure on the present crop make an extremely low figure for the following one. We have taken full account of both sides, and in the aggregate entirely agree, and the totals we give for the three years,

The Price of Granulated for a Decade. The following shows the variations in granulated sugar during the past ten years, the price named being the refiners' quotations:

June 3, 1880..... 9 3/4 June 11, 1885..... 6 1/2
June 1881..... 10 1/4 June 1886..... 6 3/16
June 1882..... 9 1/4 June 1887..... 6 1/2
June 1883..... 9 June 1888..... 6 1/2
June 1884..... 6 1/2 June 1889..... 8 1/2
June 1885..... 6 1/2

Attention, Traveling Men. There will be a meeting of the Grand Rapids Traveling Men's Association at the reading-room of Sweet's Hotel, on Saturday evening, June 22, to arrange for our sixth annual picnic. GEO. H. SEYMOUR, Sec'y. L. M. MILLS, President. Every grocer should handle "Our Knocker" cigars. For sale only by M. H. Treusch & Bro.

1887-'88, '89, '90, would be 13,500,000 bags, or an average of four and a half million bags for three consecutive years, against an average annual consumption of Brazilian coffees alone of 6,000,000 bags for the same period. The condition of the Brazilian plantations, especially in the Rio districts after a long and severe drought, and the absence of the practical labor under which the plantations were kept and treated prior to the repeal of the slave law, make it extremely improbable that a large crop will be either predicted or expected in the news we are likely to get next October or November. The danger is quite apparent and that the old trees in the Rio districts must have suffered severely from the drought, to say nothing of the enforced neglect to cultivation that must have followed; and while two years ago, we already at this period heard that after the small crop of 1887-'88, a very large crop would follow, the reverse conditions exist to-day.

The present indications of the market in general seem to insure a steady and high market during the summer months, with a probable further advance in desirable grades of Java coffees.

Michigan Knights of the Grip. GRAND RAPIDS, June 10, 1889. To the Michigan Knights of the Grip: The editor of THE TRADESMAN having generously offered us the free use of his columns, whenever the officers, committees or members have any communications to make to the other members of the organization, I trust the boys will take advantage of the offer and send in any matters of general interest.

The rapid increase in our membership the past two weeks is positive proof of the sanction of the purposes and motives of our organization, by the thinking and acting men of our profession, and demonstrates a willingness on their part to aid in securing the objects we are striving for, and not selfishly waiting to come in when there is "something to be made out of it." Our Hotel Committee, after consulting several leading hotel proprietors, has issued the following letter and agreement for signatures:

To the Hotel Proprietors of Michigan: GENTLEMEN—Our Association, which numbers at present date over 500 members and is rapidly increasing, is composed of representative commercial travelers of this State. It has for one of its objects a desire to establish and maintain friendly relations and co-operation in matters of mutual interest to yourselves and our members. We appreciate the high standard that the hotels of our State have attained, and on our part prefer rather improved service than reduced rates, and as the home of a great majority of our members is the hotel, your enterprise has added much to our comfort and lightened the burdens and discomfort of travel. As many of us enjoy very limited time at our homes with our families, we would, were the expense of traveling not so great, take pleasure in having our wives or children accompany us occasionally, and in this matter we feel free to ask an expression of your views and submit for your favorable consideration the following:

Very truly yours, A. F. PEAKE, Pres. L. M. MILLS, Sec'y. We, the undersigned proprietors of Michigan hotels, do hereby agree to make the same arrangements to members of Michigan "Knights of the Grip" for their wives accompanying them on regular trips, not often than one trip each year. Meors Hotel, Whitehall. Moore's Hotel, Shelby. Exchange Hotel, Baldwin. Western Hotel, Big Rapids. Train's Hotel, Lowell. De Haas Hotel, Fremont. St. Charles Hotel, Fremont. Elliott Hotel, Ludington. Inus House, Pentwater. Wigton House, Hart. Phoenix Hotel, Charlotte. Commercial Hotel, Vermontville. The above names have been secured during the past week. Other signatures to the agreement will be reported from week to week in THE TRADESMAN.

Our employment bureau is doing good work, having found desirable positions for two of our members. The bureau is constantly in receipt of letters from employers and manufacturers in need of salesmen. L. M. MILLS, Sec'y.

Forceful Logic. In an English Sunday-school, the lady teacher was impressing upon her pupils the necessity of being entirely devoted to God. "It won't do, my dear boys," she said, "to be half-hearted in this service. There is a crown of glory laid up for every one who is good all the time; but do you suppose there is anything for a boy who is good only half the time?" There was an oratorical pause for a moment, and then a big shock-headed boy drawled out: "It do zoen to me, missus, that them as is good 'arf the time, ought to get 'arf a crown, at least."

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PRODUCE MARKET. Beans—Handlers are paying about \$1.50 for un-picked and getting \$1.60-\$1.75 for hand-picked. Cabbages—Southern stock is in fair demand at \$1.25-\$1.50 per crate. Cider—10c per gal. Cooperage—Pork barrels, \$1.25; produce barrels 25c.

PROVISIONS. The Grand Rapids Packing and Provision Co. quotes as follows: PORK IN BARRELS. Mess, new, 12 7/8. Short cut Morgan, 13 1/2.

SMOKED MEATS—Canned or Plain. Hams, average 20 lbs., 9 1/2. Bacon, 12 to 14 lbs., 11 1/2. Picnic, 10 to 12 lbs., 10 1/2. Shoulders, 10 to 12 lbs., 7 1/2.

FRESH MEATS. Swift and Company quote as follows: Beef, carcass, 5 1/2 @ 6 1/4. Hind quarters, 6 1/2 @ 8. Fore, 4 @ 4 1/2.

CANDIES, FRUITS AND NUTS. Putnam & Brooks quote as follows: Standard, 25 lb. boxes, 10 1/2. Twist, 25 lb. boxes, 10 1/2. Cut loaf, 25 lb. boxes, 12 1/2.

FRUITS. Oranges, fancy California, 4 25 @ 4 30. Lemons, choice, 4 50 @ 4 75. Figs, layers, new, 10 @ 12 1/2.

PEANUTS. Peacocks, 8 1/4. Yacht, 6 1/4. Crackers, Kenosha Butter, 8. Seymour, 6.

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. ROYAL BAKING POWDER. 10c cans, 90. 5 lb. cans, 4 40.

DRIED FRUITS—Domestic. Apples, sun-dried, 3 @ 3 1/4. Apricots, 14 @ 15. Prunes, 10 @ 11.

STREETS. Corn, barrels, 60 @ 62. Pure Sugar, bbl., 26 @ 26 3/4. SWEET GOODS. Ginger Snaps, X XXX. Sugar Creams, 9 @ 9 1/4.

TOBACCO—Plug. S. W. Venable & Co.'s Brands. Kiln Dried, 16 oz. 30. Reception, 2 1/2-3 1/2, 16 oz. 30.

PAPER, WOODENWARE, PAPER. Currier & Co. quote as follows: Straw, Light Weight, 14. Sugar, No. 2, 25.

GRAINS AND FEEDSTUFFS. WHEAT. White, 82. Red, 80. Straight, in sacks, 4 50. Patent, in sacks, 5 50.

Amboy Cheese. We have the pleasure to advise the trade that we have received the agency and sole control in this State of the "Amboy" Cheese, handled for many years by Messrs. Wm. Sears & Co. The quality of this brand has always been kept uniform and in every sense "Strictly Full Cream," making it so well and favorably known and appreciated by the trade that no further recommendation or guarantee is necessary.

Acme Cheese. We are also the Sole Agents for the "Acme" Cheese, made in Herkimer Co., N. Y. This brand is a Strictly Full Cream Cheese and cannot fail to give satisfaction. Please send us your orders. Lemon, Hoops & Peters. Grand Rapids, April 24, 1889.

I. M. CLARK & SON. WE ARE HEADQUARTERS FOR Teas Syrups Molasses. If our Travelers do not see you regularly, send for our Samples and Prices before purchasing elsewhere. We will surprise you. Mail Orders always receive prompt attention and lowest possible prices.

Wholesale Grocers. We Are Headquarters for Pure Cider and White Wine Vinegar. Consult your own interests by getting our prices before purchasing elsewhere. Telfer Spice Company.

D. W. ARCHER'S TROPHY'S SUGAR CORN. FREE FROM WATER. FREE FROM SUGAR. NATURAL FLAVOR. REFINED. PURE. DAVENPORT CANNING CO., DAVENPORT, IOWA. We have cooked the corn in this case with pure water, and no sugar, and no preservatives. It is the only corn that is so pure and so good. See to it that you get the genuine.

CANDY. We manufacture a full line, carry a heavy stock, and warrant our goods to be STRICTLY PURE and first class. PUTNAM & BROOKS.

RANDOM REFLECTIONS.

Business men are much given among themselves to a discussion of the various methods of conducting trade to make it the greatest success. Nothing is better than comparing notes, relating experience in different lines, and listening to narratives of success. It might seem from all this that business might be made a thing of absolute rule and system. But it cannot, though some people seem to think so. Every man will find in his own affairs, and in his own trade, much that will appeal to his own intelligence, and he should be sure that he has it, and not depend upon the theories or even the experiences of other men. It is quite a mistake for a man to timidly hold himself down to rules when he should push ahead under the inspiration of his own enterprise and originate methods for himself.

The reports sent out by the commercial agencies, while of a somewhat varying character in regard to the condition of business in some sections, and in regard to several important branches, have been, as a whole, satisfactory. In a country so large, and in lines of manufacture and trade so vast, there must be some instances of depression, but the general outlook cannot be regarded otherwise than favorable.

It is quite common to regard trade as a selfish, sordid thing, which is only moved by its own interests. So general is this view of the subject that many business men coincide with the sentiment of the English poet:

Where wealth and freedom reign, contentment falls,
And honor sinks where commerce long prevails.
And yet no one can view the wonderful outpouring of wealth, on the part of business men, to the flood sufferers of Pennsylvania without recognizing the personal unselfishness, magnanimity and patriotism of the merchants of this country. Trade is a matter of dollars and cents, while to make and to save must be its purpose at all times. However, American trade has never failed in its duty to every obligation to society and the country. Tender in its sympathies, liberal in its gifts, it has a chivalry which is always impressive in its expression.

An interesting account of the agreeable manner in which traveling salesmen are treated in the great Wanamaker establishment, at Philadelphia, is going the rounds of the trade papers. Any traveling man can cite hundreds of instances where they are not treated in a manner befitting their calling. In no department of merchandising is there more urgent necessity for reform than in this respect. Salesmen, as a rule, are gentlemen, and they are in a calling which is a legitimate part of every day business. They represent all the houses, great and small, and every line of goods. Consequently, no merchant can afford to neglect the offerings made by them. To be sure, they come in swarms, when he does not want to buy as well as when he does, and some come of whom he does not care to purchase at any time. But they all come to him on proper business, and it is for him to determine, and not them, what his interest is in each particular line at that particular visit. Hence, it is proper that a fitting provision should be made for their reception and a convenient place be provided for the display of their samples. All present arrangements, with a few exceptions, are incomplete and annoying. A change is alike required to satisfy the self-respect of the salesmen and to further the interest of merchants themselves in the purchase of goods offered in this way. As houses expand in their trade, when they come to occupy modern buildings, when advanced systems are introduced in every department, it is also a time to do something for the convenience of the salesmen, not forgetting to brighten both their coming and going with courtesy.

A consular report states that the largest item of trade between South Australia and the United States consists of kangaroo and wallaby (a smaller marsupial) skins. Owing to the growth of the demand for these skins, large parties are engaged in catching these animals, male and female, old and young, in season and out of season. As they are classed as vermin, there is no close season, and these marsupials will soon be exterminated. The tails and hindquarters are considered a delicacy. At present the slaughter is conducted on a wholesale principle. The animals are driven in great numbers into an improvised stock-yard and there knocked on the head with waddies. This is found preferable to shooting, because skins that have been perforated by shot lose considerably in market value.

Looking Ahead.

"What are you going to do with your boy?"
"Put him into a bank, provided his constitution is a strong one."
"Why is it necessary for him to have a strong constitution?"
"So that he can stand the rigors of a Canadian winter."

WANTED.

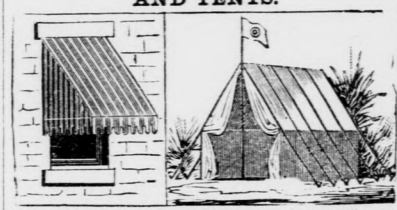
POTATOES, APPLES, DRIED FRUIT, BEANS

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 TRADESMAN, Grand Rapids.

A WINGS AND TENTS.



Horse and Wagon Covers, Water Proof Coats, Baggy Aprons, Wide Cotton Ducks, etc. Send for Illustrated Catalogue.
Chas. A. Coye,
Telephone 106. 11 Pearl St.

S. K. BOLLES.

S. K. Bolles & Co.,

77 Canal Street, Grand Rapids, Mich.

Wholesale Cigar Dealers.

A few of our leading brands:

Bitter Sweet
Two Sizes—Sen. and Jun.

Don Rodrigo
Two Sizes—Sen. and Jun.

De Lorenzo Ventura,
Madge, Banko, Ruy Blas,
Hamilton's, Tantalizer,
Honey Queen
(Look out for her. "She's a hummer.")
Cognac, Shoe String,
Set Up, Blue Streak,

TOSS UP - ("Heads-I-Win, Tails-U-Lose.")
A TEN CENT SMOKE FOR FIVE.

We will forfeit \$1,000 if the "TOSS UP" Cigar is not a Clear Long Havana Filler of excellent quality, equal to more than the average ten cent cigars on the market.

PERKINS & HESS

DEALERS IN
Hides, Furs, Wool & Tallow,

NOS. 122 and 134 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.



The Best Scouring and Cleaning Soap in the World
Costs as much to manufacture as Sapollo, yet sells at about half the price (\$2.75 per box of 72 cakes). Can be retailed for as much with equal or better value to the consumer, although it is generally sold at 5 cents a cake. Cut this out, and ask your Jobber to send you a box of *Pride of the Kitchen*. It is worth trying.

Michigan Fire and Marine Insurance Co.

ORGANIZED 1881.
CASH CAPITAL \$400,000.
CASH ASSETS OVER \$700,000.
LOSSES PAID \$500,000.

D. Whitney, Jr., President. **Eugene Harbeck, Sec'y.**

The Directors of "The Michigan" are representative business men of our own State.

Fair Contracts, Equitable Rates,
Prompt Settlements,

Insure in "The Michigan."

Advertising Cards and Specialties.

We carry a larger stock of these goods than any other house in this country. Are Manufacturers, Importers and Publishers of 7,000 styles. Catalogue free. Samples we charge at cost and allow a rebate after we receive orders sufficient to justify us. AGENTS WANTED. Novelty Card and Advertising Co., 108-7-7 Monroe St., Chicago, Ill.

WHY WEAR PANTS

That do not fit or wear satisfactorily, when you can buy the Detroit Brand, that are perfect in style and workmanship.



JACOB BROWN & CO'S
PERFECT FIT.
Superior Make
PANTS and OVERALLS.
ASK FOR THEM!

E. B. DIKEMAN

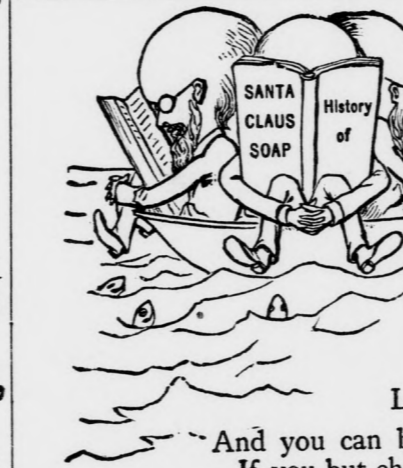
Done in Good Style.
The following is an extract from a circular lately issued by a well-known coal company: "All coal shipped from this mine is carefully polished by experienced artists in their line, and every lump neatly wrapped in tissue paper. Particular care is exercised to have each nugget reach the consignee, sparkling in all its pristine splendor. If you are desirous of possessing any of these gems, fresh from our lapidary, an order to the writer will receive immediate attention. A reward of no small amount is offered for any paste specimens found after a strict microscopic search."
IF YOU WANT COAL IN CAR LOTS WRITE FOR MY CIRCULAR.
MAIN OFFICE, 54 PEARL ST., GRAND RAPIDS, MICH.

A. HIMES,

Anthracite
Wholesale **COAL** Retail
Bituminous
LIME, CEMENT, ETC.

HEAVENRICH BROS.

Wholesale Clothiers
MANUFACTURERS OF
Perfect-Fitting Tailor-Made Clothing
AT LOWEST PRICES.
138-140 Jefferson Ave., 34-36 Woodbridge St., Detroit.
MAIL ORDERS sent in care L. W. ATKINS will receive PROMPT ATTENTION.



The three wise men of Gotham
Would not have been so wise,
Had they not sought for knowledge,
And used their ears and eyes
In getting information
Of every sort and kind,
Instead of going through the world
Like men both deaf and blind.

And you can be as wise as they,
If you but choose to buy
The Soap that's called the SANTA CLAUS—
Its good effects to try.
Because 'twill help you through your work
At such a rapid rate,
That you'll have time to master all you care to undertake.
All Grocers sell SANTA CLAUS SOAP.
Made by N. K. FAIRBANK & CO., CHICAGO.

P. STEKETEE & SONS,

WHOLESALE
Dry Goods & Notions,
83 Monroe St. and 10, 12, 14, 16 & 18 Fountain St.,
Grand Rapids, Mich.
New Line of Prints, Seersuckers, Toile Du Nord, Gingham, Dress Goods, Hosiery, Underwear, White Goods, Laces, Embroideries and Full Line of Neck Wear.

STARK, FRANKLINVILLE, AMERICAN, HOOKER, BURLAPS.
Bags. Warps, Geese Feathers, Waddings, Batts and Twines.
Sole Agents for Valley City and Georgia Bags. Mail orders receive prompt and careful attention.

W. STEELE

Packing and Provision Co.
GRAND RAPIDS, MICH.

WHOLESALE DEALERS IN
Fresh and Salt Beef, Fresh and Salt Pork, Pork Loins, Dry Salt Pork, Hams, Shoulders, Bacon, Boneless Ham, Sausage of all Kinds, Dried Beef for Slicing.
LARD
strictly Pure and Warranted, in tierces, barrels, half-bbls., 50 lb. cans, 20 lb. cans, 8, 5 and 10 lb. pails
Pickled Pigs' Feet, Tripe, Etc.
Our prices for first-class goods are very low and all goods are warranted first-class in every instance. When in Grand Rapids, give us a call and look over our establishment. Write us for prices.

"There's nothing like leather"
We use no imitations!
Every pair warranted
Pingree & Smith, Detroit, Mich.

Above is fac-simile of guarantee engraved on cover of carton of goods made by Pingree & Smith, Detroit, Mich., manufacturers of reliable foot-wear.

No Chemicals.



W. BAKER & CO.'S
Breakfast Cocoa

Is absolutely pure
and it is soluble.

To increase the solubility of the powdered cocoa, various expedients are employed, most of them being based upon the action of some alkali, potash, soda or even ammonia. Cocoa which has been prepared by one of these chemical processes can usually be recognized at once by the distinct alkaline reaction of the infusion in water.
W. Baker & Co.'s Breakfast Cocoa is manufactured from the first stage to the last by perfect mechanical processes, **no chemical being used in its preparation.** By one of the most ingenious of these mechanical processes the greatest degree of fineness is secured without the sacrifice of the attractive and beautiful red color which is characteristic of an absolutely pure and natural cocoa.
W. Baker & Co., Dorchester, Mass.

Seventeen Years on the Market

With a steady increase in demand.

Jennings' Flavoring Extracts

ARE ALWAYS RELIABLE AND UNIFORM IN QUALITY AND PRICE, BEING MADE EXCLUSIVELY FROM THE FINEST FRUIT THAT GROW CANNOT BE OTHERWISE THAN THE FINEST FLAVORS PRODUCED.

Dealers will always find Jennings' Extracts saleable and profitable goods to add to their stock. Order through your Jobber or direct from

Jennings & Smith,

Grand Rapids, Mich.

SEE QUOTATIONS THIS PAPER.

Nuts

We carry a large stock of Foreign and Domestic Nuts and are at all times prepared to fill orders for car lots or less at lowest prices.

Putnam & Brooks.

THE OLD RELIABLE

PUT UP IN

Boxes, Cans, Pails, Kegs, Half Barrels and Barrels.

Send for sample of the celebrated

Frazer Carriage Grease

The Frazer Goods Handled by the Jobbing Trade Everywhere.



WM. SEARS & CO.,

Cracker Manufacturers,

37, 39 and 41 Kent St., Grand Rapids.