

The Michigan Tradesman.

VOL. 5.

GRAND RAPIDS, WEDNESDAY, OCTOBER 5, 1887.

NO. 211.

SEEDS

Garden Seeds a Specialty.
The Most Complete Assortment
in Michigan. Don't Buy until
you get my prices.

ALFRED J. BROWN
Representing Jas. Vick, of Rochester.
16-18 N. Division St., Grand Rapids

BELKNAP Wagon and Sleigh Co.

MANUFACTURERS OF
Spring, Freight, Express,
Lumber and Farm
WAGONS!
Logging Carts and Trucks
Mill and Dump Carts,
Lumbermen's and
River Tools.
We carry a large stock of material, and have
every facility for making first-class Wagons
of all kinds.
Special attention given to Repairing,
Painting and Lettering.
Shops on Front St., Grand Rapids, Mich.

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Grand Rapids, Mich.
A. J. BOWNE, President.
GEO. C. PIERCE, Vice President.
H. P. BAKER, Cashier.
CAPITAL, - - - \$300,000.
Transacts a general banking business.
Make a Specialty of Collections. Accounts
of Country Merchants Solicited.

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And Shoe Store Supplies.
SHOE BRUSHES,
SHOE BUTTONS,
SHOE POLISH,
SHOE LACES.
Heelers, Cork Soles, Button Hooks, Dress-
ings, etc. Write for Catalogue.
118 Canal Street, Grand Rapids.

ASK YOUR JOBBER FOR Independent Oil Co.'s KEROSENE

If your Jobber does not handle
INDEPENDENT OIL, send
your orders direct to the office
of the Company, 156 South
Division St., Grand Rapids.



EATON & LYON,

Importers,
Jobbers and
Retailers of

BOOKS,

Stationery & Sundries,
20 and 22 Monroe St., Grand Rapids, Mich.

SEEDS

We carry a full line of
Seeds of every variety,
both for field and garden.
Parties in want should
write to or see the
GRAND RAPIDS GRAIN AND SEED CO.
71 CANAL STREET.
WHOLESALE AND RETAIL
COAL and WOOD.
E. A. HAMILTON, Agt.,
101 Ottawa St., Ledyard Block.
Telephone 100-1-2.



CALL FOR
SCHUMACHER'S ROLLED OATS,
From the best White Oats.
Oatmeal, Parched Farinose and Rolled
Wheat in Original Packages.
To use these choice cereals is to learn how
to live.

EDMUND B. DIKEMAN

THE GREAT
Watch Maker
AND
Jeweler,
44 CANAL ST.,
Grand Rapids, - Mich.

Grandpa's Wonder Soap

THE BEST SELLING GOODS ON
THE MARKET.
MANUFACTURED BY
Beaver & Co., Dayton, Ohio.
SOLD BY
A. S. MUSSELMAN & CO.,
Grand Rapids, - Mich.

LUDWIG WINTERNITZ,

STATE AGENT FOR
Fermentum!
The Only Reliable Compressed Yeast.
Manufactured by Riverdale Dist. Co.
106 Kent Street, Grand Rapids, Mich.
TELEPHONE 566.
Grocers, bakers and others can secure the agency for
their town on this Yeast by applying to above address.
None genuine unless it bears above label.

CHARLES A. COYE,

Successor to
A. Coye & Son,
DEALER IN
AWNINGS AND TENTS
Horse and Wagon Covers,
Oiled Clothing,
Feed Bags,
Wide Ducks, etc.
Flags & Banners made to order.
73 CANAL ST. - GRAND RAPIDS.

PIONEER PREPARED PAINT.

We have a full stock of this well-known
brand of
MIXED PAINT
and having sold it for over SIX YEARS can
recommend it to our customers as being
a First Class article. We sell it
On the Manufacturers' Guarantee:

When two or more coats of our PIONEER PREPARED PAINT is applied as received in original packages, and if within three years it should crack or peel off, this failing to give satisfaction, we agree to re-paint the building at our expense, with the best White Lead or such other paint as the owner may select. In case of complaint, prompt notice must be given to the dealer.
T. H. NEVIN & CO.,
Mfrs. & Corroders of Pure White Lead.
Pittsburg, Pa.

Write for prices and Sample Card to
Hazeltine & Perkins Drug Co.
Wholesale Agents, Grand Rapids.

Try POLISHINA, best Furniture Fin-
ish made.

SALT FISH

Bought and Sold by
FRANK J. DETTENTHALER,
117 Monroe St., Grand Rapids.
Oysters the Year Around

SHERWOOD HOUSE.

The Travelling Men's Favorite.
CHARLOTTE, - MICH.
Re-stuffed and Re-furnished.
Furniture Removed on Third Floor.
First-Class in all its Appointments.
M. F. BELGER, Proprietor.

STEAM LAUNDRY,

43 and 45 Kent Street.
STANLEY N. ALLEN, Proprietor.
WE DO ONLY FIRST-CLASS WORK AND USE NO
CHEMICALS.
Orders by Mail and Express Promptly At-
tended to.

GRAND RAPIDS

TO THE FRONT

—AGAIN—
We are now supplying the Trade with our
new Brand of Soap
"BEST FAMILY."

It is the LARGEST and BEST bar of
white PURE SOAP ever retailed at Five
Cents a bar. Respectfully,
Grand Rapids Soap Co.,

OATS!

In can offer a few cars of
No. 1 White Oats at - 31 1/2 c.
No. 1 Timothy Hay, per ton, \$13.
In car lots here on track.
W. Y. LAMOREAUX,
71 Canal Street,
GRAND RAPIDS, - MICH.

WINTER COAL

—AT—
SUMMER PRICES.
Until Further Notice.
Egg and Grate - - - \$6.75 per ton.
Stove No. 4 and Nut - - \$7.00 per ton.
For September Delivery.
Grand Rapids Ice & Coal Co.,
OFFICE 52 PEARL ST.,
Yard, Corner Wealthy Avenue and M. C. R. R.
Telephone No. 159.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of
DRY GOODS
Staple and Fancy.
Overalls, Pants, Etc.,
OUR OWN MAKE.
A Complete Line of
Fancy Crockery & Fancy Woodenware
OUR OWN IMPORTATION.
Inspection Solicited. Chicago and Detroit
Prices Guaranteed.

To Cigar Dealers

Realizing the demand for, and knowing
the difficulty in obtaining a FIRST-CLASS
FIVE-CENT CIGAR, we have concluded
to try and meet this demand with a new
Cigar called
SILVER SPOTS

This Cigar we positively guarantee a
clear Havana filler, with a spotted Sumatra
Wrapper, and entirely free from any artificial
flavor or adulterations.
It will be sold on its merits. Sample or-
ders filled on 60 days approval.
Price \$35 per 1,000 in any quantities.
Express prepaid on orders of 500 and more.
Handsome advertising matter goes with
first order. Secure this Cigar and increase
your Cigar Trade. It is sure to do it.

GEO. T. WARREN & CO.,

Flint, Mich.

What do you think of this? While in conver-
sation with Wm. M. Dale, one of the largest
druggists in Chicago, we were surprised to
learn that he had sold over one and a half mil-
lion of Fausell's Punch to cigars, and that the
quality gets better all the time. The demand
continues to increase. Let us tell you, if you
want to sell a cigar that your customers will
be pleased with, the sooner you order Fausell's
Punch the better.—Independent Grocer.

J. H. MYERS

Manufacturer of Harness and Collars
at Wholesale and Retail, 73 Canal street,
Grand Rapids, has the finest line to select
from in the city. Give him a call. None
but experienced workmen employed.

THE CRYPTOGRAPHIC MESSAGE.

Written Especially for THE TRADESMAN.
QUARTERMASTER'S DEPARTMENT,
St. LOUIS, Mo., Aug. 10, 1861.

To JOHN B. WATROUS,
No. — Randolph St., Chicago, Ill.
n 5 t g x 4 t t 6 6 7 1 v x 4 g g 4 1 v i 4 k k
4 i p 7 1 v g 4 z 7 x x *

(Sig.) HENRY W. Acting Q. M.
8 Paid.
"This is the message," said my friend,
"that came over the wire and was the cause
of my leaving the Company's service, and
engaging in the mercantile business. At
the commencement of the war, I had
charge of a small station as agent and tele-
graph operator, on the Dixon Air Line R.
R. from Chicago to Council Bluffs, Iowa.
Wages were low. I was a young man and
anxious to do better, and watching every
possible opportunity that I might take ad-
vantage of. To be sure, I was poor, al-
though I could command nearly a thousand
dollars to invest, and I looked at every tri-
vial circumstance with a single eye to busi-
ness. I had a friend who had come into
possession of three or four thousand dollars
in money, and who was crazy to speculate
with it. He was well-educated, of good
habits, shrewd and sharp, but as inexpe-
rienced in business matters and the ways of
the world as I still, around the nucleus
of his golden capital he saw visions of great
wealth rolling up before him. Need I say
that we were confidential friends and that I
was as anxious for his prosperity and to
serve him as if he had been a brother; for
had he not already said to me, 'Will, I will
raise you out of that hard railroad work, and
we shall yet do business together?'"

"In those days many of the telegraph in-
struments used were the old Morse clock-
work and paper registers, which were often
of great service if an agent was entirely
alone and obliged to act as ticket and freight
agent, operator, and also as occasional
switchman, as he could on call give the
symbolic 'G. A.,' start his clock-work, and
attend for a moment to other business. This
was the kind of instrument in my office
when I took charge, and as I was a
rather poor soul reader it was retained.
"About 11 o'clock on the evening of the
date of this message, I was sitting alone in
my office, waiting for the Chicago express
to pass East, so as to report the fact at the
superintendent's office, then lock up and re-
tire. At that late hour, most of the offices
on the line were closed, and an occasional
friendly word between operators or the fam-
iliar 'G. N.' (good-night) on the instru-
ment were almost the only sounds which
broke the stillness of the night. For the
past half-hour, I had been aware that my
circuit had been enlarged by other lines be-
ing 'switched on,' and occasionally I heard
talking on the Illinois Central. Just then,
a practiced hand seemed to take the pen, and
in a moment I heard the words, 'Yes, I am
sure. Go ahead.' My curiosity being
aroused, I reached quickly for the brake,
and started my clock-work and paper. At
that moment I heard the distant roar of the
train and stepped out upon the platform. As
there were no passengers to arrive or de-
part, only a brief stop was made at the sta-
tion, and the train sped on its way.
"I passed into my office, noted the time
by the clock, and stepped to the instrument
to send my report. The clock-work had run
down; the instrument was still, and, as the
light from my lamp fell upon the long line
of raised characters on the narrow band of
paper, I saw clearly the very singular mes-
sage I have shown you. 'Well, well!'
was the involuntary exclamation which instan-
taneously came from my lips. 'A message from the
quartermaster at St. Louis to some party in
Chicago—and in cipher, too. What can it
mean?' I mused. 'Possibly something about
the war.' If my memory is not at
fault, this was soon after the disastrous bat-
tle of Bull Run, and my mind pictured other
calamities—a call for more men or sup-
plies; and the mysterious message broad-
ened out in many ways, until I was nearly
winded to fathom its meaning. I had heard of
secret messages of grave import in times of
war, and I knew a little about correspond-
ing in cipher—I would know the secret of
this on the morrow. Just now I must sleep.
But, although to lie down was easy enough,
it was quite another thing, with this on my
mind, to woo the drowsy god.
"I was up early and hurried off to my of-
fice, to again rack my brain over that mes-
sage. My friend Jackson called during the
forenoon, and, of course, I took him into
my secret at once and invoked his aid, and
we did little else but study upon and endeavor
to ferret out that hidden mystery. With-
out knowing exactly why, we both came to
the same conclusion, viz., that it meant
money to us if we could read it. We worked
hard over it, and I am certain I neglected
some minor duties at the time, as, in my
anxiety, I almost forgot what I was doing.
Nothing came of our work, however, and I
retired that night to dream of signs and
symbols.
"The following day my friend and I were
again together. If it were not for those in-
fernal figures," said I, "we might accomplish
something, but they are what puzzle me
most. The letters are, of course, trans-
posed, but how are we to get at the trans-
position with those few figures sandwiched

in? There are only nine digits, altogether,
and what nine letters out of the twenty-six
composing the alphabet can they represent?
We shall have to form a theory and again
another and still another and test each for
weeks, before we can expect to hit upon the
right one."

"Night came again, and after the late ex-
press passed I once more sought my bed, al-
though sound sleep was out of the question.
I seemed to doze, but my mind was busy
with that mysterious problem. Suddenly, a
voice close to my ear, sharp and shrill,
spoke out plainly these words: 'The figures
are vowels!' I was sitting up in bed in an
instant and peering through the darkness.
'Who is there?' I inquired. But no sound
came in response. Then I struck a light.
I was alone and concluded I must have been
dreaming. I looked at my watch. It was
3 o'clock. There was no more sleep for me.
'Vowels! vowels!' I repeated. 'But there
are only five vowels in general use,' said I,
'and, at most, but seven, and there are nine
figures and a cipher. That can't be right.
Heavens! the mystery is increased instead
of being diminished!' and the cold perspi-
ration started from every pore of my body as
I thought of it. But that voice! It sound-
ed in my ears yet so plainly and distinctly—
and it had aroused me from sleep, too. I
shall always think, to my dying hour, that
a voice did speak to me, by what followed
afterward.

"The first thing I did after an early
breakfast was to call upon my friend Jack-
son, who lived in the village, and take him
to the station with me and talk over this
'vowel' business. 'It seems clear to me,
Will,' said my friend, who was less excited
than I. 'The party has simply used just
the number of figures he required for the
seven vowels, and dropped the balance. And
now let us try them in some regular or-
der.'

"We sat down and went at the work sys-
tematically, and in one hour the key to the
message was before us. The letters a e i o u
w y were represented by the first seven fig-
ures, and the vowels read backward. The
remaining letters of the alphabet commenced
by transposing from z forward, omitting the
vowels as we came to them—thus, a; z was
figure 7, or, rather, 7 represented a; z was
b; and, omitting the y (a vowel), x was c;
omitting u, v was d; omitting u, f was t,
etc. There were no spaces left between the
words in the message, but the check called
for eight words; and when the letters were
made clear to us, they were easily divided.
With the transposed letters before us, the
first line of the message read, 'Lift coffee
and cotton;' the second, 'Drop pork and to-
bacco.'

"We pushed back our chairs from the table,
stared at each other, and indulged in a
hearty laugh. I was the first to speak.
'What, in the name of all that is sacred,
does this mean?' We are just as much in the
dark as ever.' 'I rather guess not,' was
Jackson's slow and thoughtful reply. 'I'll
chance some money on that at any rate.
Somebody is told to buy coffee and cotton
and let pork and tobacco alone—that's all
the secret there is to that message, and it's
from the best source. The officers of the
government know pretty well what goods
will rise in value and what will not, as the
war is now a fixed fact; and you and I,
Will, are going to take a hand—on the sly,
of course, as this valuable knowledge hardly
belongs to us. I will leave for Chicago to-
night.'

"So I gathered up what little cash I could
spare, and Jackson added the balance—
much the larger amount—and, taking an ex-
perienced old merchant friend with him,
they purchased in Chicago 8,000 pounds
green Rio coffee at 15 cents, and 20,000 yards
gray and bleached cottons and fancy prints
at very low prices. The bills were discount-
ed for cash, the goods insured, and carefully
stored in the city."

It will here be proper for the writer to
give a retrospective view of the situation of
affairs in the commercial world at that pe-
riod, as he then resided in the far west and
was engaged in business. During the pre-
vious year, money had been scarce and in-
terest high. The banks were only discount-
ing gilt-edged paper. Workshops and fac-
tories were running on full time, and the
country held a surplus of goods, with little
money to buy them, and, in consequence,
prices of almost everything had touched the
lowest point and must, if they moved at all,
move upward. And the stringency of the
money market had also caused every family
to economize and make the most of every
old garment and utensil in their possession.
Thus every house was comparatively bare
and in want. The bombardment of Fort
Sumter shook the commerce and business
of this country to its very center. Values
experienced instant change. Telegrams
from the millionaires of the North poured
in upon President Lincoln, placing their
immense wealth at his command to sustain
the old flag. More men and money were
offered than could be used, or were even
wanted. Food products and articles of daily
necessity advanced with a bound, while ar-
ticles of luxury dropped almost out of sight.
For a few weeks only the country was al-

most paralyzed. In fact, many expected
we would soon be without a country! But,
after the first shock was over and the sec-
ond sober thought of business men had re-
turned, they saw there would be grand op-
portunities, if they only knew what goods
to touch; and, while troops were being
equipped, supplies purchased, and the
purse-strings of the nation being unloosed,
most astonishing and unexpected prices
were asked and received for the most un-
expected articles. Those merchants who had
full stocks on hand—even old and unfash-
ionable goods—suddenly found they were
selling goods at retail far below the whole-
sale prices; and, for a time, the paradoxical
fact was presented that the most money
could be made by selling the least goods.
Sudden and unexpected changes were occur-
ring hourly in the great centers of trade,
and it was a bold and almost reckless op-
erator who dare risk his money in this vortex
of change. In truth, comparatively few did,
much to the after regret of those who did
not.

But, to return. Many weeks had now
elapsed since my friend Will and his
companion made their investment in coffee
and cotton goods. They saw and conversed
with each other almost daily, and, although
prices were firm, only a slight advance had
yet taken place in the above staples; yet
their confidence, owing to the strength of
the general market, was unshaken.

One pleasant autumn afternoon, the two
friends sat together at the station when the
through mail from the East arrived. A
stranger stepped from the train and handed
a slip of paper to the agent, with the re-
mark, 'Please send this at your conveni-
ence.' Jackson, in the meantime, had
purchased from a newsboy a New York
Daily Tribune, returned to the inner office,
and, tilted back in an easy chair against the
wall, was intently reading. As the train
rolled away westward, Will walked
in, and, without speaking, seated himself at
the instrument and spread out the slip of
paper he held, on the table. As his eyes
fell upon the message, a look of astonish-
ment rested upon his face and his lips
moved as if to speak; but the next instant
he nervously opened a drawer and laid be-
fore him the "key" which had unlocked the
cryptographic message. As he compared
the two bits of paper and seemed to be read-
ing, the color faded from his lips and face
entirely; a pained and anxious expression
passed rapidly over his countenance, and,
with a slight cry and a grasp at the table, he
fell heavily to the floor. He had fainted.

"The first thing I remembered after read-
ing that message," said Will, as he related
to me what followed, "I was lying on the
office lounge, my necktie and collar had
been removed, and Jackson, wearing a huge
smile, was bending over me, bathing my
face with cold water. 'What are you smil-
ing for?' said I. 'What are you fainting
for?' said he. I pointed to the message I
was to send and sadly replied, 'We are both
ruined!' 'Not yet, my friend,' he answered.
'I have read that message and can check-
mate it. Listen!' And he caught up the
Tribune he had been reading:

THE MARKETS.
New York, Thursday, Sept. —, 1861.—Coffee,
sales of Rio \$22, with a strong feeling.
Cottons, advanced 1/4 @ 3c per yard and ten-
dency upward.
Prints, firm, and partially withdrawn from
the market.

"How is that for my smile, Will? Why,
man, we could sell out to-morrow and clean
up \$1,500; but we shall do better yet. That
quartermaster and his friend are having
their quiet laugh now, but our turn will
come, also. They were no more 'lucky'
than we, notwithstanding their language.
Now, rouse up and send your message to its
destination, and then we'll afford a first-
class cigar."

"Translated into plain English, with the
same key with which we had unlocked the
first one, the message I transmitted read as
follows:

G. STATION, Iowa, Sept. —, 1861.
To HENRY W. Acting Q. M., St. Louis, Mo.:
Our secret out. Late heavy purchase of cof-
fee and cottons in Chicago. Lucky that we
transposed the meaning as well as the alpha-
bet. (Sig.) JOHN B. WATROUS.

The reader will easily see why Will had
fainted on deciphering the above mes-
sage, as, where the first said "lift" specified
goods, it was understood between the parties
to lift the other and vice versa. The boys
had taken the entire language literally and
acted upon it. But, the fact is well at-
ested, that for the first two or three years of
the war, the tendency of prices, in general,
was still "upward," although more gradual
than at first with most kinds of merchan-
dise; and while tobacco and pork went "kit-
ing" in the markets of the country, so also
did many other products. The same coffee
purchased by the young men for 15 cents a
pound, in less than twelve months was sold
by them for 31 1/2 cents, cash, and the cotton
goods at nearly three times the original cost.
Long before the war closed, the firm of
Jackson, — & Co. were doing a flour-
ishing business in Minnesota; and when the
writer last heard from them they were pro-
perous and wealthy. And Will says, "We
thank those cryptographic messages for it."

Financial Relations of the Nation and the
States.
It may be hoped that some conclusions of
more than ordinary import will be drawn
from the recent experiences of the national
treasury. These have been, and continue to
be, of such a nature as to compel a thought-
ful consideration by persons whose intelli-
gence concerning the subject goes beyond
the mere routine of handling "cash."
Two features are conspicuous. (1.) Con-
fined by the vicious "Independent Treasury"
system to the hoarding of his funds, the
Secretary must withdraw from the circula-
tion of the country, each day, the excess of
his receipts over his disbursements. (2.) In
order to diminish the evils arising from this
he must resort to every available expedient
to pay out his excess, and so return it to the
general use. The experience of the Secre-
taries who have served since March, 1865,
has been like that of their predecessors.
The excess of revenues over ordinary ex-
penditures is a hundred millions a year.
The legislation of the last Congress did not
materially affect the situation, and Mr. Fair-
child has, month by month, seven to ten
millions more gathered into the Treasury
vaults than the appropriation bills of Con-
gress order him to pay out. He has been
forced to search for ways of using the ex-
cess. He has asked bondholders to accept
payment of interest before it falls due, and
has called for offers to surrender bonds not
yet redeemable. The former is, of course,
an expedient of the most temporary and in-
effectual character, since the interest now
anticipated will not be in the list of pay-
ments at the usual time; and the redemption
of bonds is a resource so subject to fluctua-
tions of public valuation as to be seldom an
adequate dependence, and never a safe one.
These are reasons for examining with at-
tention the features of our financial system,
and especially for reconsidering the rela-
tions of the national treasury to those of the
states. It would seem as though, in the
minds of many, existing arrangements were
regarded as settled by nature, if not by di-
vine ordinance. Yet, it is the fact that, in
the very beginning of the government, the
nation assumed the debts of the states, and
that, fifty years later, it again passed over
from its treasury to theirs the surplus which
had accumulated. These are relations be-
tween the two which are apparently seldom
considered, yet, as a matter of fact, the sit-
uation of 1789 is in large measure repro-
duced to-day, so much so, indeed, that the
analogy is striking. Let us consider this
analogy as briefly as possible. The general
government, under the Constitution, took
from the states all revenue resources except
their internal taxation. The great resource
of duties on imports, which they had pos-
sessed, was denied them. The reluctance
of New York to surrender it is well known.
And recognizing this it was that, by Hamil-
ton's plan, the state debts were assumed by
the nation. At the end of a century we
find the states again carrying large debts—
some of them so far burdened that they have
reputated, scaled down, or fallen behind in
payment. In some cases this has been un-
warranted by real necessity, in others it is
the not unreasonable consequence of onerous
taxation. And in many cases, the states,
carrying their debts as well as they can,
are unable to expend for purposes of the
highest importance such sums as they should
possess. Illiteracy gains upon education,
barbarous penal methods are excused upon
grounds of needful economy, and the care of
the defective is neglected. It may be freely
admitted that only a few states are so em-
barrassed as were all in 1789, yet it is not less
true that many are suffering in the same way
as then.
And why is this? Simply because, as we
have said above, the general treasury re-
ceives the great, easily-collected, lightly-
carried indirect revenues, while the state
treasuries are confined to their direct taxes.
The general treasury is full, and more than
full; the local ones are continually drained.
It is a natural result of the system. It was
understood and appreciated a hundred years
ago, and the remedy for its hardships was
applied—the only remedy which could be
effective. The nation, having absorbed the
states' resources, assumed a corresponding
share of their burdens.
What is there, in the nature of things,
which has changed since 1789 and 1836?
The nation still has the great revenues, as
it had then. The states are now, as they
were then, the sufferers. Why is it not the
wise and the reasonable thing to redress
this want of proportion and the balance by
a continuous systematic communication be-
tween the finances of the nation and the
finances of the states?
A gentleman of an inventive turn resid-
ing at Plymouth, Mass., protects his grape-
vines from the attention of small boys who
are fond of other people's grapes by means
of a series of galvanic batteries warranted
to shock an interloper to within an inch of
his life. It was doubtless some such inso-
luble contrivance which forced the fox to
the painful conclusion that the grape was
only a sour fruit.
A superior capacity for business, and a
more extensive knowledge, are steps by
which a new man often mounts to favor and
outshines the rest of his competitors.

INTER-STATE CO-OPERATION.

R. A. Stevenson, Secretary of the Pennsylvania Retail Merchants' Association, recently wrote to the Secretary of the Michigan Business Men's Association, asking for information as to the standing of a person who had removed from Grand Rapids to Pittsburg and was seeking credit of the merchants in the latter city.

In the near future, some system whereby we can get information as to the standing of any man in different states will be of vast advantage to the business man.

THE TRADESMAN heartily commends the writer's suggestion and trusts that some means can be devised to secure the result referred to. With a view to starting the ball rolling, the Secretary of the Michigan Business Men's Association authorizes THE TRADESMAN to state that he will undertake to furnish the Secretaries of the Pennsylvania and New York Associations—those being the only States besides Michigan having general Associations—full reports on all persons who have removed from Michigan to either of the other States.

The erroneous publication in the Detroit News to the effect that under the new law druggists can sell liquor on physicians' prescriptions only has caused much misapprehension among the drug trade, as the statement of the News has been copied by about half the country papers of the State.

There is more truth than poetry in the observations of "Country Merchant" on the fifth page of this week's issue, relative to the legitimate outcome of buying railroads. While the railroads have done more to develop the country than any other agency, it is a deplorable fact that the advent of the railroad is too often accompanied by an influx of irresponsible traders, who add nothing to the welfare of the community, but bring disaster to every branch of honorable industry.

THE TRADESMAN warns Michigan business men against using the threatening blanks and envelopes of the Sprague Collecting Agency of Chicago. The envelopes used by this Agency bear the words "Bad Debts" in large type—a species of blackmail which is prohibited by the laws of this State under severe penalties.

As will be seen by the call published in another column, the salesmen of Sault Ste. Marie are desirous of participating in the formation of a State Salesmen's Association. So far as the early closing movement is concerned, that question is likely to be pretty effectually settled through the medium of the B. M. A.

THE TRADESMAN has secured a polished correspondent in the person of Zachariah Wayback, general dealer at Hemlock Siding, who will contribute a series of articles to this journal, couched in the peculiar style of the writer. Mr. Wayback's initial contribution will appear next week.

Changes in Postal Regulations. Postmaster Blair has been advised by the Post Office department that permissible writing or printing on the face or surface of packages of mail matter of the fourth class, in addition to the name and address of the sender preceded by the word "from" and the number and names of the articles enclosed, may include, without subjecting them to postage at the letter rate, the occupation, trade or profession of the sender printed thereon, with his name and address, designating words not, however, to be more than necessary to give certainty to the address of the sender, as, for example, "John Doe, Banker, 600 Monroe street, Grand Rapids," and a simple request to return in a specified time if not delivered.

Hides, Pelts and Tallow. Hides are in less demand in the West, on account of the scarcity of bark, and generally work in the East. Tallow is tolerably firm in quotations. Pelts are low and dull.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Mrs. C. A. Joslin has engaged in the grocery business at Alanson. Clark, Jewell & Co. furnished the stock.

C. J. Hicks has engaged in the grocery business at Plainwell. Coey, Ball, Barnhart & Co. furnished the stock.

Wilson McWilliams has engaged in the grocery business at Conklin. Coey, Ball, Barnhart & Co. furnished the stock.

The Udell Lumber & Woodware Co. will erect works to employ 600 hands on a building site near Tomahawk, Wis.

J. H. Thaw has purchased an interest in the brokerage business of T. S. Freeman & Co. The firm name remains the same as before.

Foster Stevens & Co., have contracted to furnish the Lowell & Hastings Railway with three carloads of spikes, to be delivered at Lowell.

S. H. Sweet has severed his connection with the Independent Oil Co. and engaged in the fruit, confectionery and cigar business at 134 West Fulton street.

Thompson & McClay, who are to embark in the wholesale notion business in the Blodgett block, expect to be in readiness to begin business about November 1.

Bennett & Roney have rented a suit of rooms in the Glenhaven block, on South Division street, in which they will locate their business college. They expect to be ready to open their institution for business on October 18.

Martin Woodard and E. C. Spaulding have formed a copartnership under the style of Woodard & Spaulding and engaged in general trade at Milo, a new town on the line of the Kalamazoo & Hastings Railway, five miles south of Prairieville. They bought dry goods of Spring & Company, groceries of Clark, Jewell & Co., hardware of Foster, Stevens & Co., drugs of the Hazeltine & Perkins Drug Co., crockery of D. J. Evans & Co. and rubber goods of E. G. Studley. Mr. Spaulding was formerly of the firm of Spaulding & Thayer, at Lyons.

AROUND THE STATE.

York—Jas. Gauntlett, Jr., general dealer, is selling out.

Detroit—Eaton Bros., dry goods dealers, have sold out.

Harrison—H. Rzek succeeds Fagan & Derby in general trade.

Tawas City—A. S. Larabee succeeds John Huston in general trade.

Jamestown—N. DeVries has sold his general merchandise stock.

Muskegon—L. Poppe has re-opened his meat market at 289 Clay avenue.

Lansing—A. M. Henry succeeds J. W. Bliss & Co. in the grocery business.

Battle Creek—Sedgwick & Smith succeed Benj. F. Hinman in the drug business.

Petoskey—S. S. Lampton has embarked in the grocery, flour and feed business.

Muskegon—D. Root & Co. have opened a commission store at 11 E. Western avenue.

Decatur—A. M. Knight & Co. succeed I. B. Bagley in the grocery and meat business.

Colon—John E. Chivers succeeds Chivers & Young in the drug and jewelry business.

Coldwater—Mrs. Hattie E. Hauck succeeds Mrs. L. L. Mead in the millinery business.

Battle Creek—Niles H. Winans has moved his grocery stock from Ann Arbor to this place.

Red Jacket—Sibilsby Bros. succeed H. W. Jackson in the dry goods and millinery business.

Leroy—G. R. Andrews, whose drug store was recently burned, will not engage in trade again.

Kendall—The sale of Frank Saul's general stock to Gabriel Wolf was not consummated, as reported.

Allegan—Geo. B. Kellogg is closing out his clothing stock, preparatory to removing to Lansing about October 15.

Manistee—Adam Deja, of the grocery firm of Cichy & Deja, died on Sept. 24 and was buried the day following.

Kent City—R. McKinnon has moved his general stock from Hopkins Center to this place and begun business here.

Harbor Springs—J. L. Morrice has sold his agricultural implement business to J. S. Sharpstein, late of Albion, N. Y.

Shelby—J. P. Warner has sold his grocery stock to F. A. Roberts and A. A. Lewis, who will continue at the old stand.

Lansing—J. W. Bliss & Co., grocers, are selling out.

Adrian—J. Chris Wiesinger has sold his interest in the drug and grocery firm of G. Wiesinger & Son to his brother, Chas. G. Wiesinger. The firm name remains the same as before.

East Jordan—F. C. Warne and J. B. Martin, banker, have formed a copartnership under the style of F. C. Warne & Co., and will soon occupy their new store with their drug stock.

Petoskey—Thos. H. Rockwood, of St. Louis, is building a handsome two-story brick store, 45 x 65 feet in dimensions. The same will soon be occupied as a crockery and furniture store below and above for offices.

MANUFACTURING MATTERS.

Elk Rapids—The Elk Rapids Iron Co.'s sawmill has shut down for the season.

Clinton—The Clinton Woolen Manufacturing Co. now employs seventy hands.

St. Louis—The pail and tub factory has more orders than sixty hands can keep up with.

Herrington—Mr. Herrington is building a double frame store, which he expects to rent for mercantile purposes.

St. Ignace—The shingle and lath mill of the St. Ignace Manufacturing Co. will soon shut down for want of timber.

Midland—The Cleveland Woodware Co. is building a tramway five miles long from the factory to the woods.

Muskegon—Ryerson, Hills & Co. will this season cut all the pine they have remaining in the tract east of their mills.

Evart—Byron G. Colton is building a shingle mill about five miles north of here, on the center line road. It will be ready to run in about thirty days.

Saginaw City—The Barnard Lumber Co. has let a contract for putting in 2,000,000 feet of hemlock. It isn't very long ago that Michigan mill men wouldn't have taken that much hemlock as a gift.

Kalkaska—M. C. Kidder has sold his hotel to Richardson & Nichols and purchased a half interest in Dunham's box and crate factory. The new firm, which will be known as Dunham & Kidder, will add to their business the manufacture of pails and tubs.

Muskegon—Jonathan Boyce, of this place, lately bought 4,000,000 feet of pine timber adjacent to previous holdings in Roscommon county and on Denton and Backus creeks. He has three camps at work in the county, employing about 100 men. He will get out about 25,000,000 feet.

Gen Haven—D. H. Day is overhauling his mill on Glen Lake, and will saw maple, hemlock and other hard woods. He is connected by tram road with Lake Michigan dockage capable of cross piling 600,000 feet of lumber, at a point where there is a good harbor with plenty of water.

Saginaw City—Cigar makers' Union No. 130 has commenced suit against Emil Scheurman, charging him with infringement in using the union label, not being entitled to do so, as his is a non-union shop, and his employees non-union workmen. The Union asks that he be perpetually enjoined from using said label until he enter the union and the costs of suit charged up to him.

STRAY FACTS.

Middleton—There are three stores here already.

Dorr—L. W. Carrel has brought 2,500 barrels of apples so far this season.

Harbor Springs—C. W. Caskey is building a costly residence in Petoskey.

St. Ignace—Operators at this place recently offered \$30 a month for choppers.

Galesburg—Olmsted & Storms have sold their banking business to W. H. Keyser.

Frankenmuth—Gustav Habke succeeds Habke & Hickey in the blacksmith business.

Cheboygan—The log cut in Cheboygan county this winter will probably exceed 100,000,000 feet.

East Jordan—D. C. Loveday is building a 24 x 50 two-story brick store, which he hopes to rent to a live clothier.

Niles—J. B. Millard has been elected President of the Citizen's National Bank and Ed. T. Woodcock Vice-President.

Cheboygan—The docks have 60,000,000 feet of lumber piled on them, with no hopes of getting vessels to carry it to market.

Woodland—F. F. Hilbert has abandoned the idea of establishing a bank at Lake Odessa and will continue in the same business here.

Alpena—E. K. Potter & Sons will lay a track from the railroad to their boom crossing near their burner, for the purpose of landing logs brought directly from their timber tracts by rail.

Detroit—A co-operative factory for the manufacture of bread, crackers and confectionery is soon to be started by representatives of the labor party. The capital stock is \$25,000 in \$5 shares. A location will be determined upon in a few days.

Sault Ste. Marie—The first carload of freight that came in over the new road—the first railroad that ever entered the "Soo"—was a load of lumber. The road runs nearly all the way through heavily timbered territory, which has been but little developed yet.

Hartford—Henry P. Phelps, the veteran merchant, was killed by the cars while returning home from the G. A. R. Encampment at St. Louis last Wednesday. Besides being prominently identified with the mercantile interests of the place, he was a leading stockholder in the brick and tile manufacturing and the creamery. He was a man of pronounced public spiritedness and his decease is deeply mourned. The interment occurred on Sunday.

Manistee—The Chicago Lumbering Co. has a new lumber barge which is about ready for launching.

Adrian—W. H. Hand and W. B. Voorhees have engaged in the manufacture of overalls under the style of the Adrian Overalls Co. Employment is given to thirty-five hands at present.

Saginaw City—Col. A. T. Bliss and ex-Governor R. A. Alger have concluded a sale to Bay City and Detroit parties of pine lands in town 39 north, ranges H and 13 west, upper peninsula of Michigan, estimated to cut 50,000,000 feet, two-thirds white pine and one-third Norway, for \$160,000. They paid \$90,000 for the land less than two years ago.

Detroit—Burdett F. Whitall was held by Judge Brown to the jail limits a few days ago in \$1,000 bail, in a suit against him by Marshall, Field & Co., of Chicago. As he has a business in Coldwater which would suffer in his absence, the judge has extended the limits so as to include Branch county and an alley the width of the railroad track to be traveled over in order to reach it.

Detroit—Alfred F. Wilcox, assignee for J. V. Lisee & Co., makes the following report: First cost, \$43,173.57, appraised at \$40,265.50; bills receivable, \$4,335.89, appraised at \$3,000; goods out on approval, \$53.50, appraised at \$30. Assignee Wilcox says: "There are \$8,000 to \$10,000 falling due at once and the notes will go to protest. Mr. Lisee's liabilities are \$62,000 or \$63,000; assets about \$42,000. Half of the liabilities are secured by chattel mortgages on the stock. The remaining creditors are eastern firms who are not secured."

Gripsack Brigade.

Frank Collins put in a couple of days at Marshall last week.

R. B. Orr has sold his three-year-old Mambrino Chief colt to Hodges Bros.

Wanted—Several cats for breeding purposes. Apply to Cornelius Coughdrop Crawford.

F. M. Keats, Michigan and Minnesota representative for F. F. Adams & Co., of Milwaukee, is in town for a few days.

Allegan Journal: G. J. Lewis, traveling salesman for the Diamond Wall Finish Co., of Grand Rapids, returned home this week from his fall trip to remain until the first of December.

Mike Rosenfield, formerly of the wholesale cigar and tobacco firm of Schneider & Rosenfield, but now on the road for Jacob Friedman & Co., the Chicago leaf dealers, was in town over Sunday.

A. D. Baker came home from Woodville last week with a sore eye, which kept him at home four days. An explanation from Major Wright as to the cause of the sore eye is now in order.

Cucumber Elm Morgan, who spent his summer vacation pulling roots on his farm near Fremont, is expected to reach Grand Rapids about the 10th of the month, if the walking holds good.

W. Boughton, traveling representative for H. S. Robinson & Burtenshaw, of Detroit, who has been confined to his home by illness for the past two weeks, is now convalescent and expects to be on the road again in a few days.

Organization of an Association at North Muskegon. The business men of North Muskegon met last Friday evening for the purpose of forming a B. M. A. I. W. Feighner was selected to act as chairman and S. A. Howey was designated to serve as secretary pro tem. E. A. Stowe explained the aims and objects of local associations, when it was resolved to proceed to organize, which was begun by the adoption of the regulation constitution and by-laws. The following gentlemen then handed in their names for charter membership: John Henry, I. W. Feighner, S. A. Howey, G. C. Havens, Chas. E. Leslie, John Hawkins, C. S. Place, Daniel Williams, B. F. Reed, Peter Zalsman, Burrell & Cleveland, Jas. E. Balkema, Schoonfield & Clark, A. S. McIntosh, Wm. Roe, Dr. S. A. Jackson.

Election of officers resulted as follows: President—S. A. Howey. Vice-President—Jas. E. Balkema. Secretary—Geo. C. Havens. Treasurer—John Henry. Executive Committee—President, Secretary, C. S. Place, Chas. E. Leslie and I. W. Feighner.

The Blue Letter collection system was adopted for the use of the Association, and the Executive Committee was instructed to procure the printing of the same.

The constitution of the M. B. M. A. was read and ratified, and the Executive Committee was instructed to apply for a charter and auxiliary membership. The meeting then adjourned.

Gives Him a Hard Name. The Marinette Eagle thus pays its respects to Dwight Crocker, a young man of rather unsavory character, who is now selling shirts for J. E. Feldner & Co.:

There is a "dandy" traveling man named E. D. Brooks, hailing from Grand Rapids, who comes here occasionally, who had better look a little out the next time he visits this place, and conduct himself in a little more circumspect manner, or he will be treated to a coat of tar and feathers. After finishing his business, which consists of taking orders for shirts, he usually puts in one evening mashing and "catching on" to little girls, and watching his chances to visit them when their parents may be away from home. He is a slick-mannered sneak and his legs only saved his back from a caning one evening the first of the week.

There are times when it seems necessary for the traveling fraternity to refuse recognition to those who would disgrace an honorable calling, and the person above referred to is undoubtedly a case in point.

HENRY GEORGEISM.

Its Merits, as Seen by a Kalamazoo Man. Friends: KALAMAZOO, Sept. 26, 1887.

Dear Sir—I note an article on Henry George's land theory in a recent issue, which I beg leave to criticize and point out some errors therein, evidently arising from misconception of Henry George's proposal for taxation of land values. For, of all classes of workers next to those working for wages, the farmers are most interested in this and most to be benefited by it, and I cannot think that an agricultural paper would raise its voice against this plan except through misunderstanding of it.

You refer to what you call "exceptional cases" of building lots in upper New York, saying that there is a show of justice in his (George's) proposal to take for the general benefit that which had been the result of the general movement of society. But when an ordinary piece of land was considered, it was seen that George's taxation plan would touch the earned increment of its value and take for public use the results of private toil.

Now, if you will study Mr. George's books, you will see that this is just what Mr. George proposes not to do. He proposes to tax away the unearned increment of land and nothing more, and in such cases as you were probably thinking of, where the bare land itself has little or no value, George's system would make the tax little or nothing.

You say: "There are no farms in nature any more than there are ships in nature." This is precisely what will be the very strongest point of the whole system with the farmers when they come to understand it, for it is not farms or land that George proposes to tax, but land values; and as, (although land is mostly in the country) land values are mostly in and near large cities, the plan proposed by him will lay the bulk of taxes on the wealthy holders of valuable land in and near the cities and leave the farmer, whose property consists chiefly of improvements, especially in a new country, paying less taxes than now, for now he is taxed on his farm and also, by the tariff, on everything he eats, drinks or wears and everything he uses in carrying on his farming operations. How much do you think a farmer just starting in the backwoods would have to pay on his land, if it being taxed at its bare rental value irrespective of the improvements? And what would be the effect of a tax which amounted to a ground rent upon the coal pool, which, by restricting the output of coal, forces up the price of coal and forces down the price of labor, thus robbing the workman and farmer on both sides. They would find their taxes such that they would have to keep their mines and miners busy, or abandon the business to those who would.

Your statement that there are no farms in nature is correct, but there is land in nature, which owes its value solely to the advances of society; and, therefore, that value of right belongs only to society, while the value created by the improvements of the occupier of land belong solely to him, and society has no right to them. They, and they alone, are rightfully private property.

As for George's coquetting with the Socialists, it is a mistake to think he has done anything of the kind. He has always maintained (and still does) his doctrines in regard to land value taxation and government ownership and operation of railways, telegraphs, telephones and such other businesses as are in their nature monopolies.

I write this, as I wish to do what I can to correct a wide-spread misunderstanding of this new political gospel, for it is evident from the experience of the past and the signs of the present that free land, and that alone, will save this country and the world from a most dreadful and bloody revolution. The forces of anarchy and disruption daily grow stronger; and if the just demands of the justly discontented are not satisfied, those who sleep in fancied security will, ere long, be awakened by such a storm of anarchy and fierce disorder as will seem to them a veritable Day of Doom, when "the great men and the rich men and the kings of the earth and the mighty men and every bond man and every free man shall fly to the dens and caves of the mountains and call on them to fall upon them."

Gathering Spruce Gum.

From the Youth's Companion. Most of the spruce gum comes from Canada and Northern Maine while Vermont and New Hampshire contribute a moderate quantity of the total yield.

The best gum comes from no particular section, but always from the biggest spruce trees, and it begins to run in July or August, when, in these high latitudes the sun becomes so hot as to crack the bark. On the limbs, in the crotches, and even on the trunk of the spruce the molten gum forms during the heat of summer, in all sorts of fantastic shapes, and when cold weather sets in it becomes hard.

The first year after its run the gum is white and pitchy, then it begins to turn amber or red, and the second year it is fit to "pick" for the market, although it is bet-

ter if allowed to remain on the trees until the third year. After the third season the gum remains in the same state for several years and then begins to "turn old" as the pickers say, and the consumer complains that it "chews hard" and crumbles up. A little more age makes it dark-colored and bitter, and then its value is gone.

Up in Canada much of the gum is picked in the autumn, beginning as early as October, but there, as in Maine, the best time for the work is during the deep snows of winter, when snow-shoes are used, or in the early spring when a man can travel along at a lively rate on a heavy crust, above the underbrush.

The pickers are provided with long poles, on the end of which is fastened a sharp chisel, and underneath that a cup to receive the gum as it is chipped off. The cup holds from a pint to a quart, and when full it is emptied into a long bag which the picker carries on his back like a knapsack.

"I am surprised at the way my old customers come back to the Anchor brand," said F. J. Dettenthaler the other day. "It still stands at the top of all the brands of oysters sold at this market."

MISCELLANEOUS.

Advertisements will be inserted under this head for one cent a word or two for one time or for three insertions. No advertisement taken for less than 25 cents. Advance payment. Advertisements exceeding that number taken in care of this office must be accompanied by 25 cents extra, to cover expense of postage.

FOR SALE—Stock of drugs, medicines, paints, oils, wall paper, books and notions in village of 900 inhabitants; stock and fixtures invoice \$4,000; can be reduced to \$2,000. Address Lock Box O, Cooperville, Mich. 208

FOR SALE—At a bargain. A clean stock of hardware and mill supplies. Address Wayne Choate, Agent, East Saginaw. 210

FOR SALE—Or exchange, platform spring peddling wagons, suitable for wholesale or retail trade. Address Welling & Carhartt, 139 Jefferson avenue, Detroit, Mich. 208

FOR SALE—A new soda fountain, which cost \$10 and freight this spring. It was bought of Matthews & Co. Will sell for \$100. In perfect order. W. R. Mandigo & Co., Sherwood, Mich. 212

FOR SALE—Desirable residence lot on Livingston street, with a fine view of the city, exchange for good stocks, mortgages or other real estate. E. A. Stowe, Tradesman office. 212

FOR SALE—At a bargain, all the machinery of a two run grist mill. Put up last year. Does first class work. G. C. Willey, Summit City. 213

FOR SALE—The best drug store in the thriving city of Muskegon. Terms easy. C. L. Brundage, Muskegon, Mich. 189

FOR RENT—Pleasant store at 19 West Fulton street, Boston block. Also good location for dry goods store. Good location. Apply to 221 Mt. Vernon street. 207

FOR SALE—Or exchange, French cottage soda fountain, G. D. Low's make and note repair; cost \$400; will exchange for Jersey cow. Address H. S. Trask, White Cloud, 211

WANTED—Salesmen to sell new patent ledger to merchants. Satisfaction guaranteed by 25 cents extra, to cover expense of postage, commission. Model Ledger Co., South Bend, Ind. 213

WANTED—To exchange, Two freight wagons for buggy horse. Address O. C. Shultz, city. 211

WANTED—Location for custom sawmill in pine or hardwood of large tracts, or two or three years sawing. Satisfaction guaranteed in manufacturing. Address B. B. care Tradesman. 210

WANTED—Situation by registered pharmacist of four years' experience. First-class references. Address F. Tradesman office. 217

WANTED—A salesman of experience and ability with highest references, to sell cigars to first-class drug and grocery stores by a large cigar distributing house. Address M. Blank, 72 Murray street, N. Y. City. 212

WANTED—A first-class meat market man to take good position in country town. Good salary to good man. Address J. care Tradesman. 207

WANTED—To exchange farm worth \$2,500 for a stock of goods. Address Box 23, Tradesman office. 208

WANTED—A man having an established trade among timbermen to add a special line and sell on commission. To the right man a splendid chance will be given to make money without extra expense. Address "P," care Michigan Tradesman. 187

WANTED—Five traveling salesmen, salary and expenses; no experience necessary. Address with stamp, Palmer & Co., Lacrosse, Wis. 213

MAN—With \$100 to take half-interest in well established real estate and loan office; clears \$3,500 yearly; will guarantee \$100 per month. Address lock box 437, Lacrosse, Wis. 213

TO EXCHANGE—Highly improved real estate adjoining city limits for stock of general merchandise. Address box 65, Grand Rapids, Mich. 211

WHIPS

GRAHAM ROYS, - Grand Rapids, Mich.

WANTED.

Parties Having Pine or Hardwood Lumber for Sale Can Find a Cash Market by Addressing Buyer, care "Michigan Tradesman," Grand Rapids, Mich.

Dress Stays

Soft, pliable and absolutely unbreakable. Standard quality 15 cents per yard. Cloth covered 30 cents. Satin covered 50 cents. For sale everywhere.

PERKINS & HESS DEALERS IN Hides, Furs, Wool & Tallow, NOS. 123 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN. WE CARRY A STOCK OF CREAM TALLOW FOR MILL USE.



DOUBLED HIS SALARY.

How a Traveling Man Secured a Raise.

From the New York Tribune. Going over to Stonington the other evening I met Frank Holbrook on the boat. Holbrook, although still a young man, is an old merchant. He was at the head of the Chicago branch of the firm of A. T. Stewart & Co. for a time, and I got talking to him about that enterprising class—the drummers. He told me this story about one of them: "I used to flatter myself," Holbrook began, "that I could size up the applicants for clerkships for what they were worth, so as not to offer a \$3,000 salary for a \$1,000 dollar man or a \$3,000 salary. But I remember getting badly deceived once. A young fellow came into the Chicago store and asked for a position. He was a red-cheeked little fellow, sported a nice moustache with waxed ends and wore well-fitting clothes. I looked him over and said to myself, 'Here's a young chap who can probably earn enough to pay his landlady and have a few dollars a week over for cigars and cologne.' We were short of help just then and I made up my mind that I would offer him \$750 a year, that being my idea of his full value. After a little preliminary talk, I said to him: "Well, sir, what salary would you expect—that do you think you would be worth to us?" "I want \$1,500," he promptly replied. "I think I'd be worth that to you; I can sell goods, Mr. Holbrook. "There was something in his manner that I liked, an earnestness and directness; but I laughed to myself at the idea of paying that youth \$1,500. Still, I determined to give him a trial if I could get him at about my own figure. So, after a little more conversation, I asked him if he would be willing to begin at \$70 a month. "It will take you some weeks," I added, "to thoroughly acquaint yourself with our stock and our ways of doing business. If you are worth more to us, that fact will not be long in appearing, and if it does appear you can rest assured that your salary will promptly be raised."

"It's a go," replied Porter—I will call him Porter, although that wasn't his name. "When I was leaving St. Louis I assured the boys, as I bade them good-by, that I wasn't coming back. So I intend to stay in Chicago. I think I can sell goods, Mr. Holbrook, and hope to bring you to the same opinion. I'll begin at \$70 a month."

"As I have said, there was something about the young man that was prepossessing in spite of his looking a little too much like a dude. So I engaged him at \$70 a month, convinced that I had about got his measure. Well, sir, he started in the next day like a steam engine. He went through our stock as if he were a detective whose reputation depended upon his not missing anything. In an amazingly short time he was master of all the preliminaries, and then he went to selling goods with the same assiduity. He would watch for a customer as vigilantly as a cat watches for a mouse, and once a man got into his hands he was gone—he had to buy to get rid of Porter. A couple of months after he entered the store, we received from New York a consignment of a new and very handsome line of goods. No sooner were the samples displayed among the clerks than two or three of them came to me and said they thought they would like to go out on the road for a week—they were sure they could secure a good many orders for those goods. "All right," I said, and off they went. A week later one of them returned. He was one of our old-time salesmen, and had been making a trip through Southern Illinois. "What success?" I inquired. He replied, with rather a crestfallen look, that as yet he hadn't disposed of any of the goods, but that his customers were pleased with the samples he showed them and were likely to send in their orders later.

"I think Porter heard this conversation. At all events, he came to me that afternoon and remarked that he wished I would spare him for a few days. 'I've got some customers down in Southern Illinois, Mr. Holbrook, and I think I could sell them some of those new goods.' "All right, Porter," said I, and off he went. "Well, sir, he was back inside of a week and in that time he sold—I won't venture to say from memory how many cases of goods. But I remember he did surprisingly well. And what made his success the more remarkable, he got his orders in the very towns which my old salesman whom I've mentioned worked to no purpose. Along came Porter's telegrams, 'send two cases here,' 'send four cases there,' 'send six cases yonder,' etc. On his return I invited him to come into my private office and congratulated him on the work he had done. He seemed gratified at my commendation, but about all he said was, 'I thought I could sell some goods for you, Mr. Holbrook.' Then I spoke to him about the largest order he had secured. His eyes lit up and he remarked: "It was a tough job getting that order. I thought at first I was going to lose it."

"How so?" "Well, I went into the man's store and talked to him most of the afternoon, but I couldn't fetch him. He said he liked the goods, he didn't kick at the price, but he wouldn't decide. I went back to my hotel disappointed, but after supper I felt better, and determined to go up to his home and make him a social call so that he wouldn't forget me, you see?" "Yes, I see."

"Well, in the evening I called around at his house about 8 o'clock. I didn't know him or any of his folks, and naturally felt a little embarrassed."

"Naturally."

"Yes, but I told him that I disliked hanging around a hotel and took the liberty of calling on him. He answered the door-bell himself and seemed glad to see me. He had four pretty daughters, and he introduced me to them and pretty soon the girls and I were singing some popular songs, as nice as you please."

of them could play on it. So, greatly to their delight, I got down the banjo and gave them a lesson on it.

"Then the banjo is another of your accomplishments, Porter?" "I can pick the strings a little, Mr. Holbrook. I didn't stay until 11 o'clock, and when I took my leave the father and all his girls came to the door with me and politely invited me to call again when I came to town. I didn't see their mother. I presume she was dead, but I didn't think it proper to ask. Next day I went into the man's store bright and early. He tried to beg off with taking one case of the goods, but I wouldn't hear of it. "Take six or nothing," said I; "one case will help to sell another." Finally he gave in and I ran to the telegraph office and sent you his order."

"Porter," I remarked, with as grave a face as I could command, as he finished his narrative, "there is one caution that I must give you. Be careful when you are off on the road to refrain from intruding upon another salesman's territory. To do so makes trouble in the store."

"I'll try and do so, but I suppose you want me to sell all the goods I can, Mr. Holbrook?" "O, yes. Let's see, Porter, what salary are you drawing?" "Seventy dollars a month, Mr. Holbrook."

"And you have to work us—how long?" "Two weeks on Thursday."

"And you wanted how much when you came?" "Well, I told you I thought I would be worth \$1,500 to you."

"Very good, \$1,500 it is, your salary at that figure dating from the day you began."

"Thank you, very much, Mr. Holbrook—I think I can sell some goods for you."

"Don't," Don't acknowledge a man as an agent unless you can show that he stands in his principal's shoes as to the business in hand. Don't transcend your authority as agent, or you will become personally responsible. Don't accept a chattel mortgage unless the schedule annexed contains every article to be covered by the lien. Don't forget that a chattel mortgage is, in fact, a conditional bill of sale. Don't think that compound interest will render a contract usurious. Don't forget there is an implied guaranty in selling goods by sample. Don't sue for one-half of a demand unless you want to lose the other. Don't refuse the call of a sheriff to aid him in making an arrest. Don't rely on a witness who can't go into detail. Don't testify to your own conclusions unless you are an expert. Don't hold a paper or account an unreasonable time, or you will be presumed to admit its correctness. Don't erect a building upon foundations sunk into the ground or it will become part of the realty. Don't take a title where there is a judgment against a man of the same name as your grantor, without conclusive proof that he is not the judgment debtor. Don't think that a promise to marry will be void because no time is fixed. The law will allow a reasonable time. Don't forget that a promissory note in the hands of innocent third parties for value shuts out all defenses usually made on contracts. Don't take a note after it has matured, unless you expect to meet all the ordinary defenses. Don't go into a firm already constituted unless you expect to be liable for its debts. Don't imagine that a mere joint purchase by two or more, each receiving his share, constitutes a partnership. Don't think an infant's neglect to repudiate a contract when he becomes of age will ratify it. Don't pay off a mortgage until you receive a properly executed satisfaction piece. Don't attempt to construe an important or difficult trust without the advice and consent of the court.

Why a Merchant Can't Give More Cloth Than is Paid for. "Aren't you cutting that piece of muslin a trifle short?" asked a lady of the proprietor of an east side dry goods store as he was measuring out a yard of material. "No, madam," replied the merchant, "I am giving you the exact amount of goods you bought."

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort. NOTICE OF QUITTING SERVICE. A rule in a manufactory that a servant who leaves the master's service without giving fourteen days' notice shall forfeit all wages due, is reasonable, according to the decision of the Supreme Court of Pennsylvania in the case of Pottsville Iron & Steel Co. vs. Good.

CLAIM FOR INTEREST ON DEBT PAID. A claim for the interest on the debt of the principal of which has been paid will be barred by the statute of limitations unless admitted or sued for within six years, according to the decision of the Supreme Court of Pennsylvania.

PROPER MAILING. A letter deposited in a street letter-box which had been put up by the Post Office Department is as truly and properly mailed as if deposited in a letter-box within the post office building itself, according to the decision of the Supreme Judicial Court of Maine in the case of Casco National Bank vs. Shaw.

OUTLAWED DEBT. The admission by a debtor that a certain sum is due upon an outlawed debt, and the payment of the same, do not constitute the statute of limitations as to a further sum claimed to be due by the creditor, according to the decision of the Supreme Court of Pennsylvania in the case of Crotshore, Admr., vs. Knox.

LEASE OF PREMISES—AGREEMENT. An agreement was made in writing to lease a room "by the month, at \$10 a month, payable in advance," and the room was allocated for the same instrument, to be given over April 1, 1886. The Supreme Court of Pennsylvania held that the agreement constituted a lease of the premises until April 1, 1886, and not from month to month.

CORPORATION—MAJORITY OF STOCK. The by-laws of a corporation fixed the number of shares at 400, and provided, among other things, that no business should be transacted at any meeting of the stockholders unless a majority of the stock was represented, except to organize the meeting and adjourn to some future time. The full number of shares, however, were not taken, only 243 being subscribed for. The Supreme Judicial Court of Maine, however, held that 201 shares were required to constitute a majority of the stock, and that an election of directors at a meeting where less than that number was represented was illegal.

Heavy Sentence for a Druggist. From the Oil, Paint and Drug Reporter. A young drug clerk has been sentenced to imprisonment for seventeen years and four months and fined \$20,800 for selling liquors in Wichita, Kan., a town ruled by prohibition laws. The owner of the drug store where liquor beverages were dispensed was found guilty on as many counts as his clerk, some 2,000 or more, but he departed for safer quarters, and will escape the heavy penalty. We hope for the sake of Kansas that the report is exaggerated, but as it comes over the wire as a matter of fact, we have to accept it as such until contradicted.

Such a sentence will surely be set aside by a higher court, as it is unwarranted and against all common sense. The local judge allowed himself to be swallowed up by the prejudices of the community, and instead of pronouncing judgment on two or three indictments, and allowing others to hold over as customary, his display of venom was given full vent by meting out injustice on every count, while the victim has to suffer the consequences of judicial wrath. If it were a murder or some other heinous offense, there would be some excuse for the heavy penalty, but in this case there are mitigating circumstances which should have received consideration, and no doubt will enlist the sympathy of the public in behalf of the accused. The clerk was employed to sell liquor beverages; he did not realize any profit from their sale, and was ignorant as to the great responsibility which he assumed. Should this sentence hold, a good deal will be ruined for life, as the fine means an important addition to the servitude in lieu of payment. But even in the case of the proprietor, such a punishment is out of all proportion to the offense committed. There is nothing to compare with it in criminal jurisprudence anywhere. Laws should be re-peated by druggists, but a violation of the liquor statutes of Kansas certainly does not entitle a man to a life sentence.

Production and Consumption of Butter. In touching upon this subject the National Stockman says: The United Kingdom produces about 30 per cent of the butter it consumes, and uses 13 pounds per capita every year. Germany, Austria and Italy produce about as much as they consume, the rate of consumption being respectively 8 pounds, 5 pounds and 1 pound. Russia produces the slight excess of 5 per cent, and eats 2 pounds per head of population. Belgium can export 25 per cent of its butter product, and consumes 6 pounds per head. Holland has the same rate of consumption, and can spare about 88 per cent of its production for other countries. The Frenchman eats 4 pounds of butter, and exports 30 per cent of the total he makes. The Scandinavian eats 11 pounds and has a surplus of 27 per cent. Europe, taken as a whole, consumes about 3 1/2 per cent more butter than it produces. Taking the census of 1880 as a basis for calculation, the consumption of butter in the United States and Canada was about 14 pounds per capita, with a surplus of 8 per cent. In all of these figures the rate of consumption seems low, yet it is probably not far from the truth. The surplus produced in this country since the census year is, undoubtedly, much larger than at that time.

No Fear of Overproduction. From Hoard's Dairyman. There is one view of the case that is not taken by those who prophesy on overproduction because of the increase in creameries. The view is that an increase in creameries does not mean an increase in cows, at the present, at least. If every man in the United States should go into dairying next week, it would not add a single cow to the number we already have until two years hence, and then at a very limited ratio. The increase of cows in Wisconsin from 1870 to 1880 was only 5 1/2 per cent annually. The true office of the creamery is to every community is to take the milk of the cow that now is, and save it from making 10 cent butter. It also relieves the overworked farmer's wife from a deal of labor and care, and puts more money, as a rule, into the farmer's pocket than he would receive if he handled his milk himself.

The River of Rest.

A beautiful stream is the River of Rest; The still, wide waters sweep clear and cold, A tall mast crosses a star in the west, A white sail gleams in the west world's gold; It leans to the shore of the River of Rest— The lily-lined shore of the River of Rest.

The boatman rises, he reaches a hand, He knows you well, he will steer you true And far, so far, from all ill upon land, From hates, from fates that pursue and pursue; Far over the lily-lined River of Rest— Dear mystical, magical River of Rest.

A storied, sweet stream is this River of Rest, A soul of a man leads to its ultimate shore; And journey you east or journey you west, Unwilling, or willing, sure footed or sore, You surely will come to this River of Rest— This beautiful, beautiful River of Rest.

—Joanna Miller. Mr. Howig's Reply to "Merchant." Written Especially for THE TRADESMAN.

We shall not condescend to give any answer to "Merchants" reply in your issue of Sept. 28. It alone contains sufficient (if carefully perused) to satisfy your jury of intelligent readers what verdict to render; but as a general and final answer to his first criticism of our article, we respectfully refer him to the very able paper read by Park Mathewson before the Michigan Business Men's Association, and published in THE TRADESMAN of Sept. 14. It not only reiterates for more convincing arguments all we have said on the subject of "no credit," but furnishes, by a variety of truthful examples, additional reasons why the system should be abandoned.

FRANK A. HOWIG. Common, Brad and Fencing. 100 to 600 lbs. per gross, net, \$ 50 8d and 9d adv. 25 6d and 7d adv. 25 3d adv. 25 3d advance. 2 25 Clinch nails, adv. 1 00 Finishing 1 1/2 2 1/4 2 1/4 1 1/4 Adv. per keg \$1 25 1 50 1 75 2 00 Steel Nails—2 20.

Hardware. These prices are for cash buyers, who pay promptly and buy in full packages.

AGERS AND BITS. Ives', old style. 60 N. H. C. Co. 60 Douglass' 60 Pierces' 60 Snell's 60 Cook's 60 Jennings', genuine. 25 Jennings', imitation. 25 BALANCE. Railroad. 14 00 Garden. 33 00 BELLS. Hand. 60x10 10 00 Call. 30x15 25 Gong. 25 Door, Sargent. 60x10 60 Stove. 60 Carriage new list. 70x10 70 Pierce's 70 Sleigh Shoe. 70 Wrought Barrel Bolts. 60 Cast Barrel, brass knobs. 60 Cast Square Spring. 60 Wrought Chain. 60 Wrought Bolt. 60 Wrought Square. 60 Wrought Sunk Flush. 60 Wrought Bronze and Piated Knob. 60 Flush. 60x10 60 Ives' Door. 60x10 BRACES. Barber. 40 Backus. 50x10 Spofford. 50 Am. Ball. net Well, plain. 3 00 Well, swivel. 4 00 Cast Loose Pin, figured. 70x10 Cast Loose Pin, Berlin bronzed. 70x10 Cast Loose Joint, galvanized. 60x10 Wrought Narrow, bright fast joint. 60x10 Wrought Loose Pin. 60x10 Wrought Loose Pin, galvanized. 60x10 Wrought Loose Pin, japanned. 60x10 Wrought Loose Pin, japanned, silver tipped. 60x10 Wrought Inside Blind. 60x10 Wrought Brass. 75 Blind, Clark's. 70x10 Blind, Parker's. 75x10 Blind, Shepard's. 70 CAPS. Ely's 1-10. 65 Hick's C. F. 60 Muskiet. 35 CATRIGES. Rim Fire, U. M. C. & Winchester new list 50x10 Rim Fire, United States. 40x10 Central Fire. 40x10 CHISELS. Socket Firmer. 70x10 Socket Framing. 70x10 Socket Corner. 70x10 Socket Slicks. 70x10 Butcher's Tanged Firmer. 70x10 Resor. 20 Cold. net CURRY. Curry, Lawrence's. 40x10 Hotchkiss. 25 COCKS. Brass, Racking's. 60 Bibb's. 40x10 Penn's. 60 COPPER. Plinished, 14 oz cut to size. 28 14x28, 14x36, 14x50. 31 Cold Rolled, 14x56 and 14x60. 23 Cold Rolled, 14x48. 23 Bottoms. 23 MORSE'S BIT STOCK. 40 Taper and Straight Shank. 40 Morse's Taper Shank. 40 ELBOWS. Com. 4 piece, 6 in. doz net \$ 75 Corrugated. 20x20. 40 Adjustable. 40x10 EXPANSIVE BITS. Clar's, small. \$18 00, large. \$20 00. Ives'. \$18 00, \$24 00, \$30 00. FILES—New List. American File Association List. 60x10 Bischoff's, log-run. 12 00x14 00 New American. 60x10 Nicholson's. 60x10 Heller's. 55x10 Heller's Horse. 60x10 GALVANIZED IRON. Nos. 16 to 20. 22 and 24, 26 and 28, 27 28 14 15 18 Discount, 80. GATES. Stanley Rule and Level Co.'s. 60 HAMMERS. Maydole & Co.'s. 25 Kip's. 25 Mason's Solid Cast Steel. 20 00 list 60 Blacksmith's Solid Cast Steel, Hand. 30 00 40x10 Barn Door Kicker Mfg. Co. Wood track 50x10 Champion, anti-friction. 40x10 Kipper, wood track. 40 Gate, Clark's, 1, 2, 3. 60

State. per doz, net, \$ 50 Screw Hook and Strap, to 18 in. 4 1/4 4 and longer. 2 1/4 Screw Hook and Eye. 1 1/4 Screw Hook and Eye. 1 1/4 Strap and T. 70 HOLLOW WARE. Pots. 60 Spiders. 60 Gray enameled. 50 CROCKERY, FURNISHING GOODS. Grob 1. 11 00, dis 60 Grob 2. 11 50, dis 60 Grob 3. 12 00, dis 60 DOOR, MINERAL, JAP. TRIMMINGS. Door, porcelain, jap. trimmings. 55 Door, porcelain, jap. trimmings. 55 Door, porcelain, jap. trimmings. 55 Drawer and Shutter, porcelain. 70 Picture, H. L. Judd & Co.'s. 40x10 Hematite. 45

HOES. Grub 1. 11 00, dis 60 Grub 2. 11 50, dis 60 Grub 3. 12 00, dis 60

DOOR, MINERAL, JAP. TRIMMINGS. Door, porcelain, jap. trimmings. 55 Door, porcelain, jap. trimmings. 55 Door, porcelain, jap. trimmings. 55 Drawer and Shutter, porcelain. 70 Picture, H. L. Judd & Co.'s. 40x10 Hematite. 45

MILLS. Coffee, Parkers Co.'s. 40 Coffee, P. S. & W. Mfg. Co.'s Malleables. 40 Coffee, Landers, Ferry & Clark's. 40 Coffee, Enterprises. 40 MOLASSES GATES. Stebbin's Pattern. 60x10 Stebbin's Genuine. 60x10 Stebbin's, self-measuring. 25

NAILS—IRON. Common, Brad and Fencing. 100 to 600 lbs. per gross, net, \$ 50 8d and 9d adv. 25 6d and 7d adv. 25 3d adv. 25 3d advance. 2 25 Clinch nails, adv. 1 00 Finishing 1 1/2 2 1/4 2 1/4 1 1/4 Adv. per keg \$1 25 1 50 1 75 2 00 Steel Nails—2 20.

OLIVERS. Zinc or tin, Chase's Patent. 50 Zinc, with brass bottom. 50 Brass or Copper. 50 Reaper. 50 Olmstead's. 50x10 Ohio Tool Co.'s, fancy. 40x10 Sciota Bench. 50x10 Patent Planed Iron. 40x10 Bench, first quality. 40x10 Stanley Rule and Level Co.'s, wood. 40x10

PANS. Fry, Acme. 50x10 Common, polished. 50x10 Dripping. 6 1/4

IRON AND TINNED. Iron and Tinned. 55 Copper Rivets and Burs. 60 PATENT PLANED IRON. "A" Wood's patent planished, Nos. 24 to 27. 10 20 "B" Wood's pat. planished, Nos. 25 to 27. 9 20 Broken pieces 50 00 extra. SIAL, 1/4 in. and larger. 11 1/4 Manila. 12 1/2

STEEL AND IRON. Steel and Iron. 70x10 Try and Bevels. 60 Mitre. 20 SHEET IRON. Nos. 10 to 14. Com. Smooth. 40 Nos. 15 to 17. 30 Nos. 18 to 21. 20 Nos. 22 to 24. 3 65 Nos. 25 to 27. 4 60 No. 27. 4 60 All sheets No. 18 and lighter, over 2 inches wide not less than 2 1/2 extra.

TACKS. American, all kinds. 60 Steel, all kinds. 60 Swedes, all kinds. 60 Gimp and Lace. 60 Cigar Box Nails. 50 Finishing Nails. 50 Common and Patent Brads. 50 Hungarian Nails and Miners' Tacks. 50 Trunk and Clout Nails. 50 Tinned Trunk and Clout Nails. 45 Leathered Carpet Tacks. 35

TINNERS' SOLDIER. No. 1, Refined. 12 50 Market Half-and-half. 16 00 Strictly Half-and-half. 17 50 TIN PLATES. IC, 10x14, Charcoal. 5 40x50 6 25 IC, 12x12, Charcoal. 6 25 IC, 12x12, Charcoal. 6 25 IC, 14x20, Charcoal. 7 25 IC, 14x20, Charcoal. 7 25 IC, 14x20, Charcoal. 10 77 IC, 14x20, Charcoal. 12 55 IC, 20x28, Charcoal. 12 50 DC, 100 Plate Charcoal. 6 50 DC, 100 Plate Charcoal. 6 50 DC, 100 Plate Charcoal. 10 50 DC, 100 Plate Charcoal. 12 50 Reddip Charcoal Tin Plate add 1 50 to 6 75 rates.

Roofing, 14x20, IC. 4 90 Roofing, 14x20, IX. 6 40 Roofing, 20x28, IC. 10 50 Roofing, 20x28, IX. 13 50 IC, 14x20, choice Charcoal Terme. 5 50 IC, 14x20, choice Charcoal Terme. 7 00 IC, 14x20, choice Charcoal Terme. 7 50 IC, 20x28, choice Charcoal Terme. 14 00

TRAPS. Steel Game. 60x10 Oneida Community, Newhouse's. 35 Oneida Community, Hawley & Norton's. 60x10 Hotchkiss. 60x10 S. P. & W. Mfg. Co.'s. 60x10 Mouse, choker. 18c 9 doz Mouse, delusion. \$1 50 9 doz

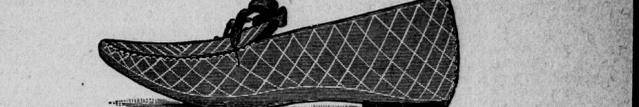
Bright Market. 67 1/2 Annealed Market. 70 1/2 Copper Market. 75 1/2 Extra Baling. 55 Tinned Market. 62 1/2 Tinned Broom. 9 00 Tinned Mattress. 9 00 Copper Spring Steel. 50 Tinned Spring Steel. 40x10 Plain Fences. 4 00 Barbed Fence, galvanized. 4 10 Copper, painted. 3 35 Copper, new list net Brass. new list net

WIRE GOODS. Bright. 70x10x10 Screw Eyes. 70x10x10 Hook's. 70x10x10 Gate Hooks and Eyes. 70x10x10 WRENCHES. Baxter's Adjustable, nickled. 50 Coe's Genuine. 50 Coe's Patent Agricultural Wrought. 50 Coe's Patent, malleable. 75x11 MISCELLANEOUS. Bird Cages. 50 Pumps, Cisterns. 75 Casters, new list. 75x5 Casters, Bed and Plate. 60x10x30 Dampers, American. 50 Forks, hoes, rakes an all steel goods. 2c Copper Bottoms. 2c

HARDWOOD LUMBER. The furniture factories here pay as follows for dry stock: Bischoff's, log-run. 12 00x14 00 Birch, log-run. 15 00x18 00 Birch, Nos. 1 and 2. 25 00 Black Ash, log-run. 13 00x18 00 Cherry, log-run. 25 00x30 00 Cherry, Nos. 1 and 2. 45 00x60 00 Cherry, cull. 20 00 Maple, log-run. 12 00x14 00 Maple, soft, log-run. 11 00x18 00 Maple, Nos. 1 and 2. 20 00 Maple, clear, flooring. 25 00 Maple, white, selected. 25 00 Red Oak, log-run. 18 00 Red Oak, Nos. 1 and 2. 25 00 Yellow Pine, log-run. 20 00x30 00 Red Oak, No. 1, step plank. 25 00 Walnut, log-run. 25 00 Walnut, Nos. 1 and 2. 35 00 Walnut, culls. 25 00 Grey Elm, log-run. 12 00 White Ash, log-run. 15 00x18 00 White Oak, log-run. 20 00x30 00 White Oak, log-run. 27 00

The Chicago & Grand Trunk and Detroit, Grand Haven & Milwaukee Railway agents have been instructed to issue to all who apply for them thousand mile tickets, limited one year from date of issue, good for the one person named on the ticket, at two cents per mile, or \$20 per ticket. These tickets are good on the Chicago & Grand Trunk and Detroit, Grand Haven & Milwaukee, and Company's steamers between Grand Haven and Milwaukee, the Michigan Air Line and Detroit Division of the Grand Trunk, and the Great Western Division of the Grand Trunk between Port Huron and Niagara Falls, and between Detroit and Niagara Falls, and on the line of the New York, Lake Erie & Western Railway between Niagara Falls and Buffalo in either direction.

WIGWAM SLIPPERS.



Big Sellers for the Holiday Trade. Just the Thing for House Wear. Men's. \$10 25 Youth's and Misses. \$7 25 Men's, with soles. 11 50 Youth's and Misses, with soles. 8 25 Boys and Women's. 5 75 Children's. 6 25 Boys and Women's, with soles. 10 00 Children's, with soles. 7 00 Net 30 days. Send in your orders at once to G. R. MAYHEW, Grand Rapids, Mich.

W. STEELE PACKING & PROVISION CO.,

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WINE & INDEX

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TRY OUR CELEBRATED "BEE" CHOP JAPAN TEA.

This tea is grown in the Province of Surunga, which district, all Japanese admit, produces the most regular leaf and best drinking Tea of the many plantations now yielding. Each year some new district becomes known, but none grow any tea equal to that from Surunga. Our Teas are carefully picked by the natives, and the best well rolled. They are then sent to Yokohama, where special attention is given to the firing and packing for this market. We can highly recommend our "Bee Chop" Tea, and all lovers of a full rich drinking tea will appreciate its many merits. Try it and be convinced.

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 Official Organ—THE MICHIGAN TRADESMAN.

Finely Formed Women.
 Clara Lanza.
 A perfectly formed woman is more of a rarity than a white crow. Pretty faces belong to New York girls as a part of the ordinary courtesy of nature. Beautiful women, so far as hair and lips and eyes can contribute to beauty, are not uncommon sights, but grace, or even symmetry of figure, is among society girls or shop girls practically unknown. Five women out of ten whom one passes on the street are deformed.

August is a good month in which to study the female form divine. Thick clothing is an impossibility. Wraps of all descriptions are cast aside. In the cotton gown, which fashion has decreed shall be as close-fitting and as severe in its outlines as its woolen, tailor-made model, no amount of padding and no make up, however ingenious, can disguise certain facts which are patent to everybody with eyes.

The average New York girl has two strong points—her head and her hands. The head is well shaped and well set upon the shoulders. It is not large, but is alert in every turn and movement. It impresses the observer as belonging to a sensitive, intelligent, highly civilized type, whether he sees the face or confines his view to the tip of the ear and the coils of the hair. The hands have grown progressively better since tight gloves went out and out-of-door exercise came in. As a rule, they are not plump enough to be positively pretty, but tennis and archery have given them a more muscular, healthy, usable look than their pallid predecessors of a dozen years ago.

But the figure! That is a cultivated product, and as compared with the wild growth gives one a curious idea of the feminine agriculturist who has taken its training in hand. One has to reckon, in the first place, with the designed, and, in the second place, with the accidental. That is, one has to take into account the conventional shape which the girl tries to model herself into, and the various modifications of that shape brought about by the manner of life, work, exercise, etc.

As a basis for the various exigencies of life to work themselves out upon, the New York girl for four or five years past has started with Mrs. Langtry. There never was a figure more popular or more widely imitated than the Langtry figure, and, allowing for the faint touch of caricature that marks an imitation as distinguished from the original, and sometimes for the broader caricature that shows the difference between dress education and non-education, there are some thousands of duplicates of the Langtry waist and shoulders walking about the streets to-day. The Lily's neck is beautiful, but her shape is English, and had English, and the copies made out of all sorts of flesh and blood material naturally exaggerate its worst points.

A good example of the second-hand Lily was one of the throng of workers that poured out of a big dry goods store at the closing hour the other night. She was a sunset-headed belle, twenty years old or thereabouts, good-looking, neatly dressed and very like her original in natural figure and superinduced build. As I looked at her, her shoulders, though really small, seemed of disproportionate size. The shoulder blades, through dress necessities, were pushed out at an angle and the shoulders forced forward, giving a tilted prominence to the whole upper part of the body. The chest was a trifle flat. The waist was six or eight inches too small and unattractively round. Across the bust ran the prominent line that marked the corset top, and from this point to the waist line the body was as unresponsive to muscle movements, as rigid and almost as much beyond its owner's control as if it had been molded out of dead clay. The hips were too large. With the swaying of the draperies and the swish and swing of the extensive bustle, the figure gave the impression of being insecurely fastened in the middle, and one involuntarily hoped the hinge might not give way and the thing break in two. The probabilities are that her calves would have showed bad garter marks and that she would not have bared her feet, except in strictest privacy, for a good round sun.

This English figure is a very good working pattern, and sometimes, passing a cluster of girls on the pavement who have given many years to its cultivation, one can guess at the every-day habits that have brought about individual peculiarities differentiating figure from figure and adding special to general deformity. An English waist on a girl who doesn't take much exercise is apt to remain closest to the average type. Long, thin arms are the only characteristic in such cases added. An English figure at a clerk's or copyist's or stenographer's desk always gets one shoulder, and sometimes one whole side, higher than the other.

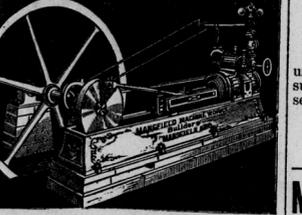
But it is the athletic girl, the new type of girl, who goes in for pretty nearly all the sports her brother takes up, who is, if she has previously cultivated her figure, the worst deformed girl of all. There is nothing like athletics and corsets, mixed or in alternate doses, to bring out the possibilities of curves, twists and abnormal developments in a modern girl. All British femininity is at present engaged in screaming contradictions at Labouchere, because he had the hardihood to declare that tennis-playing girls were crooked. In a half dozen groups at Central Park, I picked out four players whose right shoulders were noticeably of different shape from the left and six or seven in whom the same thing, though less obvious, had begun to manifest itself—the summer exertion enlarging the muscles, and tight clothing thrusting them out of place and accentuating the uneven development of the body. Girls who row in corsets are a curious sight, the extra muscular development all taking place high up where the blood has a chance to circulate, and making the shoulders tower above the rest of the body.

lines a sculptor would care to copy without alteration. Cecily Freeman has owed much of her success at Wellesley to the fact that she is a magnificent specimen of womanhood physically, finely formed, and commanding respect by her control of her bodily powers. No wholebones creak when she walks. Maria Mitchell, the astronomer, with her white hair, would shame many a younger woman with her perfect physique. Mrs. Jenness Miller, the new dress reformer, will succeed, if she succeeds, because she is herself. Harmony from top to toe, Miss Grace H. Dodge, the school commissioner, has one of the best figures in New York. One can see splendid figures in Castle Garden any day in the week, but they never appear outside it; because the immigrant's first exploring tour is directed toward a cheap clothing shop, where she throws aside the German or Swedish bodice and puts on the corset, which she laces the tighter to make up for lost time.

Sitting in the office of a woman physician the other day, I noticed a collection of buttons that lay on a tray on her writing desk. "Snapped off women's gowns," she said in answer to my look of inquiry. "A good proportion of my patients can't put on their bonnets when they rise to go without unfastening their dresses to enable them to lift their hands to their heads. In the unbuttoning or buttoning up process, one will fly off and hide itself in the corner. I keep a bunch of flowers," and she pointed to a vase of golden rod, "for an unlucky one to cover deficiencies with when we can't find the truant button."
 A masseuse, who has seen considerable service in wealthy families, told me one day that in years she had administered massage to only one woman whose ribs were not displaced by corset wearing. In a certain studio in the city the place of honor is occupied by a series of studies in marble of a beautiful foot. It is taken in every position repose and as it would appear walking, running, balanced on the toes, etc. Once the sculptor saw a human foot, a woman's foot, that was fit to take a cast from. He never expected to get another model of any use to him, and perpetuated that in a variety of attitudes.

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WEDNESDAY, OCTOBER 5, 1887.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN.
 It is a popular impression with sundry unsophisticated and inexperienced gentlemen of bucolic associations that a fine section of farming country and a branch railroad are about the only essentials requisite for the building up of a populous and progressive town, and to this impression are due a great many handsome fortunes among speculative railroad men. No matter how frequently and effectively it is demonstrated that the two features mentioned are merely adjuncts to the growth and importance of a community, every scheme organized for the building of mythical cities on proposed lines of new roads finds the usual number of gullible admirers and investors.

The Pineburg & Saltboro R. R. Co., for instance, discovers that by building fifty or sixty miles of track it can become a competing line with other through roads, and, after a careful outlook, it determines to put down the rails; which is a sensible and business-like conclusion. The P. & S. Co. would construct the line, of course, without a cent of bonus, but it secures the services of the eminent railroad boomer, Mr. Sparkler, and gives him a liberal commission, to convince the people along the proposed route that without their hearty aid and assistance the road will dodge off in some unreasonable and impracticable direction, and that the golden opportunity of their lives is before them. And the lambs are readily shorn, and before the first spike is driven the P. & S. Co. has "the right of way" guaranteed and a goodly number of thousand in pledges with which to eventually re-imburse itself for its outlay; and before the first spike is driven numberless city lots have been platted and put on the market, along the proposed route, and every forty-acre farmer within a mile or two of the contemplated line imagines himself a millionaire.

Samuel Snobbles, general dealer of Dullburg, was in town a few days ago, and I naturally inquired of Samuel how business was flourishing in his locality.

"Business," said Snobbles, "is just a-booming at Dullburg. Last week nine chattel mortgages were recorded in one day; six attachments were served; one dealer hung himself, and two others are under arrest for burning their buildings. Talk about business! I'll bet there were more goods sold in my store last Saturday than your whole town disposed of."
 "Lively day, was it?"
 "You bet!"
 "What were your sales, Mr. Snobbles?"
 "A little over fourteen hundred!"
 "Great Caesar! That was a big trade. It must have kept you busy?"
 "Oh, not particularly—but the sheriff said it was the hardest day's work he'd done this year."

When I first knew Snobbles he was a jolly and prosperous country merchant, with a satisfactory trade and sufficient financial backbone to discount his bills and secure him the closest quotations from the jobbers; but recently I notice that he appears soured and misanthropic, and to this fact I probably due his evident exaggeration in describing the business condition of Dullburg.

I think that I can account for the change that has come over Snobbles. A few years ago, Dullburg was a lively and tidy little hamlet of four or five hundred people, situated at least a dozen miles from any station. Its trade was, of course, a purely agricultural one, but its merchants and mechanics were reasonably proportioned to its customers. In short, peace and quiet and plenty reigned in Dullburg, and although no golden showers of wealth were poured on its inhabitants, it was almost totally destitute of those conglomerate elements of humanity, that in too many localities are banded together for the evident purpose of making the life of the trader as joyless and unprofitable as possible.

But the Arcadian business is rarely satisfactory to the American sovereign of speculating propensities, and the Dullburgers proved no exception to the rule. Although, perhaps, not exactly aware of the fact, they were discontented with their peaceful, uneventful and humdrum existence and vaguely hoping for excitement and revolution.

And late one cold evening in the winter of 188—, while Dullburg was buried in slumber, a little group of men in one of the large cities of the country passed a resolution which was of serious moment to the hamlet. These men were the directors of the Ironville & Corkpine R. R., and the resolution provided for an air line branch through the Dullburg section.

It is needless to record the *modus operandi* by which the local heart was fired or to describe the joy and exultation which at once pervaded Dullburg. Suffice it to say that the "burg" scraped together every available dollar to dump into the treasury of the I. & C. Co. and that Snobbles gave a

round sum down and a conditional promise for another round sum. A genuine "boom" struck the heretofore quiet place, and when the first through train pulled into the station, it found more business places than dwelling houses. The usual result followed—while consumers had not materially increased, tradesmen had multiplied ten-fold; real estate "went up like a rocket and came down like a stick;" unreasonable competition destroyed reasonable profits; failures flooded the market with bankrupt goods, and the old-time prosperity of the Dullburg merchants vanished forever.

The new road was a financial success, but as its local traffic was of small moment, all the interest its managers and owners took in Dullburg was to rigorously exact the amounts subscribed by its people. Among the rest Snobbles was notified to pay up, but as that individual had become very much disgusted over his speculation, he stubbornly refused to respond, and, in consequence, soon found himself engaged in a legal fight with a wealthy and "souless" corporation. The case went from court to court, was sent back occasionally for new trials, and Snobbles, on the whole, rather worsted the company; but, unfortunately, during all the litigation Snobbles' store wasn't paying expenses, his surplus funds were rapidly evaporating and by the time the case was finally wound up his business was also wound up, and the savings of years passed into the possession of his attorneys.

"Havn't made anything lately, you say?" said the victim of modern enterprise and progression, as I was sympathizing with him on his misfortunes, "but I have, though! I've made what every infernal fool of a country merchant that doesn't know enough to keep out of the railroad business will make, sooner or later, and that's an assignment."

I am not one of those who decry the importance and convenience of railroads, but were they four-fold as important and convenient, it would not excuse their owners for begging and "bulldozing" the public into building their lines, without an equivalent in return; but as long as new routes are constructed, and as long as oleaginous and eloquent Sparklers can be subsidized, so long will there be Snobbleses and Dullburgs.

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 Lock Box 173,
 Salesman for Western Michigan.

D. W. ARCHER'S
RED COAT

TOMATOES.
 PACKED BY
DAVENPORT CANNING CO.,
DAVENPORT, IOWA.

JENNINGS & SMITH,
 MANUFACTURERS
Jennings' Flavoring Extracts,
 38 & 40 Louis Street,
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Valley City Milling Co.

OUR LEADING BRANDS:
 Roller Champion,
 Gilt Edge,
 Matchless,
 Lily White,
 Harvest Queen,
 Snow Flake,
 White Loaf,
 Reliance,
 Gold Medal,
 Graham.
OUR SPECIALTIES:
 Buckwheat Flour, Rye Flour, Granulated Meal, Bolted Meal, Coarse Meal, Bran, Ships, Middlings, Screenings, Corn, Oats, Feed.
 Write for Prices.
Grand Rapids, Michigan.

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 & 32 Ottawa Street, **GRAND RAPIDS.**

DETROIT SOAP CO.,
DETROIT, MICH.,
 Manufacturers of the following well-known Brands of
SOAPS

QUEEN ANNE, MICHIGAN, TRUE BLUE, CZAR, MONDAY, WABASH, AND OTHERS.
MOTTLED GERMAN, ROYAL BAR, SUPERIOR, MASCOTTE, PHENIX, CAMEO, AND OTHERS.
 For Quotations address
W. G. HAWKINS,
 Lock Box 173,
 Salesman for Western Michigan.

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Groceries.

Association Notes.

Douglas business men will shortly organize a B. M. A. Buchanan and Palo are both considering organization.

Flushing is considering the subject of local organization. The organization of the Business Men's Protective Association in Ishpeming is being perfected.

The Carson City B. M. A. advertises to distribute \$5,000 in bonuses to manufacturing enterprises which will locate at that place.

The Saugatuck B. M. A. has completed organization by electing J. F. Henry President, L. A. Phelps Secretary and E. Wisner Treasurer.

The following Associations have re-affiliated with the State body during the past week: Muskegon, 100 members; Traverse City, 100; Alba, 17; Dimondale, 20; Eastport, 9.

The Sturgis B. M. A. offers a site on the G. R. & L. track and a brick structure containing boiler and engine to any practical miller who will operate a 100 barrel roller process mill.

Owosso Times: Secretary Lamfrom, of the Owosso Business Men's Association, received a letter last week from a knitting factory firm, relative to a location in Owosso.

The factory employs from 75 to 100 hands and makes all kinds of knit goods.

THE TRADESMAN commends the course of the North Muskegon B. M. A. in seeking affiliation with the State body at the same time the organization was effected.

The members of that Association realized that while local organization was a good thing, affiliation with the State body would double the benefits legitimately accruing to the work, and they governed themselves accordingly.

Occasional complaints are made by local secretaries relative to misspelled names on the State list. On investigation, it is invariably found that the trouble arises from the carelessness of the local secretaries, in transferring the names from their record sheets to the State reporting blanks.

Too great care cannot be exercised in reporting names for publication on the State sheets, and it is to be hoped that it will not be necessary to repeat this reminder.

The Michigan Business Men's Association has filed articles of incorporation with the Secretary of State, at Lansing, and received full authority to charter local associations in accordance with the provisions of Act No. 190, Public Acts of 1887.

It is to be hoped that all the local associations will procure charters as soon as possible and conform to the improved methods adopted by the recent State convention, in order that all the local bodies of the State may be working in harmony.

Lyons Herald: While in Pewamo last Saturday, we visited several business places, among them the store of E. R. Holmes, Secretary of the Pewamo Business Men's Association. We were struck with the way they have in Pewamo of making public their "black list."

A board is fastened in a conspicuous place, upon which is plainly written the names of those who have not heeded the "second warning."

A talk with several members of the Association showed them united in a common purpose, determined to protect their business interests. Everyone seemed bent on pushing to its utmost their several branches of trade and one comes soon to understand that Pewamo is the biggest little town in Michigan.

Cadillac News: The second annual meeting of the Cadillac Business Men's Association was held on Wednesday evening at the council rooms. A new constitution and by-laws were adopted and the Association will at once be incorporated as an auxiliary body to the Michigan Business Men's Association, now incorporated under an act of the last Legislature.

The Cadillac organization now has fifty-nine active members and one honorary member. Officers were elected for the ensuing year as follows: President, J. C. McAdam; Vice-President, L. J. Law; Secretary, M. T. Woodruff; Treasurer, P. Medalle. The Executive Committee consists of President McAdam, Secretary Woodruff, Vice-President Law, F. S. Kieldson and W. M. Gow. The citizens of Cadillac have reason to expect much good to result from the organization of her business men.

Retail Grocers' Association. At the regular semi-monthly meeting of the Retail Grocers' Association, to be held this evening, the question of merging the organization into a Business Men's Association will come up for discussion and action.

Such a project has been under advisement for some time and it is understood that a majority of the members favor the change. In case the change is made, membership in the Association will be open to any reputable business man and a public improvement feature will be added to the work, placing the organization on the same basis as the ninety other associations in the State operating under charters from the Michigan Business Men's Association.

B. F. Emery will give a humorous description of "The Grocer at Sea" and other interesting matters will be disposed of.

Tan Bark. One a Plenty. Countryman (to druggist)—I want to buy a tooth-brush. It's such'n I never used, but my old woman allowed the next time I come to town I'd better get one.

Druggist—Yes, sir. Will one be enough? Countryman—A plenty; there's only two on us in the family.

The Grocery Market.

Sugars have slackened off with the conclusion of the fruit season. The Woolson Spice Co. has advanced "Lyon" package coffee 1/2 cent, putting it on the same basis as Arbuckle's.

Tomato packers were disagreeably surprised by a frost three weeks ahead of time, which will curtail the pack to such an extent that they will be able to supply jobbers with only 60 per cent of the amount contracted.

Cable advices are to the effect that a prominent authority estimates the German beet sugar crop at 940,000 to 950,000 tons, against 1,012,500 tons last year.

On Friday quite a bullish cable was received from London announcing very unfavorable harvesting weather for the beet crop and reporting the London sugar market strong with an advancing tendency.

The total stock of Brazil coffee in New York on September 29 was 321,523 bags, and the total stock in other ports was 55,086 bags, making the total United States stock 376,609 bags.

With the addition of 75,000 bags afloat, the total American visible supply amounts to 451,608 bags, against 512,892 bags at this time last year and 471,592 bags last week.

ADULTERATION. Dangers to Which Young Children are Exposed. The Philadelphia Press thus portrays the evils of adulteration:

The most dangerous adulteration of the day is to be found, not in those instances where the purchaser is cheated in strength or in quality, but in those instances where the adulterator is cheated in strength or in quality.

A child sleeps, nowadays, in a room whose walls are papered with arsenic paper, renders the air deadly, and whose window curtains of lead and arsenic dye lead the air with death.

The flushed and feverish sufferer wakes to draw on brown and yellow stockings, dangerous with picric dyes, puts on a hat whose inner leather lining has been bleached by a cheap but noxious process.

hugs a wax doll whose complexion has been colored by another soluble and dangerous dye, drinks a glass of milk which impure water has deprived of a fifth of its natural strength and has charged with the germs of disease.

slips a bun into the lunch basket in which chromate of lead has been stirred by the economical baker, starts for school sucking a stick of pistache candy, which owes its tint to Scheele's green, is treated by a school-mate to an ice-cream colored by another preparation of arsenic, and when the unfortunate victim of these daily dangers, starts in the path of a civilized child, succumbs to their manifold poisons, the parents mourn over the obscure providences of God which remove from us the young in all the opening vigor of childhood.

This is no imaginary sketch. Report and analysis could be quoted for each specification. From the President of the Pennsylvania Association.

PITTSBURG, Sept. 3, 1887. DEAR SIR—Your kind and cordial invitation to attend the convention of the Michigan Business Men's Association is at hand.

Will you kindly express my sincere regrets, as, owing to business relations which I am unable to leave unattended, I cannot be with you? Accept the enclosed as a token of my earnest desire to be with you on that auspicious occasion.

Although not with you in person, my sentiments and sympathies are firmly with you in the good and noble cause.

As a humble officer of the State Association, I tender you the cordial greetings of that body, and can assure you that your Association has the best wishes of our forty local associations, numbering over four thousand members.

It would be a great pleasure to me personally and of much profit to our State Association to be represented at every state convention of sister state associations. I hope that, in the future, it may become a regular order of business, in each state association (as our objects and aims are very similar) to appoint one or more officers to represent them at the other annual state conventions.

Organized effort has been too long and sadly neglected in our business. By a thorough co-operation of the organized state associations, many matters of a legislative nature, as well as of a general character and of the utmost importance to all, state as well as inter-state, could be properly provided for.

I have taken great pleasure in reading and learning of the good work you have accomplished by your organization, and can assure you that I have been greatly encouraged in our work by your success. I shall be pleased to take you by the hand in the near future, and hope to have the pleasure of presenting you to our State Association in convention at Philadelphia on October 18, 1887.

Wishing you all the success which your efforts so richly deserve, I remain, Fraternally yours, JOHN A. HARRAUGH, President Retail Merchants' Association of Pennsylvania.

Call for a State Salesmen's Convention. We, the members of the Sault Ste. Marie Salesmen's Protective Association, have resolved that it would be a great advantage to all salesmen throughout the State to call a convention, to be composed of at least one member from each place, for the purpose of organizing a State Association of Salesmen, having for its object the securing of shorter hours, better remuneration and the general advancement of all salesmen, wherever they are.

We would like to call the convention for January 1, 1888, and we can do so if all concerned are willing and will give this communication prompt notice, and let us know whether they can send a delegate or not.

Should there be no regular Association at your place, the salesman into whose hands this should fall will please call a meeting of all the salesmen in your city, to decide what you will do.

Believing, as we do, that this matter is one of great importance to all salesmen, we beg of you to give it careful consideration, and report as soon as possible.

GEO. E. COLLIER, President Sault Ste. Marie Salesmen's Protective Association.

The Problem of Bad Debts.

The problem of collecting "bad debts" is one of ever increasing perplexity; and numerous are the devices suggested and tried to that end. Associations in almost every branch of trade and business have been formed for the purpose of circumventing the "beat" who buys without intending to pay and of reaching him when by any change he has succeeded in his design.

But the "beat" still flourishes at the cost of the butcher, the baker and candlestick maker, to say nothing of the grocer, the tailor and the hotel keeper. "Black list" and "confidential circular" are alike futile; and when the army of "beats" is supplemented by the army of unfortunates who would pay if they could, but cannot, the array of bad debts reaches colossal proportions.

One of the newest devices for forcing collections is the attacking of the delinquent through the postoffice. The patience of creditor and collector having failed, the debtor receives some morning through the mail his bill inclosed in an envelope whereon is inscribed in large letters the legend, "Bad Debts."

At the same time he is apprised that unless his particular bad debt is liquidated a bill will continue to send him out with just such an envelope until it is paid.

In certain cases, no doubt, this method is as effective as its inventors and users claim. Some bad debtors can, unquestionably, be shamed by such a proceeding into paying a debt which they would otherwise permit to outlaw.

We doubt very much, however, if the method is efficacious enough in the long run or with the mass of bad debtors to justify the resort to it. The true "beats" cannot be shamed in any such fashion.

On the contrary, he will regard himself upon the receipt of a "Bad Debt" missive as a martyr and hold himself justified thereafter in refusing payment if he has never before attempted justification. With the "slow" man or the unfortunate the process will be equally barren of results.

The former, if in passable credit, will be angered and abandoned, if he ever entertained it, the intent to pay. The latter will be hurt, perhaps, but he will not be made any more capable of payment.

There is risk, too, in the resort to this method of attempting to collect "bad debts." The sending of such an envelope as we have described is a direct attack on the credit of the person to whom it is addressed, and, unquestionably, libelous.

If the recipient has any credit at all and is in a position, he can secure a discharge from the sender if not from the creditor who authorizes collection in such fashion. There would be no risk, of course, if all bad debtors were "beats"; but such, as we have already pointed out, is not the fact.

It very often happens that the non-payment of a bill is due to a dispute as to the amount or as to the fact of indebtedness. A "bad debt" envelope, out of which it is intended a lawsuit may grow, was brought in yesterday in which there is a difference of two dollars between creditor and debtor.

The former claims there are four dollars due. The latter admits that there are two which he honestly means to pay—or did mean to pay before his credit was attacked in the manner described. The sum is too small for litigation, but it is easy to see that in such a case—and there are many of them—the creditor or collector could not well do a more unwise thing than to inclose his bill in a libelous envelope.

Creditors will, nevertheless, run the risk of this scheme or any other which gives the faintest promise of securing bad debts. But, by and by, perhaps, they will learn that the true method of dealing with bad debts is not to have any. If our credit system is not too grossly abused in the frantic rush to do business and make sales, there would be no bad debts worth scheming to collect.

A Word about Pepper. Black pepper is a native of the East Indies, but is now grown in many tropical countries. The common black pepper of commerce consists of the dried berries which have become wrinkled. There are only two kinds common to this market, Singapore and Sumatra, known by importers as West Coast. The latter is the kind most in use for grinding, first, because it is so good a grade, and, second, because it costs a little less; but this is not always a good rule, as we will hereafter show.

The Singapore is heavier and more solid than the Sumatra, and is more acceptable to be sold whole; and in its whole state it will stand considerable manipulating. As pepper frequently comes to market in a very dusty state, arising in a measure from handling, whereby the outer wrinkled skin, especially in poorer grades, is knocked off, some manufacturers lay considerable stress on the fact that they sift their pepper before grinding, and thus present to their customers the clean berry ground. Such a thing may have been done, but as the writer has been through this business, he merely asserts that those who so pretend lay themselves open to suspicion. To extract the grit would add to the reputation of any manufacturer, even if he made no pretense at all.

We know that the shell or skin of pepper contains the essential constituent of the spice much more than the inside or kernel, which, when freed from the shell, produces white, not black pepper; but the heavy grains, with the shell on, is the best black pepper.

On this account grades are made from the Singapore after it arrives in this country, to imitate a superior quality, known as Malabar pepper, which is, for the most part, sent to England. These grades are known as Heavy and Shot, and are the result of separating the crude stock, by subjecting the whole grains to the ordeal of water, when the heavy, of course, will sink to the bottom, while the light will float on top; thus is the separation effected. The light is taken off, and the whole removed from the water, is dried as quickly as possible, and so made salable as before. This is a more certain way to get the grit out than by sifting, for, by the water process, the grains are not injured. The shot is of more value, and the lighter part will bring a fair price to grind. We will take occasion to say here that, from experience, we favor a combination in nearly all kinds of spices, and even of coffee and tea, believing that no one kind of coffee is as good a substitute as before. This is a more certain way to get the grit out than by sifting, for, by the water process, the grains are not injured.

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VISITING BUYERS.

The following retail dealers have visited the market during the past week and placed orders with the various houses: C. F. Sears, Rockford; N. Fisher, Dor; Jay Marlett, Berlin; A. W. Coffe, Carson City; E. C. Spaulding, Edward & Spaulding, Milo; R. A. Hastings, Sparta; E. E. Whipple, Whipple Harrow Co, Eaton; W. C. Cramer, Harbor Springs; E. Gilbert and F. D. Hopkins, Gilbert, Hopkins & Co, Grand Haven; M. Dickinson, Boyne Falls; C. A. Van Denbergh, Divine & Van Denbergh, Howard City; F. B. Wright, Wayland; F. B. Watkins, Hopkins Station; R. Neuman, Dor; J. C. Bostwick, Manton; E. S. Price, Saugatuck; Gordon Earl, Rodney; Geo. McCurdy, Sumner; D. J. Anderson, Traverse City; L. Cook, Bauer; Fred Norris, A. Norris & Son, Casnovia; L. Perrigo, Burm's Corners; Oakbrook Co., Burton Center; Neal McMillan, Rockford; R. B. McCulloch, Berlin; Arthur 16 oz., 2.00; Arthur No. 1 pepper box, 2.00; Arthur No. 2, 3.00; Arthur No. 3, 4.00.

Brooms: No. 2 Hurl, 1.75; Common Whisk, 90; No. 1 Hurl, 2.00; Fancy Whisk, 1.00; No. 2 Carpet, 2.25; No. 1 Carpet, 4.25; Warehouse, 2.75; Farlor Gen, 2.00.

Cigars: Wilbur's Premium, 35; German Sweet, 23; Sweet, 25; Vienna Sweet, 23; Bick's Cocoa, 23; Cocoa-thin 42; Bunkies, 23; Anthea Bar 28.

Cocoa-nut: Sobepps, 1s, 23; 1s and 1/2, 23; 1/2s, 23; 1s in tin, 23; Malby's, 1s, 23; 1s and 1/2, 23; Manhattan, 1s, 23; Peerless, 1s, 23; Bulk, 1s, 23.

Green Coffee: Rio, 22; Santos, 22; Maricao, 22; Java, 22; O. G. Java, 22; Mocha, 22.

Crackers and Sweet Goods: Kenosha Butter, 5; Seymour Butter, 5; Butter, 5; Fancy Butter, 4 1/2; S. Oyster, 5; John Kinney, 5; S. T. McEllan, 5; D. D. Harris, 5; City Soda, 5; Milk, 5; Boston, 5; Oat Meal, 5; Pretzels, hand-made, 11 1/2; Crackers, 15 1/2; Lemon Cream, 7; Sugar Cream, 7; Grapes, 8; Ginger Snaps, 7; No. 1 Ginger Snaps, 7; Coffee Cakes, 8 1/2; Lemon Wafers, 13 1/2; Jumbles, 12 1/2; Extra Honey Cakes, 12 1/2; Cream Gems, 12 1/2; Bagels, 12 1/2; Seed Cakes, 12 1/2; S. & M. Cakes, 8 1/2.

Canned Fish: Clams, 1 lb, 1.35; Clam Chowder, 3 lb, 2.15; Oyster Oysters, 1 lb standards, 1.00; Oyster Oysters, 2 lb standards, 1.75; Lobsters, 1 lb picnic, 2.65; Lobsters, 2 lb picnic, 2.65; Lobsters, 1 lb star, 1.90; Lobsters, 2 lb star, 2.90; Mackerel, 1 lb fresh standards, 1.70; Mackerel, 5 lb fresh standards, 5.00; Mackerel, 1 lb Tomato Sauce, 3 lb; Mackerel, 3 lb in Mustard, 2.00; Mackerel, 3 lb souse, 2.00; Salmon, 3 lb Columbia river, 3.90; Sardines, domestic 1/2s, 2.00; Sardines, domestic 1/4s, 2.00; Sardines, domestic 1/8s, 2.00; Sardines, spiced 1/2s, 10.00; Trout, 3 lb brook, 1.00.

Canned Fruits: Apples, Fall fruit, in good demand and supply at 1.25-1.65 per bbl. Beets—In good supply at 40c per bu. Beans—Hand-picked, mediums are very scarce, readily commanding \$2.50-3.00 per bu. Butter—Creamery is in good demand and fairly firm at 20-22c. Dairy is active at 18-22c. Cabbages—\$4-47 per 100, according to size. Carrots—40c per bu. Celery—30-35 per doz. Cheese—Jobbers are holding their stocks at 12-13 1/2c. Cider—90 per gal. Cranberries—Home grown, \$2-2.50 per bu. Cape Cod, \$3.25 per bu. Dried Apples—Evaporated are dull at 10-11c per lb. Eggs—Scarce and firm. Jobbers are paying 10c and holding 11c. Grapes—Concord, 3/4c per lb; Niagara, 60-70 lb; Delaware, 60 per lb. Honey—Dull at 12-16c. Hay—Baled is moderately active at \$14 per ton in two and five ton lots and \$13 in car lots. Onions—In plentiful supply at 80c per bu. Peas—\$1.50 per bu. Peppers—Green, \$1.25 per bu. Potatoes—Handlers are paying 55-60c per bu. Pop Corn—20 per bu. Seeds—Clover, mammoth or medium, \$1.50 Timothy, \$2.50. Sweet Potatoes—Jerseys, \$3.50 per bbl. Tomatoes—\$1.25 per bbl. Turnips—50c per bu.

Grains and Milling Products: Wheat—No change. City millers pay 75c for Lancaster and 72c for Pulse and Clawson. Corn—Jobbing generally at 50c in 100 bu. lots and 47 1/2c in carlots. Oats—White, 35c in small lots and 30-31c in car lots. Rye—48-50c per bu. Barley—Brewers pay \$1.25 per cwt. Flour—No change. Patent, \$5.00 per bbl in sacks and \$5.20 in wood. Straight, \$4.00 per bbl in sacks and \$4.20 in wood. Meal—Boiled, \$3.40 per bbl. Meal—Scrubbed, \$1.4 per ton. Bran, \$14 per ton. Ships, \$15 per ton. Middlings, \$16 per ton. Corn and Oats, \$11 per ton.

Wholesale Cigars, Grand Rapids, Mich. Eaton & Christenson.

WHOLESALE PRICES CURRENT.

Herring, Sealed: Mackerel, shore, No. 1, 1/4 bbls, 20.00; No. 2, 1/4 bbls, 18.00; No. 3, 1/4 bbls, 16.00; Trout, 1/4 bbls, 15.00; White, No. 1, 1/2 bbls, 10.00; White, No. 2, 1/2 bbls, 9.00; White, Family, 1/2 bbls, 8.00; Flavors: Jennings' D. C., 2 oz, 1.00; 4 oz, 1.50; 8 oz, 2.50; No. 2 Taper, 1.25; No. 4, 1.75; No. 3 panel, 1.10; No. 10, 1.25; No. 10, 1.25.

Matches: Grand Haven, No. 8 square, 95; Grand Haven, No. 9 square, 80; Grand Haven, No. 200, parlor, 1.75; Grand Haven, No. 300, 2 1/2 in, 2.25; Grand Haven, No. 1, round, 1.50; Oakbrook, No. 2, round, 1.50; Swedish, 1.50; Richardson's No. 8 square, 1.00; Richardson's No. 9 do, 1.50; Richardson's No. 7 1/4 round, 1.50; Richardson's No. 7 do, 1.50; Woodbine, 300, 1.15.

Molasses: Black Strap, 16.00; Cuba Baking, 22.00; Porto Rico, 24.00; New Orleans, good, 28.00; New Orleans, choice, 44.00; New Orleans, fancy, 52.00.

Barrels: Sals, 5.00; 1/2 bbl, 2.00; 1/4 bbl, 1.00; Imported Clay, No. 216, 3 gross, 2.00; Imported Clay, No. 216, 2 1/2 gross, 2.15; American T. D., 2.75.

Rice: Choice Carolina, 6 1/2; Prime Carolina, 6; Good Carolina, 5 1/2; Good Louisiana, 5 1/2; Table, 5 1/2; Head, 5.

Salter's: DeLand's pure, 5 1/2; Dwight's, 5; Church's, 5; Taylor's G. M., 5; 1/2 c in 5 box lots, 5.

Salt: 60 Pocket, F. F. Dairy, 2 10-23; 20 Pocket, 2 10; 100 3 lb packets, 2 35; Saginaw, 2 10; Ashton, English, dairy, 2 10; Ashton, English, dairy, 4 lb, 2 10; Higgins' English dairy, 4 lb, 2 10; American, dairy, 1/2 lb, 2 10; Rock, bushels, 25; Warsaw, Dairy, 4 lb, 2 10.

Spices—Whole: Allspice, 30; Cassia, 11; Saigon in rolls, 42; Cloves, Amoyana, 28; Cloves, Zanzibar, 31; Mace Batavia, 80; Nutmegs, fancy, 75; No. 2, 65; Pepper, Singapore, black, 29; white, 29.

Spices—Pine Ground: Allspice, 11; Cassia, 11; Saigon, 42; Cloves, Amoyana, 28; Cloves, Zanzibar, 31; Mace Batavia, 80; Nutmegs, fancy, 75; No. 2, 65; Pepper, Singapore, black, 29; white, 29; Cayenne, 22.

Starch: Muzy, Gloss, 48 lb boxes, 1 lb pkgs, 5 1/2; " " 48 lb " " bulk, 5 1/2; " " 72 lb crates, 6 lb boxes, 6; " " 40 lb boxes, 1 lb pkgs, 6; " " 40 lb " " bulk, 6; Kingsford's Silver Gloss, 1 lb pkgs, 7; " " 6 lb boxes, 7 1/2; " " 1 lb pkgs, 7 1/2; " " 1 lb pkgs, 7 1/2.

Cut Leaf: Pure, 1 lb pkgs, 7 1/2; Corn, 1 lb pkgs, 7 1/2. Confectionery: No. 1, White Extra C, 5 1/2; No. 2, Extra C, 5 1/2; No. 3, C, 5 1/2; No. 4, C, 5 1/2; No. 5, C, 5 1/2; No. 6, C, 5 1/2; No. 7, C, 5 1/2; No. 8, C, 5 1/2; No. 9, C, 5 1/2; No. 10, C, 5 1/2.

Syrups: Corn, barrels, 22 1/2; Pure Sugar, bbl, 25.00; Corn, 1/2 bbls, 23.00; Pure Sugar, 1/2 bbl, 23.00; Corn, 10 gal, kgs, 3.50. Lorillard's American Gentlemen, 70; Gail & Ax, Maccoboy, 45; Rappee, 45; Railroad Mills Scotch, 45; Lotzbek, 45.

Tobacco—Pltg: Spear Head, 42; Merry War, 34; Lion Road, 42; Lilly Bar, 34; Eclipse, 42; Live & Let Live, 34; Holy Moses, 33; Quantity & Quality, 25; Blue Horses, 32; Nimrod, 37; Danvers, 32; Whopper, 32; Star, 32; Jupiter, 32; Clipper, 32; Old Honesty, 42; Scapling Knife, 32; P. L., 32; San Bass, 32; Japan ordinary, 18.00; Japan fair to good, 22.00; Japan fine, 25.00; Japan dust, 15.00; Young Hyson, 20.45; Juno Powder, 20.45; Oolong, 20.45; Congee, 20.45.

Vinagar: White Wine, 30 gr, 50 gr, 10; Older, 10; Apple, 10. Bath Brick imported, 90; Burners, No. 9, 70; No. 10, 80; No. 11, 90; No. 12, 100; No. 13, 110; No. 14, 120; No. 15, 130; No. 16, 140; No. 17, 150; No. 18, 160; No. 19, 170; No. 20, 180; No. 21, 190; No. 22, 200; No. 23, 210; No. 24, 220; No. 25, 230; No. 26, 240; No. 27, 250; No. 28, 260; No. 29, 270; No. 30, 280; No. 31, 290; No. 32, 300; No. 33, 310; No. 34, 320; No. 35, 330; No. 36, 340; No. 37, 350; No. 38, 360; No. 39, 370; No. 40, 38

The Michigan Tradesman.

Are Traveling Salesmen Born or Made?

From the Philadelphia Record.

"Is the ability to sell goods on the road an acquired art or is it a natural gift?" is a question which is often asked, and the answers which it has received are numerous and varied. One man says: "I believe traveling salesmen are born, not made. If a man be a thorough-bred salesman he can sell anything, no matter whether he be familiar with the goods or not. Here is a case in point: I have in mind a traveling man who ranks among the most successful in this city. I have personal knowledge of three different lines of goods he has handled with equal success. When I first knew him he was on the road for a boot and shoe firm. He had no particular training for the position, but stepped right out on the road with his prices and samples. Notwithstanding his ignorance of the goods he sold and his lack of acquaintance with the details of the business, his success was remarkable, and the orders he sent home were astonishing. After a few years in this line of business, at the handsome salary his ability readily commanded, he made a sudden break and started on the road representing a large furniture manufacturer. Before the end of his first trip his success became evident, and more than one car-load bill was sold. Remarkable as were these two ventures, they were not more so than his latest move. After a few years in the furniture business he made another sudden change, and invested his capital in an importing drug house of this city, in which he still retains his interest. From its complicated nature, this branch of business presented even more difficulties than either of the other lines which he had represented, but away he went on the road and in came his orders. To-day there is not, I believe, a more successful salesman on the road in that line, and he has a trade which he holds firmly. How he sells goods and secures such a trade I am utterly at a loss to explain, nor will I offer an explanation myself. Nevertheless, he sells the goods. I have seen him in his own office try to sell goods to some small chance customer and make a complete failure with both goods and prices by his side. Then, again, I have known him to run over to New York without a sample or price of any kind and come back with a pocketful of orders at more than ruling prices. That man has a secret that is worth thousands of dollars to him, although to another man it might perhaps be worthless."

A dry goods merchant said: "You cannot tell from a man's appearance whether or not he will make a good salesman. Some of the most unpromising men we have employed have turned out to be the best of traveling men. For instance, some years ago we engaged a man who had previously found employment as a hog butcher. He was a most unorthodox and unattractive character, with little education and apparently small business capacity. We put him on the road very doubtfully, and to our great astonishment he made an excellent salesman. He worked up cross-roads trade principally, and sent in some rousing big orders. He was in our employ for many years, and did a splendid business. It so happened that he was just suited for the trade he took, and he handled it well, where another man might have made a dismal failure. I find that frequently some of the best salesmen are men of small ability in other directions. Of course, that is not general, as the great majority of traveling men can turn their hands to almost any kind of work, but it does show that the ability to sell goods on the road is a natural gift rather than an acquirement."

Leroy Business Men in Line.

The business men of Leroy have contemplated organizing for some time, but did not get to the point until last Tuesday evening, when a meeting for that purpose was held at the village hall. Godfrey Gundrum was elected chairman and Frank Smith was selected to act as secretary. The editor of THE TRADESMAN was present by invitation and explained the aims and objects of organization. Candid remarks on the benefits of organization were also made by James Farnsworth, of Grand Rapids, who happened to be in Leroy the evening of the meeting. At the conclusion of Mr. Farnsworth's talk, it was resolved to proceed to organize, which was done by the adoption of the regulation constitution and the election of the following officers:

President—A. Wenzel.
Vice-President—G. R. Andrews.
Secretary—Frank Smith.
Treasurer—J. H. Williams.
Executive Committee—President, Secretary, H. M. Patrick, G. R. Andrews and Peter Peterson.

The Blue Letter Collection system was adopted for the use of the Association, and the meeting adjourned.

CHASE BROTHERS PIANOS
GRAND RAPIDS MICH

Buy of the manufacturer and save freight and dealers' commissions. Factory, 61, 63 and 65 South Front St. Office and salesroom, 92 Monroe street.

A NEW INVENTION RUNS NO BACKACHE. EASY

Try Cords of Bone have been saved by one man to 9 hours. Hundreds have saved by one man to 9 hours every Farmer and Wood Chopper wants. First order from your vicinity secures the Agency. Write for Circular. Address: FOLDING SAWING MACHINE CO., Grand Rapids, Mich.

TIME TABLES.

Grand Rapids & Indiana.

All Trains daily except Sunday.

GOING NORTH.

Traverse City & Mackinaw Ex.	8:45 a.m.	11:30 a.m.
Traverse City & Mackinaw Ex.	7:30 p.m.	10:45 p.m.
Cadillac Express	8:40 p.m.	11:55 p.m.
Saginaw Express	11:55 a.m.	4:10 p.m.

Saginaw express runs through solid.

9:45 a.m. train has chair car to Traverse City and 11:30 a.m. train has chair car for Traverse City, Petoskey and Mackinaw City.

Traverse City and Mackinaw City sleeping cars for Traverse City, Petoskey and Mackinaw.

GOING SOUTH.

Cincinnati Express	7:15 a.m.	11:45 a.m.
Cincinnati Express	4:40 p.m.	5:00 p.m.
Traverse City and Mackinaw Ex.	10:50 p.m.	11:50 p.m.

7:15 a.m. train has parlor chair car for Cincinnati. 5:00 p.m. train has Woodruff sleeper for Cincinnati.

5:00 p.m. train connects with M. C. R. R. at Kalamazoo for Battle Creek, Jackson, Detroit and Canadian points, arriving in Detroit at 10:45 p.m.

Muskegon, Grand Rapids & Indiana.

Leave	Arrive
11:30 a.m.	10:30 a.m.
1:30 p.m.	4:30 p.m.
4:30 p.m.	8:30 p.m.

Leaving time at Bridge street depot 7 minutes later.
C. L. LOCKWOOD, Gen'l Pass. Agent.

Detroit, Lansing & Northern. Grand Rapids & Saginaw Division.

Saginaw Express..... 7:30 a.m.
Saginaw Express..... 4:10 p.m.

GOING WEST.

Grand Rapids Express..... 11:55 a.m.
Grand Rapids Express..... 10:30 p.m.

All trains arrive at and depart from Union depot. Trains run solid both ways.

Chicago and West Michigan.

Mail	Leaves	Arrives
Day Express	7:10 a.m.	9:45 p.m.
Night Express	11:30 p.m.	5:45 p.m.
Muskegon Express	6:00 p.m.	11:30 a.m.

Daily except Sunday.

Pullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 12:30 p.m. and through coach on 9:10 a.m. and 11 p.m. trains.

Newaygo Division.

Express	Leaves	Arrives
Express	4:30 p.m.	4:30 p.m.
Express	10:30 a.m.	10:30 a.m.

All trains arrive and depart from Union depot. The Northern terminus of this division is at Baldwin, where close connection is made with P. & W. train to and from Ludington and Manistee.

J. W. GAVETT, Gen'l Pass. Agent.
J. B. MULLIKEN, General Manager.

Lake Shore & Michigan Southern.

Kalamazoo Division. Arrive.

Ex. & Mail, N. Y. Mail.	N. Y. Mail, N. Y. Ex.
4:35 p.m.	7:45 a.m.
5:35 p.m.	8:25 a.m.
7:05 p.m.	9:25 a.m.
8:30 p.m.	11:25 a.m.
11:35 a.m.	1:30 p.m.
2:30 p.m.	3:30 p.m.
3:30 a.m.	4:30 p.m.
4:30 a.m.	5:30 p.m.
5:30 a.m.	6:30 p.m.

A local freight train Grand Rapids at 12:30 p.m. carrying passengers as far as Allegan. All trains daily except Sunday.

J. W. McKENNEY, General Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.

Steamboat Express	Arrives	Leaves
Through Mail	6:30 p.m.	10:30 a.m.
Evening Express	3:25 p.m.	3:50 p.m.
Limited Express	9:50 a.m.	11:00 a.m.

Mixed, with coach..... 9:50 a.m. 11:00 a.m.

GOING WEST.

Morning Express	9:05 p.m.	1:10 p.m.
Through Mail	5:00 p.m.	5:10 p.m.
Steamboat Express	10:40 p.m.	10:45 p.m.
Mixed	7:45 a.m.	7:45 a.m.
Night Express	5:25 a.m.	5:40 a.m.

Daily, Sunday, except Sunday.

Passengers taking the 6:50 a.m. Express make close connection at Orosco for Lansing, and at Detroit for New York, arriving there at 10:30 a.m. the following morning. The Night Express has a through Wagner car and local sleeping car from Detroit to Grand Rapids.

JAS. CAMPBELL, City Passenger Agent.
GEO. B. REEVE, Traffic Manager Chicago.

Michigan Central.

Grand Rapids Division.

DEPART.

Detroit Express	6:15 a.m.
Day Express	1:10 p.m.
Mixed	10:10 p.m.

ARRIVE.

Pacific Express	6:00 a.m.
Mail	5:00 p.m.
Mixed	10:15 p.m.

Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapids Express to and from Detroit. Direct connections made at Detroit with all through trains East over M. C. R. (Canada Southern Div.).

D. W. JOHNSON, Mich. Pass. Agt., Grand Rapids.
O. W. BUZZOSI, Gen'l Pass. Agt., Chicago.

Duluth, South Shore & Atlantic Railway.

WEST.

A.M. P.M. Leave	Arrive
10:30 10:30	10:30 10:30
11:45 11:45	11:45 11:45
1:45 1:45	1:45 1:45
3:45 3:45	3:45 3:45
5:45 5:45	5:45 5:45
7:45 7:45	7:45 7:45
9:45 9:45	9:45 9:45

EAST.

A.M. P.M. Leave	Arrive
10:30 10:30	10:30 10:30
11:45 11:45	11:45 11:45
1:45 1:45	1:45 1:45
3:45 3:45	3:45 3:45
5:45 5:45	5:45 5:45
7:45 7:45	7:45 7:45
9:45 9:45	9:45 9:45

Only direct route between the East and South and the Upper Peninsula of Michigan.

E. W. ALLEN, Gen'l Pass. Agt.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

37, 39 & 41 Kent Street, Grand Rapids, Michigan.

CEO. E. HOWES,

JOBBER IN

Foreign and Domestic Fruits.

SPECIALTIES:

Oranges, Lemons, Bananas.

3 Ionia St., GRAND RAPIDS, MICH.

WANTED.

Butter, Eggs, Wool, Potatoes, Beans, Dried Fruit, Apples and all kinds of Produce.

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

Earl Bros., Commission Merchants,
157 South Water St., CHICAGO.

Reference: FIRST NATIONAL BANK, Chicago.
MICHIGAN TRADESMAN, Grand Rapids.

FURNITURE TO ORDER.

Anything or everything in the line of Special Furniture, inside finish of house, office or store, Wood Mantels, and contract work of any kind made to order on short notice and in the best manner out of thoroughly dried lumber of any kind. Designs furnished when desired.

Wolverine Chair Factory,
West End Pearl St. Bridge.

P. STEKETEE & SONS,

JOBBERS IN

DRY GOODS,

AND NOTIONS,

88 Monroe St.,

AND 10, 12, 14, 16 AND 18 FOUNTAIN STREET,

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers
American and Stark A Bags

A Specialty.

FOSTER, STEVENS & CO.,

Wholesale Hardware.

With Additions Lately Made to Our Business, We now Think We have the

FINEST AND MOST COMPLETE

HARDWARE STORE

In the State of Michigan.

Our Facilities for doing Business have been much Improved and we feel better able to meet all

MARKETS and PRICES.

We Solicit Orders or Inquiries for anything wanted in the line of Hardware.

FOSTER, STEVENS & CO.,

10 and 12 Monroe street, and 33, 35, 37, 39 and 41 Louis street,
Grand Rapids, - Mich.

CHURCH'S

Bug Finish!

READY FOR USE DRY.
NO MIXING REQUIRED.

It sticks to the vines and Finishes the whole crop of Potato Bugs with one application; also kills any Curculio, and the Cotton and Tobacco Worms.

This is the only safe way to use a Strong Poison; none of the Poison is in a clear state, but thoroughly combined by patent process and machinery, with material to help the very fine powder to stick to the vines and entice the bugs to eat it, and it is also a fertilizer.

ONE POUND will go as far as TEN POUNDS of plaster and Paris Green as mixed by the farmers. It is therefore cheaper, and saves the trouble and danger of mixing and using the green, which, needless to say, is dangerous to handle.

Bug Finish was used the past season on the State Agricultural College Farm at Lansing, Michigan, and, in answer to inquiries, the managers write: "The Bug Finish gave good satisfaction on garden and farm. Many unsolicited letters have been received praising Bug Finish."

Barlow & Star, hardware dealers at Coldwater, Mich., write as follows under date of May 14: "We sold 3,100 pounds of 'Bug Finish' last year. It is rightly named 'Bug Finish,' as it finishes the entire crop of bugs with one application. We shall not be satisfied unless we sell three tons this year, as there is already a strong demand for it. Please send us ten barrels (5,000 pounds) at once."

Guaranteed as represented. Cheaper than any other Mixture used for the purpose.

MANUFACTURED BY

Anti-Kalsomine Co., Grand Rapids.

H. LEONARD & SONS,

134 to 140 Fulton St., GRAND RAPIDS, MICH.

Send for Complete Price List.

The Impervious Oil Can.
The most durable Can made in the world. Oil will penetrate tin sometime, but never this.

3 gal. \$12.00
5 " \$13.00
15 " \$15.00

PRICE LIST.

Glass Oil Can 1/2 gal. \$2.75
" " 1 " 3.25
Peek-a-boo 5 gal. tin 13.00
" " wd jk. 16.00
Goodenough 5 gal. tin 15.00
" " wd jk. 18.00
Pinafore 5 gal. tin 15.00
" " wd jk. 18.00
Owl Tubular Lantern 5.50
Diets Lift Wire Lantern 6.50
Diets Lift Wire Lantern with guards 0.75
No Charge for Package on Above.

The "Pinafore" Bright Illuminated Label. Pump and Tube Removable.

The "Owl Lantern" Easy Lighter. Flame Cannot be Extinguished.

No. 0 Lamp Chimney 23
No. 1 " " 24
No. 2 " " 35
Boxes 30, 40 and 50 cents.
No. 1 Engraved Chimney 70
No. 2 " " 90
5 cents per doz. less in cases of 6 dozen.

No. 1 Pearl Top Chimney 50
No. 2 " " 65
Tubular Globes, open 60
" " barrels 50
No. 0 Sun Burners 43
No. 1 " " 48
No. 2 " " 70

No. 0 Best wick 20
No. 1 " " 25
No. 2 " " 35
7 inch White Shades 1.00
7 inch " " 1.00
of 12 dozen 75
7 inch Illum. Bases 1.35
Plain Low Hand Lamp Complete With No. 1 Burner and Chimney 1.50
Tubular Globes.

AX HANDLES! SEEDS

FOR EVERYBODY.

For the Field or Garden.

If you want to buy

CLOVER OR

TIMOTHY SEED

Or any other kind, send to the

Seed Store,

71 CANAL ST.,
W. T. LAMOREAUX,
Grand Rapids, Mich.

AX HANDLES! SEEDS

FOR EVERYBODY.

For the Field or Garden.

If you want to buy

CLOVER OR

TIMOTHY SEED

Or any other kind, send to the

Seed Store,

71 CANAL ST.,
W. T. LAMOREAUX,
Grand Rapids, Mich.

C. & D. LANTERNS,

OIL CANS AND TANKS,

And a General Line of

PAPER & WOODENWARE.

CURTISS & DUNTON,

WILLIAMS BROS. & CHARBONNEAU

Preserves and Jellies.

DAMSON, **BLACKBERRY JAM,**
CHERRY, **RASPBERRY JAM.**
PEACH, **FIG,** **APRICOT, Etc., Etc.**

10 lb Wooden Box, 5 lb Tin Pail, 2 lb Glass Jar, 1 lb Glass Jar.

Gody, Ball, Barnhart & Co.,

SELLING AGENTS,
GRAND RAPIDS, MICH.

HURCULES POWDER

THE GREAT STUMP AND ROCK

Annihilator

Strongest and Safest Explosive known to the Arts. Now is the time to Stock Up for Farmers' Trade.

Mail orders promptly filled.

L. S. HILL & CO.,

19 and 21 Pearl St., Grand Rapids, Mich.

Also wholesale dealers in Gunpowder, Ammunition, Guns, Fishing Tackle and Sporting Goods Generally.

WILLIAMS BROS. & CHARBONNEAU

Preserves and Jellies.

DAMSON, **BLACKBERRY JAM,**
CHERRY, **RASPBERRY JAM.**
PEACH, **FIG,** **APRICOT, Etc., Etc.**

10 lb Wooden Box, 5 lb Tin Pail, 2 lb Glass Jar, 1 lb Glass Jar.

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GRAND RAPIDS, MICH.