

# The Michigan Tradesman.

VOL. 6.

GRAND RAPIDS, WEDNESDAY, AUGUST 7, 1889.

NO. 307.

## FOURTH NATIONAL BANK

Grand Rapids, Mich.

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GEO. C. PIERCE, Vice President.  
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CAPITAL, - - - \$300,000.  
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Adjuster of Fire Losses.  
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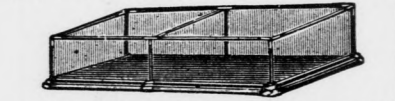
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IN GRAND RAPIDS.

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

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DO YOU WANT A SHOWCASE?



**SPECIAL OFFER**—This style of oval case, best quality, all glass, heavy double thick, panel or sliding doors; full length mirrors and spring hinges; solid cherry or walnut frame, with or without metal corners, extra heavy base; silveta trimmings; 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 \$8 per foot. Boring and cartage free.

D. D. COOK,  
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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.

WATCH FOR

## LYNCH'S BEAUTY,

Best \$25 Cigar  
on the Market.

D. LYNCH, Sole Owner,  
GRAND RAPIDS.

## F. J. DETTENTHALER

JOBBER OF

Fresh and Salt

## Lake Fish

—AND—

## Ocean Fish

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

GRAND RAPIDS.

## EDMUND B. DIKEMAN

THE GREAT

## Watch Maker

AND Jeweler,

44 CANAL ST.,

Grand Rapids, - Mich.

## 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.

Repeating neatly done on short notice at

Groskopf Bros.,

91 CANAL ST., TELEPHONE 906.

Business Practice Department at the Grand Rapids Business College. Educates 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. Address A. S. PARISH, successor to C. G. Swens berg.

## BLUE BERRIES

Are in great demand and we can handle any amount to good advantage. 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 catalogue with testimonials.

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

## 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.

That contains any inferior tobacco, "ill-flavoring" or other injurious ingredients.

QUALITY COUNTS.

Our "BEN HUR" CIGARS have proved so popular over all other 10c Cigars in the market that the demand is overwhelming.

SOLD BY ALL DEALERS.

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

Wholesale and Retail  
HEADQUARTERS  
92 Woodward Ave.

## Weatherly and Pulte

(Formerly Shriver, Weatherly & Co.)

CONTRACTORS FOR

Galvanized Iron Cornice,

Plumbing & Heating Work.

Dealers in  
Pumps, Pipes, Etc., Mantels  
and Grates.

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ALLEN DUFFEE. A. D. LEAVENWORTH.

Allen Duffee & 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.

### A GRAND SUCCESS.

Fourth Annual Convention of the Michigan Business Men's Association.

The fourth annual convention of the Michigan Business Men's Association convened at Good Templars' Hall, Muskegon, Tuesday afternoon, July 30. In calling the convention to order, President Wells remarked:

Gentlemen of the Michigan Business Men's Association:

As I greet you to-day at this fourth annual convention of our Association, I desire, at the same time, to congratulate you upon the very many pleasant conditions which surround us. A healthful and invigorating breeze that went out to us on our approach to this city, the balsamic odors from the great piles of lumber, the very smoke that ascended from the mills and factories—all told of a welcome that has been emphasized by the smiles and hand-shakes with which we have met since our arrival.

Our exercises will be opened with prayer by the Rev. S. M. Cramblet:

Let us look for the Lord's blessing.

Our Father Who art in Heaven, hallowed be Thy name, Thy kingdom come. Thy will be done in earth as it is in Heaven. Give us this day our daily bread and forgive us our trespasses as we forgive those who trespass against us. Lead us not into temptation but deliver us from evil. For Thine is the kingdom, and the power, and the glory, forever.

We thank Thee, our Father, that we can come into Thy presence in all the circumstances and in all the relations of life for the purpose of invoking Thy blessing upon us. We thank Thee that we can come into Thy presence at this time, at the beginning of the series of meetings of the Business Men's Association of this State, to invoke Thy blessing upon the members and their deliberations from time to time. We thank Thee that it is our privilege to acknowledge our dependence upon Thee, and, while we thus acknowledge, may we have the feeling that we depend upon Thee for life and breath and for all of the things that we enjoy in this world. We thank Thee that we are citizens of a great country like this, and we pray that we may appreciate this fact. We thank Thee that it is ours to engage in the various avocations that keep men occupied and busy in this world for their own advancement and for those who are dependent upon their accumulations after they have passed away. We thank Thee that we are citizens of a country where the soil is so productive, where the very rocks repay man for the toil in exploring them, whose hills and valleys are so full of the things that enrich man after they are brought to the surface, for the gold and the silver that is hidden away among the rocks that may yet be discovered and brought out by the industry of man and by the various institutions organized for this purpose. We thank Thee for the coal and the various kinds of fuel hidden away and yet to be brought to the surface for the use of man. And so, we thank Thee for the great enterprises that are springing into existence for the purpose of bringing these blessings to the reach of man. And, although the times do not seem to be as easy as in other years, may we have hope and courage for the future, even although the present seems to be not as productive as we would wish to have it.

We pray Thee that Thou wilt give to all business men that wisdom and knowledge and understanding which they so much need for the conduct of their business, in order that it may grow and develop, and that all their transactions may be prosperous. We invoke Thy blessing upon the convention gathered this afternoon and upon all the councils of this session, and may the best of all things be arrived at. We pray Thy blessing upon the delegates, that they may have a pleasant time in our city, that the time spent may be profitable and that they may go away feeling glad that they came to see us and to spend a little time with us. Prosper them, we pray Thee, in their business interests. Bless their families they have left behind and from whom they must be separated during their stay in our city.

So, guide us all by the counsel of Thy wisdom and help us in all the relations of our lives to be true and loyal and faithful to Thee, as well as to one another and to the great interests committed to our hands. Hear us and bless us and guide us by Thy infinite love and afterward receive us to Thyself, we ask it for Jesus' sake. Amen.

C. L. Whitney, Secretary of the Muskegon B. M. A., briefly welcomed the visitors to the city and asked them to make themselves at home until the more formal welcome was expressed in the evening.

President Wells then read his annual address, which was published in full in THE TRADESMAN of last week. Secretary Stowe read his annual report, which also appeared last week. Treasurer Sprague was given until Wednesday morning to present his report.

Frank Hamilton presented the report of the Executive Board of the meetings of August 1 and December 21, 1888, and January 16 and July 30, 1889, concluding with the following recommendations:

The report of the Secretary, indicating, as it does, a loss of membership of \$66, we find to be based upon the receipt of per capita tax during the year. As many of our largest and most flourishing auxiliary associations have neglected to pay this tax, it is evident that this shrinkage is apparent rather than real and that instead of our numbers having diminished they have, undoubtedly, increased during that period. At the same time, the Executive Board insist most strongly that this

duty of local bodies must not be neglected.

The sum exacted for this purpose is exceedingly small in comparison with the benefits received, and failures to collect and remit this tax will result in the inability of the State Association to do its necessary work and in the ultimate destruction of the entire fabric of our institution.

At our meeting last year, it was deemed expedient to increase the per capita tax from twenty-five to fifty cents. Whether this action was judicious or not should very properly receive your attention. With our present membership it is evident that a less amount than fifty cents would be inadequate. With an increased membership (which we believe that, with proper effort, our Association should secure), the tax may be reduced. We ask for this matter your careful consideration.

Finally, we congratulate the Association upon the harmony that has existed between the officers and among the committees during the year. The jealousies and feeling which have marred the action of the associations of several of our sister states have been happily absent with us. We trust that, in the future, our Association will not only be free from these, but that it will continue to be moved by those high motives of justice which have built it up and strengthened it in the past.

President Wells announced the following Committee on Credentials: Frank Friedrich, Traverse City; A. Towl, Muskegon; H. S. Church, Sturgis.

Reports of delegates were then called for, being responded to as follows:

Traverse City (E. W. Hastings)—This Association is now in the fifth year of its existence, being one of the oldest organizations and the first to adopt the State Charter. While our membership is not the largest, we have been steadily increasing, and it is with no small degree of pride and satisfaction that we look over our past and contemplate the work we have done.

During the present year, under the very efficient management of our President, J. W. Milliken, we have increased our membership by the addition of twenty-three new names. Some important matters have been brought up and adopted; others are being worked out and carried forward as fast as possible.

By request of the Grand Traverse County Agricultural and Industrial Society, a committee was appointed from among the members of our Association to work with them, to make our coming fair a success. We expect to see good results from this committee within the next sixty days.

Who should control our electric light plant—the corporation or a private individual? Abiding by the decision of the majority, our Council granted the franchise to an individual. The plant is now in operation.

Next, we discussed the advantages of a city over our present village charter, deciding, for the present, to remain under the village charter.

We then adopted a very fine C. O. D. system for our stage lines which went into effect at once.

We appointed a committee to investigate our mail routes, that our country patrons' orders might have more direct and prompt attention.

Our Legislative Committee have done good work. Out of eight bills seven have been adopted. Some of these will be of incalculable benefit to the town and surrounding country.

Our Committee is hard at work trying to secure the location of the college soon to be erected in Northern Michigan.

We liked the plan of the Michigan Business Men's Fire Insurance Co. Some stock was pledged and more would have been taken had it gone ahead.

The map which we are using on the back of our letter paper is the work of our Advertising Committee. The Association pays for printing the map only. We expected that five thousand copies would be our limit, whereas we have had to pay for nearly forty thousand imprints. On the map is the route of the Chicago & West Michigan Railroad. That road is now an assured fact and we rejoice in the same.

Our collection system we are giving a pretty thorough trial. The results are not satisfactory. We need more unified and persistent effort on the part of every member, and in the nature of the accounts placed in the Secretary's hands. Under no circumstances should a disputed account come before the Association.

Altogether, we feel as though some good work has been done and that there is much more that the Association can do. Some questions would bring out a full attendance. Then, again, just before the meeting the President and Secretary might be seen on the street button-holing individual members, urging their attendance to make up the necessary quorum.

Last, but not least, the Ladies, Library Association tendered the B. M. A. a reception at their hall on July 26. This was a very enjoyable affair, we assure you.

So, taking all things into consideration, with our present experience, we say most emphatically, organize, organize, organize.

Lowell (N. B. Blain)—As I was about ready to leave home, our Secretary informed me that he had been puzzling his ponderous brain (he weighs only 224 pounds) for half a day to write out a report but had utterly failed, and that if we wanted a report they would put me up, as I could say the most about nothing of any man in the Association.

We have not been as active for the last year as for the first two years of our organization, but we are not dead, neither are we ready to die. Some few of our members have become rather lukewarm, but the majority feel it necessary that the Association should be kept alive, as many matters of importance often arise requiring organized effort to be carried forward to a successful termination.

We point with pride to the improved condition of nearly all wagon roads leading in different directions from Lowell. While our citizens have paid heavily during the last two years in that direction, they were easily induced to vote an appropriation of \$2,500 for the same purpose this spring.

We have as perfect a system of water works as can be found in the State, with pure spring water in abundance. Our people feel that in no way could they have expended the same amount of money and received greater returns. Our protection from fire may be equalled but not surpassed. Our beautiful shade trees and lovely lawns are admired by all. The change in the general appearance of the town is very marked, and very few, if any, tax payers would be willing to have the water removed and return to the former condition of things. One of our enterprising firms offered a premium for the best kept lawn, and it has induced many to try and outdo their neighbors.

We also have a Building and Loan Association in successful operation. Our Committee reported a net gain of 31.7 per cent. at the annual meeting. While that is truly gratifying, we also have the satisfaction of having furnished to several of our members comfortable homes at less cost per month than they were paying for rented houses, and they have the pleasure of feeling that they are living in homes of their own, which cannot be expressed in dollars and cents.

At the time of organizing, we figured that our stock would be paid in, in ten years, but we now feel satisfied that it will pay in, in eight years or less. We have more calls for money than we can supply, which should not be the case, but many of our citizens look upon stock companies with suspicion.

There are several matters of minor importance which might be mentioned, but the three minutes allowed by the convention is up and we will not trespass on the time of others.

P. J. Connell—I wish to announce to the visiting delegates and to the visitors of the Muskegon Club house on Western avenue, opposite the opera house, is open to the members of this Association at all hours of the day and evening. Your badge is your passport. You will find there various amusements and social pleasure. It is a good place in which to sit down and look over the papers, or for meetings of committees or for anything you desire. It is at your disposal through a special invitation from the Muskegon Club. (Applause.)

Sturgis (H. S. Church)—Our Association for the past year has not been very active, but, as to inhabitants, the town has gone forward. We have an electric light plant running at its full capacity, supplying merchants and lighting the streets. The past year, the railroad running from Goshen to Battle Creek has divided and made two branches—one from Sturgis to Battle Creek, the other from Sturgis to Goshen. Last summer we voted in favor of water works. We have a survey from South Haven running to our place, to connect with the coal fields East. Our Association, at present, is not in good working order.

Owosso (S. Lamfrom)—The time has again arrived when it becomes the pleasant duty and privilege of the various local bodies of the Michigan Business Men's Association to submit the report of the progress achieved during the past year. I am extremely sorry that my private business is such that I cannot meet with you in that bustling and enterprising city of Muskegon, where to-day are congregated from our prosperous commonwealth intelligent and experienced business men, for the purpose of advancing the interest and welfare of the business man.

I am happy to report to you that the Owosso Business Men's Association has not been asleep for the past year, but has worked with a will and energy for the improvement of our city and for the welfare of the business man.

Our Association organized January 28, 1887, with fifty charter members, and at this date we have sixty-seven active and two honorary members. During the year, fifteen members have withdrawn by reason of business changes, and ten were admitted to membership. The number of regular meetings convened was seven and special one.

The attendance at our meetings has not been as satisfactory as could be desired. Our business men don't seem to realize the work to be accomplished; however, there is not a single member in active business who would wish to drop out. They all cheerfully pay their dues and are well pleased with the results.

We have succeeded in laboring harmoniously with our City Council, have accomplished extensive improvements on our wagon roads and our efforts to obtain additional railroad communication have also been satisfactorily rewarded. Our manufactories have been enlarged so as to employ more help and are in a healthy and prosperous condition.

The Blue Letter and Association Sheet have not been used so extensively as during the previous year, but those who have made use of them report good results. The credit business is steadily decreasing, the consumer using more caution in asking for credit and the merchant using caution by perusing the dead-beat list from time to time and refusing credit to those therein reported as delinquents.

Our closing system for evenings and legal holidays has been a success, the members cheerfully conforming to the rules adopted by the Association. Our annual banquets have had the desired effect of increasing acquaintanceship and fostering the best commercial integrity among the members. We are looked upon by our citizens as an organization of strength and power. Let us endeavor not to betray their confidence, and let us use the utmost exertion to advance the

business interests of our town and of our prosperous commonwealth and continue to crown our efforts with prosperity and success.

East Saginaw (P. F. Treasurer)—Our membership one year ago was fifty-three. The membership to-day is ninety. The amounts collected through our system since December, 1888 (entry of C. W. Mulholland, our new Secretary,) have been between \$1,200 and \$1,500. Previous to that we had no certain figure. The increased dues from twenty-five cents quarterly to twenty-five cents monthly are collected just as easily. This increase was necessary on account of the large amount of printing matter. We have trouble in getting members to attend meetings. It is hard work to get an average of over fifteen. Our delinquent sheet has increased from one hundred a year ago to three hundred at this date, showing that our members are not asleep but working.

We have inaugurated quite a system in our books. We keep a record of all delinquents and by whom reported, also keep what we call a "black book," which contains a list of people who are not worthy of credit—not on delinquent sheet.

We pay our collector fifty cents for each application for membership received. This has been quite a help to us in obtaining members.

The B. M. mutual fire insurance plan has, so far, been a failure in our city, but we like the plan and hope it will be carried out.

We expect a large increase in membership from now on, by taking in applications from the West Side.

Ludington (Geo. P. McMahon)—The Business Men's Association of Ludington was organized on the 31st day of May, in the present year, with the usual officers and standing committees. At that time, your efficient Secretary, Mr. Stowe, visited our city, helped in effecting our organization and gave us much needful information.

We have, at present, a membership of forty-three. Our Association requires a fee of \$5 from each member joining it, which, together with the annual dues, creates a fund for contingent expenses. We have not yet joined the State Association, but have "declared our intentions" and expect to do so in the near future. The few weeks which have elapsed since our organization have been insufficient for us to accomplish much that is tangible, and, as delegates from our Association, we are not here to report to you what we have done, but rather to learn what has been done by other associations throughout the State and the best methods by which the objects of our own may be attained.

Kingsley (G. L. Fenton)—I have no writing to report. I was requested last evening, at about 8 or 9 o'clock, to come as a delegate. I told them I would come and make a report as best I could.

The standing of our organization, at the present time, is fully as good as it has been at any time, but the membership is not as great; the reason is that we heard of serious charges against some of our members. We investigated the matter and had said members discharged or expelled. So our organization is now on a better footing than it has been. We have but a few men, but they can be depended upon every time.

We also adopted a plan that if any member of the organization was owing any amount and did not feel in duty bound to pay it, the matter should be put into our collection system and he should be obliged to pay just as would an outsider. We are continually talking of the dishonesty of our customers and forget the dishonesty of our members; we are endeavoring to work this matter up.

We have only a small village and thus are not able to induce manufacturers to come there. However, we are in a thriving condition so far as our society is concerned.

The President—You have reason to be in a prosperous condition. I commend this report to many other organizations. We can all recognize an element of wickedness in these organizations that the Kingsley Association has succeeded in eliminating. I trust we shall not forget the lesson taught.

Quincy (F. A. Larzeller)—Our Association is in a healthful condition, the number maintained in the organization being about fifty, although incident to changes of members to correspond with changes in business. The result of the organization, as regarded from a financial standpoint, is beneficial in a high degree.

Our last year's report showed great activity in the collection of bad and lingering accounts. This year, we cannot report a large amount collected, as the debts have not been contracted; but the few that have inadvertently been made, that have been pressed to the issue, have been responded to.

The attendance of members at our monthly meetings during the warm weather has not been as large as we could wish, but with cooler weather we will show a larger attendance.

The several committees have discussed and canvassed questions and projects relevant to their duties. The Committee on Manufacturing extend an invitation to the manufacturers of clay for tile and kindred uses to inspect a bed of clay near our place, for the purpose of manufacture. This clay has been fired and has given the best of results, and a tile manufactory is in operation adjacent to it.

We feel that, in the future, much advantage should result from the discussion of all questions pertaining to the general welfare of our local assembly. We wish for success and for heartfelt sympathy for our Parent Stem, and may it spread its influence throughout the State in her commercial avenues until every honest commercial man may walk therein with safety and success.

[CONTINUED ON THIRD PAGE.]



# The Michigan Tradesman

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

B. Rollah has engaged in the grocery business at 699 South Division street.

Tournell & Co. have removed their grocery stock from 195 to 187 Stocking street.

Geo. D. Burton & Co. have engaged in the drug business at Grass Lake. F. J. Wurzburg furnished the stock.

Chas. Serfling has engaged in the grocery business at the corner of Walker avenue and Lincoln street. I. M. Clark & Son furnished the stock.

### AROUND THE STATE.

Rome—R. P. Baker has moved his general stock to Manitow.

Greenville—A. S. Mitchell has gone out of the grocery business.

Ionia—L. P. Brook has purchased the boot and shoe stock of Cutler & Son.

Petoskey—J. Levinson, late of Chicago, has opened a boot and shoe store on Lake street.

Vicksburg—Hammond Foster is succeeded in the meat business by Wm. Garland & Co.

Kalamazoo—Curtenius & Co. have closed out their grocery stock and will quit the business.

South Haven—Mrs. Carrie King has purchased the millinery stock and fixtures of Mrs. S. E. Campbell.

Bristol—Bert D. Payne, who runs a general store here, will shortly open a similar establishment at Tustin.

Belding—Assignee Spencer has sold the E. O. Mann clothing stock to Jeff. Davis, of Grand Rapids. The stock invoiced \$1,100.

Otisville—M. L. Stringer, of Wixom, has bought a half interest in the Parker & Dunston hardware store here and the branch store at Postoria.

Morenci—F. Sims, who purchased the Blair & Downer drug stock at forced sale, has placed the business in charge of Dr. Blair and W. E. Converse.

Pentwater—John D. Brown has assigned his general stock to Geo. W. Imus. The liabilities are about \$4,000, with assets about half as much.

Battle Creek—Conger & Townsend, who conduct crockery stores at Kalamazoo, Coldwater and Mt. Clemens, have leased the store at 13 East Main street and will open a crockery and glassware stock here.

Marshallville—Henry J. Marsh's general store, was entered by burglars on the night of July 25, but no plunder was secured. This is about the twentieth time Mr. Marsh claims to have been the victim of burglars.

Detroit—The firm name of Hull Bros. will again head an active business enterprise in the line of meat and provision business, wholesale and retail, articles of association having been filed with the county clerk. The incorporators are Elias Frank, Benjamin Johnson, Julia A. Hull, Hetty C. Hull and Alfred Green. The ladies named are the wives of John and William Hull. The capital stock of the new concern is \$25,000.

### MANUFACTURING MATTERS.

Corunna—R. B. Potter has bought the Corunna flouring mills for \$14,000.

Ionia—The Ionia Pants and Overall Co. started up Monday with forty girls. Saranac—Fitz Gibbons & Sayles will hereafter manufacture oars and table legs in connection with their saw and stave mill.

Detroit—A. C. McGraw & Co. will begin the manufacture of boots and shoes as soon as a new factory can be built on the site of Pingree & Smith's old factory. The cost of the building will be about \$50,000.

Detroit—The capital stock of the National Electric Traction Co. has been increased from \$100,000 to \$200,000. The principal stockholders are Hugh McMillan, John M. Nicol, C. Corbett, W. Y. Jackson and Frank E. Snow.

Detroit—Frank E. Fisher, late of the Detroit Electrical Works, has organized the Fisher Electrical Co. S. R. Mumford is president; C. H. Meday, vice-president; W. E. Reilly, secretary, and Hiram Marks, manager. Mr. Fisher is treasurer. The company will be located at 183 to 187 West Larned street.

Detroit—An Eastern capitalist wants to know how much interest Detroit capitalists will take in a project for the manufacture of Brussels and ingrain carpets, capital \$1,000,000. He says Detroit is well situated for such an industry, both in the matter of cheap raw material and low freight rates.

Detroit—Murphy, Wasey & Co. have filed articles of association for the purpose of carrying on the business of chair making in Detroit and Omaha, Neb. The capital stock is \$150,000, divided into 6,000 shares, of which M. J. Murphy holds 3,218, George E. Wasey 2,200, Jas. E. Murphy 400 and Harlow P. Davock 182.

### INDIANA ITEMS.

Fort Wayne—Henry Manning, of the coffee and spice mills firm of J. B. Manning & Co., is dead.

Auburn—W. H. Kiblinger, dealer in hardware and carriages, has assigned. Wolcottville—James Tuck succeeds Dickinson & Tuck in the drug and jewelry business. The firm has been in existence over twenty years.

### Gripsack Brigade.

A. F. Peake and family spent Sunday with L. M. Mills.

H. C. Friant is handling the city trade of the Belknap Wagon and Sleigh Co.

The report that Geo. Raynor is a graceful dancer finds credence at only one place in the State—Vicksburg.

Chas. F. McLain has developed into a horse doctor, having nearly bled a street car horse to death last Saturday evening.

A. S. Doak leaves Thursday for Coaticook, Quebec, where he will spend a couple of weeks with relatives and friends.

Manley Jones and wife are as happy as clams over the advent of a girl who tips the beam at 10½ pounds. Manly says she is a "screamer."

Ezra O. Phillips, formerly with F. A. Wurzburg & Co., has engaged to travel for P. Steketee & Sons, taking the Northern trade. He will start out on his initial trip about the 15th.

Leo A. Caro has severed his connection with Putnam & Brooks and will engage in the wholesale candy business on South Division street. His brother, Ed. Caro, late of Kansas City, will be associated with him.

W. S. Gould, the Owosso traveler, has taken the position of Assistant Secretary of the Western Bank Note and Engraving Co., of Chicago, in which he is financially interested. He will assume his duties on the 15th.

### Wool, Hides and Tallow.

Wools are held firm by dealers, with a general don't-care-whether-you-take-them-or-not-to-the-manufacturer. On the other hand, the manufacturer asks, Where is our margin, as we can't get any more for our cloth? The dealer is master at present, well knowing that at their present high cost, they cannot replace their purchases, either on this side or the other of the ocean. There is no scarcity of wool, for every loft is full, with little being opened up for sale until manufacturers can get up to price. Reports of good crops give a stronger tone to cloths, which are held for a hoped-for advance.

Hides and leather as simply flat. It is folly to offer hides on the present market, as recent failures in leather uses up what little confidence had been worked up. No offerings. No sales. No prices. And, until lines of credits can be looked up and passed upon by bankers, no trade can be looked for. No price is cheap.

Tallow is firm and in fair demand.

### Purely Personal.

Oscar F. Conklin and family are spending a week at Harbor Springs.

A. O. Wheeler, Vice-President of the East Shore Furniture Co., of Manistee, was in town last Friday, getting pointers on construction.

Walter E. Cummings returned Saturday from New York and leaves next Monday for a trip through Wisconsin.

The readers of THE TRADESMAN will be pained to learn of the serious illness of F. H. Spencer, the Saranac merchant, whose "Country Merchant" articles have been a regular feature of the paper for the past four years. All will join in the hope of his speedy recovery.

### Phil. Armour's Economy.

Phil Armour is an epigrammatic talker, full of quaint illustrations and similes. He likes to speak self-deprecatingly, calling himself a "butcher." His laugh is strong and hearty, and he is the cause of laughter in others. Armour abhors a man who speaks in his throat and doesn't know how to "spit it out."

He is not hungry for money. He goes working along simply because work is his delight. He gives away in a year more money than any other man in America. He is, too, content with small profits on his business. The net returns do not exceed three millions a year on a total of fifty-five millions, or less than 6 per cent.

Armour has a striking, a unique individuality, but it is to all who know him one of the most lovable of men. Though carrying on a business greater than that of any railway corporation in America, and though at times he makes a great deal of money in speculative deals—he never yet lost a fight in that field—he is singularly irritable about some little things. I remember one occasion in which he fumed and fretted for nearly a whole day about a fifty-pound box of sausage which a careless shipping clerk had sent to a wrong railway station, where it lay all day on the platform in the sun and was spoiled. For several hours the office men heard of little but that box of sausage, and the chief was not appeased until the offender had been discovered and reprimanded. The sausage was worth \$4, and that same day the provision market, in which Armour was largely interested, fell off so rapidly that nearly \$200,000 of margin money was required to protect the house's holdings. The packer gave no more than five minutes of thought to the provision market. He was too busy marking down the loss of the box.

Attention is directed to the business opening advertised in another column by Lemon & Peters. The stock is an exceptionally good one and the location is unsurpassed as a trading point.

### EQUAL TO THE NATIONAL DEBT.

Enormous Cost of the Army of Traveling Salesmen.

From the Philadelphia Record.

"The money used in a single year to foot the salary and expense bills of the traveling salesmen of the United States would pay off the entire National debt and leave a few dollars over."

This rather startling statement was made by a junior member of one of the large dry goods houses of this city, who has a force of about fifty travelers under his immediate charge. As proof of his assertion he presented these particulars:

"There is hardly a wholesale, jobbing or commission house in any line of business in the United States that does not have at least a single traveling representative, and from one lone man the traveling force ranges up as high as 125 to 150 men, and there may be one or two houses with even more. The average of the most reliable estimates, places the total number of commercial tourists in this country at 250,000; and, mind you, this does not mean peddlers, but only those who sell goods at wholesale.

"The railroad fares, charges for carrying sample baggage by freight or express, hotel bills, and numerous incidental traveling expenses of these men will range between \$4 and \$12 per day, but some men will spend \$25 in a single day for these purposes without resorting to any extravagance. Take, for instance, some of the carpet, clothing, or fancy goods men who carry ten to fifteen trunks full of samples, take a packer with them, and hire a hotel porter to display their goods whenever they open their trunks. But the number of these men is comparatively small, and \$6 a day will fairly represent the average expenses of the 250,000 men. There you have \$1,500,000 per day for expenses, alone. Multiply this by 365, and you have \$547,500,000 as the amount expended in one year.

"The item of salaries is nearly as large. Few men are paid less than \$900 per year. The largest number receive between \$1,500 and \$2,500, either in salaries or commissions. A lesser number are paid from \$3,000 to \$5,000—those receiving the latter amount being comparatively few. But there are traveling salesmen who are always in demand and \$10,000 to \$15,000 a year, but they are few and far between. The lower salaried men predominate, as might be supposed, and an average of \$1,800 per year is not far out of the way. Figuring 250,000 men at an average salary of \$1,800 per year gives a total of \$450,000,000 according to my arithmetic. To this add \$547,500,000 for expenses and you have \$997,500,000 for these two items.

"But there are other items to be charged to the salesman's account. It is impossible to give any accurate estimate of the cost of trunks, samples, and other requisites of the traveling men, but the items as we figure them in our store will give something to judge from. Our fifty men require 150 trunks, costing \$8 each, or \$1,200. These men require two sets of samples yearly—one in the spring and one in the fall. The cost of these two sets of samples is about \$1,000 per man. Of this \$50,000 worth of goods which are required for samples every year a considerable portion is lost, while most of it is so soiled and damaged by constant handling that it has to be sold at a heavy reduction from the actual cost or else given away. To cover this depreciation we make an allowance of 33½ per cent. upon the cost of the samples, or about \$17,000 per year. Trunks do not need renewing every year, but repairs and replacing lost ones form quite an item of expense. From these figures it is evident that the similar expenses of greater or lesser amount borne by every wholesale house will swell the salary and traveling expense item of \$997,500,000 far beyond \$1,000,000,000 per year.

### Origin of the Yellow Shoe.

The authorities disagree, says the St. Louis Herald, as to the origin of the yellow shoe, some placing the blame for the perpetration of the outrageous fashion on an already long-suffering public on Oscar Wilde, who, it is said, when he saw a workman in a clay pit in a blue jumper and overalls and with his shoes covered with the yellow earth, exclaimed, "Oh! how esthetic!" and immediately afterward appeared in public wearing a costume embodying the idea. Another story, and probably the truthful one, is that a Chicago belle with small feet hit upon the happy idea of calling attention to them by wearing yellow shoes. Her scheme was, of course, successful, and at the same time she got the opportunity of displaying an equally pretty ankle, for everybody had to examine the shoes. But whatever the origin of the yellow shoe was, the increase has been phenomenal in the last two years, for it was not until last summer that they were generally worn, and now three out of every five people you meet have them on. Like everything else, they have their advantages. One of these is the fact that they are comfortable, being generally worn sizes larger than the ordinary shoe, and thus in many cases solving the question of size, to the benefit and delight of the wearers, and another is that they don't have to be blacked. The latter is a great desideratum, but last fall many a dude who had gone broke at the seashore or on the races, had his yellow shoes blacked and got through the fall dry shod. Many of the combinations of dress ended off with a pair of yellow shoes are, to say the least, startling and often ludicrous. For this reason they should not be worn by the corpse or pallbearers at funerals, or the bride couple and ushers at a wedding, and it is considered bad form to wear them at a dance. They are permissible, however, at afternoon teas and picnics, or at a base ball game or horse race. It is rather laughable, though, to see a dusky belle on the street attired in a tennis or yachting costume, with pink stockings and number 11 yellow shoes, especially if one of her numerous admirers accompanies her, with his feet encased in the same colored leather and wearing a pair of checkered pants and trousers that cause a healthy rainbow to hide its head for shame. It is equally amusing to see a giddy girl of uncertain summers trying to attract attention at the seashore to her lean pedal extremities by sticking out her feet shod in old gold with mauve tops.

### A Hide-Bound Deacon in Boston.

THE HUB, July 31, 1899.

FRIEND STOWE—This last day of July finds us among the bean eaters. "Us" means three of us, and the way we get away with Boston beans, clams and bluefish means six of us. A clean bushel of clams is nowhere. However, we feel now as though we could be filled. We did the Queen's Dominion from Detroit to Kingston, then went down the river to Montreal, a jolly good trip that did us more good in three days than all of H. & P. Co.'s physic could do in a year.

We note in a Montreal paper the arrival of Mayor Tracy and party, of Grand Rapids, at the Balmoral Hotel. Maybe you do not recognize the man. Don't tell Killeen, as he may think his laurels captured. His representative was no disgrace to him.

To-morrow, we take a turn down the bay after more clams. Have provided a steam yacht and a half-dozen bass—ale. We can afford to take chances on other fish.

Would like to give you a report on Canada and this country, but it got so mixed up I can't give it intelligibly. However, to begin with, we found the usual frog pond, with a good country beyond it, and a good railroad to Toronto. But from there they run their sleepers across lots and amuse travelers by standing them on their heads; and shunting them the length of the car at every stop is not enough—they call you at 2 a. m. to take a boat at 5, so that it will not be your fault if you miss it. But all these comforts are nothing when you can get a ride down the St. Lawrence by having them. If we can't annex the country, we should the river and Americanize it.

You should have a report on the doings of his Hon., the Mayor. He took it into his head to go after cod, and prevailed upon the Elder and the Deacon, with honored members from The Hub and one from Richland, to take a steam craft for the grounds. First fish for the Elder, the Deacon bringing up in the rear nicely, while his Hon. balanced his line along with our Richland friend. They, thinking we were not generous enough, soon began to feed the fish, claiming it necessary to call them around. It is strange that one should use such wholly disinterested (?) efforts to please a companion; however, the exercise gave them a good appetite, and they will not soon repeat their efforts.

\*\*\*

Will report later on concerning this country and give you a little history on the Mayor and the Elder, although they say I mustn't give them away if I do, and then hunting for girls to watch the car-rings they find in their side coat pockets.

Yours,

THE DEACON.

### Oklahoma Hotel Rules.

Directions which transient guests are required to observe faithfully:

1. If the bugs are troublesome, you'll find the kloroform on the shelf.
2. Gents goin' to bed with their boots on will be charged extra.
3. Three raps on the door means there is a murder in the house, and you must get up.
4. Please write your name on the wall paper so we may know you have been here.
5. The other leg of the chair is in the closet, if you need it.
6. If that hole is too much for you, you'll find a pair of pants back of the door to stuff it up.
7. The shooting of a pistol is no cause for any alarm.
8. If you are too cold, put the oilcloth over your bed.
9. Kerosene lamps extra; candles free, but they must not burn all night.
10. Don't tear off the wall paper to lite your pipe with. Nuff of that already.
11. Guests will not take out them bricks in the mattresses.
12. If it rains through that hole overhead you'll find an umbrella under the bed.
13. The rats won't hurt you, even if they do chase each other across your face.
14. Please don't empty the sawdust out of the pillars.
15. Two men in one room must put up with one chair.
16. Don't kick about the roaches. We don't charge extra.
17. If there's no towel handy, use a piece of the carpet.

### Heart Failure.

It would be an excellent idea if physicians of the present day would invent some other reason for about all the deaths which occur nowadays than the heart failure. It is difficult for any one conversant with the organs of the human body to understand how any human being can die without heart failure, while the causes of the failure of the heart at death may be very numerous. This might not be of serious moment were it not for the fact that hundreds of people are being nearly frightened to death by the constant use of the cause for sudden deaths, and many people who are sick, and necessarily have some heart symptoms, are kept in constant terror by reading or hearing in other ways of death after death by heart failure. It would be well if physicians who are too indolent or too ignorant to search out the disease lying back of the heart failure to consider how much harm they are doing the community, and if they cannot correct the habit, newspapers and the public should avoid giving currency to these unfounded and dangerous phrase. There are probably no more deaths from heart failure in these times than heretofore, but a new cause for death has been coined, and the nervous and timid are being severely injured by it.

Manistee—The Canfield Salt & Lumber Co. is making a large addition to its salt block at the channel mill, and the Stronach Lumber Co. is preparing to add three more grainers. The idea now is to make as much salt as possible in the summer and keep the blocks idle in the winter. R. G. Peters has had his vacuum block shut down for some time making material alterations that had suggested themselves in the practical workings of the pan. The Filer pan works to perfection.

### MICHIGAN KNIGHTS OF THE GRIP.



President—A. F. Poole, Jackson. Secretary—L. M. Mills, Grand Rapids. Official Organ—Michigan Tradesman.

The following hotels of our State make no charge to members for their wives accompanying them on regular trips, not often than one trip in each year. The list is rapidly being added to and will be published each week in our official organ, THE MICHIGAN TRADESMAN:

Mears Hotel, Whitehall. Moore's Hotel, Shelby. Exchange Hotel, Baldwin. Western Hotel, Big Rapids. Train's Hotel, Lowell. De Haas Hotel, Fremont. St. Charles Hotel, Fremont. Elliott Hotel, Ludington. Imus House, Pentwater. Wigton House, Hart. Phoenix Hotel, Charlotte. Commercial Hotel, Vermontville. Sherman House, Allegan. Hastings House, Hastings. Hotel Miner, Lake Odessa. New Tinkham, Grand Lodge. Hotel Exchange, Otsego. Williams House, Battle Creek. American House, Kalamazoo. Kalamazoo House, Kalamazoo. McElrain House, Vicksburg. Goodwin House, Cassopolis. Three Rivers House, Three River. Hotel Belding, Belding. New Commercial, Ionia. Brackett House, Big Rapids. Hotel McKinnon, Cadillac. Manning House, Kalkaska. United States Hotel, Boyne City. Commercial House, East Jordan. Cushman House, Petoskey. Forest Hotel, Fenwickville. Smith's Hotel, Grand Junction. Central Hotel, Goblesville. Higbee House, Benton Harbor. Dyckman House, Paw Paw. Bennett House, Mt. Pleasant. Duncombe House, Decatur. St. Joe House, Mendon. Arlington House, Coldwater. South Michigan House, Coldwater. Russell House, Jonesville. Quincy House, Quincy. Alger House, Clare. Decker House, Lakeview. Retan House, Ithaca. Commercial House, Boyne City. Hubbard House, Jackson. Smith's Hotel, Hillsdale. Bryan House, Flint. Keefe House, Hillsdale. Brown's Hotel, Union City. Hotel Phelps, Greenville. City Hotel, Holland. Wright House, Alma. Commercial Hotel, St. Louis. New Paddock, Union City. Lawrence House, Adrian. Mancelona House, Mancelona. Sherwood House, St. Ignace. Gilbert House, Reed City. Depot Dining Rooms, Reed City. Hotel Jackson, Cadillac. Commercial House, Manton. Park Place, Traverse City. Park House, Portland. Cook's Hotel, Ann Arbor. Hotel Cadillac, Detroit. Welch House, Portland. Hotel Hodges, Pontiac. The Northern, Big Rapids. The Steele, St. Johns. Hotel Phelps, Greenville. Snow's Hotel, Ludington. The Oakland, Oxford. Sherman House, Mt. Clemens. Edwards House, Marine City. Commercial House, Richmond. American House, Romeo. Sweet's Hotel, Grand Rapids. Hotel Marquette, Marquette. Atlantic Hotel, Elk Cloud. Lake View House, Elk Rapids. Lewis House, Torch Lake. Davis House, Lowell. Miller House, Carson City. Oaks House, Reed City. McKinnon House, Cadillac. Hotel Downey, Lansing. Whipple House, South Lyon.

Bay City—The 400,000 acres of land recently purchased by Thomas McGraw and others, is situated in Franklin, Hamilton, Herkimer, Warren and Essex counties, New York. The timber on the land is approximated at 2,000,000,000 feet. Spruce and pine predominate, and there is considerable hemlock and hardwood. It is said the purchasers intend making a timber preserve of the forest, cutting only the merchantable trees, and co-operating so far as possible with the forestry commission in preventing fires, etc.

### FOR SALE, WANTED, ETC.

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

### BUSINESS CHANCES.

FOR SALE—COMPLETE STOCK OF WELL-SELECTED general merchandise, including fixtures, aggregating about \$2,500, situated at good trading point in the Upper Peninsula; will sell stock on easy terms and rent or sell building containing same. Apply to Lemon & Peters, Grand Rapids.

FOR SALE—TERMS TO SUIT—HALF INTEREST in one of the liveliest stores in the State; if you pay rent, or are poorly located, write me. Address 473, care Tradesman.

FOR SALE—in the CITY—STOCK OF GROCERIES in splendid location. Address No. 473, care Michigan Tradesman.

GENERAL STOCK OF MERCHANDISE FOR SALE—J. A. Knapp, stock of dry goods, clothing, carpets, crockery, glassware, wall paper, paints, oils, etc.; one of the best stocks in the city; Michigan; will invoice about \$1,000; will trade out \$1,000. Address Bartram & Millington, Paw Paw.

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 F. Heppner, 165 Superior St., Marquette, Mich.

FOR SALE—HAVING OTHER IMPORTANT INTERESTS, we offer for sale our stock of drugs, groceries, crockery, glassware, wall paper, paints, oils, etc.; one of the best stocks in the city; Michigan; will invoice about \$1,000; will trade out \$1,000. Address Bartram & Millington, Paw Paw.

SITUATIONS WANTED. WANTED—POSITION AS SALESMAN OR MANAGER dry goods or general store by a young man of experience; best of reference furnished. 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 SUTLEFF CO., 200 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.

### FOR SALE

Or exchange for stock of general merchandise, a perfect title to 240 acres of clay and clay loam soil, 160 acres of which is in a first class state of cultivation. The land is slightly undulating, free from stumps and can all be operated by machinery; is well fenced with board fencing and watered by living stream of spring water, filled with trout, planted about 8 years ago. Comfortable house, good and commodious barns, automatic water works in stock yards and stables. Thrifty fruit-bearing orchard of moderate size, and well provided with shade trees.

This farm is situated in the Michigan Fruit Belt and is only 4½ miles from two thriving towns with first-class Lake Michigan harbor and good rail accommodations. Is a model farm for a retiring merchant interested in stock or fruit raising. The present owner is young and actively engaged in business with no time to devote to its management and will dispose of it at a low figure and on easy terms. Enquiring parties will please address No. 474, care Michigan Tradesman.

## STAR FEED MILL!

Just what farmers need.



The Cheapest, Very Durable, Slightest in Draft and Most Rapid Grinder on the Market.

Agents Wanted for Every County in Michigan and Wisconsin.

FOR TERMS WRITE TO MELOY & RICH, 20 LYON ST., GRAND RAPIDS, MICH.

## Our Fall Stock

Is now Complete and Ready for Inspection.

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

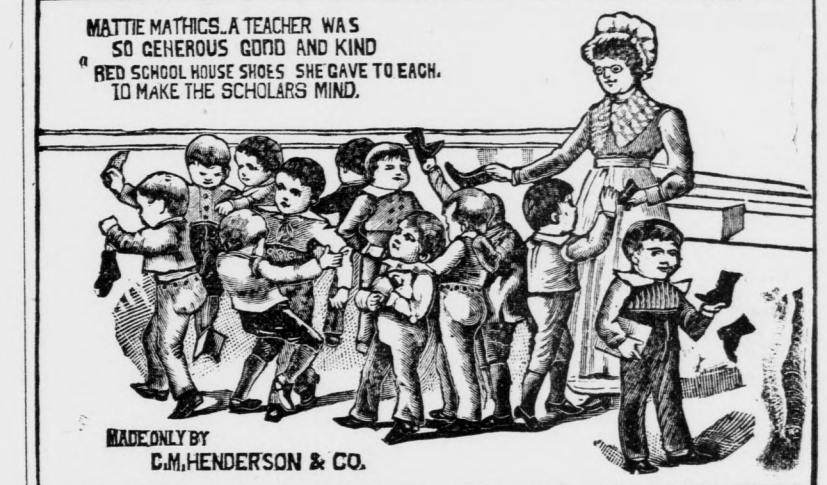
Exclusive Jobbers of

DRY GOODS, HOSIERY,

NOTIONS, UNDERWEAR,

19 & 21 SOUTH DIVISION ST.

GRAND RAPIDS, - MICH.



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.

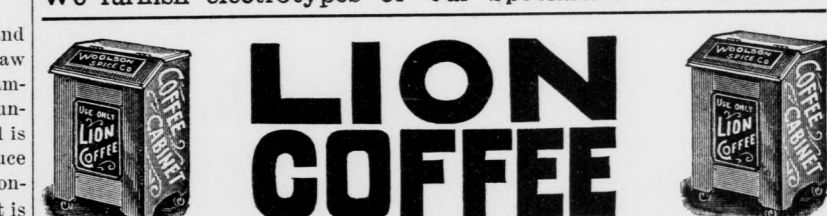
Our LADIES' FINE GOAT, DONGOLA, GLOVE and OIL GRAINS to retail at \$2, and FINER GRADES of GOATS and DONGOLAS, which consumers can buy at \$2.50 and \$3.00, together with the MEDIUM PRICED lines of MEN'S CALF, DONGOLA, and KANGAROO Shoes of our own make, and all having the MERIT of SOLIDITY and STYLE—with 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: Found 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.





















## Drugs & Medicines.

**State Board of Pharmacy.**  
One Year—Otto Eberbach, Ann Arbor.  
Two Years—George McDonald, Kalamazoo.  
Three Years—Stanley E. Parkhill, Owasco.  
Four Years—Jacob Jenson, Muskegon.  
Five Years—James Vernon, Detroit.  
President—Jacob Jenson, Muskegon.  
Secretary—Jas. Vernon, Detroit.  
Treasurer—Geo. McDonald, Kalamazoo.  
Next Meeting—At Lansing, November 5, 6 and 7.

**Michigan State Pharmaceutical Ass'n.**  
President—Geo. Gundrum, Ionia.  
First Vice-President—F. M. Aldorf, Lansing.  
Second Vice-President—H. M. Dean, Niles.  
Third Vice-President—O. Eberbach, Ann Arbor.  
Secretary—H. J. Brown, Ann Arbor.  
Treasurer—Wm. Dupont, Detroit.  
Executive Committee—A. H. Lyman, Manistee; A. Bas  
sett, Detroit; F. J. Wurzburg, Grand Rapids; W. A.  
Hall, Greenville; E. T. Webb, Jackson.  
Local Secretary—A. Bassett, Detroit.  
Annual Meeting—At Detroit, Sept. 17, 18 and 19.

**Grand Rapids Pharmaceutical Society.**  
President, J. W. Hayward, Secretary, Frank H. Escott.

**Grand Rapids Drug Clerks' Association.**  
President, E. D. Kipp, Secretary, Albert Brower.

**Detroit Pharmaceutical Society.**  
President, J. W. Allen, Secretary, W. F. Jackman.

**Muskegon Drug Clerks' Association.**  
President, C. S. Koon, Secretary, J. W. Hoyt.

**Detroit Drug Notes.**  
The druggists play a game of ball with the doctors this week.

Fred Stevens is enjoying a trip around the lakes—that is, if he isn't sea sick.

A. W. Allen and family have been camping out on Sugar Island. A. W.'s fish stories are immense.

Local Secretary Bassett is already laying plans to make things pleasant for visiting druggists at the coming meeting.

A. W. Allen now holds down the President's chair at the meetings of the Detroit Pharmaceutical Society. W. F. Jackman is the new Secretary.

The idea of changing the date of the meeting of the Michigan State Pharmaceutical Association from the 10th to the 17th of September is a good one.

Mr. Vernon's election to the office of Secretary of the Board of Pharmacy gives universal satisfaction to the druggists of this city. He is a good man for the position and they argue that it was time for a change. Now for some new men on the Board.

Jas. Vernon and family are summering at the "Flats." Mr. V. occasionally runs home for a day. He is so unburned that his best friends pass him on the street without knowing him. Recently, when boarding a horse car, the horses mistook him for a wild, untamed Indian, and it was with the greatest difficulty they were prevented from running away.

**The Drug Market.**  
Opium has advanced and is tending higher. Morphine is, as yet, unchanged. Quinine is very firm. Quicksilver continues to advance. Calomel, corrosive sublimate, red precipitate and other mercurials have advanced. Bi-chromate potash has declined. Japonica has advanced. Wood alcohol is higher. Rape seed has advanced. Cattle bone has again advanced and is tending upward. Oil anise and bergamot have advanced. Oil cloves has declined. Golden seal is higher. Serpentina has advanced. Turpentine is higher.

**An Artistic Druggist.**  
From the Traverse City Herald.

One of the prettiest things in the way of what might be called landscape gardening is the work of S. E. Wait, and is to be found on the grounds of his residence, on Washington street. He has excavated and lined with cement a perfect representation of Lake Michigan, the Straits and the "Soo," with Green Bay and the Wisconsin shore. This is fed by water from a fountain in the lake. All the islands—Manitou, Beavers, Bois Blanc, Mackinac, etc.—are represented by bits of rock. The Lower Peninsula of Michigan is a bit of grassy turf, with principal towns and cities marked by stones. The whole thing is perfect, and the scale of distances is absolutely correct as a map. The whole occupies a space of about 100 square feet and is surrounded by a low wire fencing. The whole is a very pretty and ingenious piece of work.

**Goes Into Effect To-day.**  
ZEELAND, Aug. 1, 1889.  
E. A. Stowe, Grand Rapids.

DEAR SIR—Please be so kind as to let me know in your next week's paper when the new tobacco law goes into effect. Respectfully,  
A. ENGELBERTS.

The law goes into effect to-day—Wednesday, August 7. Merchants who are not yet provided with the proper blanks should secure them without further delay.

**A New Pharmaceutical Process.**  
At a recent examination of candidates for registration before the Western New York Pharmacy Board, in session at Buffalo, an applicant was asked to name the principal steps in percolation.

"Moisten the drug," was the answer, "pack it in a percolator, pour on the menstruum, let it *menstruate*, and then percolate to exhaustion."

**Call for Special Meeting.**  
IONIA, AUG. 1, 1889.  
A special meeting of M. S. P. A. is called for August 7, 1889, at 3 o'clock p. m., in the rooms of the Detroit Pharmaceutical Society, for the purpose of considering the change of date of our annual meeting from September 10 to September 17. GEO. GUNDUM, Pres.

**Will Test the Validity of the Law.**  
From the Manistee Democrat.  
J. H. Kinnane, attorney for the State Board of Pharmacy, was in this city Wednesday and made complaint against W. R. Hall, the Sibben street druggist, for violation of the State Law regarding the employment of non-registered pharmacists. This is to be a case to test the validity of the law.

Rockford—C. F. Sears' two-story brick block is beginning to loom up.

## Maher's Advice to Commercial Travelers.

Back in war times, when business seemed to run itself, almost any man could go out and sell goods. Wages were high, profits were large, people lived on a broad-gauge basis. A man who could write a letter had a sufficient education to go on the road, and those of us who recall those days plainly will remember that among the small army of drummers was a large percentage of young fellows for their health. With the change in financial affairs, the curtailment in business, the lessening of profits and the increased competition for trade, the wedding process began, and the loud-mouthed, shallow-brained fellows were sent to the rear and finally dropped out of the ranks of traveling salesmen. Today commercial travelers are fairly representative of the average business man, because they are business men, or, if not, they are failures.

They are a class peculiar to themselves, but still they are the class from which our business men select partners, and there are few houses to-day that are not managed by men who were fitted for their present duties by their years of experience on the road. It is exactly the experience needed to fit a man to be a good merchant, if the right stuff is in him. There are few concerns who sell to every buyer at exactly the same prices and on the same terms. There are places where some slight concessions are necessary; there are men who are not entitled to bottom prices. When these men come to the factory, or to the whole-sale house, the proprietor decides if concessions shall or shall not be made, and the salesman acts accordingly. But when the salesman starts on the road he must settle these questions for himself. The concern he represents is carried from town to town under his hat. He must decide as to credits, as to prices, as to quantities safe to send, and often as to legal proceedings upon overdue claims.

These powers cannot be delegated to a shallow, loud-mouthed man, as the newspaper "funny" man so loves to picture the drummer. They require capacity, and the field is the best in the whole realm of business in which to educate a man and increase his usefulness. A man of experience can quickly gauge the men at the head of a house by the men sent out on the road by them. The whole-way merchant figures that two \$500 men are a better investment than one \$1,200, but this class is the one for ever mourning over the way traveling men slaughter goods and ruin trade.

There is no doubt in my mind that traveling men are much to blame for the demoralization existing in prices, but the men employing them are far more blamable. Men are sent out with but one order—to meet prices. This looks simple, and in the hands of an interested man is simple, but as construed by most salesmen it not only means to meet competition, but it means to beat competitors. The house keeps account of all sales, but very rarely of profits; the man who sells the most is petted and patted on the back before his fellows, while another man who made more dollars and cents for the concern feels that he is lucky in not getting discharged.

Manufacturers are popularly supposed to sell every man who buys the same quantity at the same price. When the salesman whispers in my ear that he is giving me 5 per cent. better than he does the largest house in Chicago, I always thank him. But have my doubts as to the 5 per cent. Of course, if all men are selling at identically the same price, the one who sells the most is the best man. But with jobbers prices vary; if the salesman cannot get all he wants, he is wise to take what he can get, and the size of a bill, or of a year's trade, is no criterion of profit. I remember looking with awe upon a man who sold on the road in my day, and who sold \$3,600 worth of boots and shoes to one of my customers. It was told all along the road, and he was hailed as a lightning salesman. But I afterward learned that he made exactly 1 per cent. on the bill, and that the sale was all for glory. But his praises were sung at home and abroad, while a quiet fellow who made 15 to 20 per cent. on every sale he made was never mentioned.

Business is full of just such injustice as this. The lightning salesman is paid the best salary, and for this he demoralizes prices and ruins trade. Were his salary based upon his profits, he would quickly drop to the rear, but too often the head of the house is as anxious for the glory of large sales as is the traveling man, and encourages him to send in his big bills, though he mutters to his partner about the lack of profits. It is a common saying that any fool can make away goods, but that it takes a smart man to sell for a profit. Most of us know this to be true, yet the practice is to pay the large salary to the fool.

When there is no backbone in the head of the house, there is rarely any in the man on the road. It is so easy to cut prices, one wonders at himself that he ever resisted the temptation. If there is any dread of fault being found at home, it is easier to cut than to remain firm, and a cut in one store paves the way for a cut in the next. Two merchants were discussing business. Said one, "Everything is cut, even patented specialties. Here's an article that cost us \$3.75 and our men are selling it at \$4; it ought to bring \$6, there are so few sold." "Do you mean sell at \$4? Why, we sell at \$5.50. We sent some of them to Blank to-day at that price." "That place is where ours went," said the other; "how do you get such a price?" "Well," said the other, dryly, "I suppose it is because we ask it, principally, and my man knows if he sold for any such fool price as \$4 the order wouldn't be filled."

I am not good at morals, but I think there is one in this conversation which is truthfully reported. The man who knows his prices will be carefully watched and criticised, will strive to get the best he can; while he who knows that his order will be filled and nothing said, he will be filled good or bad, will go on cutting and imagine himself a success because he gets an order by giving goods away.

I know of no school, no business college, no position which offers the same opportunity for education and advancement as does that of traveling salesman. He must be dull, indeed, who can learn

nothing from the men he meets daily. The bright minds of the world are not, by any means, to be found solely in my city. In the country store are men who read and think, something most of us have little time for in the city. I am reminded of the answer given by the little girl when her teacher asked her, "What is memory?" "It is the thing you forget with," she said, and those of us who shoulder the every-day cares of a city business know that this answer is wonderfully true.

To the man on the road, questions arise that never meet the house salesman questions as to methods of doing business, as to means to ends, as to the policy to pursue in a business course. He is daily and hourly listening to men's experience with men, and he is learning details that cover every phase of commercial life. If his head is not full of wood or putty, he is laying up a store of experience that shall be of immense value to him.

There is no position that honestly demands so much of a man's time and thoughts. His employers have a right to demand that his thoughts, his whole thoughts, and his whole life, while on the road, shall be given to the furtherance of their business. Men build up trade for their houses often by simply being sociable and friendly, and the men who succeed as salesmen, and who in turn become successful merchants, are those who never found a day too long for their work on the road.

Above all, waste no time in regrets. Thank God every day of your life that you have health and strength, and envy no man his riches or position. Nine-tenths of the pleasure to be found in money is in the making of it, and that pleasure is before every man if he will have it. In this country no one can keep you poor but yourself. But there is a greater success than that of mere money-getting; it is in winning the respect of your associates, the confidence of your friends, the love of a good woman and the approving conscience of yourself. These outlast money and are a noble estate. And this I heartily wish to you all.  
WM. H. MAHER.

**Importance of Discounts.**  
No merchant needs to be told at this late day that discounts mean wealth. In fact, no retailer can afford to lose them. Notice a few figures: Suppose you have \$20,000 at 6 per cent., invest \$1,000 of it in fitting up a store and the other \$19,000 in merchandise, which is turned over three times a year. Figure your prices so they shall cover cost of goods and expenses, not including interest on capital. By paying ten days cash for your goods you will amount to \$3,420, which, less \$1,200 interest on capital, leaves you a net gain of \$2,220. Thus a business of only about \$60,000, with goods sold at cost, yields over 3 per cent., constituting a fair income, after paying 6 per cent. on the capital invested. Is it, then, any wonder that the gigantic concerns with sales among the millions can sell goods at close figures and still rejoice in princely incomes? There are thoughts in these figures which all business men will do well to ponder.



**Accident Insurance** Is that furnished by the  
**United States Mutual Accident Association**

**CHARLES B. PEET,** President.

**JAMES R. PITCHER,** Sec'y and Gen. Manager.

320-324 Broadway, New York.

**THE D & C**

**SUMMER TOURS.**

**PALACE STEAMERS. LOW RATES.**

**CHICAGO AND**  
St. Joseph—Benton Harbor  
St. Joseph, 9 A. M., 6:30 P. M.  
St. Joseph, 2 P. M., 11 P. M.  
Chicago, 9 A. M.  
MAMMOTH STEAMER CITY OF DETROIT.

Four Trips per Week Between  
**DETROIT, MACKINAC ISLAND**  
**PETOSKEY and SAULT STE. MARIE.**

Every Day Between  
**DETROIT AND CLEVELAND**

**OUR ILLUSTRATED PAMPHLETS**  
Rates and Excursion Tickets will be furnished by your Ticket Agent, or address  
C. D. WHITCOMB, GENL. AGENT, CHICAGO, ILL.  
Detroit and Cleveland Steam Nav. Co.

## Mutilated Bank Notes.

From the American Banker.  
When a small portion of a United States note is returned to the Treasury, with sufficient proof that the remainder of it has gone out of existence, the Treasury will give the full value of the original note. Naturally, the greatest destruction of money is wrought by fire, and bits of bills with charred edges are constantly coming in for redemption. But several instances have occurred where men, in desperation at their loss, have simply boxed up a lot of ashes, in which there is not the slightest trace of the original material, and demanded hundreds and thousands of dollars for them. Such requests are, of course, refused, and the senders are informed that their only recourse is to ask Congress by special act to indemnify them. The extreme limit in this direction was reached in a recent case which is still pending. A Texan wrote to the Treasurer that a certain large amount of money belonging to him had been burned, and that he had forwarded the remains by express in a box. The box came all right, properly wrapped and with seals unbroken, but when it was opened there was absolutely nothing but air inside of it. Evidently

## Wholesale Price Current.

Advanced—Gum Opium, Oil Anise, Oil Bergamot, Golden Seal Root, Golden Seal Root (po), Serpentina, Rape Seed, Japonica, Calomel, Corrosive Sublimate, Red Precipitate, Cattle Fish Bone, Turpentine, Declined—Bi Chrom Potash, Oil Cloves.			
Aceticum, ACIDUM.	82 10	Carb.	132 15
Benzoinum, German.	80 10	Chlorate, (po. 18)	102 15
Boracie	30	Cyanide	50 55
Carbolium	40 55	Lolide	30 55
Citricum	30 55	Lolide, Nine	2 55
Hydrochlor	30 55	Potassa, Bitart. pure.	27 25
Nitricum	132 14	Potassa, Bitart. opt.	27 25
Phosphoricum dil.	20	Potassa, N. S. opt.	27 25
Salicylicum	1 40 21	Potassa Nitras	7 9
Sulphuricum	1 40 21	Prussiate	25 25
Tartaricum	1 40 21	Sulphate po.	15 15
Tartaric	40 43		
AMMONIA.		ACONITUM RADIX.	
Aqua, 16 deg.	3 5	Aconitum	30 25
" 18 deg.	4 5	Aconitum, No. 40	30 25
Carbonas	112 15	Arum	15 20
Chloridum	132 14	Calamus	15 20
ANILINE.		Cinchona	15 20
Black	2 00 25	Glycyrhiza, (pr. 15)	16 18
Brown	80 10	Hydrastis Canadensis	45 45
Red	45 5	Hellebore, Ala. po.	15 20
Yellow	2 00 30	Insula	15 20
BAICAE.		Ipecac	25 20
Cubene (po. 10)	1 85 20	Iris pilos (po. 20 25)	15 20
Juniper	80 10	Jalapra, pr.	25 20
Xanthoxylum	25 30	Maranta	15 20
BALSAMUM.		Podophyllum	15 20
Copaiba	55 50	Rhei	75 10
Peru	45 50	Sassafras	15 20
Tolutan	45 50	Serapilla	15 20
CORTEX.		Serapilla	15 20
Abies, Canadian	18	Serapilla	15 20
Cassia	11	Serapilla	15 20
Cinchona	11	Serapilla	15 20
Cinchona atropurp.	30	Serapilla	15 20
Myrica Cerifera, po.	20	Serapilla	15 20
Prunus Virgin.	12	Serapilla	15 20
Quercus	12	Serapilla	15 20
Sassafras	12	Serapilla	15 20
Ulmus po. (Ground 12)	10	Serapilla	15 20
EXTRACTUM.		Serapilla	15 20
Glycyrhiza Glabra	24 25	Serapilla	15 20
Haematox. 10 lb. box	112 15	Serapilla	15 20
" 18	132 14	Serapilla	15 20
" 548	102 17	Serapilla	15 20
" 102 17	102 17	Serapilla	15 20
FERRUM.		Serapilla	15 20
Carbonate Precip.	15	Serapilla	15 20
Citrate and Quinia	63 50	Serapilla	15 20
Citrate Soluble	63 50	Serapilla	15 20
Ferrocyanidum Sol.	63 50	Serapilla	15 20
Salut Chloride	15	Serapilla	15 20
Sulphate, com'l.	15	Serapilla	15 20
" pure	7	Serapilla	15 20
FLORA.		Serapilla	15 20
Arnica	142 16	Serapilla	15 20
Anthemis	30 35	Serapilla	15 20
Matricaria	30 35	Serapilla	15 20
FOLIA.		Serapilla	15 20
Barosma	102 12	Serapilla	15 20
Cassia Acutifolia, Tin	25 25	Serapilla	15 20
" ulvifolia	25 25	Serapilla	15 20
Salvia officinalis, 48	102 12	Serapilla	15 20
and 48	82 10	Serapilla	15 20
Urtica	82 10	Serapilla	15 20
GUMMI.		Serapilla	15 20
Acacia, 1st picked	61 00	Serapilla	15 20
" 2d	61 00	Serapilla	15 20
" 3d	61 00	Serapilla	15 20
" sifted sorts	61 00	Serapilla	15 20
" po.	75 10	Serapilla	15 20
Aloe, Barb. (po. 30)	61 00	Serapilla	15 20
" Cape (po. 30)	61 00	Serapilla	15 20
" Socotri, (po. 60)	61 00	Serapilla	15 20
Catechu, 18, (48, 14 48)	61 00	Serapilla	15 20
" 60	61 00	Serapilla	15 20
Ammoniac	25 30	Serapilla	15 20
Assafoetida, (po. 30)	25 30	Serapilla	15 20
Benzoinum	30 35	Serapilla	15 20
Camphora	30 35	Serapilla	15 20
Euphorbium po	30 35	Serapilla	15 20
Galbanum	30 35	Serapilla	15 20
Gamboge	30 35	Serapilla	15 20
Guaiaicum, (po. 45)	30 35	Serapilla	15 20
Kino, (po. 25)	30 35	Serapilla	15 20
Myrh, (po. 45)	30 35	Serapilla	15 20
Opil, (po. 4 75)	3 30 35	Serapilla	15 20
Shellac	25 30	Serapilla	15 20
" bleached	25 30	Serapilla	15 20
Tragacanth	30 35	Serapilla	15 20
HERBA—In ounce packages.		Serapilla	15 20
Absinthium	25	Serapilla	15 20
Eupatorium	25	Serapilla	15 20
Lobelia	25	Serapilla	15 20
Majorum	25	Serapilla	15 20
Mentha Piperita	25	Serapilla	15 20
" Y.	25	Serapilla	15 20
Rue	25	Serapilla	15 20
Tanacetum, V.	25	Serapilla	15 20
Thymus	25	Serapilla	15 20
MAGNESIA.		Serapilla	15 20
Calcined, Pat.	55 60	Serapilla	15 20
Carbonate, Pat.	30 35	Serapilla	15 20
Carbonate, K. & M.	30 35	Serapilla	15 20
Carbonate, Jelling.	30 35	Serapilla	15 20
OLEUM.		Serapilla	15 20
Absinthium	5 00 25 50	Serapilla	15 20
Amygdalae, Dulc.	45 75	Serapilla	15 20
Amygdalae, Amarae	2 50 75	Serapilla	15 20
Anis	1 85 21	Serapilla	15 20
Bergamot	2 80 30	Serapilla	15 20
Bergamot	2 80 30	Serapilla	15 20
Cajuput	90 21 00	Serapilla	15 20
Caryophylli	30 35	Serapilla	15 20
Cedar	61 00	Serapilla	15 20
Chenopodii	61 00	Serapilla	15 20
Cinnamon	1 40 25	Serapilla	15 20
Citronella	61 00	Serapilla	15 20
Conium Mac.	30 35	Serapilla	15 20
Copaiba	10 00 15 50	Serapilla	15 20
Coriandri	61 00	Serapilla	15 20
Exechthitos	90 21 00	Serapilla	15 20
Erigeron	1 20 31 30	Serapilla	15 20
Geranium	2 10 22 30	Serapilla	15 20
Gossypii, Sem. gal.	50 75	Serapilla	15 20
Hedera	1 10 21 25	Serapilla	15 20
Juniper	50 75	Serapilla	15 20
Lavendula	90 21 00	Serapilla	15 20
Limonis	50 75	Serapilla	15 20
Mentha Piper.	2 50 75	Serapilla	15 20
Mentha Verid.	2 50 75	Serapilla	15 20
Morruae, gal.	80 21 00	Serapilla	15 20
Nitida, ounce	61 00	Serapilla	15 20
Oliva	1 00 22 75	Serapilla	15 20
Pisic Liquida, (gal. 35)	102 17	Serapilla	15 20
Ricini	75 10	Serapilla	15 20
Rosmarini	61 00	Serapilla	15 20
Roseae, ounce	61 00	Serapilla	15 20
Succin.	40 45	Serapilla	15 20
Sassafras	50 75	Serapilla	15 20
Santal	3 50 75	Serapilla	15 20
Sassafras	50 75	Serapilla	15 20
Sinapis, ess. ounce	61 00	Serapilla	15 20
Thyme	40 45	Serapilla	15 20
Thymol	40 45	Serapilla	15 20
Theobromine	152 30	Serapilla	15 20
POTASSIUM.		Serapilla	15 20
Bi Carb.	152 18	Serapilla	15 20
Bichromate	152 18	Serapilla	15 20
Bromide	37 40	Serapilla	15 20

that was all that was left of the man's money, but the department sent him a letter inquiring whether that was his meaning, or if he had forgotten to put in the pieces. His reply has not yet been received. There are not many attempts to defraud the government



## The Michigan Tradesman

### Trials and Tribulations of the Country Storekeeper.

A retail merchant who conducts a line of business in any of our large cities, whether boots or shoes, hardware, dry goods, groceries or drugs, who orders his supplies by telegraph or mail or by telephone from the wholesale house across the street, who accepts drafts at his desk or tenders checks for the payment of his accounts, and deposits his money each day in the bank, is altogether differently situated than his brother merchant of the country store. He does not work as hard and his hours are not so long. His residence and place of business are generally some distance apart, and consequently, when away from duty, his mind and his hands are aloof from the cares of his shop and his customers. He is at rest if he so desires. Whatever commodity finds its way into the market, whether springing from the fountains of fashion or conceived by the man himself, is directly brought to his notice by a descriptive circular or commercial traveler, and the natural result is that he cannot fall far behind the times if he give but a fair amount of attention to the mercantile world as it moves.

The country storekeeper, on the other hand, is the subject of many trials, which one has only to go outside of the city to find. In the average, not more than one-fifth of the people pay cash for their supplies, and probably one-half the remainder bring produce and provisions to meet their requirements. As a consequence, a great credit business is conducted, and with the exception of notes, which are sometimes given in the spring and summer, accounts are seldom settled until the grain is marketed in the fall. In the ordinary course of credit extended to farmers each year until the above season, it would seem natural to presume that a merchant with a fair share of capital and credit, combined with the necessary experience, should continue to prosper and do a safe business, and one fully as desirable, as the city merchant. But in every farming community there is always likely to be found a certain stiff class, who, with little or no capital, but rather through influence or security for the first year, rent or get possession by a transfer of mortgage of a farm, and as any ready money they may possess is always needed for seed grain, or the payment of some note falling due for implements or stock which had to be obtained at the outset, they are always the first to fill a page on the credit account books of the general storekeeper at the village, who can cite an original excuse for every customer of this kind who asked for a line of credit; for no two were ever known to have just the same need for the cash at that particular time, which should have gone to the payment of the goods being bought.

In the generality of these cases, these customers manage—partly through barter and partly cash—to pay for their purchases for a time, but as the months roll by and they have formed a friendly acquaintance, there is generally found a want of judgment in making their purchases equivalent to their best means of payment.

When the day for payment arrives, this class of customers for the first year strive to meet at least a greater part of their accounts and give notes of three months for the balance, which the merchant, if he wishes to use, endorses and discounts in the bank. When these mature, there are other open accounts as large or larger than the notes and a small payment on either is followed by the merchant's retiring the bank note and the customer renewing for full amount of account with interest on the notes, only to be again followed during the summer with other renewals, until at the close of the second season the customers find what seems like a double account to pay, and the merchant finds experience very likely to take the place of profit. For with the maturing of his endorsed papers in the bank come notes for improved farm implements and extra stock, which, together with rent or payment of interest on mortgage, form a much larger aggregate than the products of their farms will pay.

They are denied further credit at the store, from the fact that they have given a chattel mortgage on their stock, etc., and then on their honor alone rests any hope in the mind of the merchant as to the eventual settlement of their accounts. The mortgages and maturing notes compel many a trip to the city, and it is only then that they manage to pay cash for their supplies, and who they trusted them so long now finds their driving by easy week on their way to town. Such cases as these, even if they are looked upon as exceptions to the general rule, are, alas! too often the case, and there are few country merchants to-day doing a job of long standing who have not had many unpleasant reminders of the kind remaining in their books.

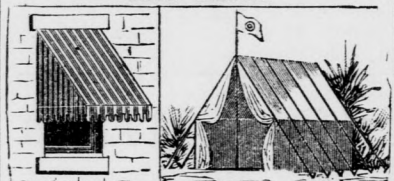
### Geology of Petroleum.

The interesting fact appears to be well established that petroleum producing strata do not always belong to the same geological period. Thus, in Kentucky and Tennessee the petroleum is furnished by the lower silurian stratum, that is, by the most ancient stratified rocks; in Upper Canada it is found in the lower Devonian, and in Pennsylvania in the upper Devonian. The springs of Western Virginia flow from the upper carboniferous strata; in Connecticut and North Carolina coal oil is found in the trias; in Colorado and Utah in the lignites of the cretaceous formation, while the oil producing regions of California belong to the tertiary period. It is stated as a remarkable fact that most of the deposits of the ancient world exist in comparatively recent tertiary formations, as for instance, those of the oil-impregnated sands of Alsace, of the South of France, and of Abruzzia and Emilia, in Italy. There are numerous deposits in Galicia and the Danubian provinces similarly placed, while the strata that contain those of the Crimea, the Caucasus, and the island of Tamar are of nearly the same geological epoch. Another fact stated is that the oils coming from the greatest depth prove to be of the best quality, those produced from nearer the surface of the earth seeming to have lost some of their volatile elements.

## Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun.	45
No. 1 " "	48
No. 2 " "	70
Tubular.	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.	1.00
No. 0 Sun.	1.00
No. 1 " "	1.00
No. 2 " "	3.00
First quality.	
No. 0 Sun, crimp top.	1.15
No. 1 " "	1.25
No. 2 " "	1.25
XXX Flint.	
No. 0 Sun, crimp top.	2.58
No. 1 " "	2.80
No. 2 " "	3.80
Pearl top.	
No. 1 Sun, wrapped and labeled.	3.70
No. 2 " "	4.70
No. 2 Hinge, " "	4.70
La Bastie.	
No. 1 Sun, plain bulb, per doz.	1.35
No. 2 " "	1.35
No. 1 crimp, per doz.	1.40
No. 2 " "	1.60
STONEWARE.—ARKON.	
Butter Crocks, per gal.	0.65
Jugs, 1/2 gal., per doz.	65
" " " "	90
" " " "	1.80
Milk Pans, 1/2 gal., per doz. (glazed 66c)	60
" " " "	78
FRUIT JARS.—Per doz.	
Mason's, pints.	\$10.50
" quarts.	11.00
" 1/2-gallon.	14.00
Lightning, quarts.	13.00
" 1/2-gallon.	16.00

## A W N I N G S AND TENTS.



Horse and Wagon Covers, Water Proof Coats, Buggy Aprons, Wide Cotton Ducks, etc. Send for Illustrated Catalogue.

**Chas. A. Coye,**  
Telephone 106. 11 Pearl St.

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JOBBER OF  
Tinware, Glassware and Notions.  
Rags, Rubbers and Metals bought at Market Prices.

76 SPRING ST., GRAND RAPIDS.  
WE CAN UNDERSSELL ANY ONE ON TINWARE.

## FLOUR

Owl, Crown Prince, White Lily,  
Standard, Rye, Graham.

Bolted Meal,  
Feed, Etc.

MAIL ORDERS SOLICITED.

## NEWAYGO ROLLER MILLS.

### 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 Crockery and

Fancy Woodenware

OUR OWN IMPORTATION.

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### WHY WEAR PANTS

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

**JACOB BROWN & CO'S**

PERFECT FIT.

Superior Make

**PANTS and OVERALLS.**

ASK FOR THEM!

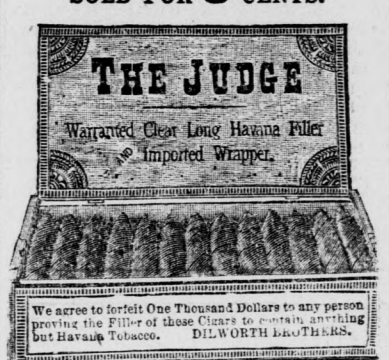
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Water Motors and Specialties  
Send for New Catalogue.  
**Tuerk Hydraulic Power Co.**

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12 Cortland St. 39 Dearborn St.

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



We agree to forfeit One Thousand Dollars to any person proving the filler of these cigars to contain anything but Havana Tobacco. DULY OBTAINED THIS CIGAR.

**Amos S. Musselman & Co**  
SOLE AGENTS,  
GRAND RAPIDS, MICH.

## Fehsenfeld & Grammel,

Manufacturers of  
**BROOMS!**

Whisks, Toy Brooms, Broom Corn, Broom Hairs, and all kinds of Broom Materials.

526 and 528 Ottawa St., Grand Rapids.



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

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

### TIME TABLES.

Grand Rapids & Indiana.  
GOING NORTH.

Traverse City & Mackinaw.	Arrives.	Leaves.
Traverse City & Mackinaw.	7:00 a.m.	7:30 a.m.
Traverse City & Mackinaw.	9:30 a.m.	11:30 a.m.
Traverse City & Mackinaw.	3:30 p.m.	4:30 p.m.
Potoskey & Mackinaw.	8:45 p.m.	10:30 p.m.

7:30 a.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.

Cincinnati Express. 6:25 a.m. 7:00 a.m.  
Fort Wayne Express. 11:45 a.m. 12:45 a.m.  
Cincinnati Express. 5:40 p.m. 6:00 p.m.  
Chicago and St. Louis. 11:00 p.m. 11:30 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.**  
Leave  
7:00 a.m. Arrive.  
11:15 a.m. 10:15 a.m.  
3:40 p.m. 8:45 p.m.  
Leaving time at Bridge street depot 7 minutes later.  
C. L. LOCKWOOD, Gen'l Pass. Agent.

**Detroit, Grand Haven & Milwaukee.**  
GOING WEST.

Morning Express.	Arrives.	Leaves.
Morning Express.	12:20 p.m.	12:25 p.m.
Through Mail.	4:25 p.m.	4:30 p.m.
Steamboat Express.	10:40 p.m.	10:45 p.m.
Night Express.	6:50 a.m.	7:00 a.m.
Mixed.	7:30 a.m.	7:30 a.m.

\*Detroit Express. 6:45 a.m. 6:50 a.m.  
\*Through Mail. 11:35 a.m. 11:40 a.m.  
\*Evening Express. 3:40 p.m. 3:50 p.m.  
\*Limited Express. 6:45 p.m. 6:50 p.m.  
\*Daily, Sundays excepted. \*Daily.

Detroit Express has parlor car to Detroit, making direct 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. Y. offices, 29 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, Pittsburgh, Creston, Orrville and all prominent points on connecting lines.

A. J. PAISLEY, Gen'l Pass. Agent

### Improved "Rival" Fountain Pen,

It Stands at the HEAD! Price, \$2.50. We will send you sample pen for \$1.75. If pen best, sell best, and to be the best and most perfect pen made. Write for circulars. Order sample. Agents coin money.

**Langhin 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.

## Oranges!

We are wholesale agents for the Fancy California Mountain Seedlings and headquarters for all kinds of Messina oranges.

PUTNAM & BROOKS.

## 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 and Notions,

83 Monroe St. and 10, 12, 14, 16 & 18 Fountain St.,  
Grand Rapids, Mich.

Comforts and Blankets, Yarns and Woolens  
for Fall Trade.

STARK, AMERICAN, PACIFIC, BURLAPS.

**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.



Improved "Rival" Fountain Pen, It Stands at the HEAD! Price, \$2.50. We will send you sample pen for \$1.75. If pen best, sell best, and to be the best and most perfect pen made. Write for circulars. Order sample. Agents coin money.

**Langhin Pen Company,**  
Antwerp, Ohio.

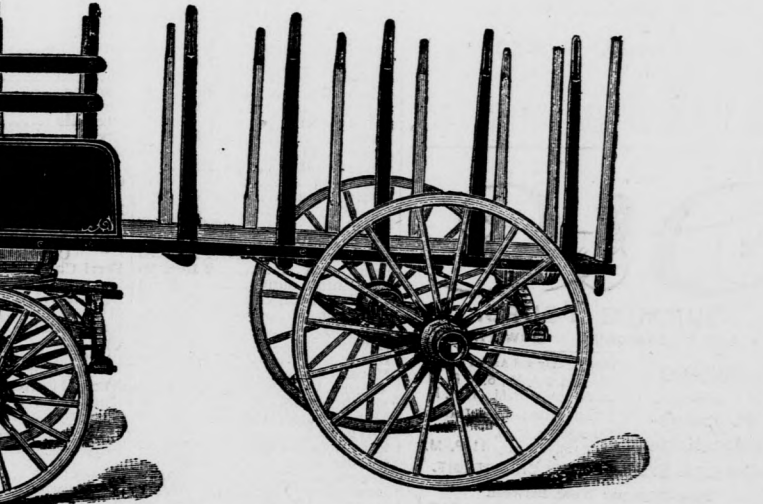
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## The Belknap Wagon and Sleigh Co.,

GRAND RAPIDS, MICH.

## 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.

## 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.

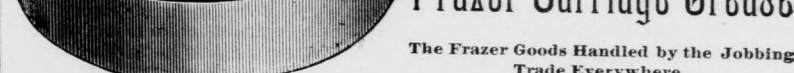
## THE OLD RELIABLE

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.



## Nuts

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

**Putnam & Brooks.**

## The Michigan Trust Company.

19-21 FOUNTAIN STREET,  
GRAND RAPIDS, MICHIGAN.

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

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

**DIRECTORS:**  
LEWIS H. WITHEY, WILLARD BARNHART, THOMAS D. GILBERT, DARWIN D. CODY, JULIUS HOUSEMAN, 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.**