Fourth Annual Convention of the Mich-

### NO. 307.

### FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. Bowne, President.

GEO. C. PIERCE, Vice President. H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

Make a Specialty of Collections. Accounts of Country Merchants Solicited. Daniel G. Garnsey, EXPERT ACCOUNTANT

Adjuster of Fire Losses. 24 Fountain St., Grand Rapids, Mich



## The Leading Laundry

IN GRAND RAPIDS.

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

## OTTE BROS., Props.



SPECIAL OFFER-This style of oval case;

D. D. COOK,

### 106 Kent St., - Grand Rapids, Mich. Katon, Lyon & Go.

Base Balls, Rubber Balls, Marbles.

Base Ball Bats,

Fishing Tackle,

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

Fresh and Salt

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

EDMUND B. DIKEMAN

E Jeweler,

44 CANAL ST., Grand Rapids, - Mich

BUYMuscatine ROLLED

Will not turn bitter in hot weather.

OATS

Best the year around.



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

Repairing neatly done on short notice at Groskopf Bros., 91 CANAL ST., TELEPHONE 906.

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



Are in great demand and we can handle any amount to good advantage. Send us all the choice stock you can. The sixteen-quart Grand Rapids. case is the best package.

Prompt reports made.

### BARNETT BROS. CHICAGO.

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 prices Lower than Ever more work in less space (with less power and less waste) any other machines of their class.

Send for descriptive catalogue with testimonials.

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

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. "BEN HUR"

SOLD BY ALL DEALERS. Ask for Geo. Moebs and Co.'s "BEN HUR" if you want

Wholesale and Retail HEADQUARTERS 92 Woodward Ave.



### Galvanized Iron Cornice, Plumbing & Heating Work.

and Grates.

Weatherly & Pulte, GRAND RAPIDS.

Allen Durfee & Co., FUNERAL DIRECTORS,

103 Ottawa St., Grand Rapids.

Wm.R.Keeler

Confectionery and Gigars,

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

Show Case

MAKERS.

QUALITY THE BEST.

Write for Prices.

63-65 CANAL ST.

A GRAND SUCCESS.

igan Business Men's Association. The fourth annual convention of the Michigan Business Men's Association kegon, Tuesday afternoon, July 30. In institution. calling the convention to order, Presi-

dent Wells remarked:

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 well stall of of the same of the went of the well same of the we samic odors from the great piles of rum ber, the very smoke that ascended from the mills and factories—all told of a ton upon the harmony that has existed between the officers and among the combine the mills and factories and among the combine that has been emphasized by

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 Give us this day our daily bread and forgive us our trespasses as Our "BEN HUR" we forgive those who trespass against C1GARS have proved us. Lead us not into temptation but deso popular over all liver us from evil, for Thine is the king-other 10c Cigars in the dom, and the power, and the glory, for

market that the de-mand is overwhelm- 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 Associa tion 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 feel-ing 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 ap-preciate 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 Pumps, Pipes, Etc., Mantels and Grates.

Bealers in 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 pur-pose 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 Thine 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 tary might be seen on the street but-themselves at home until the more formal ton-holing individual members, urging 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, tive Board insist most strongly that this forward to a successful termination.

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 during the last two years in that direcinability of the State Association to do inability of the State Association to do its necessary work and in the ultimate appropriation of \$2,500 for the same The membership to-day is ninety. convened at Good Templars' Hall, Mus- destruction of the entire fabric of our

At our meeting last year, it was deemed expedient to increase the per capita tax pure spring water in abundance. from twenty-five to fifty cents. Whether Gentlemen of the Michigan Business Men's this action was judicious or not should Association: As I greet you to-day at this fourth annual convention of our Association, I desire, at the same time, to congratulate would be inadequate. With an increased dequate. With an increased due should nave expended the same amount of more same amount of more and received greater returns. Our protection from fire may be equaled the same amount of principles of the same amount of the Michigan Business Men's this action was judicious or not should very properly receive your attention. Our protection from fire may be equaled the same amount of principles of the same amount of the s you upon the very many pleasant conditions which surround us. A healthful and invigorating breeze that went out to secure), the tax may be reduced. We

the mills and factories—all told of welcome that has been emphasized by the smiles and hand-shakes with which the smiles and hand-shakes with which have met since our arrival.

The descriptions of several of our sister of the description o neighbors. 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 follow ing 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 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 Muskegon Club house on Western avenue, our membership by the addition of twenty Some important mat three new names. ters 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 indi-

vidual? Abiding by the decision of the majority, our Council granted the franchise to an individual. The plant is nov 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 at

once into general use. We appointed a committee to investigate our mail routes, that our country patrons' orders might have more direc

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 sur-

rounding 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 re-

Our collection system we are giving a pretty thorough trial. The results are not satisfactory. We need more united 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 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 Secretheir attendance to make up the neces sary quorum.

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 considera tion, with our present experience, we say most emphatically, organize, organize.

Last, but not least, the Ladies, Library

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 point with pride to the improved condition of nearly all wagon roads leading in different directions from Lowell. While our citizens have paid heavily

people feel that in no way could they to that we had no certain figure. The have expended the same amount of increased dues from twenty-five cents money and received greater returns. quarterly to twenty-five cents monthly but not surpassed. Our beautiful shade crease was necessary on account of the all. The change in the general appearance of the town is very marked, and meetings. It is hard work to get an averwilling to have the water removed and return to the former condition of things.
One of our enterprising firms offered a ing that our members are not asleep but premium for the best kept lawn, and it working. has induced many to try and outdo their

We also have a Building and Loan As-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 each several of our members comfortable ceived. homes at less cost per month than they were paying for rented houses, and they 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. companies with suspicion.

mportance which might be mentioned, but the three minutes allowed by the organization and gave us much needful 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 this Association meeting that the Which, together with the annual dues, Muskegon Club house on Western avenue, opposite the opera house, is open to the members of this Association at all hours ciation, but have "declared our intenof the day and evening. Your badge is tions" and expect to do so in the near your passport. You will find there tuture. The few weeks which have various amusements and social pleasure. It is a good place in which to sit down and look over the papers, or for meetings that is tangible, and, as delegates from of committees or for anything you desire. It is at your disposal through a special invitation from the Muskegon Club.

tion for the past year has not been very active, but, as to inhabitants, the town has gone forward. We have an all times throughout the State and the best methods by which the objects of our own may be attained.

Kingsley(G. L. Fenton)—Therefore 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 pleas-ant 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 exper-

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 wickedness in these organizations that this date we have sixty-seven active and During the two honorary members. year, fifteen members have withdrawn by reason of business changes, and ten admitted to membership. number of regular meetings convened was seven and specials 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 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 as it does, a loss of membership of 866, we find to be based upon the receipt of per eapita tax during the year. As many of our largest and most flourishing auxili
We have not been as active for the last members cheerfully conforming to the rules adopted by the Association. Our ganization, but we are not dead, neither ary associations have neglected to pay this tax, it is evident that this shrinkage members have become rather lukewarm, stead of our numbers having diminished the Association should be kept alive, as they have, undoubtedly, increased during many matters of importance often arise of strongth and onest commercial integrity among the members. We are looked upon by our citizens as an organization commercial avenues until every honest they have, undoubtedly, increased during many matters of importance often arise that period. At the same time, the Execurequiring organized effort to be carried 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

East Saginaw (P. F. Treasor)-Our membership one year ago was fifty-three. works as can be found in the State, with works as can be found in the State, with Our been between \$1,200 and \$1,500. Previous have trouble in getting members to attend age of over fifteen. Our delinquent sheet

We have inaugurated quite a system in our books. We keep a record of all delinquents and by whom reported, also keep

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

The B. M. mutual fire insurance plan have the pleasure of feeling that they has, so far, been a failure in our city, are living in homes of their own, which 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 applica-tions from the West Side.

Ludington (Geo. P. McMahon)—The Business Men's Association of Ludington was organized on the 31st day of May, out many of our citizens look upon stock in the present year, with the usual offiompanies with suspicion. cers and standing committees. At that time, your efficient Secretary, Mr. Stowe, visited our city, helped in effecting ou information.

We have, at present, a membership of forty-three. Our Association requires a fee of \$5 from each member joining it, our Association, we are not here to report to you what we have done, but rather to learn what has been done by other asso-ciations throughout the State and the

ing, 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 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 mat-

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

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 the Kingsley Association has succeeded in eliminating. I trust we shall not forget the lesson taught us.

Quincy (F. A. Larzelier)—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. 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 facture. has given the best of results, and a tile manufactory is in operation adjacent

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 safety and success.

[CONTINUED ON THIRD PAGE.]

### The Michigan Tradesman

### AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

business at 699 South Division street. Tournell & Co. have removed their grocery stock from 195 to 187 Stocking

B. Rollah has engaged in the grocery

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 Manitou.

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

Ionia-L. P. Brock has purchased the boot and shoe stock of Cutler & Son.

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

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 interested. He will assume his duties similar establishment at Tustin.

Belding-Assignee Spencer has sold the E. O. Mann clothing stock to Jeff. Davis, of Grand Rapids. The stock in-

voiced \$1,100. Otisville-M. L. Stringer, of Wixom,

branch store at Fostoria.

Morenci-F. Sims, who purchased the Blair & Downer drug stock at forced present high cost, they cannot replace 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. store, was entered by burglars on the up and passed upon by bankers, no trade night of July 25, but no plunder was se- can be looked for. No price is cheap. cured. 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 enter prise in the line of meat and provision county clerk. The incorporators are on construction. 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 be gin 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

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 He was too busy marking down the loss 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 EQUAL TO THE NATIONAL DEBT. 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. place in the State-Vicksburg. Chas. F. McLain has developed into a

friends.

the beam at 101/2 pounds. Manly says she is a "screamer."

Petoskey—J. Levinson, late of Chicago, has opened a boot and shoe store on Lake ern trade. He will start out on his street.

The end of Chicago, has opened a boot and shoe store on Lake ern trade. He will start out on his initial trip about the 15th.

The end of Chicago, but some men will spend \$25 in a single them the length of the car at every stop day for these purposes without resorting is not enough—they call you at 2 a. m. to any extravagance. Take, for instance, to take a boat at 5, so that it will not be any extravagance. Take, for instance, to take a boat at 5, so that it will not be any extravagance. Take, for instance, to take a boat at 5, so that it will not be any extravagance. Take, for instance, to take a boat at 5, so that it will not be any extravagance. initial trip about the 15th.

Leo A. Caro has severed his connection Kalamazoo — Curtenius & Co. have

Kalamazoo — Curtenius & Co. have

Division street. His bestother, Ed. Caro, display their goods whenever they open their trunks. But the number of these You should have a report on the doings.

of the Western Bank Note and Engraving on the 12th.

### Wool, Hides and Tallow.

Otisville—M. L. Stringer, of Wixom, has bought a half interest in the Parker & Dunston hardware store here and the Where is our margin, as we can't get any them-or-not to the manufacturer. On the ing salesman who are always in demand at \$10,000 to \$15,000 a year, but they are few and far between. The lower salmore for our cloth? The dealer is mas- aried men predominate, as might be supter at present, well knowing that at their posed, and an average of \$1,800 per year of wool, for every loft is full, with little add \$547,500,000 for expenses and you pockets. being opened up for sale until manufac- have \$997,500,000 for these two items. turers can get up to price. Reports of charged to the salesman's account.

which are held for a hoped-for advance.

Hides and leather as simply flat. It is Hides and leather as simply flat. It is folly to offer hides on the present market, as recent failures in leather uses up men require 150 trunks, costing \$8 each, what little confidence had been worked or \$1,200. These men require two sets up. No offerings. No sales. No prices. Marshville-Henry J. Marsh's general And, until lines of credits can be looked

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 business, wholesale and retail, articles East Shore Furniture Co., of Manistee, of association having been filed with the was in town last Friday, getting pointers

> 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.

The packer gave no more than five min-

by Lemon & Peters. The stock is an exthe seashore to her lean pedal extremthe seashore to her lean pedal extremsolves in the practical workings of the ceptionally good one and the location is ities by sticking out her feet shod in old selves in the practical workings of the unsurpassed as a trading point.

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 now as though we could be filled. We

made by a junior member of one of the large dry goods houses of this city, who large dry good in three days than all of P. Co.'s physic could do in a year. a force of about fifty travelers under The report that Geo. Raynor is a graceful dancer finds credence at only one
place in the State—Vicksburg.

"There is hardly a wholesale, jobbing or
Trival of Mayor Tracy and party, of
Grand Rapids, at the Balmoral Hotel.

Maybe you do not recognize the man. commission house in any line of business horse doctor, having nearly bled a street at least a single traveling representative, car horse to death last Saturday evening. A. S. Doak leaves Thursday for Coat-A. S. Doak leaves Thursday for Coatmen, and there may be one or two houses icook, Quebec, where he will spend a couple of weeks with relatives and most reliable estimates, places the total most reliable estimates, places the total fish. number of commercial tourists in this

"The railroad fares, charges for carrying sample baggage by freight or express,

is not far out of the way. Figuring

"But there are other items to be good crops give a stronger tone to cloths, impossible to give any accurate estimate items as we figure them in our store will give something to judge from. Our fifty of samples yearly—one in the spring and one in the fall. The cost of these two is a murder in the house, and you must Of this \$50,000 worth of goods which are required for samples every year a conis 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 33 % per cent. ipon 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 rlacing 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! 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. Arthe cause of laughter in others. Armour abhors a man who speaks in his throat and doesn't know how to "spit it scheme was, of course, successful, and at the same time she got the opportunity of He is not hungry for money. He goes working along simply because work is his delight. He gives away in a year whatever the origin of the yellow shoe more money than any other man in was, the increase has been phenomenal America. He is, too, content with small in the last two years, for it was not until 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 people you meet have them on. Like per cent.

Armour has a striking, a unique individuality, but is to all who know him one of the most lovable of men. Though 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 cap
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 which he fumed and fretted for nearly a whole day about a fifty-pound box of to know how much interest Detroit capsausage 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 heaves the office was heaved of little but hours the office men heard of little but or the bridle couple and ushers at a wedthat box of sausage, and the chief was not appeased until the offender had been wear them at a dance. They are perdiscovered and reprimanded. The sau- missible, however, at afternoon teas and sage was worth \$4, and that same day the picnics, or at a base ball game or horse provision market, in which Armour was race. It is rather laughable, though, to largely interested, fell off so rapidly that see a dusky belle on the street attired in nearly \$200,000 of margin money was re-quired to protect the house's holdings. stockings and number 11 yellow shoes, especially if one of her numerous admirutes of thought to the provision market. He was too busy marking down the loss cased in the same colored leather and as much salt as possible in the summer

A Hide-Bound Deacon in Boston. THE HUB, July 31, 1889.

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 foot the salary and expense bills of the traveling salesmen of the United States would pay off the entire National debt did the Queen's Dominion from Detroit to Kingston, then went down the river to to Kingston, then went down the river to the travel a few dollars over." This rather startling statement was nade by a junior member of one of the more good in three days than all of H. &

We note in a Montreal paper the ar-Don't tell Killean, as he may think his in the United States that does not have laurels captured. His representative was no disgrace to him.

To-morrow, we take a turn down the

Would like to give you a report on Manley Jones and wife are as happy as clams over the advent of a girl who tips who sell goods at wholesale.

Humber of 250,000: and, mind you, this country, but it got so does not mean peddlers, but only those who sell goods at wholesale.

Would like to girl you a few you are country at 250,000: and, mind you, 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 Ezra O. Phillips, formerly with F. A.

Wurzburg & Co., has engaged to travel

Wurzburg & Co., has engaged to travel

Traveling expenses of these men will traveling expenses of these men will range between \$4 and \$12 per day, ing them on their heads; and shunting some of the carpet, clothing, or fancy your fault if you miss it. But all these goods men who carry ten to fifteen comforts are nothing when you can get with Putnam & Brooks and will engage in the wholesale candy business on South with them, and hire a hotel porter to fifteen comforts are nothing when you can get a trunks full of samples, take a packer with them, and hire a hotel porter to them. If we can't annex the country,

with him.

W. S. Gould, the Owosso traveler, has taken the position of Assistant Secretary

Wall fairly represent the average expenses of the 250,000 men. There you have \$1,500,000 per day for expenses, alone Multiply this have \$2,500,000 per day for expenses. alone. Multiply this by 365, and you have \$547,500,000 as the amount expended the grounds. First fish for the Elder, of the Western Bank Rote and English of the Deacon bringing up in one year.

The item of salaries is nearly as nicely, while his Hon. balanced his line of the Western Bank Rote and English of the large. Few men are paid less than \$900 per year. The largest number receive thinking we were not generous enough between \$1,500 and \$2,500, either in soon began to feed the fish, claiming it salaries or commissions. A lesser numnecessary to call them around. It is Wools are held firm by dealers, with general don't-care-whether-you-takethem-or-not to the manufacturer. On the comparatively few. But there are travel- panion; however, the exercise gave them

Will report later on concerning this country and give you a little history on the Mayor and the Elder, although they 250,000 men at an average salary of say I mustn't give them away if I do their purchases, either on this side or the other of the ocean. There is no scarcity of the ocean. There is no scarcity of the ocean ocean of the ocean ocean ocean of the ocean Yours, THE DEACON.

### Oklahoma Hotel Rules.

Directions which transient guests are equired to observe faithfully:
1. If the bugs are troublesome, you'll ind 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

sets of samples is about \$1,000 per man. get up.

Of this \$50,000 worth of goods which are 4. Please write your name on the wall paper so we may know you have been

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. Keroseen 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 al-

11. Guests will not take out them bricks in the mattresses.

12. If it rains through that hole over head you'll find an umbreller under the

13. The rats won't hurt you, even if they do chase each other across your

14. Please don't empty the sawdust out of the pillars.

15. Two men in one room must put up ith 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. some other reason for about all the deaths which occur nowadays than the 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 the community, and if they cannot cor-rect the habit, newspapers and the public should avoid giving currency to this 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 as much salt as possible in the summer Attention is directed to the business opening advertised in another column by Lemon & Peters. The steel is shut down for some time making material selves in the practical workings of the pan. The Filer pan works to perfection.

MANTED-1,000 MORE MELIANTS TO ADOPT OUR Improved Coupon Pass Book System. Send for samples. E. A. Stowe & Bro., Grand Rapids. 214

MICHIGAN KNIGHTS OF THE GRIP.



The following hotels of our State make no charge to members for their wives accompanying them on regular trips, not oftener than one trip in each year. 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. Phœnix Hotel, Charlotte. Commercial Hotel, Vermontville Sherman House, Allegan. Hastings House, Hastings. Hotel Miner, Lake Odessa. New Tinkham, Grand Ledge 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, Fennville. Smith's Hotel, Grand Junction Central Hotel, Goblesville Highee 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. Hibbard House, Jackson. Smith's Hotel, Hillsdale. Bryant House, Flint. Keefer 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.

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 It would be an excellent idea if physicians of the present day would invent and pine predominate, and there is considerable hemlock and hardwood. It is heart failure. It is difficult for any one said the purchasers intend making a timconversant with the organs of the human ber preserve of the forest, cutting only the merchantable trees, and co-operating so far as possible with the forestry commission in preventing fires, etc.

Welch House, Portland. Hotel Hodges, Pontiac.

The Steele, St. Johns

The Oakland, Oxford.

The Northern, Big Rapids

Hotel Phelps, Greenville. Snow's Hotel, Ludington.

Sherman House, Mt. Clemens. Edwards House, Marine City.

Commercial House, Richmond. American House, Romeo.

Sweet's Hotel, Grand Rapids.

Hotel Marquette, Marquette.

Lewis House, Torch Lake. Davis House, Lowell.

Miller House, Carson City. Oaks House, Reed City. McKinnon House, Cadillac.

Hotel Downey, Lansing.

Atlantic Hotel, White Cloud. Lake View House, Elk Rapids.

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 advertise ment taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

BUSINESS CHANCES.

TOR SALE—COMPLETE STOCK OF WELL-SELECTED general merchandise, including fixtures, aggregating about \$2.50, 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.

475 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 No. 473, care Tradesman. 473 FOR SALE-IN THE CITY-STOCK OF GROCERIES in splendid location. Address No. 472, care Mich-POR SALE—In igan Tradesman.

472.

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

ville, Mich.

TOR 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 best county seat in Michigan; will invoice about \$7,000; will trade out \$1,000. Address Bartram & Millington, Paw Paw.

\$1,000 WILL BUY RESTAURANT, FURNITURE, entowner; 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, 105 Superior St., Marquette, Mich. 464

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

MISCELLANEOUS.

Tok SALE—GOOD RESIDENCE DOT ON White Section of the hill." Will section the fill." Will section the state of the most pleasants streets "on the hill." Will section the fill state of the section of the section of the population of the new Excelsior Pass Book. The most complete and finest on the market, and just what every preciously and finest on the market, and just what every processor of the population of the section of the most country are now using them.

## Our Fall Stock STAR FEED

Is now Complete and Ready for Inspection

F. A. Wurzburg & Co.,

Exclusive Jobbers of

DRY GOODS, HOSIERY,

NOTIONS, UNDERWEAR

19 & 21 SOUTH DIVISION ST.,

GRAND RAPIDS, - MICH.

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

towns with first-class Lake Michigan narbor and good rail accommodations, is a model farm for a retiring merchant interested in stock or fruit raising. The present owner is young and acti-vely 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.

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.

MELOY & RICH, 20 LYON 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, DON-GOLA, 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 UNEQUALED, and the "Celebrated Red School House Shoes" AS USUAL takes the "First Place."

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

Headquarters for the Celebrated Wales Goodyear Rubber Goods

Factories: Fond du Lac, Wis.
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Morton House, Grand Rapids, Mich.

Willard H. James, Salesman for the Lower Peninsula.

We furnish electrotypes of our Specialties to Customers.





Merchants, YOU WANT THIS CABINET

## Thousands of Them

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

Every Wide-Awake Merchant

# LION, THE KING OF COFFEES.

Should Certainly Sell

An Article of Absolute Merit.

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

Woolson Spice Co.,

TOLEDO, OHIO.

L. WINTERNITZ, Resident Agent, Grand Rapids.

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Michigan Business Men's Association.

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President, S. S. McCamly; Secretary, Chaunce No. 77—South Haven B. M. A. nt, E. J. Lockwood: Secretary Volney P. No. 78—Caledonia B. M. A. sident, J. O. Seibert; Secretary, J. W. Saunder No. 79—East Jordan and So. Arm B. M. A. President Chas. F. Dixon; Secretary, L. C. Madison. No. 80-Bay City and W. Bay City R. M. A. President, F. L. Harrison; Secretary, Geo. Craig.

No. 81—Flushing B. M. A.
President, L. A. Vickery; Secretary, A. E. Ransom. No. 83—Sherwood B. M. A.
President, L. P. Wilcox; Secretary, W. R. Mandigo. President, L. P. Wilcox; Secretary, W. R. Mandigo.

No. 84—Standish B. M. A.

President, P. M. Angus; Secretary, D. W. Richardson.

No. 85-Clio B. M. A. sident. J. M. Beeman; Secretary, C. H. May No. 86-Millbrook and Blanchard B. M. A. President, T. W. Preston: Secretary, H. P. Blanchard No. 87-Shepherd B. M. A. President, H. D. Bent; Secretary, A. W. Hurst.

### Association Notes.

The Traverse City B. M. A. is arranging an exursion from Cadillac and intermediate stations, the intention being to give all the visitors a free excursion on Grand Traverse Bay

It strikes THE TRADESMAN that the Muskegon B. M. A. is in excellent shape to organize a Building and Loan Association, using the handsomely equipped rooms of the Association for

The complete verbatim report of the fourth anual convention will appear in pamphlet form, nd addresses of their members with as little delay as possible.

ont Indicator: There is some talk of a 'grand holiday picnie" by the B. M. A., some ime this month, which "order" is to invite the ommunity in general to join with them, and ave a pleasant, social gathering, at Darling Park. Let the proper action be taken and reparations made for the event.

Allegan Gazette: The Allegan delegation returned last evening very enthusiastic over the glorious good time they had at Muskegon. Of the wide-open hospitality of Muskegon people, they can scarcely find enough eloquent words to ell. M. C. Sherwood received the honor of elecion to the Vice Presidency of the State Associa-

Owosso Times: The Owosso Business Men's Association was represented at the State meeting, held at Muskegon this week, by H. W. Parker, D. Burhans, E. Wyckes, W. A. Woodard and

accounts and also keep posted on who is worthy of credit. When shall we make the attempt

Muskegon News, July 31: The report of the Muskegon News, July 31: The report of the michigan Business Men's Association, while somewhat extended, will nevertheless be found of interest. The Association is one of the best in the State, and we cheerfully yield our columns to a record of its doings—its welcome, its speeches and its utterances on commercial and economic questions. The purple golumn of editorial comment is down to join the Association—it was a monopoly, a trust and everything that the monopoly are trust and everything that was bad. When he gets a barrel of sugar to day he gets it C. O. D. with a bill of the poor. He came in as the particular form a gentleman who was, at one time a member. He was present at Gran Rapids and gave us a nice talk, giving words of cheer. I refer to J. E. Crandall, of Sand Lake.

Mr. Crandall—I do not know what the day he gets it C. O. D. with a bill of the poor. He came in as the particular form a gentleman who was, at one time a member. He was present at Gran Rapids and gave us a nice talk, giving the poor. The came in as the particular form a gentleman who was, at one time a member. He was present at Gran Rapids and gave us a nice talk, giving the poor. The came in as the particular form a gentleman who was, at one time a member. He was present at Gran Rapids and gave us a nice talk, giving the poor. The came in as the particular form a suggestion that a speech be called form a gentleman who was, at one time a member. He was present at Gran Rapids and gave us a nice talk, giving the poor. The particular form a gentleman who was, at one time a member. He was present at Gran Rapids and gave us a nice talk, giving the poor. He came in as the particular form at the poor. He came in as the particular form at the poor. He came in as the particular form at the poor. He came in as the particular form at the poor. He came in as the particular form at the poor. He came in as the particular form at the poor. He came in as the particular form at the poor. He came in as the particular form at the poor. He came in as the par ions. The usual column of editorial comment being crowded out, the matter to which it has given place will, it is thought, be found of

Toledo Business World: We have a melancholy pleasure in acknowledging an invitation from Secretary Stowe to attend the Michigan Business Men's Association which is in progress at Muskegon as the World goes to press. The melancholy is induced by inability to attend, and the thought of the good things, mental and otherwise, which will be served for the benefit of those who are more fortunate. The Michigan Business Men's Association is one of the most efficient and successful bodies of the kind in the country, and it has enough vitality to rejuvenate ome of its feebler contemporaries and still have

efficient and successful bodies of the kind in the country, and it has enough vitalily to rejuvent as some of its feebler contemporaries and still have plenty left for fiself.

"Worth Ten Times Its Cost."

"Worth Ten Times Its Cost."

"Palo, Jug. 1, 1880.

E. A. Stowe, Grand Hapides:

D. E. A. Stowe, Grand Hapides:

We have the back-bone of the business in our number eight instead with the ceans association is concerned. It is not dying because the merchants did not want the Association on the state of the many there is no interest to the many through the president called for Sand Ive and the state of the state door with his importunities. The result is, when I have saved the money I shall purchase at another establishment. Men magine women ask to see articles from idleness, but such is rarely the case.

### A Physician on Shoes.

I am of opinion, says Dr. Ayton, in Boots and Shoes Weekly, that a shoe that fits snugly all over is less likely to give trouble than one that is comparatively oose and out of proportion to the foot.

ill-fitting pair of shoes usually gives the wearer trouble because of the uncompensated pressure at two opposite points, the first joint of the little toe and the articulation of the great toe with the ment has been lived up to quite well. metatarsal bone. Between these the foot is widest, and here a shoe may pinch, although large or loose anywhere else. Then, too, in walking the alternations of

High heels must take the responsibility of producing many a corn crop. make an inclined plane of the soles, down which the feet tend to slide and thus crowd the toes forward into the narrowing part of the shoes. I hail as philanthropical the late improvements made by some of our shoe manufacturers in the way of "common-sense" heels and natural" lasts, that put the sole and heel on nearly the same level. may not promote the interests of the pedicure, but they certainly save their ensible wearer many pains and help to establish his reputation for good nature and the use of refined language.

Morenci-R. Simpson has bought the

### A GRAND SUCCESS.

CONTINUED FROM FIRST PAGE. C. L. Whitney—Our Governor has ar- have made some effort in regard to inrived in the city. He is here without any particular position being assigned to him. I make the motion that the Governor of the State be elected a dele-Governor of the State be elected a delegate at large and made an honorary memthat the same. An effort was successfully ber of the State Association, and that badges to that effect be bestowed upon him. Carried.

the same. An effort was successfully made to have them all read alike. It was a big improvement.

him. Carried.

The President appointed the following splendid from the beginning. In one in the same as lastyear. Association members will be sent copies of the report, free of cost. Local secretaries are requested to send in the names rich, Traverse City; Albert Towl, Musseretaries are requested to send in the names rich, Traverse City; Albert Towl, Musser Towl, Muss

rich, Traverse City; Albert Towl, Muskegon; H. S. Church, Sturgis.

Plainwell (Geo. N. Anderson)—I have to state that we stand about as we did a year ago. I have no record. The society has been in a healthy condition, especially in regard to the collection department. We think it is admirable. The results are astonishing for that section of the country.

I letters. Those letters were all responded to with money or settlement excepting to with money or settlement to with money or settlement excepting to with money or sett

of the country.

Greenville (L. W. Sprague)—We appointed a man to make a report. He has not arrived—he may be sick, or, possibly, he will be here to-morrow.

While our Association is not a "howl-

While our Association is not a "howling success," it certainly is not a dismal failure. (Laughter.)

We have had—largely through the influence of our Association—a railroad built through our city, from this city east—the Toledo, Saginaw & Muskegon.

We have another system which I think it would be well to agitate and have brought up here, and that is the cash system. I think it can be worked successfully.

The President—I hope that the mem bers at this meeting will make them calves beard. There is searcely one but

Association was represented at the State meeting, held at Muskegon this week, by H. W. Parker, D. Burhans, E. Wyckes, W. A. Woodard and N. McBain. After the reading of the reports of the various Associations, President Wells announced that the Owosso Association was the model one of the State.

Freeport Herald: The Business Men's Association in Freeport seems to be a failure, as the members do not take interest enough in it to attend the meetings. An attempt should be made again to get it in running order and keep it going. There is no better way of collecting accounts and also keep posted on who is worthy groceries and was going to "show us how to do business." He did not join the Association. The Association was one Manual to the Association was one was grind. of capitalists, he said, who were grindto-day he gets it C. O. D., with a bill of lading sent through the bank—that is all three weeks ago, and he had the imp

lading sent through the bank—that is all the way he can get it.

We get along very well, indeed. We all hold together. We had a banquet and a sort of dance last winter.

I do not see as many delegates from our town as I had expected—don't know whether it is because they felt too poor to come, or the customers were so thick they ked to stay at home to wait on them.

I do not see as many delegates from our town as I had expected—don't know whether it is because they felt too poor to come, or the customers were so thick they ked to stay at home to wait on them. they had to stay at home to wait on them. sawmill, and a shingle mill, and a store. (Laughter.)

(Laughter.)
The President—I understand that the Oceana Association is practically defunct; that there is, in fact, but a single survivor, Mr. Thorp, who is here. He was are in the same boat that many others might tell us how he assisted at the obse-

tion seems to be, at present, in a state of members, and it seems as if everyone expected to sell something just at the time what I wanted, but it cost \$5 more than I possessed. I made some trivial excuse, intending to save the money and return for it; but the clerk was too obtuse to take the hint, and followed me to the door with his importunities. The result only—hence the loss of interest. Our local Secretary has just been appointed "P. I's.," and, as business men, we have mail agent and has not given the Association much attention. I trust that we may be able to give a better report next ware merchant, who has had the temerity

The city of Flint is prosperous. At no time have there been so many buildings in process of erection as at the present time. Old manufactories are time. Old manufactories are at Sand Lake, but, instead of devourenlarging and new ones are coming in.

nlarging and new ones are coming in.

Rockford (D. R. Stocum)—We are as share of the business. I am right in the prosperous as a year ago and have received encouragement in getting factories, in a small way. There has been to some factories, in a small way. There has been to some factories in a small way. tories, in a small way. an improvement in the village in the way (Laughter.) of roads. Also, our collection depart-

Nashville (C. L. Glasgow)—I have been home and tell them that we are not the sick and am not able to make much of a only ones that have made a failure o report.

Sick and am not able to make much of a only ones that have made a failure o success. I believe the Business Men'

Our Secretary has been placed in an Association is a grand success and ough Then, too, in waiking the alternations of pressure and friction experienced in embarrassing position. He is an attorney and also one of the members of a grocery firm. Just about the time that he naturally would be preparing his repaired in the presence of the little toe or on both that and the great toe joint.

Our Secretary has been placed in an absolution is a grand success and ought to be firm all over the State. And it will be, gentlemen. I believe that good will be done at Muskegon. Let us go home and fire up the business men in our results. read to this assembly, it was learned that his firm had entered into an movement is bound to spread. arrangement to supply the Patrons of Industry. He was requested not to come as a delegate, but to resign. I think his report would have been pleasing to

> We have had some difficulty in getting out a quorum at our meetings. A good many joined with the idea that it was for the collection of debts only. Latterly, we have gotten out good audiences and cannot help but give a report that is at

least encouraging to ourselves.

Flushing (G. E. Herriman)—We organzed something over six months ago with present that I am sure we should be gla thirteen members—small in number. We to hear from. He has been a hard worker now have twenty-one and are in a healthy harness stock of Downer & Hanna and condition as an Association. Everyone seems to be interested.

### Dry Goods.

We are not in a position where we can

offer capital, to any great extent, to induce manufacturers to come to us. We

but I never thought I could run a con-

are here, i. e., without a report—some life, but nearly dead. And when our

to contract with the P. I's. south of me

It has done me some good to listen to

One thing farther, and that is politica

I heard our Secretary mildly suggest, in

his report, that he thought we had bette

men and Mr. Chairman, I have felt tha

brother Stowe has been the right han and bed-rock, with our old Presiden

from the North, in building up this Association, and I whispered in his ear, "Yo

keep your mouth closed, Bub-you ar

going to stay with us." (Loud applause

in furthering his collection agency

[CONTINUED ON FOURTH PAGE.]

Mr. Hamilton-There is another or

pass the secretaryship around.

reports of other failures. I am going

spective places.

### Prices Current.

urance—finding out the policies the bus-		
ness men carry. We found one man		Aicanindiaa 61/
who had eight different policies with as	UNBLEACHED COTTONS.	American indigo 6½
many different wordings, no two reading	Atlanta A A 614	Arnold " 61%
the same. An effort was successfully	Archery Bunting 41/4	" long cloth B.101/2
nade to have them all read alike. It	Amory 714	" " C. 8½
nade to have them an read anke. It	Beaver Dam A A 534	American indigo 6½ American shirtings. 5 Arnold " 6½ " long cloth B.10½ " " Century cloth 7 " gold seal 10½ " Turkey red. 10½ " oil blue 6½ " if green 6½ " green 6½ Cocheco fancy 6
was a big improvement.	Blackstone O. 32 5	" Turkey red. 10½
Our collection department has been	Chapman 334	Berlin solids 51/2
splendid from the beginning. In one in-	Cohasset A 71/4	" oil blue 6½
stance, one member sent out sixty-four	Clifton C.C.C. 614	Cocheco fancy 6
etters. Those letters were all responded	Conqueror XX 43/	" madders 6
to with money or settlement excepting	Dwight Star 71/4	Eddystone fancy 6
eight! (Applause).	Exeter A 6½	" staple 6
The Patrons of Industry are working	Great Falls E 7	Manchester fancy 6
around us and expect to surround us this	Honest Width 634	" new era. 6½
week Saturday, by a convention. They	Hartford A 51/2	Merrimack D fancy. 61/2
have been unsuccessful in trying to get	Integrity XX 434	" Repo furn 81/2
any one of the business men to take hold	" E X 6	Pacific fancy 6
of it. (Applause). They have applied	" E C, 32 in 51/2	" robes 6½
to every business man. One blacksmith,	Lawrence L L 5½	Simpson mourning 614
with no helper, accepted their terms. A	New Market B 5	" greys 6½
customer applied to him for something-	Noibe R 51/2	" solid black, 61/2
he charged fifty cents. A Patron of In-	Newton 61/2	Washington indigo. 61/2
dustry "gave him the wink" and he	Our Level Best 6%	" India robes 71/2
charged thirty-five cents.	Sea Island R 61/4	" plain T'ky X 34 81/2
We have another system which I think	Sharon B 61/2	" " X10
it would be well to agitate and have	Top of the Heap 71/2	kovred
brought up here, and that is the cash	Comet 40 in	Berlin solids. 5½ " oil blue. 6½ " green. 6½ Cocheco fancy. 6 Eddystone fancy. 6 Eddystone fancy. 6 Hamilton fancy. 6½ " staple. 6 More fancy. 6½ Merrimack D fancy. 6½ " shirtings. 5½ " Repp furn. 8½ Pacific fancy. 6 " robes. 6½ Portsmouth robes. 6 Simpson mourning. 6½ " greys. 6½ " solid black. 6½ " Turkey robes. 7½ " India robes. 7½ " plain Tky X ¾ 8½ " " X 10 " Ottoman Turkey red. 6 Martha Washington Turkey red ½. 7½ Martha Washington Turkey red ½. 7½ Martha Washington Turkey red. 9½ Martha Washington
system. I think it can be worked suc-	Carlisle " 71/2	Turkey red 34 71/2
system. I think it can be worked suc	New Market L, 40 in. 71/2	Martha Washington
cessfully.  The President—I hope that the mem-	BLEACHED COTTONS.	Riverpoint robes. 5
bers at this meeting will make them-	Beats All 41/4	Windsor fancy 61/2
bers at this meeting will make them-	Cleveland 7	" gold ticket
selves heard. There is scarcely one but	Cabot 71/2	indigo blue10
has some idea peculiar to himself and,	Dwight Anchor	Martha Washington Turkey red. 9½ Riverpoint robes. 5 Windsor fancy. 6½ gold ticket indigo blue10 Amoskeag A C A13 Hamilton N
no doubt, valuable to this Association,	" shorts. 834	Hamilton N 71/2
which he might impart to us. I sin-	Edwards 6	Pearl River1234
cerely trust that every member will con-	Empire	DEMINS. Amoskeag. 13½ Amoskeag. 9 oz. 15 Andover. 11½ Everett. 12½ Lawrence XX. 13½ Ginghams.
sider himself expected to say anything	Fruit of the Loom. 83/	Amoskeag, 9 oz15
upon any subject which comes up which	Fitchville 71/2	Andover
he deems of interest to the Association.	First Prize 7	Lawrence XX 131/2
It is not well to allow the meetings to	Fairmount 41/	GINGHAMS.
drift into the hands of a few who are	Lonsdale Cambric 101	Glenarven 634
willing-or anxious-to talk. Let us all	Lonsdale 81	Normandie 8
join in the discussion. Let us gather as	No Name 71	Renfrew Dress 8
one family, as freely as we would talk a	Oak View 6	Toil du Nord10
matter over in the family circle.	Our Own 51	CARPET WARP.
Mr. Hamilton—I am going to make the	Vinverd 8	colored21
suggestion that a speech be called for	HALF BLEACH'D COTTON	S GRAIN BAGS.
from a gentleman who was, at one time,	Cabot 75	Stark
a member. He was present at Grand	Farwell 83	Valley City 16
Rapids and gave us a nice talk, giving	CORSET JEANS.	Everett
us words of cheer. I refer to J. H.	Biddeford 6	Pacific 131/2
Crandall, of Sand Lake.	Brunswick 65	Burlap11
Mr. Crandall—I do not know what this	Rockport 61	6 Clark's Mile End47
means. I wrote to my friend two or	PRINTS.	Coats', J. & P47
three weeks ago, and he had the impu-	American fancy 6	Holyoke22½
tillee weeks ago, and he had the reper		

Alba-Smith Bros. have sold their general stock to Peter De Voist and Adrian De Voist, who will continue the business under the style of De Voist Bros.

Amer Disst New Nich Helle Helle

Stanl

### HARDWARE.

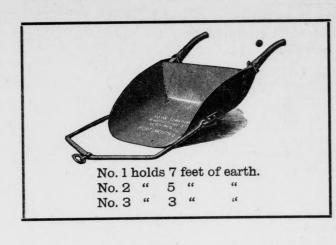
### Prices Current.

Prices Current.	Pots
These prices are for cash buyers, who	
new promptly and buy in full packages.	Gray
AUGURS AND BITS. dis.	Stan
AUGURS AND BITS. dis.  Ives', old style 60 Snell's 60 Cook's 44 Jennings', genuine 22 Jennings', imitation 50&16	Gran
First Quality S B Bronze \$ 7 00	Gru
D. B. Bronze	Aus
Spring 4dis.	Nor
Railroad	Doo
Hand	Doo Doo Dra
Call	Pict Hen
Door, Sargent	Rus
Carriage new list	5 Mal Bra
Sleigh shoe	Nor 0 Stan
Cast Barrel Bolts	0 Ada
Cast Square Spring.  Cast Chain	0 Hu
Wrought Square	0 Spe
Wrought Bronze and Plated Knob Flush. 60&1 Ives' Door	0 Cof
Barber	10
Spofford	50 et
Well, plain\$3	Ste 50 Ste 00 En
Well, swivel	NO LEII
Cast Loose Pin, Berlin bronzed	A
Wrought Narrow, bright 5ast joint. 60& Wrought Loose Pin. 60&	10   50d 10   10d 05   8d
Wrought Loose Pin, acorn tip	05 6d 05 4d
Wrought Table	10 3d 10 2d
Wrought Brass 70& Blind, Clark's 70%	75 10 4d. 10 3d.
Am. Ball   BUCKETS.   BUCKETS.   BUCKETS.   BUCKETS.   BUCKETS.   BUCKETS.   BUCKETS.   BUCKETS.   Gas.   Cast Loose Pin, Berlin bronzed.   70& Cast Loose Pin, Berlin bronzed.   60& Wrought Narrow, bright 5ast Joint.   60& Wrought Loose Pin, acorn tip.   60& Wrought Loose Pin, acorn tip.   60& Wrought Loose Pin, japanned.   60& Wrought Loose Pin, japanned.   60& Wrought Loose Pin, japanned.   60& Wrought Table.   60& Wrought Table.   60& Wrought Brass.   70& Blind, Parker's.   70& Blind, Parker's.   70& Blind, Shepard's.   BLOCKS.   Ordinary Tackle, list April 17, 785.	70   3d
Ordinary Tackle, list April 17, '85	40 12d
Bissell No. 5 per doz.\$17 Bissell No. 7, new drop pan	00 8d 00 6d
Grand Rapids " 24 Magic " 15	00 4d 00 3d
Grain	02 %
CARPET SWEEPERS   Per doz.\$17	1/2 3/4
CAPS. per m	65 21/4
Hick's C. F	60 3i 35 31/4
Musket	
CARTEIDGES. Rim Fire, U. M. C. & Winchester new list Rim Fire. United States	50 Zi 50 Zi 25 Zi
Central Fire Chisels. dis	Bi
Socket Framing 706	210 OI 210 OI
t Socket Slicks 70d Butchers' Tanged Firmer 70d	10 Ol Sc Sc Sc Sc Sc
Central Fire   dis.     Central Fire   CHISELS   dis.     Socket Firmer   706     Socket Framing   706     Socket Corner   707     Socket Slicks   706     Butchers Tanged Firmer   1     Barton's Socket Firmers   1     Cold   1     COMES   dis.	net Be
Curry, Lawrence's distributed Hotchkiss  Chalk.  White Crayons, per gross 12@12½ dis.	25 F
S CHALK. White Crayons, per gross 12@12½ dis.	10
Brass, Racking's	60   "
COPPER.  Copper ner nound	90
d "14x52, 14x56, 14x60	26 M
o-   Cold Rolled, 14x48	24 25 St
u DRILLS, dis O Morse's Bit Stocks. Paper and straight Shank. Morse's Taper Shank.	40 M
Paper and straight Shank Morse's Taper Shank	40 40 N
ORIPPING PANS.  Small sizes, ser pound	07 N
ELBOWS.	07 N 614 N 75 N
Com. 4 piece, 6 in	75 N &10 W
Adjustantedis. 73	W

and Bevels

Nos. 10 to 14. Nos. 15 to 17 Nos. 18 to 21 Nos. 22 to 24 Nos. 25 to 26

### SCRAPERS. STEEL



### Foster, Stevens & Co.,

### WHOLESALE HARDWARE.

33, 35, 37, 39 and 41 Louis St, 10 and 12 Monroe St.

GRAND RAPI	DS, MICH.
EXPANSIVE BITS. dis.	sand paper. dis. 40
EXPANSIVE BITS. dis. 1, \$18; 18; 18rge, \$26. 30 1, \$18; 2, \$24; 3, \$30 25 FILES—New List. dis. 1600, File Accordation List. 604.61	ilver Lake, White A
1, \$18; 2, \$24; 3, \$30	" White B. " 50 " Drab B. " 55 " White C. " 35 Discount, 10.
GALVANIZED INON.	at wat an arrangement on with the
count, 60  GAUGES.  ey Rule and Level Co.'s	Miles' "Challenge".     per doz.     \$20, dis.     50@50&05       eerry     per doz.     No. 1, \$15; No. 0,       yerw Cut No. 4     each, \$30, dis.     30       Enterprise Mfg. Co     dis.     20±10@30       Silver's     dis.     40±10
ey Rule and Level Co.'s	Enterprise Mfg. Co
ole & Co. S       dis. 25         ces & Plumb's       dis. 40&10         n's Solid Cast Steel       30c 11st 60         csmith's Solid Cast Steel, Hand       30c 40&10	Disston's Circular       45@45&5         " Cross Cut       45@45&5         " Hand       25@25&5         *Extras sometimes given by jobbers.
Clark's, 1, 2, 3	SAWS.   Gis.
" % net 7½ " " % net 7½ " " dis 70	TACKS. dis. American, all kinds. 60 Steel, all kinds. 60
HANGERS. dis. Door Kidder Mfg. Co., Wood track 50&10 npion, anti-friction 60&10 ler, wood track 40	Swedes, all kinds.     60       Gimp and Lace.     60       Cigar Box Nails.     50       Finishing Nails.     50       Common and Patent Brads.     50       Hungarian Fails and Miners' Tacks.     50       Trunk and Clout Nails.     50       Tinned Trunk and Clout Nails.     45       Luttled Conset Teachs.     45
HOLLOW WARE	Leathered Carpet racks
HOUSE FURNISHING GOODS.	TRAPS.   dis.
	Hotchkiss'         70           P. S. & W. Mfg, Co.'s         70           Mouse, choker         18c per doz.           Mouse, delusion         \$1.50 per doz.
b 1	WIRE. dis. Bright Market. 673/2 Annealed Market. 70&10
Sable       dis. 25&10@25&10&10         1am       dis. 5&10&2½&2½         thwestern       dis. 10&10&5	Coppered Market         2272           Extra Bailing         55           Tinned Market         62½           Tinned Broom         per pound 09
r, mineral, jap. trimmings	Tinned Mattress per pound 81/4 Coppered Spring Steel 50 Tinned Spring Steel 40/810 Plain Force pound 03
r, porcelain, piated trimmings. 55 r, porcelsin, trimmings. 55 wer and Shutter, porcelain 70 ure, H. L. Judd & Co.'s. 40&10 pacite 44	Mouse, delusion         \$1.50 per doz.           Bright Market         dis.           Annealed Market         70&10           Coppered Market         62½           Extra Bailing         55           Tinned Market         62½           Tinned Broom         per pound 09           Tinned Broom         per pound 8½           Coppered Spring Steel         50           Tinned Spring Steel         40&10           Plain Fence         per pound 03           Barbed Fence, galvanized         \$3           Barbed Fence, galvanized         30           Copper         new list net           Brass         """           WIRE GOODS         dis.           Reject         70
lory, Wheeler & Co.'s	Screw Eyes         .70&10&10           Hook's         .70&10&10           Gate Hooks and Eyes         .70&10&10
MATTOCKS.	WRENCHES. dis. Baxter's Adjustable, nickeled
nt Eye. \$15.00, dis. 60 nt's. \$18.50, dis. 20&10.	Baxter's Adjustable, nickeled.         30           Coe's Genuine.         50           Coe's Patent Agricultural, wrought.         75           Coe's Patent, malleable.         75&10           Bird Cages.         MISCELLANEOUS.         dis.           50         50
c de te Doot handlad 50	MISCELLANEOUS.   dis,   Bird Cages   50
rry & Co.'s, Fost, halmed	Dampers, American
MOLASSES GATES.   dis.	METALS, PIG TIN. Pig Large
NAILS advance above 12d nails.	Pig Bars
FENCE AND BRADS.  25 10 60d. 25 and 9d. 25 and 7d. 40	Pig Bars
and 5d	INGOT.  Lake
1 50	Duty: Sheet 21/6c per pound.
CASTING AND BOX. 50	Duty: Pig. \$2 per 100 pounds. Old Lead, 2c per
to 9d	660 pound casks
inch	Solder.
and 1% inch	The prices of the many other qualities of
nch	SOLDER.  1/2@1/2
ortin, Chase's Patent 60&ic. nc, with brass bottom 55	TIN—MELYN GRADE.  10xi4 IC, Charcoal
eass or Copper	7 12x12 1C, " 10 0 0 0 1 10 0 0 1 10 0 0 1 10 10 10 1
hio Tool Co.'s, fancy 40@10 liota Bench @60 lindusky Tool Co.'s, fancy 40@10	Vary according to composition.  ANTIMONY.  Cookson
ench, first quality	Each additional X on this grade, \$1.75.  TIN-ALLAWAY GRADE.
ommon, polished dis. 70	0 10x14 IC, Charcoal \$ 5 5 0 14x20 IC,
opper Rivets and Burs. 5 PATENT FLANISHED IRON. A'' Wood's patent planished, Nos. 24 to 27 10 22	0   29x28 IC, " 11 8 10x14 IX, " 69 0   14x20 IX, " 69 1   12x12 IX. " 71
B" Wood's pat. planished, Nos. 25 to 27 9 28 Broken packs ½c per pound extra.  ROPES.	14x14 IX, " 11 6 20x28 IX, " 14 8 Each additional X on this grade \$1.50.
sai, ½ inch and larger 124	ROOFING PLATES

### Retail Trade of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

Entered at the Grand Rapids Post Office. E. A. STOWE, Editor

WEDNESDAY, AUGUST 7, 1889.

### THE MUSKEGON CONVENTION.

The fourth annual convention of the Michigan Business Men's Association. which was held at Muskegon last week was the most representative gathering of retail merchants ever held in this country. While this statement may appear to be a broad one, THE TRADESMAN makes it advisedly, and is prepared to substan-

Everything appeared to concur in making the event a success. The rail-ways of the State granted a half-form being neither too warm nor too cold; the arrangements for the convention had formly excellent; the discussions were direct and to the point—in short, it would be difficult to conceive a more fortunate corphination of size of the very desirable and profitable personal acquaintance resulting from their

Treasurer conveyed the pleasing intelligence that the debit existing at the beassociations vet to hear from. The rebeen honestly and economically conducted.

work of the Committee and discredit the ization of the proposed company with all cease. possible dispatch. This will be welcome news to the great body of Michigan business men, who will thus be enabled to be their own insurers, carry their own risks, and participate in the profits of

Fully two hours were given to the discussion of the P. of I. matter, aside from the frequent references to the subject in the reports of local associations. The reports indicated that in those localities where the matter had been treated with indifference, no serious loss ensued with the legitimate merchant, while in those sections where the dealers had fought the movement tooth and nail, confought the movement tooth and nail, confought its organizers and ridiculing its area of the demandal despite the antagonism the statement demandal demandal demandal despite the antagonism the statement demandal dema demning its organizers and ridiculing its followers, it had thrived like a green the Muskegon people are "forever un
Thom raseas will det like a like a green the Muskegon people are "forever un
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Mishing organizers and ridiculing its created, The Tradesman repeats its construction of the Muskegon people are "forever un
Mishing organizers and "forever un
Mishing organizers followers, it had thrived like a green bay tree. While no resolution was sugsatisfied"—if their guests do not enjoy satisfied"—if their guests do not enjoy the same thing that Dun by this one regret. But you can tell the people just the same thing that Dun by this one regret. But you can tell the people just the same thing that Dun by this one regret. craze was to let it severely alone.

gravity of the situation and the suggestion of the President, that a competent organizer be employed to render assistion of the President, that a competent organizer be employed to render assistion of the President, that a competent of the proper age should only be made on the order of parent or guardian.

It is a merchant wants a report of this kind. In the State of Iowa to-day there is only \$10,000,000 on the merchants' books that is not worth five cents on a latter. We run our collecting system promptly adopted. Both the President

subject of Building and Loans Asociations is in striking contrast with that of two years ago, when the delegates to the Flint convention gingerly accorded the subject a decent hearing. The great number of these organizations formed number of these organizations formed number of the R M A and provided the subject a great restraint many interesting in the seandal, and under great restraint many interesting to where our success is. We tell everything we know. Since 1887, we have had the whole of the services were closed, Brother thus far, I am glad to say that our system has proved itself a success—so much so that in one county we have issued a converting of the R M A and the many interesting is where our success is. We tell everything we know. Since 1887, we have had not disturbance whatever in regard to reporting or anything of that kind; and, thus far, I am glad to say that our system has proved itself a success—so much so that in one county we have issued a solution of those minor matters—to some, seemingly, of the first importance—the collection of bad debts and checkmating of dead-beats. True, these are not without the camp followers and under great restraint many interesting is where our success is. We tell everything we know. Since 1887, we have had no disturbance whatever in regard to reporting or anything of that kind; and, thus far, I am glad to say that our system has proved itself a success—so much so that in one county we have a success is and the most or success is and the most or success. I think that where our success is a well of where our success is and the most or success. I think that where our success is and the most or success. I think that where our success is a well as where our success is and the whole is where our success is a well as where our success is and the most or success. I think that where our success is a whole is where our success is a well as where our success is a whole is where our number of these organizations formed under the auspices of the B. M. A., and the success attending their career, has the success attending their career, has occurred. We were all wrought a great change in public sentiment on this subject. The wholesale we loved him, and now I propose that we loved him, and now I propose that we loved him, and now I propose that we condemnation of the so-called national offer up a prayer for the wanderer." associations, both by Governor Luce and several members of the convention, should serve as a warning to any busi-turning to Elijah P. Brookrod, said: ness man who is asked to contribute to sire the congregation to pray for our errors. this character.

Of the change proposed in connection with the collection department, not wife." enough has yet been done to indicate what scope the innovation will take. Mem
"Yes, I know," Elijah replied, "and that is the reason why I think he will to \$4 a year, with us he pays \$12 a year; but it gives him everything—blanks, and

The Michigan Tradesman bers can rest assured, however, that the Board will weigh the matter carefully Omedal Organ of Michigan Business Men's Association. and introduce no change which will not Iowa. He brings good tidings. I think

was with the convention for three days and that we call upon him for a few reand made three general addresses, did marks. I refer to Mr. Burnell, of Mar-Subscription Price, One Dollar per year, payable strictly in advance.

Advertising Rates made known on application.

Publication Office, 100 Louis St.

Triends to the pleasure and profit of the occasion, as well as add many friends to the Covernor's representation. friends to the Governor's repertoire.

> event will long be a warm spot in the beat list. heart of every delegate present.

editorial: The meeting of the State Business

ways of the State granted a half-fare rate: the weather was perfection itself, There can be no doubt as to the benefits derived from such meetings. They bring together large numbers of the most practical and intelligent representative men of the State for the purpose of the arrangements for the convention had been made with scrupulous care, and the arrangements for the convention had most practical and intelligent representative men of the State for the purpose of hospitality of the Muskegon people was limited only by the ability of the visitors to partake thereof; the committee reports were not so long or so exhaustive as to were not so long or so exhaustive as to preclude debate; the papers were uni-

S. L. Loomis, of Washington, who ginning of the fiscal year had been converted into a credit, with several local tion actually ascertained by the census suits. We had at one time law suits for of 1880, estimates that our population over \$25,000. Of course, we won them all; but it scared the merchants so that associations yet to hear from. The reports of the Executive Board and Finance Committee, which made a rigid investigation of the receipts and disbursements, satisfied the delegates that the financial administration of the Association had 1990 there will be a total of 915,079,642 and 1990 there will be a total of 915,079,642 and year L got twenty-five only. people in this country, being one person to every 2.4 acres of land in the country, Alaska included. Yet even this would be slightly less than 270 to the square Of the work accomplished by the Alaska included. Yet even this would various committees, that of the Insurance be slightly less than 270 to the square Committee commands the highest commile, which is the average for the British mendation. Despite the attempt, on the Islands, and far below that of Belgium added to our dead-beat list the good, the mendation. Despite the attempt, on the Islands, and far below that of Belgium part of a single individual, to belittle the and Switzerland. Such calculations, however, are entirely misleading. The joint recommendation of the Committee and increase of population in Amerand the Executive Board, the convention ica is to double in forty-five years. All

> A considerable portion of The Trades-MAN's available space is given up, this week, to the report of the fourth annual my hand, there are over 5,000 names. These are called credit rating reports. It Men's Association and the same will be gives the names of the consumers in the the case during the ensuing two weeks. No more important matters exist than chants each consumer deals with, also the subjects discussed at these conven- how he pays. With the dead-beat list, tions and business men generally will do you have only a compiled list of those well to give the report a painstaking will spot a man as a dead-beat unless he

Dealers in tobacco should bear in sible.

### Why He Needed Prayers.

A sensational wave passed over the

the support of foreign institutions of ing minister—you, above all others."

"Why ?" "Because he ran away with your

"Yes, I know," Elijah replied, "and

A GRAND SUCCESS CONTINUED FROM THIRD PAGE.

The presence of Governor Luce, who leges of the floor during these sessions

of the occasion, as well as add many Mr. Burnell-There is probably no one who can appreciate the labor there is in friends to the Governor's repertoire.

Of the generous welcome and unbounded hospitality of the Muskegon people, The Tradesman is unable to do full justice. It surpassed anything of the kind ever experienced by the Association and the remembrance of the event will long be a warm spot in the least list. In 1885, and ran it until November, 1887. We had good results to a certain extent. I ran it up so that at one time we had 12,000 members on the deadbeat list.

In the first place, each member who FROM A DETROIT STANDPOINT.
The Detroit Tribune of last Saturday published the following as its leading

The Detroit Tribune of last Saturday of the following as its leading we got out those dead-beat lists.

We got out those dead-beat lists as soon as we could, by counties. Some counties ran up as high as six or seven months, tiate the claim whenever called upon to do so.

Men's Association at Muskegon this week was one of profit as well as pleasure.

Man's Association at Muskegon this week was one of profit as well as pleasure. had to throw over four or five counties together—then they could not refuse to pay the fifty cents a month. Of course, they were all under contract to do so, cess of it. I am surprised at what the State of Michigan has done with the

There is no one more interested in these be difficult to conceive a more fortunate combination of circumstances than existed in the Sawdust City on Tuesday, Wednesday and Thursday of last week. Of the condition of the Association, as indicated by the address of the President and the report of the Secretary, the readers of The Tradesman are already familiar, as both documents were given of the deficition of the Secretary were given of the very desirable and profitable personal acquaintance resulting from their threw away over \$15,000 worth of continue your good work and the collecting system, than I. In 1887, I threw away over \$15,000 worth of continue your good work and the collecting system, than I. In 1887, I threw away over \$15,000 worth of continue your good work and the collecting system, than I. In 1887, I threw away over \$15,000 worth of continue your good work and the collecting system, than I. In 1887, I threw away over \$15,000 worth of continue your good work and the collecting system, than I. In 1887, I threw away over \$15,000 worth of continue your good work and the collecting system, than I. In 1887, I threw away over \$15,000 worth of continue your good work and the collecting system, than I. In 1887, I threw away over \$15,000 worth of continue your good work and the collecting system, than I. In 1887, I threw away over \$15,000 worth of continue your good work and the collecting system, than I. In 1887, I threw away over \$15,000 worth of continue your good work and the collecting system, than I. In 1887, I threw away over \$15,000 worth of continue your good work and the collecting system, than I. In 1887, I threw away over \$15,000 worth of continue your good work and the collecting system, than I. In 1887, I threw away over \$15,000 worth of continue your good work and the collecting system, than I. In 1887, I threw away over \$15,000 worth of continue your goods to the collecting system, than I. In 1887, I threw away over \$15,000 worth of continue your goods to the collecting system, than I. In 1887, I threw away over \$15,000 worth of cont familiar, as both documents were given in full last week. The report of the Treasurer conveyed the pleasing intellithe work into Kansas. They went over limited, the good but slow, and the slow -added them to the entirely unworthy creditors. I finally heard of them and adopted the report unanimously and the Executive Board subsequently instructed the Committee to proceed with the organization of the proposed company with all cease.

All the rest is by immigration, and when the country becomes more densely settled, the influx from abroad gradually will at the hotel, and will be very glad to ization of the proposed company with all cease. the State of Iowa in book form. Can tell you how over 250,000 people of Iowa pay their debts. These are in book form by counties. In one report, which I hold in county, from the banker to the day laborer. It tells how many different mer you know. There is not a merchant who will spot a man as a dead-beat unless he he is a thoroughly professional dead-beat. What you want to know is whether he is good whether he is slow whather his you know. There is not a merchant who

dollar. We run our collecting system differently. It is all done through our more health to the acre than can be and Secretary were subsequently instructed by the Executive Board to answer any calls from struggling associations or from towns desiring assistance in forming new associations.

The cordial acception discorded the subject of Building and Loans Asociations is in striking contrast with that of two two days, and I added twenty-five to our membership. We have eighty-five members in our own city. All the reports which I have renewed have doubled our

one. I am here to see what I can learn in regard to your State Association. From reports I have received by letters be in the line of progress and more efficient service.

The presence of Governor Luce, who leges of the floor during these sessions

his words will be interesting to us. I and otherwise, I think our State Association is going to be successful. One local organization has changed its meetings from morthly to every two weeks. from monthly to every two weeks. I employ local secretaries to send me reports of each meeting; but he has got to have a quorum before he gets his pay for it. All these reports are published, go from one association to another and keep the work up. Thus far we are exceedingly well pleased with the condi-tion of things. As soon as we get 100 local organizations, we shall call a State convention. It is something we have

not had vet. I think there were two or three things in your President's message that you men ought to look after and watch very carefully. Some of his ideas are very good, one point, especially — you have got to get somebody in the field, and keep him there. It is remarkable that you have done as well as you have without anyone in the field to work. Your Secretary has done work that is surprising to me. I have known him, and of his work, four years. You can-not replace Mr. Stowe in Michigan.

(Applause.)
There is no man knows what he has

done better than I do. I have spent over \$24,000 in this work in Iowa. have laid a foundation that is going to make me lots of money. These reports are going to be very remunerative to me as the years roll on. I can bring 500 men in Iowa who, if my credit rating system cost \$50 a year, would gladly pay it. We are teaching the people of Iowa to live within their means. There is nothing on earth that causes so much There is no one more interested in these reports than I. My heart is in the work. The American people are too apt to live Although a young man, I have spent a large sum of money in this work since laboring man and the good farmers of 1885. No one has taken a deeper interest in the State Association in Iowa, or in the State Association in Iowa, or in They say, "Continue your good work and the State Association in Iowa, or in They say, "Continue your good work and the State Association in Iowa, or in They say, "Continue your good work and the State Association in Iowa, or in Iowa, or

The President-Our Association is una Nebraska report at the hotel that has over 30,000 names. I had one for Kanglad he is present and hope that he will der obligations to Mr. Burnell. I am feel repaid for the trouble and expense involved in coming to our convention.

Mr. Stowe then introduced to the con-

### EVENING SESSION.

The evening session was held at the opera house, being opened with prayer by Rev. J. N. Rippey, as follows:

Almighty God, our Heavenly Father, unto whom all hearts are open, all desires known, and from whom no secrets are hid, cleanse thou our hearts by the inspiration of Thy Holy Spirit, that we may know what it is we ought to do and that we may have ability and power to fulfill Thy will and determine justice during the sessions of this Association. Grant Thy blessing, we beseech Thee, upon the delegates, that the welfare of their people may be established throughout our whole State and community. Direct us, O Lord, in all our doings with Thy most gracious favor, through Jesus Thy most gracious favor, through Jesus Christ, our Lord. Amen.

Samuel H. Stevens then delivered the address of welcome, as follows:

Welcome, thrice welcome! Such is the sentiment I am deputed to utter by the Business Men's Association of Muskegon, and it becomes my pleasgested embodying the sense of the convention, the general sentiment seemed to City.

the people just the same thing that Dun or Bradstreet have taught you. Keep your credit up in Chicago, or C. O. D. for beautiful city, with its miles of any your goods. A cash business is impossible. We had it tried in one town, and As to the "future policy of the B. M. A.." there was no division of sentiment. All appeared to realize the gravity of the situation and the suggestiment. And suggestiment are considered to day, August 7. Any sales to persons to day, August 7. Any sales to persons to day, August 7. Any sales to persons to day. August 7. The state of Iowa to-day there in the State, of its beauther were two or three failures on account of it. They will credit a friend, they will credit a friend, they will credit a friend, they consider good. Then is the time a merchant wants a report of this size in the State, of its beauther were two or three failures on account of it. They will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If they credit a friend, they will credit a friend. If t

> a higher plane and broader comprehension of the responsibilities and duties o the hour, it will sink by the wayside, unhonored and unwept. Life is all too membership, and that, too, without any State organization. The State organization was lived in the state organization was lived in the state organization was lived in the state of the state organization was lived in the state of the state organization was lived in the state of the state organization was lived in the state of the state organization was lived in the state of the state organization was lived in the state of the state organization was lived in t any State organization. The State organization was incorporated February 4. On March 15, we held our first local meeting.
>
> To-day we have fifty local organizations and we are averaging now from four to six per week. I have six men at work in the field. This is entirely different from what you are doing and it gives us more money. The merghent with representations of the field and let its influence be felt in the crippling and destruction of those gigantic evils which threaten the destruction of the fair fabric our fathers. struction of the fair fabric our fathers

> > [CONTINUED ON FIFTH PAGE,]

### HARDWOOD LUMBER The furniture factories here pay as follows for dry stock, measured merchantable, mill culls

Basswood, log-run	00@15	0
Birch, log-run.	000016	Of
Birch, Nos. 1 and 2.	@22	00
Black Ash, log-run14	00@16	00
Cherry, log-run	00@40	Of
Cherry, Nos. 1 and 2	00@65	00
Cherry, Cull	@12	00
Maple, log-run	00@13	00
Maple, soft, log-run11	00@13	OX
Maple, Nos. 1 and 2	@20	00
Maple, clear, flooring	@25	00
Maple, white, selected	@25	00
Red Oak, log-run	00@21	OX
Red Oak, Nos. 1 and 2	00@28	Of
Red Oak, 1/4 sawed, 6 inch and upw'd.38	00@40	00
Red Oak, ¼ sawed, regular30	00/8/32	Of
Red Oak, No. 1, step plank	@25	00
Walnut, log run	@55	00
Walnut, Nos. 1 and 2	@75	00
Walnuts, cull	@25	00
Grey Elm, log-run	00@13	05
White Aso, log-run14	00@16	00
Whitewood, log-run	00@22	00
White Oak, log-run	00@18	00
White Oak, 1/4 sawed, Nos. 1 and 2 42	000043	00
, , , , , , , , , , , , , , , , , , , ,	000010	00

## STARCH.

The Best Thing on the Market.

Over 100 Boxes Sold in Grand Rapids the First Week.

Wax Starch is sold as follows:

16 2 lb. Wood Boxes, 30 4-lb. Packages,

Fine picture with each 2-lb. box or 3 small packages.

## M. Glark & Son.

Sole Agents,

Grand Rapids.

### Cherryman & Bowen, Undertakers and Embalmers,

Telephone 1000. 5 South Division St GRAND RAPIDS. Lady assistant when desired.

## Magic Coffee Roaster

The Best in the World.

Having on hand a large stock of No. 1 Roasters—capacity 35 lbs.—I will sell them at very low prices. Write for

ROBT. S. WEST. 18-50 Long St., CLEVELAND, OHIO.

G. M. MUNGER & CO. GRAND RAPIDS

Successors to Allen's Laundry. Mail and Express orders attended to with promptness. Nice Work, Quick Time Satisfaction Guaranteed.

For Lowest Wholesale Quotations on

## Best Scranton Goal

Call on or address

A. B. KNOWLSON,

25 Pearl Street, - Grand Rapids.

FINE STATIONERY, WRAPPING PAPERS, PAPERBAGS, TWINES, WOODEN DISHES, ETC.

Mail Orders Promptly Filled.

44 Pine St., Muskegon, Mich.



## No Chemicals.

W. BAKER & CO.'S Breakfast Cocoa Is absolutely pure and it is soluble.

the powdered cocoa, various expedients are employed, most of them being based upon the action of some alkali, potash, soda or even ammonia. Cocoa which has been prepared by one of these chemical processes can usually be recognized at once by the distinct alkaline reaction of the infusion in water.

To increase the solubility of

W. Baker & Co.'s Breakfast Cocoa

is manufactured from the first stage to the last by perfect mechanical processes, no chemical being used in its preparation. By one of the most ingenious of these mechanical processes the greatest degree of fineness is secured without the sacrifice of the attractive and beautiful red color which is characteristic of an absolutely pure and

W. Baker & Co., Dorchester, Mass.

# TNAM & BROOKS.

line, carry a heavy stock, and warrant our goods to be STRICTLY PURE and

## WE LEAD!

Let Others Follow.

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

OUR NEW TEAS ARE NOW READY FOR INSPECTION.

## Telfer Spice Company

1 and 3 Pearl St., Grand Rapids.

E. B. DIKEMAN.

S. K. Bolles & Co.,

Wholesale Cigar Dealers.

## "TOSS UP!

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

## DEATH

To the Pass Book.

Such is the fate of the Pass Book System wherever it comes in contact with the

## Muskegon Paper Co., Tradesman Gredit Coupon Book,

Which is now used by over 2,600 Michigan merchants.

The Tradesman Coupon is the cheapest and most modern in the market, being sold as follows:

SEND IN SAMPLE ORDER AND PUT YOUR BUSINESS ON A CASH BASIS.

# K. A. SYOWK & BRO., Grand Rapids.

PERKINS & HESS

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN. WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

## The Michigan Tradesman

WEDNESDAY, AUGUST 7, 1889.

A GRAND SUCCESS. [CONTINUED FROM FOURTH PAGE.]

The epidemic of trusts and combines, which control the necessities of the people; the apparent conflict between labor and capital—a conflict as unwise as it is unnecessary and unprofitable; the growing spirit of socialism—these and kindred evils should receive the serious consideration of not only this, but all associations organized for public good. Monopolies in every form, by whomsoever organized, require your earnest and intelligent opposition. The labor problem should receive in this Association careful consideration and they who toil an influential and powerful friend. Re member that the safety of our country depends largely upon well-paid, intelli-gent labor. In ignorance and poverty shall surely be found the rock on which the hopes of mankind shall be wrecked.

The horizon of the future must be

spanned by the rainbow of promise to the so-called common people of this land, r the lofty hopes and high aspirations of a free people may be buried in moral darkness and death. Labor and capital must be in no sense enemies. Capital is but organized, resultant labor, and is but tinkling brass only as it utilizes labor to its highest good. Do you ask, "What has our Association to do with these questions?" I answer no association of men or women can in this age absolve itself from con sideration of and fealty to the people. Gentlemen, I find I am wandering on and wearving your patience. Allow me

therefore, to say again, welcome, thrice welcome! The welcome was responded to by

J. V. Crandall, as follows: I have ever been like the soldier, ready for duty when called upon at a moment's notice, trying to discharge my duty when asked to; or, like the business man, who is ever prompt and willing and ready to pay his matured paper. I cannot appear before you to-night with any compiled thoughts. I arrived in your city to-day

a city of beautiful streets and grand pavements—with other gentlemen from the Eestern part of the State, and did not know that I should be called upon to speak even a moment. And when I listened to the brilliant address of welcome of one of the citizens, whom we are glad to know is a business man of this grand city, I almost felt like keep-ing my seat, I esteem it an honor to be selected by sovereign business men here this evening to reply to that happy wel-come, yet my thoughts do not flow. In behalf of the business men of Michigan. I will say that we appreciate the welcome, that we are grateful that our lines and lot have been cast in this city where so large and so growing an association of business men are gathered together. We have felt this evening, as we have been in your presence and been greeted with warm hand-shakes and God-bless-

found that you had opened not only your hearts but your pocket-books and borne he expenses from your city business men. I said, "God bless the business men of this town. They are heroes." We shall regret not only that our wives and sweethearts are not with us but that our sweethearts are not with us but that our stay is not longer. We are glad that we have homes among warm-hearted busi ness men.

The term "business men" means

yous, that we were among friends. When I

good deal, and the thought dropped by the eminent speaker who preceded me coints us to something far beyond dead-beats, and bad debts, which have been discussed so much to-day. It means something almost grand in itself. Our associations all over the State appreciate this reception; we are honored by it. [CONTINUED NEXT WEEK.]

Some Suggestions for Salesmen. Good salesmen do not give a thought to their personal appearance in busy mo

One of the best salesmen says the seller should only talk enough to keep the buyer talking. The best salesman of the future will

not be ignorant nor illiterate-the day for such has gone by. It is certainly true that salesmen

ready and fluent speech, good talkers, are often surpassed by those who say little. There is a maxim, "When you buy, keep one eye on the goods and the other

on the seller. When you sell, keep both eyes on the buyer." Some purchasers are as fond of talking as the man who talked to himself when here was no one else to listen, and gave as a reason that he "liked to talk to a

good man, and liked to hear a good man Salesmen who are good listeners are salesmen who are good insteners are usually good observers, and consequently they grow intelligent. If a point can be made clear at all, it is all the clearer by brevity, and sensible people prefer evi-

dence to eloquence.

One of the best faculties of speech for a salesman, as it is for any person who has to convince others, is that of a short,

pain and pithy illustration. It strikes home. Long-winded stories are tedious, and so are hobbies. The salesman speaks to explain, convince and persuade, and he should keep his final aim constantly in mind. knows instantly the effect he is produc-ing, and the more favorable it is the better he can talk, because his faculties are

encouraged. Salesmen are the most important of all young clerks, says a well-known merchant. A good one will always increase chant. A good one will always increase your business, add to your profits, and be of the same service as a partner would

have been. A poor salesman will drive away trade, and may ruin your prospects. Let "fancy" men severely alone. Avoid all "loud" fellows. The salesman who thinks of the meaning and feels the power of a word when he uses it will naturally speak it earn-

estly and with the right emphasis. Otherwise he will not emphasize it at all, and spossible that a sale may hang upon emphasis given to a few important

Middleton-The Carson City Elevator Co. has leased its elevator here to the Nelson & Barber Co., of Ithaca, which asumes possession on the 8th.

### E. G. STUDLEY, A Common Sense

Double Wear

Sole.

# Rubber

CANDEE RUBBER CO.

Send for Large Illustrated Catalogue and Price List.

No. 4 Monroe Street,

Double Thick Ball

Two Years

CANDEE

GRAND RAPIDS, MICH.

Anthracite and Bituminous Coal. State Trade a Specialty.

Before ordering your coal write to us for prices.

GRAND RAPIDS ICE & COAL CO., GRAND RAPIDS, MICH.

HESTER & FOX. Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY

Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.

TEAM ENGINES & BOILERS.

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sampl Pulley and become convinced of their superiority.

Write for Prices. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH

## Lemon & Peters.

### WHOLESALE GROCERS.

SOLE AGENTS FOR

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

GRAND RAPIDS.

## Michigan Fire and Marine Insurance Co.

CASH CAPITAL \$400,000.

CASH ASSETS OVER \$700,000.

LOSSES PAID \$500,000.

D. Whitney, Jr., President.

Eugene Harbeck, Sec'y.

The Directors of "The Michigan" are representative business men of

Fair Contracts,

Equitable Rates,

Prompt Settlements,

Insure in "The Michigan."

Fac Simile of the Label of



is a much to manufacture as Sapolio, yet sells at lalf the price (\$2.75 per box of 72 cakes). Can be d for as much with equal or better value to the ner, although it is generally sold at 5 cents a Cut this out, and ask your Jobber to send you a Pride of the Kitchen. It is worth trying.

Grand Rapids, Mich.

Headquarters

FOR

Michigan.

Quick Meal

Stoves

Sold

in 1888.

The Old Reliable.

THE Ovick Meal Gasoline Stove Has Safety Points Found in no Other Stove.

Warranted to Give Satisfaction.

Above Stove, with Russia Iron Oven, Self Lighter With Three Burners on Top, Russia Iron Oven, Self Lighter
"Tin Oven, Self Lighter
"Tin Oven, Self Lighter 20.50 Send for Complete Illus rated Catalogue and write for Factory Discounts, "Useful Hints to Dealers in Quick Meal Oil Stoves" sent free on request.

Every dealer should have a copy.

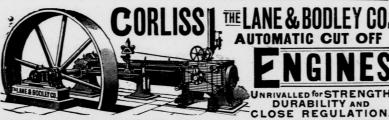
### Leonard & Sons

### MICHIGAN CIGAR

Big Rapids, Mich.

MANUFACTURERS OF THE JUSTLY CELEBRATED

SEND FOR TRIAL ORDER.



THE LANE & BODLEY CO., 2 to 48 JOHN STREET, O.

CURTISS & CO., WHOLESALE

## Paper Warehouse,

GRAND RAPIDS,

MICHIGAN.

## W. STEELE

## Packing and Provision Co.

GRAND RAPIDS, MICH.

WHOLESALE DEALERS IN

Fresh and Salt Beef, Fresh and Salt Pork, Pork Loins, Dry Salt Pork, Hams, Shoulders, Bacon, Boneless Ham, Sausage of all Kinds, Dried Beef for Slicing.

LARD

strictly Pure and Warranted, in tierces, barrels, half-bbls., 50 lb. cans, 20 lb. cans, 3, 5 and 10 lb. pails

Pickled Pigs' Feet, Tripe, Etc.

Our prices for first-class goods are very low and all goods are warranted first-class in every in stance. When in Grand Rapids, give us a call and look over our establishment. Write us fo prices.



# H. Leonard & Sons. Grand Rapids Fruit and Produce Co.,

### FOREIGN FRUITS.

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

### MOSELEY BROS.

-WHOLESALE

Fruits, Seeds, Oysters & Produce.

All kinds of Field Seeds a Specialty.

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

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

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

### C. A. LAMB & CO., Wholesale and Commission

Fruits

Produce.

CALIFORNIA FRUITS. ORANGES. BANANAS AND BERRIES.

Our Specialties:

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

### EDWIN FALLAS,

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

On application.

Mail Orders Filled Carefully and Promptly at Lowest Market Price.

Office and Salesroom, No. 9 Ionia St., Grand Rapids, Mich.

## ALFRED J. BROWN,

FRUITS.



Headquarters for Bananas. 16 AND 18 NORTH DIVISION ST.

## Huckleberries Wanted!

THEO. B. GOOSSEN,

WHOLESALE Produce and Commission Merchant, IS MAKING A SPECIALTY ON HUCKLEBERRIES.

If you are in the market to either buy or sell, or send on commission, will be pleased to hear from you. 33 OTTAWA STEET, Telephone 269.

GRAND RAPIDS, MICH.

Buy and Try! Best for STEAM PURPOSES DOMESTIC USE. LIGHT ASH. NO CLINKER.

Island City Coal. If you buy it, we Guarantee the Best Results. Used by Principal Hotels, Leading Manu-acturers and Railroads.

GIVE IT A TRIAL.

A. HIMES, Sole Agent,

TELEPHONE 490-1.

MAIN OFFICE, 54 PEARL ST.

We are selling the BEST RUBBER HOSE in 3.4, 1, 11-4, 11-2, 2 and 21-2 inch. Cotton Mill Hose, Rubber Lined; also unlined Linen Hose, in all sizes, for fire protection.

# Uur Prices are Rock Bottom

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

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

SAMUEL LYON.

### GROCERIES.

Rusiness Courtesy.

If it were possible to determine the money value of business courtesy, the majority of people would be wonderfully surprised to find at how high a figure it is rated; and stranger yet, if the same quality could be gathered up, or manufactured into a marketable form, we believe that it would find very few purchasers. In other words, courtesy is a something the worth of which is little appreciated, and most people would not care to take it even as a gift. How important a factor it is in the general af-fairs of life is not a question to be dis-cussed in a trade paper, but, on the other hand, it is eminently proper to point out the influence of this personal ingredient in the business world. Furthermore, the subject is especially pertinent just now, when the recent celebration of the anniversary of Gen. Washington's inauguration is turning men's thoughts back to the customs of the last century. To be sure, the chief attention is given to the military ways of our ancestors, but along with this there is a good deal of investigating into the every-day habits a hundred years, more or less, ago. Whoever looks up the history of bus-

iness, and reads old correspondence and papers relating to past methods of trading, cannot but be struck by the more dignified and courteous tone that pervaded the dealings of the merchants then, and if the written records they have left are marked by an old-fashioned courtesy, we can depend upon it that the manners of the day possessed the same charm. It is no excuse to say that bus-iness men of the present are subject to such fierce competition and are so driven in their work that they have no time to waste in being courteous, for a gentlemanly manner will facilitate rather than delay a trade, even if it is but swapping jack-knives. Furthermore, as there is little prospect of the hurry of business life abating yet awhile, we should be all the more careful to guard against the consequences that come from fret and worry lest our future behavior become intolerably rough. Looking at the matter simply from

mercenary standpoint, it will require but little reflection on the part of sensible people to discover that courtesy in business brings an actual money reward. There is no one but can recall instances in his experience where the manner of a salesman had as much to do with a bargain as the quality of the goods. It would seem to be true, however, that this personal element enters with greater force in small transactions than in large ones, for where considerable money is involved we are less influenced by our feelings in the matter.

A pleasant address will win a fortune a book agent, while the president of a big corporation can be crotchety as he pleases without coming to bankruptcy. Nevertheless, the amount of business lost through the offensive behavior of a company's agents is an indeterminable factor, and very likely it is the difficulty of estimating the losses from this cause that makes us undervalue it. If, as not infrequently happens, we are kept from purchasing a lot of goods or from awarding a contract by a disagreeable manner, we are not apt to tell the person the reason why we do not trade with him, and such people are seldom modest enough to divine our motives.

But, if it is the price of the work or quality of the goods that deter us, we have no hesitation in letting our reasons be known. In the first instance, the man injures his interests without knowing how, and he will likely repeat the folly many times over, while in the second case we have cited the obstacle to the trade is understood and can readily As we intimated above, be removed. the influence of courtesy increases as we approach the last division in the distri-buting trade, and is greatest with the retail salesman, but in every department of business it is too important a factor to be ignored. It is extremely difficult to write about this subject in a general way, and it would require an infinite number of practical illustrations to cover the whole field. The best we can hope to do is to direct attention to it, and let each one reason out for himself the money value of business courtesy. all courtesy is much like advertising: we know that it is a good thing, but cannot tell exactly how many dollars it is

### The Grocery Market.

Sugars are weak and declining. Coffees are showing a firm tone and further advances are probable. Canned goods are doing better, the salmon market being especially strong. Both foreign and domestic raisins are scarce and higher.

Benjamin Johnson, it is said, owns a farm in Rush Valley, U. T., upon which he has just discovered a mine of natural shoe blacking. An analysis of this pe-culiar material shows that it contains 16 per cent. carbon, 34 per cent. aluminum, and the remainder clay. When taken out the material is moist and soft, and when used as a shoe blacking produces a fine polish, which is not easily de stroyed.

### VISITING BUYERS.

R Bredeweg, Drenthe
Converse Mfg Co, Newaygo
Wilson Mig Co, Wilson Mig

How the Cobbler Got Pay for a Pair of

We were sitting in front of Davidson's grocery one summer afternoon, when some one observed that "Old Taylor" was coming. He was a dried up, little old man, who might have been anywhere from 50 to 100 years old, and he had a voice to remind you of a broken glass rattling in a tin pan.

"Now, boys," said the village shoemaker, who was about forty-five years old, and weighed 175 pounds, "I'll show you some fun. I'm going to scare old Taylor half to death."

The old man drove up before any explanations could be sought, and after hitching his old plug he stood for a minute to wipe the dust off his ancient plug hat with his elbow. The shoemaker took advantage of this to advance and say:

"Uncle Taylor, it is over twenty years ago that I sold you a pair of boots on tick. They have never been paid for

"They didn't fit, and they never will be paid fur!" hotly replied the old man.
"I have waited and waited," continued cobbler, "but my patience is finally austed. You must now pay me or exhausted. I'll take it out of your hide.'

"Goin' to lick me, hey!" shouted Uncle Taylor, as he drew back a step. 'I'll have to," answered the creditor.

"Then pitch right in!" "Will you pay?"

"Uncle Taylor, I hate to break you in two, but if you don't pay that old debt,

"Then come on!" squealed the old man, and with that he swung and caught the shoemaker on the jaw and laid him out. He followed it up by piling on, and he kicked, bit, scratched, and pounded so vigorously that inside of three minutes the cobbler was shouting to us to take him off. He was a licked man. Instead of having fun with the old man, the old man had made a circus of him. We hauled him into the shade of a sugar

hogshead and fanned him with a hat and after about ten minutes he faintly remarked:

"Right from the mark," we answered. "And by Old Taylor alone?"

"Yes. "Well, that shows how a man can be mistaken," he sighed. "For over twenty years I have fondly figured that I could lick that old cuss with my eyes shut and oth hands tied behind me, and now he does me up in a fight of my own picking and with all my tackle clear! Please leave me alone for a while, boys. My head swims and my body aches, and want to reason it out and find some excuse for making a fool of myself."

South America exported last year about 180,000 pounds of crude iodine, of which a trifle less than 40,000 pounds came to United States. The combination which has existed for the past two years among Chilian producers will probably be continued for another year, or indefi-

For Sale! New and Second Hand Machinery, Including:

One 24-inch Planer and Matcher, Three Mortisers. One Tenoner,
Three Band Saws,
Three Sand-papering Machines,
Two Jointers,
Door Clamp

Door Clamp.
Pulley Mortiser,
Two 24-inch Poney Planers,
Two Railway Cut-off Saws,
One Swing Cut-off Saw,
Three Re-sawing Machines.
Universal Saw Tables and full line of smal
pachinery and supplies. Will name low prices F. B. WIGGINS & CO.,

### EAST SAGINAW, - - - MICH. FOR SALE!

The Drenthe Cheese Factory. equipped for handling the milk of 400 cows. Terms easy. Address

F. J. LAMB & CO. Grand Rapids,

Irving F. Glapp, GROCER. → Shipper of Fruits, Butter, Eggs, and Vegetables. < 17 Locust Street.

The Only Reliable Compressed Yeast.

cers and Bakers not handling our yeast are requested to write for samples cers. One trial will convince all of its superiority for freshness and strength.

WINTERNITZ,
Special care given outside shipments.
Visiting merchants are invited to call at the distributing depot, 106 Kent St.

"Bags, 50 lb..."
Bags, 50 lb..."
Fard, 10-lb. box.
"Fard, 10-lb. box.
"Barsin, 50-lb."
"Barsin, 50-lb."
"Barsin, 50-lb."
"Barsin, 50-lb."
"Barsin, 50-lb."
"Barsin, 50-lb."
"Barsin, 50-lb." Grocers and Bakers not handling our yeast are requested to write for samples and prices. One trial will convince all of its superiority for freshness and strength. State Jobbing Agent, GRAND RAPIDS, MICH.

Manufacturers of the following well-known brands:

QUEEN ANNE, MOTTLED GERMAN, ROYAL BAR, SUPERIOR, MASCOTTE, PHŒNIX, AND OTHERS,

For quotations in single box lots, see Price Current. For quotations in larger quantities, address, W. G. HAWKINS, LOCK BOX 173, GRAND RAPIDS. PRODUCE MARKET

ice eating, \$2 per bbl.; cooking,

81.50 per bbl.

Beans—Dry stock is scarce, but there is scarcely any demand. Jobbers pay \$1.75 per bu and hold at \$2.10@\$2.15 per bu.

Beets—30c per doz.

Blackberries—\$1.50 per 16-qt. case.

Butter—While there has been no advance in price, butter is firmer and in a little better demand. Creamery commands 16@17c, and dairy 10@14c, according to quality.

Cabbages—Southern Illinois stock is in plentiful supply at \$1.35 per crate.

Cheese—Lenawee and Allegan county makers bill their stock at \$c, while jobbers hold at \$1.50 per bell. Cherries—\$1.25 per bu.

Cider—10c per gal. Cooperage—Pork barrels, \$1.25; produce barrels

Cucumbers—30c per doz.

Dried Apples—Commission men hold sun-dried at 3@3½c and evaporated at 6@7c per B.

Eggs—Jobbers pay 12c and hold at 13c.
Field Seeds—Clover, mammoth, 35 per bu.; medium, \$4.85. Timothy, \$1.85 per bu.; Green Beans—Wax, 75c per bu.; but of the seeds—10 per doz. bunches.

Honey—In small demand. Clean comb commands 15@16c per lbc. Honey—In small demand. Clean comb com-lands 15@16c per lb.

Musk Melons—\$1.25 per crate.
Onions—Southern, \$2 per bbl.
Peaches—Scattering lots are beginning to ar-ive, but not in sufficient quantities to establish he market.
Pears—California, \$2.50 per crate; Bartlett, \$2

-Green, 50c per bu.

\$1.25 per bbl.
Radishes-10@12c per doz. bunches.
Squash—Crookneck. \$1 per crate.
Tomatoes—75c per 30-1b. crate.
Turnips—50c per bu.
Water Melous—\$18 per 100.
Whortleberries—The crop is coming in slowly,
fair stock commanding \$3.25 per bu. PROVISIONS. The Grand Rapids Packing and Provision Co

notes as follows: PORK IN BARREL Mess, new.

Extra clear pig, short cut.

Extra clear, heavy.
Clear fat back.

Boston clear, short cut.

Clear back, short cut.

Standard clear, short cut.

Clear back, short cut.

SMOKED MEATS-Canvassed or Plain, 16 lbs..... 12 to 14 lbs. Breakfast Bacon, Dried Beef, extra.

Long Clears, heavy
Briskets, medium. LARD-Kettle Rendered. LARD-Refined

Extra Mess, warranted 200 lbs.
Extra Mess, Chicago packing.
Plate...
Extra Plate...
Roneless rump butts SAUSAGE-Fresh and Smoked.

PIGS' FEET.

In half barrels. In quarter barrels... In kits.... FRESH MEATS. Swift and Company quote as follows

Sausage, blood or head. Frankfort.

CANDIES, FRUITS and NUTS.

Putnam & Brooks quote as follows: STICK. Standard, 25 lb, boxes. Twist, 25 Cut Loaf, 25 MIXED.

Sour Drops ...... Peppermint Drops ..... Chocolate Drops ...... H. M. Chocolate Drops . printed...

Hand Made Creams.

Plain Creams.

Decorated Creams.

String Rock.

Burnt Almonds.

Wintergreen Berries

Chocolate Drops, in pails.
Gum Drops, in pails.....
in bbls..... Moss Drops, in pails.

""" in bbls.

Sour Drops, in pails.

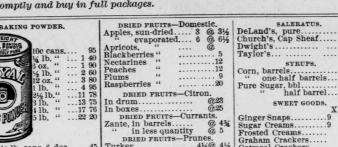
Imperials, in pails...

""" in bbls....

California. Brazils.....
Filberts, Sicily....
Walnuts, Grenoble...
French...
Pecans, Texas, H. P.
Cocoanuts, per 100...
Chestnuts...

Wholesale Price Current.

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



4½@ 4½ 5½@ 6 @ Turkey. Bosna 5½@
Imperial ... 6
DRIED FRUITS—Raisins Boxes ......... Kegs, English... TEAS. JAPAN-Regular .2 40@2 50 14 lb. cans, doz. London Layers, for'n. Muscatels, California. Telfer's. @2 00 DRIED FRUITS-Peel Red Star, ¼ lb. cans, ½ lb. "
1½ lb. "
1 lb " " imported.. Pearl Barley..... AXLE GREASE. BASKET FIRED. Extra choice, wire leaf Common to fair ... .25 @35
Extra fine to finest ... 50 @65
Choicest fancy ... 75 @85

MPERIAL
Common to fair ... 20 @35
Superior to fine ... .20 @35
VOLVA HANNON FLAVORING EXTRACTS 8-oz paper bot Pepper Box No. 2

YOUNG HYSON.
Common to fair......18
Superior to fine.....30 Common to fair... Superior to fine... Fine to choicest... FISH-SALT. Best ..... Tea Dust.

Holland, bbls. Holland, kegs. S. W. Venable & Co.'s Brands Nimrod 4x12 and 2x12 Nimrod, 4x12 and 2x12.
Reception, 22-5x12, 16 oz...
Vivco, 1x6, 4½ to b...
Big 5 Center, 3x12, 12 oz...
Wheel, 5 to b...
Trinket, 3x9, 9 oz... Trout, ½ bbls.
10 lb. ki @4 5 " 10 lb. kits......
White, No. 1, ½ bbls...
" 12 lb. kits
" 10 lb. kits
" 10 lb. kits
" Family, ½ bbls...
" kits.... TOBACCOS-Fine Cut. D. Scotten & Co.'s Brands.

Hiawatha .... Sweet Cuba. GUN POWDER. \$10, " " 5 00 \$20, " " 5 00 Subject to the following dis Calabria. VINEGAR.

Medium.

Small, bbl

Carolina head

Japan ..

28 pocket.

Mixed bird.

@1 00 ....1 00 ...1 00 @1 00

CHICORY.

CREAM TARTAR.

Clay, No. 216...... " T. D. full count. Cob, No. 3.....

Common Fine per bbl... Solar Rock, 56 lb. sacks.

SAL SODA.

Allen B. Wrisley's Brands.

spices-Whole.

Superior..... Queen Anne.... German Family. Mottled German

Happy Family, 75. Old Country, 80.... Una, 100.... Bouncer, 100....

Mace Batavia....
Nutmegs, fancy...
"No. 1....
"No. 2....

" shot ....

" Saigon ...
Cloves, Amboyna.
" Zanzibar.
Ginger, African ...
" Cochin ...
" Jamaica ...

Mace Batavia.... Mustard, English

" Trieste.

Nutmegs, No. 2 ...... Pepper, Singapore, black

Cayenne

Cut Loaf.
Cubes.
Powdered
Granulated, H. & E.'s.
Franklin.
Lakeside.
Knight's...
ory A...

No. 1, White Extra C... No. 2 Extra C... No. 3 C, golden ... No. 4 C, dark ...

Pepper, Singapore, black

\$1 for barrel. " fancy......450 One-half barrels, 3c extra. OATMEAL.

Muscatine, Barrels ... 5 50

"Half barrels ... 2 87

"Cases ... 2 15@2 25

ROLLED OATS. Muscatine, Barrels... "Half bbls. Cases.....2 15@2 2

Curtiss & Co. quote as for ows: \*4 00 Straw .... Light Weight. 

Conform to the Law, 2 40 75 "No. 2. "No. 3. 37 Pails, No. 1, two-hoop. "No. 1, three-hoop. Clothespins, 5 gr. boxes. Merchants should procure a supply of blank rders, which will be sent postpaid on receipt of postal note, as follows:

" assorted, 17s and 17; " " 15s, 17s and 19s Baskets, market... All orders must be accompanied by remit-E. A. STOWE & BRO., Grand Rapids.

" No.2 4 25 " No.3 5 00 GRAINS and FEEDSTUFFS WHEAT.

Straight, in

Mixed Feed

Small lots.. Car "..

Small lots... Car " ...

OATS.

BARLEY.

HAY.

HIDES, PELTS and FURS

Perkins & Hess pay as fo

PELTS.

MISCELLANEOUS.

Full "Dry Kips Calfskins, green..." cured.

Deacon skins......
% off for No. 2.

MEAL. MILLSTUFFS.

Grocers and Hotels

Grand Rapids Fire Insurance Co.

Cash Capital, \$200,000.

HISTORY-Commenced Business Novem-

\$ 2,578

25,276

51,054

102,181

123,240

DIRECTORS

Julius Houseman, George W. Gay, Martin L.

Sweet, I. M. Weston, H. Widdicomb, J. W.

Champlin, D. A. Blodgett, S. F. Aspinwall, James

Letellier, Grand Rapids; C. T. Hills, Muskegon

R. A. Alger, Detroit; Dwight Cutler, Grand

Haven; F. B. Stockbridge, Kalamazoo; O. M.

FLINT, Mich.. April 9, 1889.
To Whom it May Concern:
We, the undersigned committee, selected by Geo. T. Warren & Co. to canuas the list of names and select one for a Cigar Label from the many names sent in by the contestants, have this day selected the following, viz: EDITOR'S CHOICE, sent in by Sig Wolf, of Toledo, Ohio.

DOIN J. COON, Editor Flint Journal

OUR NEW BRAND OF CIGARS

EDITOR'S CHOICE"

Price, Thirty-Three Dollars per Thousand

We shall be pleased to receive a sample order rom you. Yours respectfully,

POTATOES, APPLES, DRIED

FRUIT, BEANS

and all kinds of Produce.

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

EARL BROS.,

COMMISSION MERCHANTS

Or imprisonment for ten days, is the legal pen-

alty for selling tobacco in any form to a minor

250 TOBACCOCORDERS -

ardian. To

hout a written order from the parent [or

157 South Water St., CHICAGO.

nce: FIRST NATIONAL BANK, Chicag

Geo. T. Warren & Co.

WANTED. •

JULIUS HOUSEMAN, President.

"EDITOR'S CHOICE."

S. F. ASPINWALL, Secretary.

Barnes, Lansing; W. R. Burt, East Saginaw.

Year.

109,793

126,257

275,595

300.227

ber, 1882:

Total Expend's Surplus.

\$ 5,378

16,505

41,168

66,558

The Best is the
Cheapes
We offer you a firstclass article. Cut shows
our No. 62, in Antique
Ash, Air-tight Locks,
Padded Doors, Patent
Interior Circulation of
Dry, Cold Air, seven
feet high, shipped in
sections, constantly in stock for immediate shipment. We pay freight. Send for cata-logue. Mention paper. Also LIQUID COOLERS for milk, iced tea, etc.

Grand Rapids Refrigerator Co., GRAND RAPIDS, MICH.

ILVER STARS

No Equal in the State.

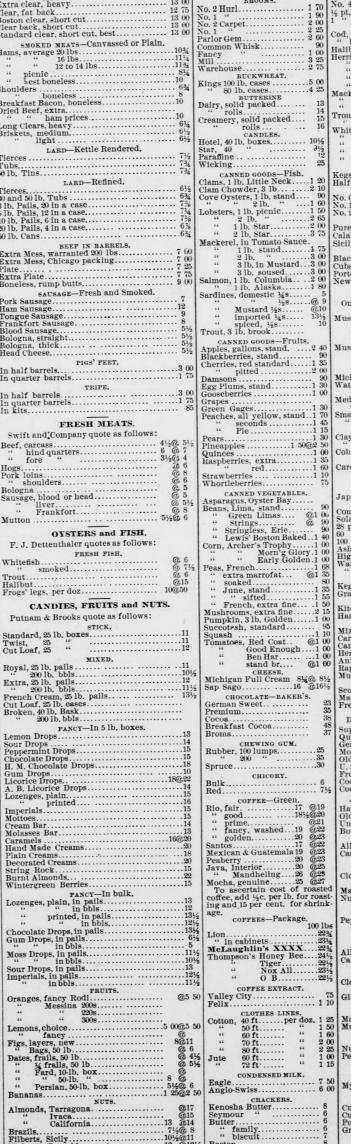
Wherever Introduced it is a Stayer!

TO THE TRADE:

I guarantee "SILVER STARS" to be a long straight filler, with Sumatra wrapper, made by union labor, and to give complete satis-

A. S. DAVIS

25G 30 127 Louis St., GRAND RAPIDS



### Drugs Medicines.

State Board of Pharmacy. Dne Year—Ottmar Eberbach, Ann Arbor.
Fwo Years—Geo. McDonaid, Kaiamazoo.
Three Years—Stanley E. Parkill, Owesso.
Four Years—Jacob Jesson, Muskegon.
Fresident—Jacob Jesson, Muskegon.
Fresident—Jacob Jesson, Muskegon.
Fresident—Geo. McDonaid, Kaiamazoo.
ext Meeting—At Lansing, November 5, 6 and 7.

Michigan State.

Michigan State Pharmaceutical Ass'n. Michigan State Pharmaceures

President-Geo. Gundrum, Ionia.

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Treasurer-Wm Dupont, Detroit.
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sett, Detroit: F. J. U. Webb, Jackson.
Hall, Greenville: E. T. W. Webb, Jackson.
Local Secretary-C. L. Sasett, Detroit.
Annual Meeting-At Detroit, Sept. 17, 18 and 19.

Grand Rapids Pharmaceutical Society. resident, J. W. Hayward, Secretary, Frank H. Escott Grand Rapids Drug Clerks' Association.
President. F. D. Kipp; Secretary, Albert Brower.

Detroit Pharmaceutical Society ent. J. W. Allen: Secretary, W. F. Jackman

fish stories are immense. Local Secretary Bassett is already lay-

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. Vernor's election to the office of Secretary of the Board of Pharmacy claims. gives universal satisfaction to the drug-gists of this city. He is a good man for paper "funny" man so loves to picture the position and they argue that it was time for a change. Now for some new the drummer. They require capacity, and the field is the best in the whole realm of business in which to educate men on the Board.

at the "Flats." Mr. V occasionally runs home for a day. He is so sunburned that his best friends pass him on the \$600 men are a better investment than street without knowing him. Recently, one \$1,200, but this class is the one for-

### The Drug Market.

sublimate, red precipitate and other mercurials have advanced. Bi-chromate potash has declined. Japonica has advanced. Wood alcohol is higher. Rape seed has advanced. Cuttle bone has again advanced and is tending upward. Oils anise and bergamot have advanced. Oil cloves has declined. Golden seal is higher. Serpentaria 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 gar-dening 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-Manitous, Beavers, Bois Blanc, Mackinac, etc.—are represented by 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 as correct as a map. The whole occupies a space of about 100 square feet and is surrounded by a low wire fencing. The surrounded by a low wire fencing. The surrounded by a low wire fencing. The surrounder that the sale was all for glory. But his praises were sung at home and abroad, while a quiet fellow who made two surrounded by a low wire fencing. The surface was never mentioned. 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

when the new tobacco law goes into Respectfully,
A. ENGBERTS. effect.

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 peacolate 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. GUNDRUM, Pres.

Will Test the Validity of the Law.

J. H. Kinnane, attorney for the State Board of Pharmacy, was in this city Wednesday and made complaint against We 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.

because they are business men, or, if shall be of immense value to him.

to every buyer at exactly the same prices and on the same terms. There are places where some slight concessions above all, waste no time in regrets.

Above all, waste no time in regrets. ing 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.

Jackman is the new Secretary.

Above all, waste no time in regrets. 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 must settle these questions for himself. must settle these questions for himself.
The concern he represents is carried
greater success than that of mere moneyfrom town to town under his hat. He must decide as to credits, as to prices, as your associates, the confidence of your

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

able. Men are sent out with but one Opium has advanced and is tending higher. Morphia is, as yet, unchanged. Quinine is very firm. Quicksilver consultations and the sent with the data of the data of the simple, and in the hands of an interested man is simple, but as construed by most salesmen it not only means to meet compart. tinues to advance. Calomel, corrosive petition, but it means to beat compet-sublimate red precipitate and other mersales, 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 was 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

as this. The lightning salesman is paid the best salary, and for this he alizes 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 me know in your next week's paper his hig hills, though he mutters to his partner about the lack of profits. It is a common saying that any fool can give 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, "Every thing 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 our men are selling it at \$4; it ought to bring \$6, there are so few sold." "Do your men 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 orde will be filled and nothing said, be the prices 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

Maher's Advice to Commercial Traveleers.

nothing from the men he meets daily. The bright minds of the world are not,

President, J. W. Allen; Secretary, W. F. Jackman.

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

Detroit Drug Notes.

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 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.

because they are business men, or, if not, they are failures.

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 life, while on the not managed by men who were fitted for their present duties by their years of experience on the road. It is exactly the appearance on the road and there are few concerns who sell to every buyer at exactly the same of the road and represent duties by their years of 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 business. Advanced—Gum Opium, oil Anise, oil Bergal Seed, Japonica, Calomel, Control of the road and the providence of the road of the road and the had thoughts. His employers have a right to demand that his thoughts, his whole life, while on the troad, shall be given to the furtherance of their business. Men build up trade for their business. Men build up trade for their business of their business. Men build up trade for their business of the providence of the road and the provid

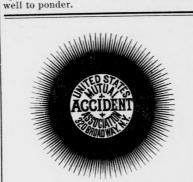
to quantities safe to send, and often as to legal proceedings upon overdue claims.

These powers cannot be delegated to a These powers cannot be d

Importance of Discounts. No merchant needs to be told at this late day that discounts mean wealth.

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. mistook nim for a wild, untamed Indian, and it was with the greatest difficulty they were prevented from running away.

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 form. 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



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Accident AMIRLIAMER

Is that Furnished Assafœtida, (po. 30).

Tragacanth .

Absinthium .....

upatorium ...

bleached.....

HERBA-In ounce packages.

MAGNESIA.

OLEUM.

Absinthium ...
Amydalae, Dulc ...
Amydalae, Amarae ...
Anisi ...
Auranti Cortex ...
Bergamii ...
Cajiputi ...
Caryophylli ...
Cedar ...
Chenopodii ...

Chenopodii Cinnamonii

Citronella ....
Conium Mac.
Copaiba ....
Cubebae ....
Exechthitos...

Erigeron ... Baultheria

Juniperi..... Lavendula ...

Picis Liquida, (gal..35)

15@ 13@ 37@

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young fellows who seemed to be traveling solely for their health. With the change in financial affairs, the curtailment in business, the lessening of profits and the increased competition for trade, the weeding process began, and the loudmouthed, shallow-brained fellows were sent to the rear and finally dropped out with men, and he is learning details that mouthed, shallow-brained fellows were sent to the rear and finally dropped out of the ranks of traveling salesmen. To-day commercial travelers are fairly representative of the average business man. resentative of the average business man, is laying up a store of experience that in a recent case which is still pending. A Texan wrote to the Treasurer that a

that was all that was left of the man' elers.

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 who seemed to be traveling solely for their health. With the rom the American Banker.

When a small portion of a United letter inquiring whether that was his

PECK BROS., Wholesale Druggist GRAND RAPIDS.



Wholes	sale Price Cu	rrent.
	Oll Bergement Golden Se	al Poot Golden Seal Root (po).
	ea, Calomel, Corrosive Sublimate Bi Chrom Potash, Oil Cloves.	e, Red Precipitate, Cuttle Fish
ACIDUM.	Carb	Antipyrin
Aceticum 8@ 10	Chlorate, (po. 18) 100 18	Argenti Nitras, ounce @ 68 Arsenicum 5@ 7
Benzoicum, German 80@1 00 Boracic	Iodide	Balm Gilead Bud 38@ 40 Bismuth S. N 2 15@2 25
Carbolicum 40@ 45	Potassa, Bitart, pure 2106 25 Potassa, Bitart, com @ 15	Calcium Chlor, 18, (1/88
Citricum	Potassa, Bitart, pure. 27@ 29 Potassa, Bitart, com. @ 15 Potass Nitras, opt. 8@ 10 Potass Nitras. 7@ 9 Potass Nitras. 25@ 28	11; ¼s, 12) @ 9 Cantharides Russian,
		po
	Sulphate po 15@ 18	Capsici Fructus, af @ 18
Phosphorium dil 20 Salicylicum	RADIX.	" Bpo. @ 14
Tannicum	Aconitum 20@ 25 Althae 25@ 30	Caryophyllus, (po. 28) 23@ 25 Carmine, No. 40 @3 75
Salfeylicum     1346     5       Sulphuricum     1406     5       Tannicum     1 4061     60       Tartaricum     406     43	Anchusa 15@ 20	Cera Alba, S. & F 50@ 55 Cera Flava 28@ 30
AMMONIA.	Arum, po	Coccus @ 40
Aqua, 16 deg 3@ 5 18 deg 4@ 6	Gentiana, (po. 15) 100 12	Cassia Fructus @ 15 Centraria @ 10
	Glychrrhiza, (pv. 15) 100 18 Hydrastis Canaden, (po. 50)	Cetaceum @ 35
Chloridum 12@ 14	(po. 50) @ 45	Chloroform
ANILINE. Black	Inula, po	
Brown 80@1 00	Iris plox (po. 20@22) 18@ 20	Cinchonidine, P. & W 15@ 20
Black     80@1 00       Brown     45@ 50       Yellow     2 50@3 00	Iris plox (po. 20@22) . 13@ 20 Jalapa, pr	" German 4@ 10 Corks, list, dis. per
BACCAE.	Maranta, 1/48	cent @ 60
1 85@2 00	Podophyllum, po. 15@ 18 Rhei	Creasotum @ 50 Creta, (bbl. 75) @ 2
Cubeae (po. 1 60	" pv 75@1 35	" prep 5@ 5
	Spigelia	" Rubra @ 8
Consiba 500 00	Serpentaria	Crocus
Peru	Similax, Officinalis, H @ 40	Cupri Sulph 8@ 9
Peru	Spigetia   Spigetia	Cupri Sulph         8@ 9           Dextrine         10@ 12           Ether Sulph         68@ 70
CORTEX.	Symplocarpus, Feti- dus, po	" po @ 8
Abies, Canadian		Ergota, (po.) 45 40@ 45 Flake White 12@ 15
Ginchone Flava 10	Zingiber a 100 15	Galla @ 23
Myrica Cerifera, DO 20	Zingiber j 220, 25	
	SEMEN.	Gelatin, Cooper @ 90 " French 40@ 60 Glassware flint, 75 & 10 per cent. by box 70 less
Sassafras	Anisum, (po. 20) @ 15 Apium (graveleons) 10@ 12	cent. by box 70 less
Ulmus Po (Ground 12) 10	Anisum, (po. 20)	Glue, Brown 9@ 15 " White 13@ 25
EXTRACTUM.	Cardamon 1 00@1 25 Corlandrum 10@ 12	Glycerina 22(0) 20
Glycyrrhiza Glabra 24@ 25 po 33@ 35 Haematox. 15 lb, box 11@ 12		Grana Paradisi
130 14	Cydonium 75@1 00 Chenopodium 10@ 12 Dipterix Odorate 1 75@1 85	Hydraag Chlor Mite @ 90
" ½8 14@ 15 " 1/8 16@ 17	Dipterix Odorate1 75@1 85	" Ox Rubrum @1 00
FERRUM.	Foenugreek, po 6@ 8	Hydraag Chlor Mite
Carbonate Precip @ 15	Dipterix Gorage   1361 436	Ichthyobolla, Am 1 25@1 50
Citrate Soluble @ 80	Lobelia	Indigo
Ferrocyanidum soi	Rapa 50 6	Iodoform
Sulphate, com'1 1720 ~	Rapa   5@ 6   Sinapis, Albu   8@ 9	Lupulin
pure	SPIRITUS.	Macis 80@ 83
FLORA. 140, 16	F-weenti W D Co 2 0002 50	Liquor Arsen et Hy- drarg Iod @ 2
Arnica	" D. F. R 1 75@2 00 " 1 10@1 50	
Matricaria FOLIA.	T	1½)
Paragrae 10@ 12	Saacharum N. E	1¼) 2@ Mannia, S. F. 45@ 5 Morphia, S. P. & W. 2 55@2 8 S. N. Y. Q. & C. Co 2 55@2 7
Cassia Acutifol, Tin-	Spt. Vini Galli 1 75@6 50	C. Co
" " Alx. 35@ 50	Vini Oporto 1 25@2 00 Vini Alba 1 25@2 00	Moschus Canton @ 4
Salvia officinalis, 1/48 and 1/28 10@ 12	SPONGES.	Nux Vomica, (po 20).
Ura Ursi		Os. Sepia 26@ 2
Acacia, 1st picked @1 00	Carriage	Co @2 0
" 9d " @ 90	Carriage 2 00	doz
" sifted sorts @ 65	Velvet extra sheeps' wool carriage 1 10	Diois Tio quarte @10
" po 75@1 00	Extra yellow sheeps'	Dil Hadanar (no 90)

@1 00 Nassau sheeps' carriage
Velvet extra sheeps'
wool carriage
Extra yellow sheeps'
carriage
Grass sheeps' wool car-

" pints ... @
Pil Hydrarg, (po. 80) ... @
Piper Nigra, (po. 22) ... @
Piper Alba, (po. 55) ... @
Pix Burgun ... @
Piumbi Acet ... 14@
Pulvis Ipecac et opii. 1 10@1
Pyrethrum, boxes H
& P. D. Co., doz ... @
Purrethrum ny ... 35%

m, pv... Quassiae Quinia, S. P. & W. ... S. German ... Rubia Tinctorum ... Saccharum Lactis pv ...

 Saccharum Lacus pv.
 6

 Salacin.
 2 25@2

 Sanguis Draconis.
 40@

 Santonine
 @4

 Sapo, W.
 12@

 M
 8@

OILS.

Seidlitz Mixture.

Snuff, Maccaboy, De

Strychnia Crystal.
Sulphur, Subl....
Roll.
Tamarinds
Terebenth Venice.
Theobromae

Vanilla...... Zinci Sulph...

Whale, winter ....

Whale, winter
Lard, extra.
Lard, No. 1
Linseed, pure raw
Lindseed, boiled
Neat's Foot, winter
strained
Spirits Turpentine...
PAINTS.
Red Venetian

TINCTURES. Aloes....and myrrh Arnica Asafœtida Atrope Belladonna Benzoin

" Co. Sanguinaria Barosm 55@ 60 20@ 22 20@ 25 35@ 36 Cantharides... Carsicum ... Cardamon ... Cardamon ...

Auranti Cortex ... Quassia ..... Rhatany ..... Cassia Acutifol

Serpentaria .....
Stromonium ....
Tolutan ....
Valerian ....
Veratrum Veride . MISCELLANEOUS.

white Span 62/67/24
Whiting, white Span 690
Whiting, Gilders 690
White, Paris American 1 00
Whiting, Paris Eng.
cliff 140
Pioneer Prepared Paint 20@1 4
Swiss Villa Prepared
Paints 1 00@1 20 

OILS!

Snow Drop.

A Fine Water White Oil, High Gravity and Fire Test, and recommended to those wishing a High Grade Burning Oil.

Red Cross. (SPECIAL.) Water White—A splendid oil,

Gasoline. Our XXXX Red Cross brand is unexcelled. War-ranted to Give Satisfaction.

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Sweet and Free from Oily Matter, and has met he approval of many of the largest consumers. Red Cross Paint Oil

full of merit and needs but a trial to convince of its great value. For mixing with Linseed is without a peer, as it greatly reduces the st of same and without injuring its quality. Mineral Turps.

Its peculiar composition is such that it can be sed with turpentine in fair proportion, the latretaining full possession, and with perfect sults.

ALL KINDS Lubricating Oils onstantly in stock, all at our Cleveland prices thus saving you time and freight.

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Branch Scofield, Shurmer & Teagle, Cleveland, Ohio.

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The Best is Always the Cheapest.

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Give Satisfaction. Dealers in paints will find it to their

and sample cards. HAZELTINE & PERKINS DRUG CO. GRAND RAPIDS, MICH

interest to write us for prices

LIQUOR & POISON RECORD COMBINED.

Acknowledged to be the Best on the Market. E. A. STOWE & BRO., GRAND RAPIDS



Liver and

Kidney Troubles Blood Diseases Constipation ---AND---

Female Complaints

Being composed entirely of HERBS, it is the only perfectly harmless remedy on the market and is recommended by all who use it.

> Retail Druggists will find it to their interest to keep the DIA-MOND TEA, as it fulfills all that is claimed, making it one of the very best selling articles handled.

Place your order with our Wholesale

Diamond Medicine Go.,

DETROIT, - MICH.

Hazeltine & Perkins Drug Co., WHOLESALE AGENTS,



### HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

## --- DRUGS---

Chemicals and Druggists' Sundries.

Dealers in

Patent Medicines, Paints, Oils, Varnishes. Sole Agents for the Celebrated Pioneer Prepared Paints.

We are Sole Proprietors of

WEATHERLY'S MICHIGAN CATARRH REMEDY. 

We have in stock and offer a full line of

Whiskies, Brandies, Cins, Wines, Rums.

Bbl. Gal We are Sole Agents in Michigan for W. D. & Co.,

Hendergon Co., Henderson County, Hand Made Sour Mash Whisky and Druggists' Favorite Rye Whisky.

We sell Liquors for Medicinal Purposes only. We give our Personal Attention to Mail Orders and Guar-All orders are Shipped and Invoiced the same day we re-

Hazeltine & Perkins Drug Go.,

GRAND RAPIDS, MICH.

ceive them. Send in a trial order.

### The Michigan Tradesman Crockery & Glassware \$1,000 REWARD!.

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 remain-der 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 siftless 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 pay-ment 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.

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 than the state of the control of the c 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 mer-chant, 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 he who trusted them so long now finds them driving by each 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 furn-ished 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 West-ern 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 cretacious formation, while the oil pro-ducing regions of California belong to the tertiary period. It is stated as a re-markable 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 Gallicia and the Danubian provinces similarly placed, while the strata that contain those of the Crimea, the Caucasus, and the island of Taman 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 the product of their velocities depends. some of their volatile elements

	-
LAMP BURNERS.	
No. 0 Sun	45
No. 1 " No. 2 "	48
No. 2 "	70
Tubular	75
Tubular LAMP CHIMNEYS.—Per box.	
C des in her	
No. 0 Sun	1 00
No 1 "	2 00
No. 2 "	3 00
First quality. No. 0 Sun, crimp top	
No. 0 Sun, crimp top	2 15
No. 1 " " " No. 2 " " " " " " " " " " " " " " " " " "	2 25
No. 2 " "	3 25
XXX Flint.	
No. 0 Sun, crimp top	2.50
No 1 " "	9 80
No 9 " " "	2 00
	) 00
Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2 " " "	1 70
No. 2 "" " " " " " " " " " " " " " " " " "	1 70
La Pactia	
No. 1 Sun, plain bulb, per doz	95
No. 2 % " " " "	50
No. 1 orima non don	40
No. 2 " "	40
NO. 2	00
STONEWARE-AKRON.	
No. 2 " STONEWARE—AKRON. Butter Crocks, per gal. (Jugs, ½ gal, per doz. ("" 1 "" 1 "" 1 "" 1 "" 1 "" 1 "" 1 ""	101/2
Jugs, ½ gal., per doz	55
" 1 " "	30
" 2 " "18	30
Milk Pans, ½ gal., per doz. (glazed 66c) ( 90c)	60
" " 1 " " ( " 90c) 1	18
PRIVER LING DOM ONG	
Mason's, pints \$10 quarts 11	50
" onerte 11	00
" ½-gallon	1 00
Lightning, quarts	00
" ¼-gallon 16	00

AWNINGS AND TENTS.



Chas. A. Coye,

Wm. Brummeler

Tinware, Glassware and Notions. Rags, Rubbers and Metals bought at Market Prices. 76 SPRING ST., GRAND RAPIDS, WE CAN UNDERSELL ANY ONE ON TINWARE

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

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MAIL ORDERS SOLICITED.

NEWAYGO ROLLER MILLS

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Herpolsheimer & Co.

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Overalls, Pants, Etc., OUR OWN MAKE.

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Fancy Woodenware OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit prices guaranteed.





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



### Amos S. Musselman & Co

Fehsenfeld & Grammel, BROOMS!

Whisks, Toy Brooms, Broom Corn, Broom Handles, 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 re-presented, you are requested to return it to the Merchant of whom it was purchased and receive a new garment

### TIME TABLES.

Grand Rapids & Indiana. Arrives. Leaves.

Arrives. Leaves.

Arrives. Leaves.

7:00 a m 7:30 a m
Traverse City & Mackinaw. 9:30 a m 11:30 a m
Traverse City Express. 3:60 p m 4:20 p m
Petoskey & Mackinaw. 8:45 p m 10:30 p m
7:30 a m and 11:30 a, m, trains have chair cars for
Petoskey and Mackinaw City.

10:30 p, m, train has sleeping car for Petoskey and
Mackinaw City.

GOING SOUTH

GOING SOUTH.

8. 6.25 a m 7:00 a m

88. 11:45 a m 12:45 a m

5. 5:40 p m 6:00 p m

10:40 p m 11:05 p m

10:40 p m 10:05 p m

10:40 p m

Sleeping car rates—\$1.50 to Chicago, Petoskey ackinaw City; \$2 to Cincinnati. Muskegon, Grand Rapids & Indiana Feed, Etc.

Leave 7-00 a m 10-15 a m 3-45 p m 11:15 a m 3-45 p m 15:40 p m Leaving time at Bridge street depot 7 minutes later.

C.L. Lockwood, Gen'l Pass. Agent.

	C. L. LOCKWOOD, Gen'l Pas	ss. Age
	Detroit, Grand Haven & Milwa	aukee
	GOING WEST.	
).	Arrives.	Lea
	†Morning Express12:20 p m	12:25
-	†Through Mail 4:25 p m	4:30
	†Steamboat Express10:40 p m	10:45
	*Night Express 6:50 a m	7:00
	†Mixed	7:30
ır	GOING EAST.	
e	†Detroit Express 6:45 a m	6:50
et	†Through Mail11:35 a m	11:40
t.	fEvening Express 3:40 p m	3:50
	*Limited Express 6:45 p m	6:50
e,	†Daily, Sundays excepted. *Daily.	
n-	Detroit Express has parlor car to Detro	it, mal
er	direct connections for all points East, arriv	ing in l
ne	York 10:10 a. m. next day.	
E h.	Limited Express has parlor car to Detro	it, mak
h.	close connections for all points East, also m	akes di
	connections at Durand with sp cial Pullma	n thro
-	cars to New York and Philadelphia. Steamb	oatexp

Toledo, Ann Arbor & Northern. For Toledo, Ann Arbor & Northerm.

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

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

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

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THE PUBLIC!

By splendid and expensive advertising the manufacturers cre ate 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.

Wholesale Clothiers

MANUFACTURERS OF

Perfect-Fitting Tailor-Made Clothing

138-140 Jefferson Ave., 34-36 Woodbridge St., Detroit. MAIL ORDERS sent in care L. W. ATKINS will receive PROMPT ATTENTION.

### P. STEKETEE & SONS,

Dry Goods Notions,

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STANTON, SAMPSON & CO., Comforts and Blankets, Yarns and Woolens for Fall Trade.

> STARK. AMERICAN, PACIFIC, BURLAPS.

Warps, Geese Feathers. Waddings, Batts

Agents for Georgia and Valley City Bags. Prints, Ginghams, Dress Goods, Hosiery, Underwear and full line of Staple Notions.

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.

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The Best Fitting Stocking Rubber in the Market.

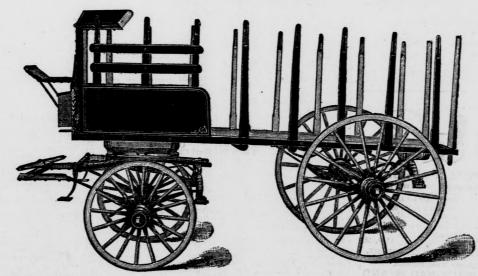
Grand Rapids, - Mich.

Langhlin Pen Company

Improved "Rival" Fountain Pen,

It Stands at the HEAD! Price, \$2.50. We will send you sample pen for \$1.75. If pens

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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.

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Carry in stock the best line of



Women's - and - Misses' - Low - Gut - Shoes

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### Years on the Market

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

Grand Rapids, Mich.

SEE QUOTATIONS THIS PAPER.



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

Send for sample of the celebrated

## Frazer Garriage Grease

The Frazer Goods Handled by the Jobbing Trade Everywhere.

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

Additional Liability of Stockholders \$200,000

DIRECTORS:

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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

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 Geo. H. Reeder, Deposit Vaults, 19-2: 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

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 sub-

ject 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 TREAS-

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 Polices, 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 employe 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, laces, 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.