

# The Michigan Tradesman.

361

VOL. 6.

GRAND RAPIDS, WEDNESDAY, JULY 31, 1889.

NO. 306.

Daniel G. Garnsey,  
EXPERT ACCOUNTANT

Adjuster of Fire Losses.  
Twenty Years Experience. References furnished  
if desired.  
24 Fountain St., Grand Rapids, Mich.



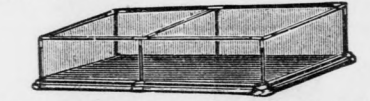
186 EAST FULTON ST.

The Leading Laundry  
IN GRAND RAPIDS.

Any one wishing agency in towns outside  
will please write for terms.

OTTE BROS., Props.

DO YOU WANT A SHOWCASE?



SPECIAL OFFER—This style of oval case; best  
quality; all glass, heavy double thick; panel  
sliding doors; full length mirrors and spring  
hinges; extra heavy base; silveta trimmings;  
6 feet long, 28 inches wide, 15 inches high. Price,  
\$11. net cash.  
I make the same style of case as above, 17 inches  
high, from walnut, cherry, oak or ash, for \$2 per foot.  
Boxing and cartage free.

D. D. COOK,  
106 Kent St., - Grand Rapids, Mich.

Eaton, Lyon & Co.

Base Balls,  
Rubber Balls,  
Marbles.

Base Ball Bats,  
Fishing Tackle,  
Archery,  
BOXING GLOVES, STATIONERY.

Eaton, Lyon & Co.,  
20 and 22 Monroe St.  
GRAND RAPIDS, - MICH.

Read! Ponder!—Then Act!

OFFICE OF  
KING & COOPER,  
Fancy Grocers.

ST. JOSEPH, Mich., Feb. 23, 1889.

DANIEL LYNCH, Grand Rapids:

DEAR SIR—Permit us to con-  
gratulate you upon the trade we  
are working upon your Imperial  
Baking Powder. We have had  
it tested by the most competent  
cooks in the city and they pro-  
nounce it fully equal to any  
powder on the market.  
Yours very truly,  
KING & COOPER.

F. J. DEYENTHAUER

JOBBER OF

Fresh and Salt

Lake Fish

AND

Ocean Fish

Mail orders receive prompt attention.  
See quotations in another column.

GRAND RAPIDS.

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.

Make a Specialty of Collections. Accounts  
of Country Merchants Solicited.

BUY  
Muscatine  
ROLLED  
OATS

Will not turn bitter in hot  
weather.

Best the year around.

TOURISTS'



Trunks and Traveling Bags

MADE TO ORDER.

The Largest Line of Traveling Goods in  
the City at the Lowest Price.

Repairing neatly done on short notice at

Groskopf Bros.,

91 CANAL ST., TELEPHONE 906.

Business Practice  
Department at the Grand Rapids  
Business College, Ed-  
ucates pupils to transact and record business as  
it is done by our best business houses. It pays  
to go to the best. Shorthand and Typewriting  
also thoroughly taught. Send for circular. Ad-  
dress A. S. PARISH, successor to C. G. Swens-  
berg.

BLUE  
BERRIES

Are in great demand and we can  
handle any amount to good ad-  
vantage. Send us all the choice  
stock you can. The sixteen-quart  
case is the best package.  
Prompt reports made.

BARNETT BROS.  
CHICAGO.

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 cata-  
logue with testimonials.

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

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

Jeweler,

44 CANAL ST.,

Grand Rapids, - Mich.

Don't  
Smoke  
a  
Cigar

That contains any in-  
ferior tobacco, "fil-  
lading" or other in-  
jurious ingredients?

QUALITY  
COUNTS.

Our "BEN HUR"  
CIGARS have proved  
so popular over all  
other 10c Cigars in the  
market that the de-  
mand is overwhelm-  
ing.

SOLD BY ALL  
DEALERS.

Ask for Geo. Meigs  
and Co.'s "BEN  
HUR" if you want  
the best.

Wholesale and Retail  
HEADQUARTERS  
92 Woodward Ave.

Weatherly  
and Pulte

(Formerly Shriver, Weatherly &amp; Co.)

CONTRACTORS FOR

Galvanized Iron Cornice,  
Plumbing & Heating Work.

Dealers in

Pumps, Pipes, Etc., Mantels  
and Grates.

Weatherly & Pulte,  
GRAND RAPIDS, - MICH.

ALLEN DUFFEE, A. D. LEAVENWORTH.

Allen Duffee &amp; Co.,

FUNERAL DIRECTORS.

103 Ottawa St., Grand Rapids.

Wm. R. Keeler,  
JOBBER OF

Confectionery and Cigars,

412 So. Division St.,

GRAND RAPIDS.

Penny Goods a Specialty.

I have a complete line and will call on  
all trade within reasonable distance of  
Grand Rapids.

HEYMAN &  
COMPANY

Show Case

MAKERS.

Prices Lower than Ever

QUALITY THE BEST.

Write for Prices.

63-65 CANAL ST.

SEEDS!

If in want of Clover, Timothy,  
Hungarian, Millett, Orchard or  
Blue Grass, Seed Corn—Early  
Yellow or Dent, Turnip or Ruta  
Baga, or, in fact, Any Kind of  
Seed, send to the

Seed Store,

71 Canal St., GRAND RAPIDS.

W. T. LAMOREAUX.

## ANNUAL ADDRESS

Of President Wells, of the Michigan  
Business Men's Association.

To meet changing conditions, to sur-  
vive their action and to be benefited by  
the continued existence of any creation  
possessing the attribute of life. We  
usually say of such an existence, that it  
has proven itself to have a mission.  
Modern science expresses the fact, in the  
statement that in the struggle for exist-  
ence it has shown itself the fittest to  
survive. However we may regard the  
theory which these latter terms suggest,  
most of us recognize the fact of the ex-  
istence of the struggle and feel keenly  
conscious of our own share in its uncer-  
tainties. From the minutest organism  
revealed to our senses, up through order,  
genera and species, to humanity, the  
contest is relentless and never ceasing.  
Myriads have gone down and will con-  
tinue to go down during the strife, and  
only the few are spared. Human life  
human action, though they show no  
exception to this grand generalization of  
nature's plan, are subject to modifica-  
tions which, in some directions, seem to  
limit the effect of the law. These arise  
from those higher mental characteristics  
which distinguish man from the brute,  
those emotions and moral instincts which  
lead him to aid those of his kind who fall  
by the wayside in the struggle. But the  
lower instincts are never absent, and  
only their activity is in a greater or less  
degree modified by that higher nature,  
which is humanity's noblest birthright.  
The propensity to appropriate all that  
he can of the substances and agencies  
which are necessary to existence, man-  
kind shares with the lower animals,  
and shows little less selfishness than  
they in securing them. Influenced in the  
opposite direction, by the continual de-  
velopment of his moral nature, he has  
sought, by laws and other artificial re-  
strictions, to place barriers upon human  
greed. Unlike natural laws, these work  
imperfectly, and secure to those whose  
physical or mental endowment is small,  
but limited immunity from the rapacity  
of their more favored brethren. Rapidly  
changing conditions constantly develop  
new methods of oppression and wrong,  
and to meet these, it becomes necessary  
to continually erect new barriers. From  
the earliest records of humanity, down  
through all the ages to the present time,  
the history of the race exhibits upon one  
side selfishness, cruelty and wrong, and  
upon the other attempts to alleviate suf-  
fering and diminish burdens. These  
two forces, which continually war against  
each other, are as active to-day, as in the  
past. Gradually the minds of men have  
become more and more dominated by  
spirit which leads them to endeavor to  
remove some of the natural inequalities  
of their kind, and thereby furnish to  
those who are born into the world inad-  
equately equipped for the struggle for  
existence, some compensation.

This spirit has manifested itself in the  
formation of governments, the enact-  
ment of laws securing to individuals the  
right to life and liberty of conscience,  
the promotion of education, the sanctity  
of the home, the teaching of morals based  
upon human experience and religious be-  
lief, the building up of commercial sys-  
tems and business methods founded upon  
justice and honesty, and all the other  
complex relations and interests, of which  
our present social condition is the ulti-  
mate expression. It is the spirit which  
has lifted the race from barbarism to its  
present altitude in its long and tedious  
march through sorrow and wrong and  
bloodshed. As we read the story of its  
toilsome progress, we are impressed with  
the rapidly accelerating speed of its  
march during the period of the present  
generation. "Every cause produces a  
multiplicity of effects," is an aphorism  
of science. Constantly multiplying  
effects, which, in turn, have become effect  
producing causes, have in the fullness of  
time brought us to a period where events  
occur and conditions change with start-  
ling rapidity. These compose the be-  
wildering variety of business, political,  
religious and social thought and  
action, which surround and influence us  
to-day. They constitute our environ-  
ment, and those of us and of the institu-  
tions we form which shall prove best  
adapted to this environment, will best  
flourish. The changes wrought within  
the life-time of most of my hearers, and  
consequent upon the increased control  
man has attained over the forces of  
nature, have vitally affected the methods  
of business and the interests of business  
men. Through the aid of labor-saving  
machinery, the result of one man's work,  
in a given time, "measured by quantity  
in ratio to a given amount of labor," far  
exceeds what it was possible for him to  
accomplish twenty or thirty years ago.  
It is impossible to estimate, with any de-  
gree of accuracy, how much of saving in  
time and labor has thus been saved in  
the world's great work of production  
and distribution.

Political economists have recently  
given this subject much attention, but  
the data upon which to base an estimate  
is quite meager. Some facts, however,  
bearing upon the subject, gleaned from  
various sources, may not be uninter-  
esting. According to the report of the  
United States Bureau of Labor for 1886,  
the gain in the power of production in  
some of the leading industries of the  
United States has been as follows: In  
the manufacture of agricultural imple-  
ments from 50 to 70 per cent., in the  
manufacture of shoes 80 per cent., car-  
riages 65 per cent., machines and ma-  
chinery 40 per cent., silk 50 per cent.  
Mr. Edward Atkinson, who has made this  
subject a special study and who may be  
regarded as an excellent authority, estimates  
one-third as the minimum that should be  
accepted for the displacement of labor  
during this period. Other authorities,  
however, make the average much higher.  
Whatever the ratio may be, the results  
have been exceedingly important in sev-

eral ways and bid fair to be much more  
so in the future, unless influences now at  
work to restrict production shall succeed.  
The cheapening of transportation has  
proved a powerful incentive in stimu-  
lating production of agricultural prod-  
ucts. Steam has rapidly supplanted  
sailing vessels upon the ocean, for the  
carrying of produce. The expense for  
freight has thereby been greatly reduced.  
It costs now less than two cents per  
pound for transporting fresh meat from  
New York to Liverpool, while boxed  
meats have been transported from Chi-  
cago to London for one-half cent per  
pound. In 1860, twelve cents was the  
lowest price charged for the transporta-  
tion of grain from New York to Liver-  
pool, while in 1886 the average cost was  
five cents. Great, however, as has been  
the cheapening of ocean freights, the re-  
duction in the cost of railroad trans-  
portation has been even greater. It is  
stated by David A. Wells that, "Taking  
the American railroads, in general, as  
representative of the railroad system of  
the world, the average charge for moving  
one ton of freight per mile has been re-  
duced from about 3.5 cents in 1869 to 1.05  
in 1887, taking the results on the  
New York Central, from 1.95 in 1869 to  
.65 in 1885."

The effect of this cheapening of freight  
upon the ocean and upon the land has  
been to place the grain producers of our  
Western States, and the cattle raisers of  
our Southern plains, on nearly an equal  
footing with those engaged in the same  
pursuits nearer the central markets of  
the world. This condition has not only  
stimulated producers of farm products,  
but it has also stimulated the building of  
railroads into regions where the ax of the  
pioneer had scarcely begun its work. In  
our own State a still further incentive  
for building railroads beyond the bounds  
of civilization has been our valuable for-  
ests of pine, for which the world was  
clamoring. The development, from this  
cause, of the northern portion of our  
State has seemed almost miraculous.  
These are all evidences of the cumulative  
effects, during the past thirty years, of  
man's knowledge and mastery of the  
forces of nature and reveal the causes of  
the vast production, during that period,  
of the articles needed for sustenance and  
comfort in the daily life of humanity.

Increased supply caused by cheaper  
means of production and distribution  
always signifies lower prices. It means  
more and better food for the poor and  
land, the long-sought solution of the  
problem had been found. Since their  
advent, Trusts have grown with a rapidity  
truly marvelous. The system trans-  
cends all previous experience or concep-  
tion in its subversion of the most ordinary  
axioms of political economy. It aims to  
entirely destroy competition through  
organization and the power of capital.  
Its method is simple, but radical. "In the  
most approved form of Trust, such of the  
concerns to be affiliated, as are not incor-  
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## The Michigan Tradesman

great credit for the labor they have bestowed upon this plan, and also to secure the co-operation of our membership in its adoption under its provisions.

In making the subject of modern trusts and combinations especially prominent to-day, my motive has been to call your attention, as business men, to their evil influence and to the conditions which called them into existence and which make them successful. It requires no prophet's vision to foresee that within a few years, unless checked, all important branches of industry will be brought under their control. When the Trust has reached its ideal perfection, and when the manufacturers and producers of all the materials used by man have invoked its power, we may look for a return to many of the conditions existing before its development. With little or no competition, manufacturers can dispense with the services of traveling men and themselves retain the vast sums now paid for the salaries and expenses of this class. No efforts will be made to overstock dealers, no bills will be post dated and no cash discounts beyond the customary time will be allowed. Some of these results are certainly desirable. Unmixed evils are rarely seen, and if a return to the situation before the Trust reveals some good, it should not blind us to the greater evils of the remedy. One lesson of the Trust, which I wish to make most impressive to-day, is the importance of the formation of associations of business men all over the country which shall aim to curtail the power of these monopolies by stimulating competition whenever offered and by bringing them under government control. This should be done before their daily increasing power becomes so great as to influence legislation in their interest. In what way and to what extent legislation and competition should be invoked, if at all, might and should be discussed in both our State and local bodies. Many of the latter are languishing, the meetings being but slimly attended. The dead-beats have all been listed, the peddler anathematized, new enterprises, for which the necessary capital is not forthcoming, talked over and they have settled into a state of lethargy. Why should not this subject of combinations and trusts, involving, as it does, efforts on the part of railroads, manufacturers and insurance organizations to restrict production and destroy competition, receive such attention as its importance demands from every business man? Comparison of ideas and diffusion of knowledge upon this subject would prepare members to come to our annual reunion with a purpose in view and an intelligent conception of the best means for its fulfillment.

I have endeavored to present to your view what seem to me to be some of the salient conditions affecting business interests at the present time. These, with other conditions more or less important, constitute the environment of the members of our Association. Under the influence of this environment, shall our organization not prove itself to have a mission—shall it not show itself fit to survive? During the three years of its existence, the M. B. M. A. has accomplished more than its founders could have predicted for it during so short a period.

The report of the Treasurer will show that the debt which existed at the beginning of the year has been paid, and we have now a small balance in the treasury. This result has been brought about through the increase in the *per capita* tax from twenty-five to fifty cents. The Secretary's report will show an increase in the number of auxiliary associations and a falling off in membership. I earnestly commend to your consideration this report, as the practical knowledge and experience of this officer concerning the needs and work of our Association—it is of the greatest value. These needs and this work have been always largely local in their nature and have been brought to our attention through the reports which have come up to us from auxiliary associations, at our annual meetings. These reports have nearly all presented records of successes in our collection system of listing all persons found unworthy of credit. They have shown how, in many ways, the material advancement of their various localities has been stimulated through the efforts of these associations; how manufacturing interests have been built up, roads constructed, railroads induced to locate and all beneficent enterprises fostered. They have also indicated an increase of those friendly relations and social enjoyments which add so much to the happiness of our lives. The work which these reports chronicle and the needs they express should receive no less attention from us in the future than in the past, for it must always be local wants which lead to the creation and healthful existence of local bodies.

While taking the most active interest in these foundation stones of our organization, it behooves the State Association to discuss topics outside the limits of purely local concern and to act upon subjects of more general interest than usually occupy the attention of auxiliary bodies. Of this class was the effort made by the M. B. M. A. to secure a standard form of insurance policy for our State. The effort was successful, and not only business men but the entire community are indebted to our organization for a valuable safeguard against fraud or error on the part of insurers of property.

There are problems which affect the entire business community constantly presenting themselves for some competent authority to settle. Why should not our Association be the court at whose bar such problems may be adjusted when adjustment is possible? Such a court, to be valuable, must have the power to execute its mandates. We know of but one source whence this power can be obtained—that source is a membership far greater than our Association now boasts, and the right of each member to all the privileges of the Association. The latter can readily be secured by a change in our organic law, making all members of auxiliary associations members of the State Association. The former is of much greater importance, and more difficult to obtain. In view of the advantages of this power which a

largely increased membership will confer, it is my firm conviction that efforts should be made to secure such increase. To accomplish this but one way seems to me to promise satisfactory results—the employment of a competent organizer. I believe our Association should, at least, test the efficacy of this means by a few months' experiment with such an officer during a portion, at least, of the next year. The cost need not be large for a brief period, and possibly all expenses resulting therefrom may be paid from the first year's *per capita* tax of the new organizations formed. I recommend earnest consideration of this matter, with the hope that in the way suggested or in some better way, the State may become thoroughly organized and our Association placed upon the high plane of usefulness which the Business Men's Association of this great State should occupy. The recommendation of President Hamilton, in his address last year, that our collection system be improved by a B. M. A. Exchange for all moderately sized towns, I most heartily endorse. A system whereby all persons likely to seek credit of merchants may be rated as to their responsibility and credit in the same way that dealers are in Dun and Bradstreet is one that should commend itself to every business man. I hope some of our local associations will give this plan a practical test during the year and report the results at our next annual meeting.

To Secretary Stowe, whose untiring devotion to the interests of the Association is so well known and so highly appreciated by every member, we owe, this year, a special debt of gratitude. With characteristic liberality he published a full report of our meeting one year ago, in excellent form for use and preservation, and furnished a copy without expense to every member in the State. However willingly such a burden may be assumed, self-respect forbids that we shall hereafter permit any individual to bear it. I, therefore, recommend that, in the future, the Secretary be instructed to have the proceedings published, in number sufficient to supply each member in good standing and to be paid for from the funds of the Association. In the past, the fate of individuals, of communities and of states was often decided by single combat. To-day "In the world's great field of battle" victories are achieved only by united effort. Organization is pitted against organization, the individual performing only a subordinate part. The field upon which are arrayed to-day all the forces of human exertion presents to our view vast aggregations of units. Each combination bears a banner upon whose folds words emblematic of its purpose may be traced. These purposes range between the two extremes of good and evil intent. Among this host we stand, in numbers small but in purpose noble. Upon our flag, borne well aloft, shines brightly that word which has distinguished our calling down through all the ages—Honor.

### Gripsack Brigade.

Scott Swigart went to East Saginaw Saturday, where he will spend a couple of weeks.

A. H. Brown, traveling representative for G. S. Abbott & Son, of Chicago, was in town over Sunday.

They say Will Campbell is about to leave the road, as he is now learning the Carpenter trade at Sturgis.

Fred Blake and wife are happy over the advent of a 9½-pound daughter, who put in an appearance last Tuesday.

J. F. Hammell, the Ionia traveler, is steadily improving from his recent dangerous illness and will soon be on the road again.

Jas. D. Wadsworth has severed his connection with F. W. Wurzburg's Sons & Co., to take a position as house salesman for Lemon & Peters.

You can impose upon Ed. Frick all you want to now and he cannot resent it, an accident on the firm's elevator last Thursday having disabled his right arm.

L. M. Mills and family put in Sunday at Ottawa Beach. The report that Mills constructed an "Ode to Black Lake," during the day, is probably without foundation.

The boys would like to know what takes J. L. Kymer to Greenville so often of late. Rumor has it that he is about to give up the book business and learn the Miller trade.

A. L. Braisted, the feather-weight traveling representative for the Voigt Milling Co., has taken his pug dog on a pleasure trip to the Northern resorts. His family remains at home.

It is said that Dave Holmes has been highly elated since he hustled "By Gee Crip" over the counter, until Will Swan went up to Woodville the other evening, put him into a trunk and sat upon the lid.

Landlord Buck, of the Elliott House, Sturgis, says he will have to advance the rates of the house with Will Campbell, as he cannot afford to feed Carpenters as cheap as traveling men, for they work harder and, therefore, eat more—pie.

The Hotel Committee of the Knights of the Grip has secured the following additions to the hotel agreement during the past week: Sherman House, Flint; Moore House, North Branch; Tremont House, Cass City; Marathon House, Columbiaville. The Pipp House, at Kalkaska, voluntarily signed the agreement several weeks ago, but the matter was inadvertently overlooked.

Fred Aldrich called on Fred Blake's customers last week, while the latter stayed in to get acquainted with his new daughter. Aldrich was badly delayed by the girls at Lake Odessa and could not resist the temptation to stop and pitch a couple of ball games at Bowen's Mills and Hoytville. Judging by the dilapidated appearance of his physiognomy, the country players were too many for him.

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

Edwin Fallas has over 40,000 pounds of butter in cold storage.

D. O. Courtney has removed his grocery stock from 85 to 78 Stocking street.

Perkins & Co. have foreclosed their chattel mortgage on the shingle mill of C. E. Johnson, at Mecosta.

J. K. Delbridge succeeds Delbridge & Ingalsbee in the manufacture of cigars at 341 South Division street.

G. Van Dam has engaged in the grocery and notion business at the corner of Wenham avenue and Lagrave street.

A. Heston & Co. have engaged in the boot and shoe business at East Jordan. Rindge, Bertsch & Co. furnished the stock.

Meloy & Rich have received a carload of Star feed mills, which they have stored in their warehouse on Fifth avenue.

O. A. Ball bid in the general stock of F. A. Gansen, at Lakeview, in behalf of the Grand Rapids creditors, at attachment sale last Friday.

It is reported that the local agent of the Western Union Telegraph Co. is to be removed shortly, owing to the numerous complaints made against the management of the office.

The Martin's Middlings Purifier Co. has sold two purifiers to Frederick W. Stock, Hillsdale; a purifier and a flour dresser to D. L. Darling, Remus; and five purifiers each to M. G. & N. Sage and the Elkhart Milling Co., Elkhart, Ind.

The W. C. Denison agricultural implement stock was bid in at chattel mortgage sale by the McCormick Harvesting Machine Co., whose representative has placed the business in the hands of its former owner, who will conduct the same under the style of W. C. Denison, Agt.

Wm. F. Wurzburg and Wm. F. Wurzburg have retired from the firm of F. W. Wurzburg's Sons & Co. The business will be continued by Fred A. Wurzburg and Zachariah T. Aldrich, under the style of F. A. Wurzburg & Co. The change will carry with it an increase in the capital employed and the stock carried.

### AROUND THE STATE.

Uby—Jas. A. Richardson has sold his grocery stock.

Detroit—The National Wire and Iron Co. is going out of business.

Tustin—Elmer Skaglin succeeds G. A. Skaglin in the meat business.

Waldron—John L. Bates succeeds Crow Brothers in general trade.

Blanchard—Chas. Robinson has bought the meat market of W. H. Caswell.

Allegan—F. R. Rudd succeeds Rudd & Williams in the dry goods business.

Kalkaska—L. D. Curtiss succeeds Curtiss Bros. in the furniture business.

Paris—H. A. Cone has bought Silas Barker's interest in the meat market.

Trufant—Samuel Goldstein has removed his general stock to Gladstone.

Grayling—Lyon & Conner have moved their general store here from Metamora.

Detroit—Becker Bros. have discharged the \$800 mortgage on their bakery stock.

Marshall—F. D. N. Van Slyke has sold his millinery stock to Mrs. Conrad Novor.

New Lathrop—Townsend Bros.' hardware store has been closed by creditors.

Jackson—F. J. Jaycox, dealer in cigars and tobacco, has been closed by creditors.

E. K. Bennett, the jewelry salesman, has lately purchased a fine residence at Lansing.

Bradley—Gunn & Allgeo succeed S. J. Gunn in the elevator, feed and produce business.

Middleton—D. McLeod succeeds D. McLeod & Co. in the drug and grocery business.

Mt. Pleasant—Tapping & Colby succeed Chatterton & Balmer in the grocery business.

Ishpeming—S. P. Sandmark's jewelry stock has been foreclosed on chattel mortgage.

Sherwood—C. T. Lipes succeeds Clark Lichtenwalter in the grocery and crockery business.

Grand Haven—H. Bloeker succeeds H. Bloeker & Co., machinists. The style remains unchanged.

Muskegon—P. J. Connell is building a one-story brick building for P. M. Roedel, at White Cloud. It will be used as a bank.

Howard City—J. W. Lovely has purchased the F. W. Foster hardware stock, at Newaygo, and is removing it to this place.

Prattville—Edgar Hackett and Bert Van Ness are building a new store and will engage in the drug and grocery business.

Flushing—H. H. Chatters is building a three-story brick block, which will be far the finest block in town. He expects to complete it by November 1.

Muskegon—Dr. V. A. Bergeron has purchased the drug store of W. A. Stevenson at 558 W. Western avenue, and will operate the same in conjunction with his other store.

Vermontville—C. E. Demming has retired from the grocery firm of Lemmon & Demming. The business will be continued by Lincoln A. Lemmon.

Lakeview—F. Shellman has sold his grocery stock and store building to Casper Schutt, formerly engaged in the grocery business at Howard City.

Mendon—F. E. Riley will remove his drug stock from this place to Climax, where he will continue in the same business and will add a line of groceries.

Shelby—S. Kohler has purchased the interest of W. A. Smith in the meat market firm of Smith & Willetts. The new firm will be known as Kohler & Willetts.

Muskegon—J. R. Tweedale & Co. have disposed of their drug stock to C. L. Brundage. It is understood that Mr. Brundage will move the stock to the empty store in the Dearborn & Snyder block.

Middleville—The safe in Otto Bros.' hardware store was blown open by burglars last Tuesday night, who succeeded in getting only \$4 in currency. The firm has lost, in the past five years, about \$1,000 through burglars, in goods stolen and property destroyed. There is no clue to the perpetrators of the deed.

Lansing—Local officers have arrested William Mower, who has been selling cutlery and revolvers too cheap about town. In his satchel were found six revolvers and thirty-seven pocket knives and a lot of shears and silver spoons. A hardware store at Leslie was robbed on July 16, and it is thought Mower robbed it. He is an old prison bird, having served two terms, and twenty years ago was an inmate of the State Reform School.

Reed City—Richards & Shaw have assigned their grocery and provision business to Wm. H. Hawkins. This firm has been in financial difficulties for some time, and gave a chattel mortgage on the stock last spring to the William Steele Packing and Provision Co., of Grand Rapids, who closed them up on a writ of attachment. Each partner blames the other for the trouble. This is the first failure of a business house in Reed City for eight years.

### MANUFACTURING MATTERS.

Smyrna—Spencer & Hill succeed F. L. Spencer in the manufacture of lumber.

Dorr—Clark & Weber have taken the management of the Eureka flouring mill.

Detroit—Ruxton & Tilley succeed B. H. Ruxton in the manufacture of picture frames.

Port Huron—Smith, Jenks & Co. succeed Brooks, Joslyn & Co. in the lumber business.

Bay City—Bousfield & Co. succeed Bousfield, Perrin & Co. in the manufacture of woodenware.

Holland—Brink & Co. succeed the Werkman Manufacturing Co. in the manufacture of furniture.

East Saginaw—J. H. Freney will not rebuild the shingle mill on the site of the one burned a week ago.

Woodville—Robinson & Blodgett have sold their lumber, tie and telegraph pole business to the Union Tie Co., of Chicago.

Bellaire—Mrs. B. A. Nixon succeeds T. R. Dunson in the furniture business, under the style of the Bellaire Furniture Co.

Kalamazoo—Thos. Wilson has been appointed receiver of the Bird & Crane Manufacturing Co., manufacturers of pulleys.

Port Huron—Brooks, Joslyn & Co. have sold their lumber stock to O. W. Smith and Frank Jenks, leasing them their yard property.

Mancelona—The Antrim Iron Co. is building a warehouse, 24x144 feet in dimensions, which will be filled with lumber and farm implements.

Lansing—The Lansing Lumber Co. is negotiating for the purchase of the Mason clothespin factory. If the purchase is made, the factory may be removed to Clare county.

Manistee—The East Shore Novelty Co. has been organized here, with a capital of \$10,000, and will manufacture bed-slates, step-ladders, curtain-rollers, etc. The company will occupy the old skating-rink for its factory.

East Saginaw—J. C. Brown, who is putting in logs on the Ocqueoc, will finish his summer contract about the middle of August, and will then commence cutting for Sibley & Bearing, on his regular fall and winter job.

Bay City—It is reported that one mill firm in this city is negotiating with the owner of Canadian timber for the transfer of 50,000,000 feet of logs to this river, in lots of 10,000,000 feet the first season and 20,000,000 feet for the others.

Hastings—The Hastings Furniture Co. has been organized with a capital stock of \$15,000, to be paid in as needed. The directors are A. E. Dickerman, Edward De Groat, Archie McCoy, C. D. Beebe, W. H. Powers, S. Greusel and D. S. Goodyear.

Marquette—Findley Morrison bought 180,000 feet of pine stumpage on ten acres of land pre-empted by Clarence McDermott, and Morrison was arrested, charged with trespass. The United States Court here dismissed the case, holding that McDermott was justified in selling the timber and Morrison was all right in cutting it.

Muskegon—Owing to late transfers of stock in the L. L. Arms Shingle & Lumber Co., a new election of officers was held, at which L. L. Arms was made President, C. H. McKnight Vice-President, and Albert Waldron Secretary and Treasurer.

Marquette—Hewitt & Smith have sued the Chicago Lumbering Co. in the United States Court here for a shortage of lumber. The plaintiffs contracted for the sawing of 3,000,000 feet of logs by the defendants, but received only 2,000,000 all told. Defendants say the logs escaped from the boom and that they cannot be held liable.

East Saginaw—L. D. Sanborn is cutting 10,000,000 feet of logs in Gladwin county, which are being railed here. He will complete this job about the middle of September, and will also cut a quantity of logs on another tract. He has sold about 5,000,000 feet of lumber this season, of which 3,000,000 in one lot went to local yard dealers.

East Saginaw—Charles Lee is arranging to erect a planing mill on the site of the one destroyed by fire a year ago. Mr. Lee is over seventy years old, and when his mill burned he sustained a loss of \$70,000, without a dollar of insurance—a loss that would have baffled many a younger man. He has a bountiful supply of sand, however, and comes up smiling and determined to rebuild.

Bay City—The good that men do lives after them, and there are a few who in life pursue a course that makes the axiom applicable. Among those who are, through their abundant means, doing something for the well-being of the race is H. W. Sage, who is largely interested in lumbering here. He has done much for West Bay City, and is one of the foremost promoters of the Cornell University. He has just bound himself to pay \$200,000 for the Cornell library building, the contract for which has been let, provided the Fisk University will suit is decided against the university. Mr. Sage's mill here is manufacturing 30,000,000 feet of lumber annually, his salt works turned out 72,967 barrels of salt last year, and he is largely interested in pine on the Rifle and Au Gres rivers, in upper Michigan and Wisconsin. He also owns over 40,000 acres of fine hardwood land in upper Michigan.

### Wool, Hides and Tallow.

Wools show no improvement in firmness or prices. The dealers are bulls and manufacturers bears on the market. Sales are fair in quantity, from the fact of concessions between seller and buyer. Dealers now realize that they have paid too much for the clip, in order to have the manufacturer take it at any price he can realize from his cloth. Receipts of wool on seaboard are large and it is piling up, which makes buyers think they will get it cheaper later. These are of high cost and are held firm at present. In the meantime, the holders have a firm and advancing market abroad to sustain their views and lend them hope for the future. No change need be looked for before September.

Hides are still dull and lifeless, and yet tanners are looking for prime stock, as they can begin to see something in the future. Hides are in their prime, and if it will pay to work them at any time, it is now. The leather market has been fairly well sold out, especially of cheap sole and some other grades, and any great demand would create a shortage. In fact, the leather market is in better shape than for some months past.

Tallow and grease are some firmer, with a slight advance, with the hot weather against the shipper, so that the advance is lost in the heavy shrinkage.

Attention is directed to the advertisement of Barnett Bros., the well-known Chicago commission merchants. This firm stands at the head of the commission business and when the Messrs. Barnett say they will pay the highest market price for whortleberries, the trade can depend upon their doing just as they agree.

### FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for two cents a line the first insertion and one cent for each subsequent insertion. No advertisement taken for less than 25 cents. Advance payment.

### BUSINESS CHANCES.

GENERAL STOCK OF MERCHANDISE FOR SALE.—A nice clean stock of dry goods, clothing, carpets, boots and shoes, furnishing goods and groceries in a good live town. Largest trade in the place. First-class investment. Address Knapp & Parker, Fowler, Mich.

FOR SALE—HAVING OTHER IMPORTANT INTERESTS, we offer for sale our stock of drugs, groceries, crockery, wall paper, paint, etc.; also the best stock of the best stocks in best county seat in Michigan; will trade for \$7,000; will trade for \$1,000. Address Bartman & Millington, Paw Paw.

FOR SALE ON EASY TERMS—A STOCK OF GENERAL MERCHANDISE in a small town in the best farming country of Southern Michigan; profits on sales, \$2,500 per annum, as per sales book; reason for selling, better health. Address No. 47, care Michigan Tradesman.

FOR SALE—STOCK OF DRUGS, MEDICINES, GROCERIES and provisions; will also sell store building, 22x26, two-story, with cellar and store room and lot 4x3 rods; also dwelling house, with two acres of land, building built within two years; reason for selling, poor health; no drug and medicine competition; terms, \$1,000. Address, No. 47, care Michigan Tradesman.

WILL BUY RESTAURANT, FURNITURE, fixtures, stock and good will of the present owner, only restaurant in the city of Marquette; good reasons for selling cheerfully given on application; first-class ice cream trade; a specialty. Address P. Hopper, 108 Superior St., Marquette, Mich.

### SITUATIONS WANTED.

WANTED—POSITION AS SALESMAN OR MANAGER. I am a young man of good education, and have had experience in the management of a large business. Address A. Robertson, Martin, Mich.

WANTED—SITUATION AS CLERK IN SMALL GROCERY or dry goods store by a reliable young man. Address O. D. Cleveland, Harrison, Mich.

### MISCELLANEOUS.

WANTED—1,000 MORE MERCHANTS TO ADOPT OUR Improved Coupon Pass Book System. Send for samples. E. A. Stowe & Bro., Grand Rapids.

FOR SALE OR EXCHANGE—FARM OF 80 ACRES—Splendid land, 3½ miles from county seat; also house and lot, two blocks from business center of same city of 3,500 inhabitants, in Central Michigan; will exchange for stock of merchandise. Address No. 465, care Michigan Tradesman.

FOR SALE—GOOD RESIDENCE LOT ON ONE OF the most pleasant streets "on the hill." Will exchange for stock in any good institution. Address 286, care Michigan Tradesman.

WANTED—SEND A POSTAL TO THE SUTLIFFE COUPON Pass Book Co., Albany, N. Y., for samples of the new Excelsior Pass Book, the most complete and finest on the market, and just what every merchant should have. Progressive merchants all over the country are now using them.

## Our Fall Stock

Is now Complete and Ready for Inspection.

F. A. Wurzburg & Co.,  
(Successors to F. W. Wurzburg's Sons & Co.)

Exclusive Jobbers of  
DRY GOODS, HOSIERY,

NOTIONS, UNDERWEAR,  
19 & 21 SOUTH DIVISION ST.,

GRAND RAPIDS, - MICH.



# LION COFFEE



Merchants,  
YOU WANT THIS CABINET  
Thousands of Them

Are in use all over the land. It does away with the unsightly barrels so often seen on the floor of the average grocer. Beautifully grained and varnished and put together in the best possible manner. Inside each cabinet will be found one complete set of castors with screws.

Every Wide-Awake Merchant  
Should Certainly Sell

## LION, THE KING OF COFFEES.

An Article of Absolute Merit.

It is fast supplanting the scores of inferior roasted coffees. Packed only in one pound packages. Put up in 100-lb cases, also in cabinets of 120 one-pound packages. For sale by the wholesale trade everywhere. Shipping depots in all first-class cities in the United States.

## Woolson Spice Co., TOLEDO, OHIO.

L. WINTERNITZ, Resident Agent, Grand Rapids.



Product of Our Factory at Dixon, Ill.

In view of the fact that we have GREATLY INCREASED our FACILITIES for MANUFACTURING in OUR THREE FACTORIES and owing to the PECULIAR and CLOSE COMPETITION existing in MICHIGAN, C. M. Henderson & Co. have concluded to MAKE A DECIDED CUT ON VARIOUS LINES of our goods, which will ENABLE ME to make it to YOUR ADVANTAGE to purchase your stock NEARER HOME the coming fall season.

Our LADIES' FINE GOAT, DONGOLA, GLOVE and OIL GRAINS to retail at \$2.50 and \$3.00, together with the MEDIUM PRICED lines of MEN'S CALF, DONGOLA and KANGAROO shoes of our own make, and all having the MERIT of SOLIDITY and STYLE—with satisfaction guaranteed—will be worthy your CAREFUL CONSIDERATION. Our heavier grades of SPLIT, GRAIN, KIP, VEAL, and CALF BOOTS are UNEQUALLED, and the "Celebrated Red School House Shoes" AS USUAL takes the "First Place."

## C. M. HENDERSON & CO., Chicago.

Headquarters for the Celebrated Wales Goodyear Rubber Goods

Factories:

Fond du Lac, Wis.  
Dixon, Ill.  
Chicago, Ill.

Willard H. James,  
Salesman for the Lower Peninsula,  
P. O. address,  
Morton House, Grand Rapids, Mich.

We furnish electrotypes of our Specialties to Customers.







WEDNESDAY, JULY 31, 1889.

### THE RIGHT OF HIGHWAY.

THE TRADESMAN must applaud the members of the Salvation Army who went to jail in Quincy, Mass., rather than pay a fine for parading without a license. They are defending the right to free use of the streets and highways of America, against preposterous restrictions which have grown up in some parts of our country. There is a notion that the community which creates streets and roads has the right to prescribe under what conditions they shall be used. The fact is that the making of public highways is a condition on which mankind at large has consented to the establishment of private ownership of the lands and tenements past which such highways run. The rights of the human race in this planet antedate the rights of the people of Quincy to their town lots; and the latter are held in severality on condition that mankind shall be embarrassed as little as possible in its passing to and fro on its legitimate errands. Another false notion is that while one man or two men or five men may use streets or roads without restriction, fifty or a hundred moving together must ask leave. Until it can be shown that the hundred obstruct needlessly the use by one or five, the right of the hundred is proportionally greater than that of the smaller number. To parade on the streets or highways is just as lawful as to walk on them, and he who pays a fine indicted for parading abandons in so far a natural and universal right, on which parochial legislation has encroached. This was the position taken by the English courts as to the use of the streets of English towns by this same Salvation Army, when the mayors of the towns tried to suppress their parades by the authority of municipal ordinances. Lastly, there is the modern and false idea that religious meetings are properly in-door affairs, and may be driven off the streets whenever the public pleases. All great religious movements—Buddhism, primitive Christianity, the Friars, the Reformation, Quakerism, Methodism—made their power felt in the open air and in masses who would not come to church. A formal and self-satisfied church may encase itself in brick and mortar; an earnest church will "go out into the highways and hedges and compel them to come in."

It always is said in such cases that the offenders should have applied for a "license," and it would not have been refused. That is exactly what they should not have done. To ask for permission is to admit the right of refusal, and that the Salvation Army never should admit.

### SET BACK FOR THE SALT TRUST.

About ten days ago the propagators of the salt trust, yept the North American Salt Company, announced that subscription books had been opened in New York and London for the \$11,000,000 stock and \$4,000,000 bonds which the corporation proposed to float, accompanied by the statement that there would undoubtedly be twice as many offerings as could be accepted. Such a statement was made by President Burt to a reporter of the Detroit Free Press last Tuesday, at which time the Salt King claimed to have telegrams and cablegrams in his possession to substantiate his claim. When the books were closed on Thursday night, however, it was found that barely \$2,000,000 had been subscribed, which so disheartened the directors that they authorized the Associated Press to make the following statement:

While the subscriptions have been very numerous and in the aggregate large, the trustees feel that they are not justified in proceeding to an allotment of shares on the present basis without further conference with subscribers and vendors. This, on account of subscribers being on both sides of the Atlantic, and the vendors widely separated, will take time, and it has been decided to return subscriptions and postpone further action until these negotiations can be completed.

This action of the directors undoubtedly sounds the death knell of the proposed trust. The refusal of capitalists to invest in the enterprise plainly shows the distrust with which men of money have begun to regard large monopolistic undertakings and presages the eventual downfall of such aggregations of capital, as soon as the people wake from the lethargy in which they appear to have fallen.

### A HARD NUT TO CRACK.

The Detroit Journal thus refers to a subject which is perplexing the business men of more than one Michigan town: Several Michigan towns are trying very hard to see if water works really do

cut down insurance rates. Not answered yet.

It has been the experience of the past that the greater safeguards the business men adopted against fire and the more perfect municipalities made their water works, the higher the insurance rates were raised. Such was the condition under the "board" system, which the business men of the State impelled the Legislature to stamp with the seal of infamy. Under the present system of "rating bureaus," which resemble the defunct "board" in about the same proportion that the shadow does the substance, THE TRADESMAN believes that the insurance companies are endeavoring to do the insuring public justice and that improvements tending to reduce the fire risk will bring about a corresponding reduction in rates. Such is certainly the policy of the Grand Rapids manager, with whose work THE TRADESMAN is somewhat familiar.

### THE MUSKEGON MEETING.

AS THE TRADESMAN goes on the press this week, representatives of the business men of the State are gathering at Muskegon for a three days' discussion of the subjects most vitally affecting their interests. Previous conventions of this character have wrought great good to the business public and there is every reason to believe that the fourth convention will fully equal, if not exceed, its predecessors in this respect.

The only regret suggested by the convention is that every business man in the State is not directly interested in the meeting and its work and is not a part and parcel of the Association which renders the holding of such conventions possible.

The investigation which has resulted in the appeal of Convict Klemmer against the indictment of death by electricity, has brought out a great deal which was not known to the New York Legislature when the law was passed to substitute the electric shock for the hangman's noose. One electrician after another has given testimony to the effect that there is no absolute certainty that such a shock will kill. It was said by one witness that it was possible to raise the tension to a point which he thought would be certain to produce instantaneous death, but it would be at the risk of bursting the generating apparatus and killing the attendants. Yet the most powerful artificial current produces only a spark of a few feet in length, while people have recovered from being struck by a flash of lightning, which is at least half a mile long. Others doubted whether any shock would be certain to produce death in every case. The effect of electricity on different temperaments differs as much as the effects of alcohol, or even more. What probably would be sure death to one, might merely inflict the most terrible suffering on another, or produce a temporary paralysis of the vital and sentient powers. Therefore, the law is defective in prescribing that death shall be inflicted by a means which will not certainly put an end to life. And it is unconstitutional because it would inflict the "cruel and unusual punishment" forbidden by the State Constitution, where death was not the result. Under the weight of this testimony, it is not unlikely that the Court of Appeals will set the law aside on constitutional grounds, and we shall hear no more of this new fad in penal legislation.

THE TRADESMAN regrets to note that a number of building and loan associations organized in other states, where the laws governing such organizations are more lax than in Michigan, are gaining a foothold in different parts of the State. Michigan has an excellent law in this respect and there is no reason for seeking outside connections, unless the men who are aiding the invaders are more anxious to build up Minneapolis and other outside cities than they are our own cities and towns. Leaving aside the responsibility of these outside enterprises, which in several cases is a matter of grave doubt, THE TRADESMAN questions the policy of going abroad for anything when a better article can be obtained at home.

The Detroit News is making a desperate attempt to secure a subscription foothold in Grand Rapids, but this end of the institution does not appear to have the co-operation of the home office. The vituperative editorial attack on the West Michigan Fair, which is one of the enterprises in which the Valley City takes especial pride, and the savage onslaught on President Ramsdell, are hardly calculated to increase the esteem in which the News is held in this locality.

The American Express Co. is so fortunate as to have an Angell in its employ, but he is lacking in most of the attributes of the real angel. Business courtesy is a comparative stranger in his locality, while fairness and equity are qualities he has never cultivated. Anyone who has suffered a loss at the hands of his company, and placed the claim in his hands for adjustment, will appreciate the justness of the above criticism.

### ANNUAL REPORT

Of Secretary Stowe to the Muskegon Convention.

A year has passed since we met at Cheboygan, where we parted company with the firm determination of pushing the work of organization even more energetically than it had been pushed in the past. In some respects we have accomplished fully as much as we expected; in other respects, we have not fulfilled the promise of a year ago.

I assume that the first thing you will want to ascertain is our financial condition. Our receipts have been as follows:

Aug. 21	Cheboygan	\$ 1.80
Sept. 4	Kalamazoo	40.00
" 13	Frank Haven	8.20
" 21	Lowell	10.00
" 26	Tustin	10.00
" 29	Owosso	36.50
Oct. 1	Darwin	17.00
" 1	Morley	10.50
" 2	Dimondale	14.50
" 2	Nashville	8.00
" 3	Dorr	6.50
" 3	Ashley	7.50
" 5	Saugateack	40.00
" 6	Palo	3.50
" 6	Traverse City	50.00
" 9	Battle Creek	40.00
" 13	Ada	3.50
" 17	Lansing	40.50
" 20	Bellaire	19.50
" 30	Plainwell	21.00
" 30	South Haven	19.50
Nov. 7	Fife Lake	12.00
" 12	Rockford	16.50
" 13	Quincy	17.50
" 13	Waterford	15.00
" 15	Flint	30.00
" 18	Charlevoix	15.00
" 21	Greenville	25.00
" 22	East Jordan and South Arm.	3.00
" 27	Bay City and West Bay City	3.00
Jan. 2	Brckenridge	3.00
" 3	Flushing	3.00
" 7	Bozette City	6.00
" 8	East Saginaw	20.50
" 8	Kingsley	7.50
" 11	South Haven	1.00
" 18	Ransom	19.50
" 23	Alma	15.00
" 29	Brckenridge	5.50
" 31	Sherwood	7.50
Feb. 5	Manistee	2.50
" 5	South Boardman	2.00
" 6	Cheboygan	10.00
" 7	Plainwell	2.00
" 8	Kingsley	4.00
" 9	Harbor Springs	15.00
" 9	Fennville	10.00
" 14	Grand Haven	15.00
" 15	Manistee	14.50
" 27	Bellevue	7.50
March 5	Evart	7.50
" 10	Caledonia	1.00
" 30	Standish	10.00
April 2	Evart	6.25
" 4	Cllo	12.00
" 5	Sherwood	1.00
May 14	Millbrook and Blanchard	5.75
July 3	Shepherd	1.75
" 19	Sherman	7.00
Total		\$774.10

Eleven new charters have been granted during the past year—No. 77 to 87, inclusive, from which the State body derived a revenue of \$33.

In accordance with the instructions of the Executive Board, I deposited the funds of the Association in the Kent County Savings Bank, remitting same to Treasurer Sprague as fast as the deposits reached \$100. I have, accordingly, made the Treasurer eight remittances, as follows:

Sept. 1	Check No. 1	\$100.00
Oct. 17	" 2	100.00
Dec. 15	" 3	100.00
Dec. 24	" 4	100.00
Feb. 6	" 5	100.00
" 18	" 6	100.00
July 26	" 8	74.10
Total		\$774.10

I have double vouchers for these remittances—the receipts of the Treasurer and the canceled checks.

Our receipts show a slight falling off from those of the previous fiscal year, which amounted to \$841.06. Our membership also shows a considerable shrinkage, having decreased from 2,436 to 1,570. This is due to the failure of thirty-nine of our local bodies to remit the per capita tax. Had these reported on the same basis as the year before, our total membership could not have fallen short of 3,000. Frequent notifications of the delinquency have been sent out during the year, with but little apparent effect, no amount of printed and written appeals having produced the desired effect.

Two charters have been surrendered—Eastport, No. 8, and Oceana, No. 30. While no headway has been made, so far as increase of membership is concerned, marked progress has been made in several directions, a partial record of which will be embodied in the reports of the several committees. I note a gradual growth of the respect in which the Association is held, both on the part of members and those who are not members—a disposition to recognize in the Association the embodiment of the best aims and efforts of business men generally. This is certainly a partial compensation for the thought and energy given our organization.

The Association has come to be looked upon as a mediator between the wholesale and retail trade, and its kindly offices have frequently been invoked in the interest of fairness.

We have been officially recognized by the Treasury Department, at Washington, and by the Insurance Departments of several states. An exchange of courtesies with the Insurance Commissioner of New Hampshire has been partially accomplished to us, as it has enabled us to keep pace with the progressive insurance movement in the Granite State. The delinquent reports not being sufficiently numerous to warrant the publication of monthly sheets, as originally intended, we have gotten them out bi-monthly instead. This has been in the interest of economy, at least.

I renew my recommendation of a year ago, that the State body undertake the publication of all regularly listed delinquents on the monthly sheets. Aside from bringing both State and local associations into closer relationship, this arrangement would furnish the local associations with lists more regularly and promptly than they now get them out themselves, while the expense would be very much less than under the present system.

I recommend that both State and local constitutions be amended so that the Executive Committee shall consist of the chairmen of the various standing committees. In the State body, for instance, the chairman of each committee is thoroughly conversant with the work of his committee, and a number of such men can more readily familiarize themselves with the condition of the Association than under the present system.

Recognizing the value of our report and the demand for it for filing purposes from Boards of Trade and other similar organizations, I recommend that it be

printed in book form, worthy of preservation, the contract to be let to the lowest responsible bidder, advance sheets to be furnished any journal wishing to make use of same.

I come now to the mention of some matters of a personal character. I have filled the office of Secretary for three years and its duties have always been a pleasure to me; but I recognize the desirability of frequent rotation in office and that the success of the Association can be best promoted by passing around the loaves and fishes. While it would seem like parting with an old friend to turn the duties of the office over to another, I am fully persuaded that the best interests of the Association demand that the position be given to some one who can accord it more painstaking attention.

In conclusion, I desire to express my thanks to President Wells and the other officers and committees of the Association for the ready assistance they have accorded me on every occasion where assistance was possible, and to the members generally for their forbearance and co-operation.

Final Preparations for the Convention by the Sawdust Association.

From the Muskegon News, July 25.

The Muskegon Business Men's Association met last evening at the rooms of the Association in adjourned regular session. Among the members present were President J. A. Miller, Secretary C. L. Whitney, Jacob Jesson, David Hirschfeld, Geo. Burdick, L. C. Mangold, M. Duquette, M. H. Desky, Wm. Peer, R. W. Greenizen, P. J. Connell, Ernest Elmer, W. H. Barney and R. S. Squires.

At the session of July 17, the Association devoted its time mainly to discussion of the coming visit of the Michigan Business Men's Association here on July 30. Matters arose which could not be settled then, and the meeting adjourned to last evening. As it was an adjourned regular session, the Association resolved to first consider what other business there might be before it, and then devote its attention to the matter in hand.

Ernest Elmer, chairman of the Committee on Manufactures, reported the receipt of the following communication:

DEAR SIR—We are negotiating for a change in location. Our proposition is to make a stock company of \$50,000, citizens of the city where we are to locate to take \$15,000 of stock, payable as follows: \$5,000 when the machinery arrives, \$5,000 when factory is ready to start, \$2,000 when we work twenty girls, \$3,000 when we work forty girls. We propose moving as soon as factory can be obtained for thirty days. We furnish machinery sufficient for the manufacture of seventy-five dozen corsets per day, and transfer all our interest in valuable patents; \$5,000 of the stock to be held in the treasurer's hands, to be sold when necessary, by order of the board of directors.

We shall employ seventy-five to 100 girls, as fast as they can be learned the business. The stock will certainly pay good dividends and the factory will be of greater material benefit than \$75 employment. Girls earn from \$3 to \$7 per week. If you think your people desire such a factory and will probably invest the amount named, we will meet your people provided that other parties have not taken it.

MERCHANTS' CORSET CO. The communication was referred to the Committee, with power to act in the matter. Mr. Elmer proposes to show the letter of the company to various business men of this city, and ascertain their views on the subject. This was the course recommended by the Association.

C. L. Whitney was selected to respond to the toast "Our Guests." President Miller stated that the club house would be open to the members of the convention and to visiting business men. A circular will soon be issued to the business men of the city urging them to attend the sessions of the convention, as the papers and resultant talks will be to the point and of great benefit. There is one special paper which should attract a large attendance: "The best method of securing manufacturing enterprises," by A. O. Wheeler, of Manistee. This and the discussion following will probably be one of the most important of the meeting, especially to the convention.

Alternate delegates to the convention were elected as follows: the regular delegates having been elected July 17: H. D. Baker, R. W. Greenizen, J. D. Sheridan, A. C. Truesdel, J. D. Huntley, Reed Davies, L. G. Mason, M. Duquette, W. H. Barney, Peter Wintermute, C. C. Moulton, W. H. Irvine.

After the adjournment of the Association, the Executive Committee met to consider some matters in connection with the convention. Ernest Elmer, Geo. R. Forshee and L. C. Mangold were appointed a committee to attend to decorating good templars' hall, where the business meetings of the convention will be held. The same gentlemen were also constituted a committee to attend to the placing of banners in the street decorations. A motion passed the committee to hire the opera house orchestra for the reception ceremonies at the opera house on Tuesday evening. The matter of issuing complimentary tickets to the excursion and banquet, to persons outside of the Association, was referred to the Committee on Arrangements, with power to act.

The simplest and most natural manner are the easiest and best for a salesman, but they are also the most difficult to acquire, for simplicity is the highest attainment of art.

Muskegon Paper Co.,

Dealers in

FINE STATIONERY, WRAPPING PAPERS, PAPER BAGS, TWINES,

WOODEN DISHES, ETC.

Mail Orders Promptly Filled.

44 Pine St., Muskegon, Mich.

### HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock, measured merchantable, mill culls out:

Basswood, log-run	13 00/15 00
Birch, log-run	15 00/16 00
Birch, Nos. 1 and 2	14 00/15 00
Black Ash, log-run	14 00/16 00
Cherry, log-run	25 00/40 00
Cherry, Nos. 1 and 2	40 00/55 00
Cherry, Cull	12 00
Maple, log-run	12 00/13 00
Maple, soft, log-run	11 00/13 00
Maple, Nos. 1 and 3	12 00/13 00
Maple, clear, flooring	25 00
Maple, white, selected	25 00
Red Oak, log-run	30 00/42 00
Red Oak, Nos. 1 and 2	30 00/42 00
Red Oak, 1/4 sawed, 6 inch and up w'd	38 00/40 00
Red Oak, 1/4 sawed, regular	30 00/35 00
Red Oak, No. 1, step plank	25 00
Walnut, log run	25 00
Walnut, Nos. 1 and 2	25 00
Walnut, cull	12 00/13 05
Grey Elm, log-run	14 00/15 00
White Ash, log-run	20 00/22 00
Whitewood, log-run	20 00/22 00
White Oak, log-run	17 00/18 00
White Oak, 1/4 sawed, Nos. 1 and 2	42 00/45 00

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.

### 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.

### FIVE DOLLARS FINE.

Or imprisonment for ten days, is the legal penalty for selling tobacco in any form to a minor without a written order from the parent or guardian. To

Conform to the Law,

Merchants should procure a supply of blank orders, which will be sent postpaid on receipt of postal note, as follows:

250 TOBACCO ORDERS	75
500 "	1.25
1,000 "	2.00

All orders must be accompanied by remittance.

E. A. STOWE & BRO., Grand Rapids.

### Refrigerators

—FOR—

Grocers and Hotels

The Best is the Cheapest.

We offer you a first-class article. Cut shows our No. 62. In Antique Ash, Air-tight Locks, Padded Doors, Patent Interior Circulation of Dry, Cold Air, seven feet high, shipped in sections, constantly in stock for immediate shipment. We pay freight. Send for catalogue. Mention paper.

Also

LIQUID COOLERS for milk, feed tea, etc.

Grand Rapids Refrigerator Co.,

GRAND RAPIDS, MICH.

### CHICAGO CIGARS

DAVIS BROS.

The Finest 5-ct. Cigar Manufactured.

LONG HAVANA FILLER.

THEY HAVE NO EQUAL.

A. S. DAVIS,

127 Louis St., Grand Rapids.

### THE "EDITOR'S CHOICE."

FLINT, Mich., April 9, 1889.

To Whom It May Concern: We, the undersigned committee, selected by Geo. T. Warren & Co. to canvass the list of names and select one for a Cigar Label from the many names sent in by the contestants, have this day selected the following, viz: EDITOR'S CHOICE, sent in by Sig Wolf, of Toledo, Ohio.

John J. Cook, Editor Flint Journal.

P. H. BAKER, Jr., of Wolverine Citizen.

A. L. ALDRICH, of the Flint Globe.

OUR NEW BRAND OF CIGARS,

"EDITOR'S CHOICE"

Will be ready for shipment in about two weeks.

Price, Thirty-Three Dollars per Thousand.

We shall be pleased to receive a sample order from you.

Yours respectfully,

Geo. T. Warren & Co.

No Chemicals.



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.

### CANDY!

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

PUTNAM & BROOKS.

### WE LEAD!

Let Others Follow.

Not a question of Who Can, but Who Will sell the Best Goods for the Lowest Prices.







## GROCERIES.

### Purely Personal.

Noyes L. Avery has returned from Alaska.

Edwin Fallas sold two of his three cottages at Bay View last Saturday.

A. W. Fenton, the Bailey druggist, is spending a few days at Macatawa Park. Silas Loew, the Burnips' Corners hardware dealer, was in town one day last week.

Geo. Caulfield has resumed his former position as profit clerk with Lemon & Peters.

C. C. Tuxbury, Manager of the Sullivan Lumber Co., at Sullivan, was in town Saturday.

Carl S. Hester has bought the yacht *Shadow*, on Black Lake. He will keep his craft at Macatawa Park.

Frank B. Watkins, the Hopkins Station merchant, was in Monday for the purpose of getting posted up on politics.

J. B. Watson, the Coopersville druggist, has gone to Mt. Clemens, in hopes of securing relief from the rheumatism.

F. Ranville has gone to Holdridge, Neb., on a business and pleasure trip. He expects to be absent about ten days.

S. M. Lemon will represent the Grand Rapids jobbing trade at the State convention of business men, at Muskegon this week.

Morris H. Treusch started for Buffalo Saturday night, where he will spend a week with the friends of his wife, who has been spending the summer there.

Frank E. Leonard is making a trip around the lakes. On his return, the latter part of the week, Chas. H. Leonard and family will go to Bear Lake for a fortnight's recreation.

Wonder how much Ed. Telfer had to pay the Palo correspondent of the *Ionian Standard* for the following: "Ed. Telfer, of the Telfer Spice Co., Grand Rapids, was in town Monday. He is quite a hustler as well as a perfect gentleman."

The many friends of H. H. Pope, President of the Allegan B. M. A., will be pained to learn of the death of his wife, which occurred at Wequetonsing last Thursday. The funeral and interment occurred on Sunday, at the late home of the deceased.

R. A. McWilliams has grown a foot since Uncle Sam accorded him the privilege of writing "P. M." after his name. Station A has come to be recognized as a great convenience by West Side business men, the wonder being how they got along so long without it.

W. T. Hess, Fred Tracy and Fred Perkins left Sunday night for Boston. Mr. Hess will close up his wool deal for the season and return in a week or ten days, while the other two gentlemen will proceed to Block Island, in the Atlantic Ocean, in hopes a month's stay there will drive the malaria out of their systems.

### The Custom of "Beating Down."

It used to be the custom, and is now in many localities, to "beat down" in all trades with storekeepers and merchants. An amusing example of this practice is given below:

In the old haggling way of trade it was customary to demand a great deal more than the asker hoped to get. One time, on the Texas frontier, a man came into camp riding an old mule.

"How much for the mule?" asked a by-stander.

"Jist \$100," answered the rider.

"I'll give you \$5," said the other.

The rider stopped short, as if in amazement, and then slowly dismounted.

"Stranger," said he, "I ain't a-goin' to let a little matter of \$95 stand between me and a mule trade. The mule's your."

Another story, somewhat of the same sort, is related by an old tenant farmer who, on paying his rent, told his landlord that he wanted some lumber to build a house, and would be much obliged if he would give him permission to cut down what would answer for the purpose.

"No," said the landlord sharply.

"Well, then, sir," the farmer went on, "will you give me enough to build a barn?"

"No."

"To make a gate, then?"

"Yes."

"That's all I wanted," said the farmer, "and more than I expected."

### The Fruit Jar Market.

Fruit jars are steady. The manufacturers are threatening a further advance, but their threats are regarded in the light of a bluff by jobbers generally, as most of the manufacturers are completely sold out. The indications are that the factories will not be started again before January 1, as the blowers refuse to resume work at the reduced rate of wages decided upon by the manufacturers.

### The Apple Outlook.

Despite reports which have gone out, predicting a partial failure of the apple crop, men who are in a position to estimate the crop assert that the indications are excellent for an average crop of usually fine fruit. As the New York crop is generally conceded to be a complete failure, the outlook is good for a profitable season for Michigan apple growers.

### The Grocery Market.

In the language of the immortal John Caulfield, there is an Asterlitz as well as a Waterloo. The sugar refiners appear to be of the same opinion, as they have reduced their quotations 3/4c and the end is not yet. Corn syrups are firmer and a little higher.

## Association Work--National, State and Local.

From the National Grocer.

Association work has two distinct features; indeed, it might be said that it had three--National, State and local; the latter, of course, differing much greater than the other two almost in every way. If we take the large cities, we find a condition of things which does not promise well for the movement being conducted upon representative lines. If we take New York as the largest city first, we find that the movement has ever since its inception been anything but representative of the entire trade. Many of the largest grocers have systematically refused to have anything to do with it, and some of the second-rate grocers stoutly refused all solicitation to have any connection with it, saying that it was conducted upon too narrow lines to serve the trade as it ought to be served. It should be expected that the association of any trade in the commercial metropolises of the country ought to take first rank in every way. But, alas! this is not so, and we see no chance in it ever taking its views are constantly becoming more restricted instead of open; indeed it has lost some of its brightest workers and best thinkers, and many who stay only do it for the good of the cause and not for the benefit to be derived.

In comparison with the Association of New York, let us for a moment look at those of some of the smaller adjacent towns. Perhaps none has really done more good or been of more use to its members and the trade than that of Paterson, where work is undertaken and done in a manly, business-like way. In the first place, probably 85 per cent. of the business men are members, and fully that much of the actual trade is represented. The result has been that, as an Association, it has fully accomplished many things that others dare not attempt. The reason has been plain to all who have been acquainted with its workings. All of its business has been conducted upon the broad lines, and the members have consequently worked in perfect harmony.

Another association that has been a perfect success is the Merchants' Association of Nyack. It has been a success from its inception, and has worked quite a revolution in the little village. Everything works in harmony, and the members of the Association have always been socially related, the best of feeling being prevalent among them. Early closing has been adopted, and business has been placed upon a much better footing. The Association's work has been of the best kind, and it has been blessed with a staff of excellent officers.

In the State view of the merchant movement, the palm must be given entirely to the State of Michigan. The State is beyond question in the best state of organization, and it has accomplished more by far than any other. The influence of the merchant movement has been felt upon legislation and upon public men. In short, it is a power in the commonwealth. That its thought has been well directed all who have followed its work will admit, and THE MICHIGAN TRADESMAN has served the cause nobly.

But what has that got to do with the future? Some may ask. Everything; the past must always be considered, in anything, when the future is regarded. Does not the employer desire to know the man he is engaging by his past? It is only by reference to this that he can form any idea as to his future or to his ability. The same with a public movement then--in order to form some idea of its future, the past must be considered.

If we are to judge solely upon these lines, it is evident that the movement of the future will differ largely from that of the past, if it must achieve the success it deserves, and ought to have, from its representative character. That it is changing now is evident to all keen observers. The associations which have pursued a policy of narrowness, are at present going through a crisis which will become more acute; and if care is not taken, disintegration will take place. Warnings have been given by members who regarded the welfare of the movement above selfish gratification.

The future, if the proper course is adopted, is full of hope and good. There must be a better understanding between the individual members and there must be liberal-minded action on all questions connected with the trade. The association rooms must be made more attractive from a social as well as business standpoint. As "Harlem" said last week, many movements prospered greatly by fair attention to the social side, and we are convinced that none would have a greater impetus from this source than the one under discussion. Those associations which have cared more for this side of the movement have prospered and increased in a greater proportion than any others. Take, for instance, the attraction the association rooms are in Philadelphia, and no doubt these could be made even more attractive. We do not say that the same policy as is practiced there would succeed elsewhere. Certainly not, for we know different, but we point it out as something that could be utilized.

Again, the movement on the part of the merchants of Brooklyn to build their own hall will be another step in the right direction, and have great influence upon the trade of that city. There may be some little difficulties to overcome, but if the proper methods are adopted in this matter, there is no question whatever that the building of this hall will have a very wholesome influence indeed.

Then the movement and its relation to the local political parties is not to be overlooked by any means. If the proper efforts are put forward, this influence can not only be utilized, but it can be enlarged and greatly increased. It ought to be such that if a reasonable request is made it ought to be granted at once. We could point out many little matters that ought to be regulated by the local associations which are to-day neglected, simply because the association does not have any weight whatever with local politicians. Business men will have to mix more in these matters if their wishes are to be at all considered or even regarded in the least.

The same thing applies exactly to the State associations. They must husband their resources and their power if they want anything from the legislators. Of course, we know that legislative matters

are difficult, and that all our legislators have been more or less spoiled by large corporations. Nothing is done without money and influence, both of which the movement possesses, if only the right methods are adopted to get what is required. Of course, everything takes time, and the old saying that "Rome was not built in a day," applies to this movement in its full significance. It is yet young, and can be made a mighty engine for good if only the proper course be adopted.

Considered in a National sense, the movement is as yet entirely young and is capable of great and significant work. Up to now, the only time that it has been called to exercise any influence in the matter was at the Pure Food Convention at Washington, and it did its work there fully and in earnest. What it could do in the future can be well judged by what was done there. It is hardly worthy of the name National yet, for there are very many large business centers unrepresented, and before its complete and national organization would have to be made.

Of the future of the merchants' movement, then, we have much hope. It will be progressive in a most emphatic meaning of the term. That there is lots of work for it to do, and lots of workers to do it, no one will doubt, but it will take time, energy, and not a little money to perfect it. As it advances its progress may appear slow, but then this is the case in movements where the objects to be attained are so varied.

It is our opinion that the merchants' movement has come to stay, and it has our best wishes, in spite of croakers and would-be maligners.

### An Efficient Salesman.

If we were asked what constituted an efficient salesman, we should say the first qualification should be a patient disposition, for in nothing is a young man's temper more likely to be tried than in showing goods to customers. Parties will come into a shop, test the price of goods, and consume often a considerable amount of time, and then go away without buying anything. These try the patience of a salesman severely, but he must not exhibit any ill-feeling, or be guilty of any sort of impertinence, as any exhibition of impatience or anger is sure to give offense to the customer, who may, if not put in ill-humor, return, after comparing prices, etc., with goods in several establishments, and buy a good large bill of goods.

### Little George's Smart Pa.

"George, George! mind, your hat will be blown off if you lean so far out of the carriage!" (quickly snatching the hat from the head of the refractory youngster and hiding it behind his back)--"There, now, the hat has gone!"

"There, now, the hat has gone!" After a while his father remarks:

"Come, be quiet; if I whistle, your hat will come back again." (Whistles and replaces hat on boy's head.) "There, it's back again, you see?"

While the parents are engaged in conversation, George throws his hat out of the window and says:

"Pa, whistle again!"

Irving F. Clapp,  
GROCER,  
27 Locust Street.

Shipper of Fruits, Butter, Eggs, and Vegetables.

*Allegan, Mich., 4/12/1889.*  
*Wm. J. Clark & Son*  
*Grand Rapids, Mich.*  
*Dear Sir:*  
*I have drawn your*  
*sample of Sugar with*  
*eight other houses from*  
*Chicago Grand Rapids, Cleveland*  
*and New York and find in*  
*your samples the best*  
*values, please send me*  
*therefor the following order*  
*Yours truly*  
*Wm. J. Clark & Son*  
*324 1/2 Chest #30, Ben Cond Japan*  
*8 " " " " " " " "*  
*8 " " " " " " " "*  
*5 " " " " " " " "*  
*3 " " " " " " " "*  
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## Lemon & Peters,

# WHOLESALE GROCERS.

SOLE AGENTS FOR

**Lautz Bros. & Co's Soaps,**  
**Niagara Starch,**  
**Amboy Cheese.**

## GRAND RAPIDS.

## PRODUCE MARKET.

Apples--Choice eating, 83 per bbl.; cooking, 82.50 per bbl.  
Beans--Dry stock is scarce, but there is scarcely any demand. Jobbers pay \$1.75 per bu and hold at \$2.10@2.15 per bu.  
Beets--30c per doz.  
Blackberries--\$1.50 per 16-qt. case.  
Butter--While there has been no advance in price, butter is firmer and in a little better demand. Creamery commands 16@17c, and dairy 16@14c, according to quality.  
Cabbages--Southern Illinois stock is in plentiful supply at \$1.85 per crate.  
Cauliflower--The market is quiet. Jobbers bill their stock at 8c, while jobbers hold at 8 1/2@9c.  
Cherries--\$1.50 per bu.  
Cider--10c per gal.  
Cooperage--Pork barrels, \$1.25; produce barrels 25c.  
Cucumbers--30c per doz.  
Dried Apples--Commission men hold sun-dried at 30@35c and evaporated at 60@75c per b.  
Eggs--Jobbers pay 12c and hold at 13c.  
Field Seeds--Clover, mammoth, 85 per bu.; medium, 84.85. Timothy, \$1.85 per bu.  
Gooseberries--About out of market.  
Green Beans--Wax, \$1 per bu.  
Green Onions--12c per doz. bunches.  
Honey--In small demand. Clean comb commands 15@16c per lb.  
Onions--Southern 82.50 per bbl.  
Peaches--Scattering lots are beginning to arrive, but not in sufficient quantities to establish a market.  
Pears--California, \$2.50 per crate.  
Pears--Green, 50c per bu.  
Pork--100 lb. kegs, 12c.  
Potatoes--New Southern stock, 40c per bu. or \$1.25 per bbl.  
Raspberries--12c per 30-lb. crate.  
Tomatoes--6c per 30-lb. crate.  
Whortleberries--The crop is coming in slowly, fair stock commands 82.25 per bu.

## PROVISIONS.

The Grand Rapids Packing and Provision Co. quotes as follows:

**PORK IN BARRELS.**  
Mess, new, 11 75  
Short cut Morgan, 12 00  
Extra clear pig, short cut, 13 50  
Extra clear, heavy, 13 50  
Clear, fat back, 12 75  
Boston clear, short cut, 13 50  
Clear back, short cut, 13 50  
Standard clear, short cut, best, 13 50  
**SMOKED MEATS--Canvassed or Plain.**  
Hams, average 20 lbs., 10 1/2  
" 16 lbs., 11 1/2  
" 12 to 14 lbs., 9 00  
" picnic, 8 1/2  
" best boneless, 8 1/2  
Shoulders, 8 1/2  
Boneless, 8 1/2  
Breakfast Bacon, boneless, 10  
Dried Beef, extra, 9  
" ham prices, 9  
Long Clinks, heavy, 13  
Briskets, medium, 13  
" light, 13  
**LARD--Kettle Rendered.**  
Tierces, 7 1/2  
50 lb. Tins, 8 1/2  
**LARD--Refined.**  
Tierces, 6 1/2  
30 and 50 lb. Tins, 7 1/2  
5 lb. Pails, 20 in a case, 7 1/2  
5 lb. Pails, 12 in a case, 7 1/2  
10 lb. Pails, 6 in a case, 7 1/2  
20 lb. Pails, 4 in a case, 7 1/2  
20 lb. Cans, 4 in a case, 7 1/2  
**BEEF IN BARRELS.**  
Extra Mess, warranted 200 lbs., 7 00  
Extra Mess, Chicago packing, 7 25  
Extra Plate, 7 75  
Boneless, ramp butts, 9 00  
**SAUSAGE--Fresh and Smoked.**  
Pork Sausage, 12  
Ham Sausage, 12  
Tongue Sausage, 9  
Frankfort Sausage, 9  
Blood Sausage, 5 1/2  
Bologna, straight, 5 1/2  
Bologna, thick, 5 1/2  
Head Cheese, 5 1/2  
**PIGS' FEET.**  
In half barrels, 3 00  
In quarter barrels, 1 75  
**TRIPPE.**  
In half barrels, 3 00  
In quarter barrels, 1 75  
In kits, 85  
**FRESH MEATS.**  
Swift and Company quote as follows:  
Beef, carcass, 4 1/2 @ 6  
" hind quarters, 3 1/2 @ 4  
Hogs, 4 @ 6  
Pork loins, 4 @ 7 1/2  
Shoulders, 4 @ 5  
Bologna, 5  
Sausage, blood or head, 5  
" liver, 5  
" Frankfort, 5  
Mutton, 6 @ 6 1/2  
**OYSTERS AND FISH.**  
F. J. Dettenthaler quotes as follows:  
**FRESH FISH.**  
Whitefish, 6 @ 7 1/2  
Trout, 6 @ 7 1/2  
Halibut, 6 @ 15  
Frogs' legs, per doz., 10 @ 50  
**STICK.**  
Standard, 25 lb. boxes, 11  
Twist, 25 " 11  
Cut Loaf, 25 " 12  
**MIXED.**  
Royal, 25 lb. pails, 11  
Extra, 25 lb. pails, 10 1/2  
" 30 lb. bbls, 11 1/2  
French Cream, 25 lb. pails, 13 1/2  
Cut Loaf, 25 lb. cases, 11  
Broken, 40 lb. Bask, 10 1/2  
" 30 lb. bbls, 10 1/2  
**FANCY--In 5 lb. boxes.**  
Lemon Drops, 13  
Sour Drops, 14  
Peppermint Drops, 15  
Chocolate Drops, 15  
H. M. Chocolate Drops, 18  
Gum Drops, 10  
Licorice Drops, 18 @ 25  
A. B. Licorice Drops, 14  
Lozenges, plain, 15  
" printed, 16  
Imperial, 15  
Mottos, 15  
Cream Bar, 14  
Molasses Bar, 13  
Caramels, 10 @ 20  
Hand Made Creams, 20  
Plain Creams, 18  
Decorated Creams, 20  
String Rock, 15  
Burnt Almonds, 15  
Wintergreen Berries, 15  
**FANCY--In bulk.**  
Lozenges, plain, in pails, 13  
" in bbls, 12  
" printed, in pails, 13 1/2  
" in bbls, 12 1/2  
Chocolate Drops, in pails, 13 1/2  
Gum Drops, in pails, 13  
" in bbls, 10 1/2  
Moss Drops, in pails, 11 1/2  
" in bbls, 10 1/2  
Sour Drops, in pails, 13  
Imperial, in pails, 12 1/2  
" in bbls, 11 1/2  
**FRUITS.**  
Oranges, fancy Rodi, 5 50 @ 7 50  
" Messina, 20 @ 110  
" 20 @ 110  
Lemons, choice, 4 00 @ 5 50  
" fancy, 4 00 @ 5 50  
Figs, layers, new, 8 @ 11  
" 50 lb. boxes, 8 @ 11  
Dates, fruits, 50 lb. boxes, 4 @ 5  
" 1/2 fruits, 50 lb. boxes, 4 @ 5  
" Fard, 10 lb. box, 8  
" 30 lb. boxes, 8  
" Persian, 50 lb. box, 5 1/2 @ 6  
Bananas, 1 25 @ 2 50  
**NUTS.**  
Almonds, Tarragona, 6 @ 17  
" Praga, 6 @ 14  
" California, 13 @ 24  
Brazil, 7 @ 8  
Filberts, Sicily, 12 @ 13  
Walnuts, Grenoble, 12 @ 13 1/2  
" French, 12 @ 13  
Pecans, Texas, H. P., 7 @ 12  
Cocoanuts, per 100, 4 25 @ 5 50  
Chestnuts, 6 @ 8  
**PEANUTS.**  
Game Cocks, 6 @ 8  
Star, 6 @ 8  
Horse, 6 @ 8

## Wholesale Price Current.

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

<b>BAKING POWDER.</b>	<b>DRIED FRUITS--Domestic.</b>	<b>SALERATUS.</b>
ROYAL BAKING POWDER, 10c cans, 95	Apples, sun-dried, 3 @ 9 1/2	DeLand's, 5
ROYAL BAKING POWDER, 5c cans, 45	Apples, evaporated, 6 @ 6 1/2	Church's, Cap Sheaf, 5
ROYAL BAKING POWDER, 10c cans, 95	Apricots, 5	Dwight's, 5
ROYAL BAKING POWDER, 5c cans, 45	Blackberries, 12	Taylor's, 5
ROYAL BAKING POWDER, 10c cans, 95	Nectarines, 12	
ROYAL BAKING POWDER, 5c cans, 45	Peaches, 12	Corn, barrels, 2 @ 28
ROYAL BAKING POWDER, 10c cans, 95	Plums, 12	" one-half barrels, 2 @ 28
ROYAL BAKING POWDER, 5c cans, 45	Raspberries, 12	Pure Sugar, half barrels, 2 @ 28
ROYAL BAKING POWDER, 10c cans, 95	Strawberries, 12	
ROYAL BAKING POWDER, 5c cans, 45		<b>SWEET GOODS.</b>
ROYAL BAKING POWDER, 10c cans, 95		Ginger Snaps, X XXX
ROYAL BAKING POWDER, 5c cans, 45		Sugar Creams, 9 1/2
ROYAL BAKING POWDER, 10c cans, 95		Printed Creams, 9 1/2
ROYAL BAKING POWDER, 5c cans, 45		Graham Crackers, 9
ROYAL BAKING POWDER, 10c cans, 95		Oatmeal Crackers, 9
ROYAL BAKING POWDER, 5c cans, 45		
ROYAL BAKING POWDER, 10c cans, 95		<b>SODA.</b>
ROYAL BAKING POWDER, 5c cans, 45		Boxes, 5 1/2
ROYAL BAKING POWDER, 10c cans, 95		Kegs, English, 4 1/2
ROYAL BAKING POWDER, 5c cans, 45		
ROYAL BAKING POWDER, 10c cans, 95		<b>TEAS.</b>
ROYAL BAKING POWDER, 5c cans, 45		JAPAN--Regular.
ROYAL BAKING POWDER, 10c cans, 95		Fair, 14 @ 16
ROYAL BAKING POWDER, 5c cans, 45		Good, 15 @ 18
ROYAL BAKING POWDER, 10c cans, 95		Choice, 16 @ 20
ROYAL BAKING POWDER, 5c cans, 45		Choicest, 17 @ 24
ROYAL BAKING POWDER, 10c cans, 95		
ROYAL BAKING POWDER, 5c cans, 45		<b>SUN CURED.</b>
ROYAL BAKING POWDER, 10c cans, 95		Fair, 14 @ 15
ROYAL BAKING POWDER, 5c cans, 45		Good, 15 @ 18
ROYAL BAKING POWDER, 10c cans, 95		Choice, 16 @ 20
ROYAL BAKING POWDER, 5c cans, 45		Choicest, 17 @ 24
ROYAL BAKING POWDER, 10c cans, 95		
ROYAL BAKING POWDER, 5c cans, 45		<b>BASKET FIRED.</b>
ROYAL BAKING POWDER, 10c cans, 95		Fair, 14 @ 20
ROYAL BAKING POWDER, 5c cans, 45		Choice, 15 @ 20
ROYAL BAKING POWDER, 10c cans, 95		Choicest, 16 @ 20
ROYAL BAKING POWDER, 5c cans, 45		
ROYAL BAKING POWDER, 10c cans, 95		<b>GUNPOWDER.</b>
ROYAL BAKING POWDER, 5c cans, 45		Common to fair, 25 @ 35
ROYAL BAKING POWDER, 10c cans, 95		Extra fine to finest, 30 @ 65
ROYAL BAKING POWDER, 5c cans, 45		Choicest fancy, 75 @ 85
ROYAL BAKING POWDER, 10c cans, 95		
ROYAL BAKING POWDER, 5c cans, 45		<b>FLAVORING EXTRACTS.</b>
ROYAL BAKING POWDER, 10c cans, 95		Jennings' D. C. Lemon Vanilla
ROYAL BAKING POWDER, 5c cans, 45		2 oz. Pearl, doz., 85
ROYAL BAKING POWDER, 10c cans, 95		4 oz., 1 40
ROYAL BAKING POWDER, 5c cans, 45		6 oz., 2 25
ROYAL BAKING POWDER, 10c cans, 95		1 lb., 4 00
ROYAL BAKING POWDER, 5c cans, 45		No. 2, 3 00
ROYAL BAKING POWDER, 10c cans, 95		No. 3, 2 75
ROYAL BAKING POWDER, 5c cans, 45		No. 4, 2 50
ROYAL BAKING POWDER, 10c cans, 95		No. 5, 2 25
ROYAL BAKING POWDER, 5c cans, 45		No. 6, 2 00
ROYAL BAKING POWDER, 10c cans, 95		No. 7, 1 50
ROYAL BAKING POWDER, 5c cans, 45		No. 8, 1 25
ROYAL BAKING POWDER, 10c cans, 95		No. 9, 1 00
ROYAL BAKING POWDER, 5c cans, 45		No. 10, 90
ROYAL BAKING POWDER, 10c cans, 95		No. 11, 80
ROYAL BAKING POWDER, 5c cans, 45		No. 12, 75
ROYAL BAKING POWDER, 10c cans, 95		No. 13, 70
ROYAL BAKING POWDER, 5c cans, 45		No. 14, 65
ROYAL BAKING POWDER, 10c cans, 95		No. 15, 60
ROYAL BAKING POWDER, 5c cans, 45		No. 16, 55
ROYAL BAKING POWDER, 10c cans, 95		No. 17, 50
ROYAL BAKING POWDER, 5c cans, 45		No. 18, 45
ROYAL BAKING POWDER, 10c cans, 95		No. 19, 40
ROYAL BAKING POWDER, 5c cans, 45		No. 20, 35
ROYAL BAKING POWDER, 10c cans, 95		No. 21, 30
ROYAL BAKING POWDER, 5c cans, 45		No. 22, 25
ROYAL BAKING POWDER, 10c cans, 95		No. 23, 20
ROYAL BAKING POWDER, 5c cans, 45		No. 24, 15
ROYAL BAKING POWDER, 10c cans, 95		No. 25, 10
ROYAL BAKING POWDER, 5c cans, 45		No. 26, 5
ROYAL BAKING POWDER, 10c cans, 95		No. 27, 0
ROYAL BAKING POWDER, 5c cans, 45		No. 28, 0
ROYAL BAKING POWDER, 10c cans, 95		No. 29, 0
ROYAL BAKING POWDER, 5c cans, 45		No. 30, 0
ROYAL BAKING POWDER, 10c cans, 95		No. 31, 0
ROYAL BAKING POWDER, 5c cans, 45		No. 32, 0
ROYAL BAKING POWDER, 10c cans, 95		No. 33, 0







## The Michigan Tradesman

**The Man Among the Dry Goods.**  
He stood on the pavement before the store,  
A great dry goods bazaar.  
Where the feminine tide came surging up,  
And rolled from near and far.  
And they gazed on him with a dreadful scorn,  
With looks that wither and sting.  
With looks of utter supreme contempt.  
As a base superficial thing.  
He was reckoned wise 'mong his fellow men,  
And was numbered among the great,  
And they laid their homage at his feet  
As a ruler of the State.  
But there alone in that feminine throng  
He stood like a trembling slave,  
A fatal focus of trembling eyes—  
And he longed for the cool, green grave.  
Oh, a man may gain a deathless renown,  
And all fame that the world can give;  
But if caught in a woman's dry goods crowd—  
He feels too mean to live.

**A Story for Boys.**  
"It was the best boy's story I ever heard," was what a lawyer said of the one I am about to relate to you:

"We have had a good many boys with us from time to time," said Mr. Alden, the senior member of a large hardware establishment on Market street, Philadelphia, "as apprentices to learn the business. What may surprise you is that we never take country boys, unless they live in the city with some relative who takes care of them and keeps them home at night, for when a country boy comes to the city to live everything is new to him, and he is attracted by every show-window and unusual sight. The city boy, who is accustomed to these things, cares little for them, and if he has a good mother he is at home and in bed in due season. And we are very particular about our boys, and before accepting one as an apprentice we must know that he comes of honest and industrious parents."

"But the best boy we ever had is now with us, and a member of the firm. He is the one man in the establishment that we couldn't do without. He was thirteen years old when he was apprenticed to us, and he was with us for eleven years, acting for several years as salesman. When he first came we told him that for a long time his wages would be very small, but that if he proved to be a good boy his salary would be increased at a certain rate every year, and as it turned out when, according to agreement, we should have been paying him \$300 a year, we paid him \$500, and he never said a word himself about an increase of salary. From the very outset, he showed that he had an interest in the business. He was prompt in the morning, and if he kept a little overtime at night, it never seemed to make any difference with him. He gradually came to know where everything was to be found, and if any information was wanted it was to this boy, Frank Jones, that every one applied. The entire establishment seemed to be mapped out in his head and everything in it catalogued and numbered. His memory of faces was equally remarkable. He knew the name of every man who came to the store to buy goods, what he bought and where he came from. I used often to say to him, 'Jones, your memory is worth more than a gold mine! How do you manage to remember?'

"I make it my business to remember," he would say, "I know that if I can remember a man and call him by name when he comes into the store, and can ask him how things are going on where he lives, I will be very likely to keep him as a customer."

"And that was the exact case. He made friends of buyers. He took the same interest in their purchases as he took in the store, and would go to no end of trouble to suit them, and to fulfill to the letter everything he promised."

"Well, affairs went on in this way until he had been with us eleven years, when we concluded to take him in the firm as a partner. We knew that he had no extravagant habits, that he neither used tobacco nor beer, nor went to the theater. He continued as at the beginning to board at home, and even when his salary was the very lowest he paid his mother two dollars a week for his board. He was always neatly dressed, and we thought it was very probable that he had laid up one or two thousand dollars, as his salary for the last two years had been twelve hundred dollars. So when we made him the offer to become a partner in the business, and suggested that it would be more satisfactory if he could put some money into the firm, he replied:

"If ten thousand dollars will be any object I can put in that much. I have saved out of my salary nine thousand four hundred dollars, and my sister will let me have six hundred."

"I can tell you that I was never more astonished in my life, than when that fellow said he could put in ten thousand dollars, and the most of it his own money. He had never spent a dollar, or twenty-five cents, or five cents, or an unnecessary thing, and had kept his money in bank where it gathered a small interest. I am a great believer in the Bible, you know, and I always kept two placards in big letters up in the store. On one was this text: 'He that is faithful in that which is least, is faithful also in that which is much'; and on the other, 'He that is diligent in business shall stand before kings and not before men.' And Frank Jones' success was the literal fulfillment of these texts. He had been faithful in the smallest things as in the greater ones, and diligent in business. That kind of a boy always succeeds."

### Co-operative Associations Fined.

In France, as in some other European countries, associations similar to our co-operative stores have been formed. These undertake to furnish their members with groceries, clothing and other necessities of life, at a very small advance upon wholesale rates. Recently two of these societies were cited before the correctional tribunal of Paris for having furnished medicines to their members upon the same terms, and, upon a hearing, were convicted of a violation of the pharmacy laws in each instance. The court fined the societies 500 francs on each complaint, and assessed, besides, damages to the extent of twenty-five francs for each specified violation of the law, the whole of the latter sum being adjudged and ordered paid to the syndicate of apothecaries who brought the complaints and prosecuted the cases.

## For Sale!

One No. 18 Star Coffee Mill and Water Motor.  
One Confectioner's Scale.  
One London Tea Balance.  
One Boston Market Scale.  
One Marble Top Butter Scale.  
Four Fairbanks Counter Scales—Brass Hoppers.  
One 300-lb Floor or Sugar Scale.  
One 3-ton Truck or Farm Scale.  
Tea and Coffee Canisters.  
Brass Scoops.  
Two Pair Trucks.  
One Cabinet Oil Pump, with Two 25-bbl. Tanks.  
One Large Hall Safe.

All in perfect working order and nearly new. Will sell all or part at a bargain. For particulars, Address,

Kirby Blakely,

EAST SAGINAW, MICH.

### THE ALDINE FIRE PLACE

Before Buying Grates, get our circular, Sent Free. The Aldine produces Warm Floors, Perfect Ventilation, keeps fire over night, and is cleanly. Burns coal, coke, wood or gas. Can be piped to common chimneys, or set like other grates, and can be run at half the cost of any other. Address: ALDINE MFG. CO., Grand Rapids, Mich.

**Voigt, Herpolsheimer & Co.,**  
Importers and Jobbers of  
**Dry Goods**

STAPLE and FANCY.

Overalls, Pants, Etc.,  
OUR OWN MAKE.

A COMPLETE LINE OF

Fancy Groceries and  
Fancy Woodenware

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit prices guaranteed.

**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**  
DETROIT

PERFECT FIT.  
Superior Make  
**PANTS and OVERALLS.**  
ASK FOR THEM!

**HYDRAULIC ELEVATORS**  
Water Motors and Specialties  
Send for New Catalogue.

**Tuerk Hydraulic Power Co.**  
NEW YORK: CHICAGO: 15 Cortland St. 39 Dearborn St.

**SHIPPERS CAN SAVE TIME AND CASH**  
BY USING BARLOW'S PATENT FOLDING SHIPPING BLANKETS. SEND FOR SAMPLE SHEET AND PRICES.

**BARLOW BROS. GRAND RAPIDS, MICH.**

**MAGIC COFFEE ROASTER**  
The most practical hand roaster in the world. Thousands in use—giving satisfaction. They are simple, durable and economical. No grocer should be without one. Roasts coffee and peanuts to perfection.

Address for Catalogue and prices,  
**Robt. S. West,**  
48-50 Long St., Cleveland, Ohio.

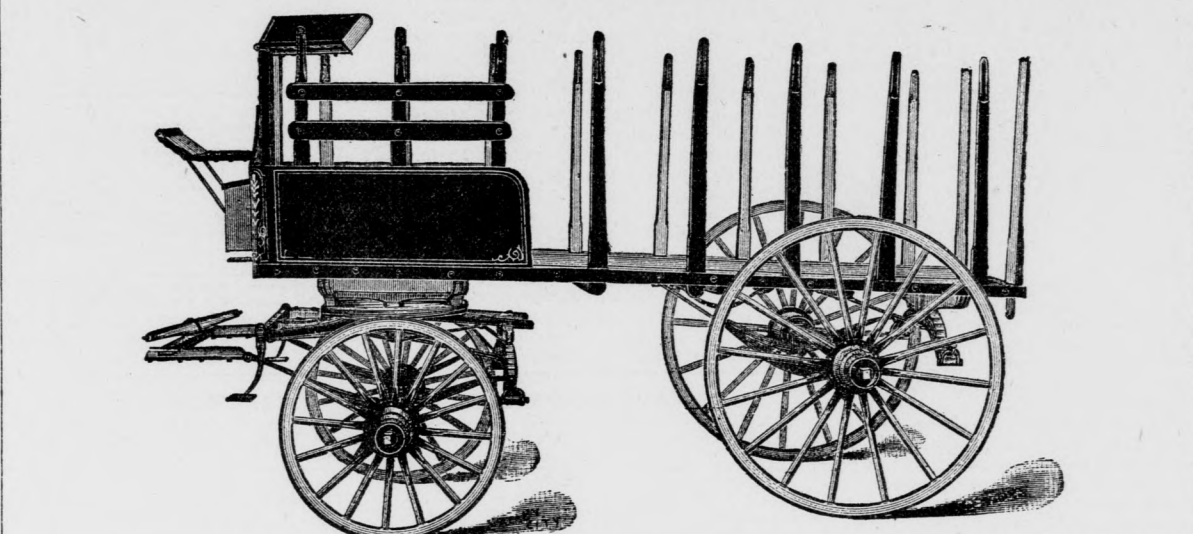
**C. R. ELECTRO FIDY**  
**ELECTROTYPERS**  
Photo & Zinc Engraving  
Also LEADS, SUGGS, BRASS RULE  
WOOD & METAL FURNITURE  
BOYWOOD, EQUEST  
MAPLE, GRAND RAPIDS MICH.

**Improved "Rival" Fountain Pen,** It Stands at the HEAD! Price, \$2.50. We will send you sample pen for \$1.75. If pens do not prove ENTIRELY SATISFACTORY, MONEY REFUNDED. Guaranteed to write best, sell best, and to be the best and most perfect pen made. Write for circulars. Order sample. Agents coinig money.

**Laughlin Pen Company,**  
Antwerp, Ohio.

## The Belknap Wagon and Sleigh Co.,

GRAND RAPIDS, MICH.



Manufacturers of Delivery Wagons of all descriptions. Also manufacturers full line of Delivery and Road Sleighs. Write for illustrated catalogue and price list.

## The Belknap Wagon and Sleigh Co.,

GRAND RAPIDS, MICH.

**Fehsenfeld & Grammel,**  
Manufacturers of  
**BROOMS!**  
Whisks, Toy Brooms, Broom Corn, Broom Handles, and all kinds of Broom Materials.  
526 and 528 Ottawa St., Grand Rapids.

**THE ACME OF UTILITY AND ECONOMY IN STORE SHELVING**  
IS REACHED WHEN THE SAME IS HUNG ON THE KOCH PAT

**ADJUSTABLE REVERSIBLE BRACKETS**  
Liberal discount to the trade. Special inducements to parties introducing this system of store fitting in any locality. Manufactured by

**KOCH A. B. CO.,**  
354 Main St., PEORIA, ILL.  
BORDEN, SELLECK & CO., AGTS.,  
48-50 Lake St., Chicago, 114 Water St., Cleveland

**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 from whom it was purchased and receive a new garment.

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

**TIME TABLES.**

**Grand Rapids & Indiana.**

GOING NORTH.

Trains	Arrives	Leaves
Traverse City & Mackinaw	7:00 a.m.	7:30 a.m.
Traverse City & Mackinaw	9:30 a.m.	10:00 a.m.
Traverse City Express	3:30 p.m.	4:00 p.m.
Potoskey & Mackinaw	8:45 p.m.	9:00 p.m.
7:30 p.m. and 11:30 a.m. trains have chair cars for Potoskey and Mackinaw City.		
10:30 p.m. train has sleeping car for Potoskey and Mackinaw City.		

GOING SOUTH.

Trains	Arrives	Leaves
Cincinnati Express	6:25 a.m.	7:00 a.m.
Fort Wayne Express	11:45 a.m.	12:45 a.m.
Cincinnati Express	3:40 p.m.	4:00 p.m.
Chicago and Sturgis	10:40 p.m.	11:05 p.m.
7:00 a.m. train has parlor chair car for Cincinnati.		
6:00 p.m. train has Pullman sleeper for Cincinnati.		
11:05 p.m. train has Wagner sleeper for Chicago, via Kalamazoo.		
Sleeping car rates—\$1.50 to Chicago, Potoskey or Mackinaw City; \$2 to Cincinnati.		

**Muskegon, Grand Rapids & Indiana.**

Trains	Arrives	Leaves
1:00 a.m.	10:15 a.m.	10:45 a.m.
11:15 a.m.	12:30 p.m.	1:00 p.m.
5:40 p.m.	6:50 p.m.	7:20 p.m.

Leaving time at Bridge street depot 10 minutes later.  
C. L. LOCKWOOD, Gen'l Pass. Agent.

**Detroit, Grand Haven & Milwaukee.**

GOING WEST.

Trains	Arrives	Leaves
*Morning Express	12:30 p.m.	12:50 p.m.
*Through Mail	4:25 p.m.	4:50 p.m.
*Steamboat Express	10:40 p.m.	10:45 p.m.
*Night Express	6:50 a.m.	7:30 a.m.
*Mixed	6:50 a.m.	7:20 a.m.

**Detroit Express**..... 6:45 a.m.  
\*Through Mail..... 11:35 a.m.  
\*Evening Express..... 3:40 p.m.  
\*Limited Express..... 6:45 p.m.  
\*Daily, Sundays excepted. \*Daily.  
Detroit Express has parlor car to Detroit, making direct connections for all points East, arriving in New York 10:10 a.m. next day.  
Limited Express has parlor car to Detroit, making close connections for all points East, also makes direct connections at Durand with special Pullman through cars to New York and Philadelphia. Steamboat express has parlor car to Grand Haven, making direct connection with steamer for Milwaukee and the West.  
Through tickets and sleeping car berths secured at D., G. H. & M.R.'s offices, 23 Monroe St., and at the depot.  
JAS. CAMPBELL, City Passenger Agent.

**Toledo, Ann Arbor & Northern.**  
For Toledo and all points South and East, take the Toledo, Ann Arbor & North Michigan Railway from Owosso Junction. Sure connections at above point with trains of D., G. H. & M., and connections at Toledo with evening trains for Cleveland, Buffalo, Columbus, Dayton, Cincinnati, Pittsburg, Creston, Orville, and all prominent points on connecting lines.  
A. J. PAISLEY, Gen'l Pass. Agent.

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

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

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.

## 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.

**P. STEKETEE & SONS,**  
WHOLESALE  
**Dry Goods & Notions,**  
83 Monroe St. and 10, 12, 14, 16 & 18 Fountain St.,  
Grand Rapids, Mich.

Comforts and Blankets, Yarns and Woolens for Fall Trade.

**Bags.** Warps, Geese Feathers, Waddings, Batts and Twines.  
Agents for Georgia and Valley City Bags.  
Prints, Gingham, Dress Goods, Hosiery, Underwear and full line of Staple Notions.

**LEMONS!** Our lemons are all bought at the cargo sales in New Orleans and are as free from frost or chill as in June.  
**PUTNAM & BROOKS.**

## WM. SEARS & CO.,

Cracker Manufacturers,

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

The Best Fitting Stocking Rubber in the Market.  
**Geo. H. Reeder,**  
Sole Agents,  
Grand Rapids, Mich.

**Oranges!** We are wholesale agents for the Fancy California Mountain Seedlings and headquarters for all kinds of Messina oranges.  
**PUTNAM & BROOKS.**

## The Michigan Trust Company.

19-21 FOUNTAIN STREET,  
GRAND RAPIDS, MICHIGAN.

Capital - - - - - \$200,000  
Additional Liability of Stockholders - - - - - \$200,000

**LEWIS H. WITBEY, President.** **D. D. CODY, 2d Vice-President.**  
**WILLARD BARNHART, Vice-President.** **A. G. HODENPYL, Secretary.**

**DIRECTORS:**  
LEWIS H. WITBEY, WILLARD BARNHART, THOMAS D. GILBERT, DARWIN D. CODY, JULIUS HOLSEMAN, ALFRED D. RATHBONE, HARVEY J. HOLLISTER, DANIEL H. WATERS, JAMES M. BARNETT, WM. SEARS, CHARLES FOX, T. STEWART WHITE, R. B. WOODCOCK, N. L. AVERY, S. B. JENKS, JOHN W. CHAMPLIN, HENRY IDEMA, A. G. HODENPYL, W. W. CUMMER, Cadillac, JOHN CANFIELD, Manistee, CHAS. H. HACKLEY, Muskegon.

This Company is now established in the offices formerly occupied by the Hartman Safety Deposit Vaults, 19-21 Fountain Street, Shepard-Hartman Building. With ample capital, a Board of Directors composed of men of established character and recognized financial responsibility—thus securing conservative management—with every facility for the prompt and careful administration of its business, this Company presents its claims to this community and to the people of Western Michigan with confidence, and solicits the patronage of all who have occasion to require the services of such an institution.

Under the laws of the State of Michigan, this Company is authorized and will undertake

- To Loan Money on Approved Real Estate Security.
- To Loan Money on Approved Collateral Security.
- To Act as Executor, Administrator, Guardian, Trustee, Assignee, Receiver, Fiscal and Transfer Agent and Registrar of Stocks and Bonds.
- To Act as Agent for other persons or corporations, in the transaction of any business that may be committed to it, to care for property, collect interest, dividends, coupons and rents.
- To Execute Orders for the purchase and sale of all kinds of investment securities, making a Specialty of Local Stocks.
- To Receive Deposits of trust monies on certificate or subject to check.
- To Receive Deposits of Court Funds.
- To Maintain and Manage Safety Deposit Vaults.
- And to Transact a General Trust Business.

The affairs and business of this Company are subject to the supervision and inspection of the Commissioner of the Banking Department of the State of Michigan, and for the still further protection of its patrons THE COMPANY IS OBLIGED TO DEPOSIT \$100,000 WITH THE TREASURER OF THE STATE.

We are prepared to act as Trustee for bondholders on Railroad or other mortgages. To act as agent for the purchase or sale of all classes of INVESTMENT SECURITIES, RAILROAD BONDS, STATE, CITY, TOWNSHIP, SCHOOL or other bonds, and will undertake to negotiate the entire issue of any of the above classes of bonds.

IN OUR SAFETY DEPOSIT DEPARTMENT we offer to the people of Grand Rapids and Western Michigan, ABSOLUTE PROTECTION for the safe keeping of their Notes, Deeds, Abstracts, Insurance Policies, Bonds, Stocks, Leases, Wills, Money, Jewelry, Paintings, Silver, Private Papers and valuables of any and all kinds. Our large steel vaults are protected by every known device.

The heavy steel vault is fitted up with small safes which are rented at \$5 and upward (according to size) per year. Each safe has a different combination or lock, and it is impossible for any officer or employee of this Company, or any other person, excepting the renter or duly appointed deputy, to gain admission to a safe, on account of the great precaution taken to insure the complete identification of the renters. In the storage vault underneath the safe vault, large packages, such as trunks, valises, boxes of silverware, paintings, bric-a-brac, sealskin garments, furs, and other bulky valuables are cared for. All bulky articles are taken for safe keeping at very moderate rates, according to value or space occupied. This vault is absolutely dark, dry and moth-tight, making it a perfect receptacle for the storage of fur garments.

The officers and employees of the Company are under strict injunction not to impart to others any information of its transactions with its customers.

CORRESPONDENCE AND INSPECTION INVITED.

## 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.

**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.

## Rindge, Bertsch & Co.

Carry in stock the best line of



**Women's - and - Misses' - Low - Cut - Shoes**

AT THIS MARKET.  
12, 14 & 16 Pearl Street, Grand Rapids, Mich.  
AGENTS FOR BOSTON RUBBER CO.

**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.**