

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 un-
til you get my prices.

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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
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Painting and Lettering.
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Transacts a general banking business.
Make a Specialty of Collections. Accounts
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LEATHER
And Shoe Store Supplies.
SHOE BRUSHES,
SHOE BUTTONS,
SHOE POLISH,
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Heelers, Cork Soles, Button Hooks, Dress-
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Independent Oil Co.'s
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If your Jobber does not han-
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your orders direct to the office
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Division St., Grand Rapids.

EATON & LYON,
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Jobbers and
Retailers of
BOOKS,
Stationery & Sundries,
20 and 22 Monroe St., Grand Rapids, Mich.

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We carry a full line of
Seeds of every variety,
both for field and garden.
Parties in want should
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GRAND RAPIDS GRAIN AND SEED CO.
71 CANAL STREET.

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COAL and WOOD.
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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 WINTERITZ,
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 & 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 be-
ing a First Class article. We sell it
On the Manufacturers' Guarantee:
When two or more coats of our PIONEER PRE-
PARED 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 re-
quire. 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-fitted and Re-furnished.
Residence Second 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 arti-
ficial 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 Farnell's Punch to cigars. 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 Farnell'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 x 4 t t 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.
"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 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 of-
fice when I took charge, and as I was a
rather poor sound 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 depart,
only a brief stop was made at the station,
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 instantly
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 battle
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
wild 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
v 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 was
figure 7, or, rather, 7 represented a; z was
b; and, omitting the y (a vowel), x was c;
omitting v, 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 dared 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 (222, with a strong feeling.
Cottons, advanced 1 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 attest-
ed, 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 1/4 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 pros-
perous and wealthy. And Will says, "We
thank those cryptographic messages for it."
FRANK A. HOWE.

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-
effective 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 Ham-
ilton'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. 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 inhos-
pitable 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.

The Michigan Tradesman.

A JOURNAL DEVOTED TO THE
RETAIL TRADE OF THE WOLVERINE STATE.

E. A. STOWE, Editor.

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WEDNESDAY, OCTOBER 5, 1897.

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 Pittsburgh and was seeking credit of the merchants in the latter city. A full report on the person was promptly obtained and forwarded. Mr. Stevenson closed his letter of enquiry with the following expression:

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 machinery of the State Association is such that there will be little difficulty in carrying out this feature of the work to a successful completion, and if the Secretaries of the Keystone and Empire Associations will volunteer to do the same, the first step in the inter-state co-operation of business men will have been accomplished.

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. The editor of THE TRADESMAN promptly called the attention of the News to the misstatement and asked that a correction be made, but up to the present time no correction has appeared. The only inference THE TRADESMAN can draw from the refusal of the News to set itself and the trade aright is that the paper is interested in having an erroneous idea prevail.

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 Saul 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 inclosed, 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. The usual notice to postmasters asking to be advised of amount of postage required for return, which will be forwarded, is no longer necessary, as now all classes of mail matter are returned upon request, and postage where, due collected upon delivery to the sender.

Hides, Pelts and Tallow. Hides are in less demand in the West, on account of the scarcity of bark, and generally weak 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. Cody, 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 & Woodenware 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. Razez 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. Lampson 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 Wolff 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.

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

Evart—The Evart Hardware Co. contemplates building a store at Meredith, in which to conduct its branch hardware business.

Mancelona—C. F. Waldea formerly engaged in trade at Leroy, but more recently at Red Jacket, has engaged in trade here.

Leroy—Dr. W. J. Law is building a store suitable for the drug business and will put in a stock about the middle of the present month.

Millbrook—The Jas. Richards & Son hardware stock has been sold by Buhl, Sons & Co., of Detroit, to C. C. Crisman, late of Pontiac.

East Jordan—Harry Branch has bought the drug stock formerly owned by G. W. Beaman, and will continue the business at the old stand.

Carson City—A. B. Wolfe, who made 12,000 barrels of cider last season, will turn out 9,000 barrels this year. He will also turn out 8,000 gallons of apple jelly this season.

Mt. Pleasant—John Maxwell's general stock was closed by Edson, Moore & Co., of Detroit, on Sept. 28. His assets are fixed at \$10,000, and it is thought will fully cover his liabilities.

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 Woollen 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 Woodenware 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.

Glen 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—I. 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—Olmedst & 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 of 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 I 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. Whitnall 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: J. V. Lisee & Co.'s stock inventories as follows: First cost, \$43,173.57, appraised at \$40,265.50; bills receivable, \$4,335.39, 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 Brooks, 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-minded 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.

KALAMAZOO, Sept. 26, 1897.

E. A. Stowe, Grand Rapids:

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, 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 values 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."

N. G. LESLIE.

How Italian Milkmen Deceive Their Customers. A correspondent of a Boston paper, writing from Rome, says:

I noticed some days that my milk was very, very thin. I had stood by whilst it was milked; what, then, could be the cause? Was it that the cows drank too much water? I would have been compelled to adopt this solution but for a discovery that soon happened. When I came across my cowman the second or third evening he was milking for an Italian, and I was surprised when I saw this latter suddenly step up to the cowman and squeeze him by the arm. As surprising as was this action, however, the result was still more so—a stream of water was ejected from the cowman's sleeve, and I then understood how milk can be watered before one's very eyes without one's detecting it. I happened to mention this incident to the American Consul, and he assured me the trick was quite common. A bag of water is kept under the coat and let down through a rubber tube in the sleeve; when detected, a shrug of the shoulders, a "Santa Maria, what difference?" and pure milk for the sharp eyes; when not detected, he laughs in his sleeve as he lets the water down through his sleeve and sells it to you at six cents a quart.

Lindblom Bros., grocers, Big Rapids: "Once more we enclose \$1 for a year's subscription to THE TRADESMAN. It is the best investment we can make. We value the paper more than all our others put together."

Whom to Trust.

He who battles but for selfish ends, Crowned with success will turn against his friends; But he who joins or nobly leads the strife, From love of justice is a friend for life. The selfish strike to win for self the spoils; The just for justice and the slave who toils. So know then, whom to trust and whom to shun, Learn ye men's motives and thy task is done.

Purely Personal.

W. H. Hoops paid the Kalamazoo grocery trade a visit on Monday.

Fred. D. Ball is taking a half of B. F. Parmenter's trip for him this week.

Dr. Burr Babcock, the Williamsburg physician, put in a couple of days at this market last week.

Geo. W. Crouter, the Charlevoix druggist, leaves for California this week, in hopes that the trip will improve his wife's health.

E. E. Whipple, manager of the Whipple Harrow Co., of Eaton Rapids, was in town Saturday.

Arthur H. Webber, formerly engaged in the drug business at Big Rapids, is now prescription clerk for R. J. Cummer & Co., at Cadillac.

Fred. Hotchkiss, formerly engaged in the drug business at Hastings, passed through the city Monday on his way to Washington Territory.

C. M. Towne, who conducted a meat business on South Division street several months ago, has returned to his former home in Milwaukee.

H. N. Morse, manager of the "Big Store," at Ludington, is rejoicing over the advent of a son, who was promptly given the cognomen of H. N. Morse, Jr.

E. A. Parkinson, the Traverse City druggist, was in town over Sunday. He was a delegate from the K. P. Lodge of Traverse City to the Grand Lodge at Detroit.

W. B. Sweet has resigned his position as book-keeper for H. H. Freedman & Co., at Reed City, and has returned to this city. He has several desirable offers under consideration.

John Walsh, formerly engaged in the grocery business on Canal street under the firm name of Walsh & Spoon, is now clerking in a clothing store at Duluth. Mr. Spoon is managing his father's stock farm near Spoonville.

Robert W. Hazeltine, for several years past chemist for the Hazeltine & Perkins Drug Co., has accepted a similar position with G. W. Jones & Co., wholesale druggists and manufacturing chemists of Memphis, Tenn. Mr. Hazeltine will begin his duties with the firm about October 15.

Byron Holden, for several years past salesman for Hamilton & Milliken, at Traverse City, was in town Monday on his way to San Diego, Cal., which place he proposes to make his home. Will Holden, for several years clerk at the Park Place, at Traverse City, joins him at Chicago, bound for the same destination.

Cards are out announcing the marriage on October 13 of Chas. E. Peeps and Miss Louisa Formby, daughter of the genial book-keeper for Rindge, Bertsch & Co. The ceremony will take place at the residence of the bride's parents, on Fountain street, when the couple will take up their residence in their own home at 95 North Union street.

Henry B. Fairchild, Secretary of the Hazeltine & Perkins Drug Co., was agreeably surprised last Thursday evening by an invasion at his home of the twenty-one employees of the house, bearing a handsome easy chair as a reminder that he had reached the 41st milestone. Mrs. Fairchild, who had been apprised of the designs of the boys, surprised them all by inviting them to partake of a supper which approached the dignity of a banquet.

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 better 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.

The Michigan Tradesman.

Michigan Business Men's Association.
President—Frank Hamilton, Traverse City.
First Vice-President—Paul E. Jontz, Orono.
Second Vice-President—S. Lamson, Orono.
Secretary—L. A. Snow, Grand Rapids.
Treasurer—L. W. Sprague, Grand Rapids.
Executive Board—President, Secretary, Geo. W. Hubbard, Flint; W. R. Kelley, Ionia; Irving T. Clapp, Alpena.
Committee on Trade Interests—Smith Barnes, Traverse City; Chas. T. Bridgman, Flint; H. B. Fargo, Muskegon.
Committee on Legislation—Frank Wells, Lansing; W. E. Kelsey, Ionia; Neal McMillan, Rockford.
Committee on Transportation—J. W. Milne, Traverse City; Jno. P. Stanley, Battle Creek; Wm. Robec, East Saginaw.
Committee on Insurance—N. B. Blain, Lowell; E. Y. Hogle, Hastings; O. M. Clement, Cheboygan.
Committee on Building and Loan Associations—F. L. Fuller, Frankfort; S. E. Parkhill, Owosso; Will Emmert, Easton Rapids.
Official Organ—THE MICHIGAN TRADESMAN.

Finely Formed Women.

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 agriculturists who have 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 bad 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 unnaturally 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 she 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.

When I see a woman who is not deformed, I mark the day with a white star. Mrs. Tom Thumb, the Countess Magrie they call her now, enjoys the distinction of being the only symmetrically-shaped midget. The women of full size who have bodies whose

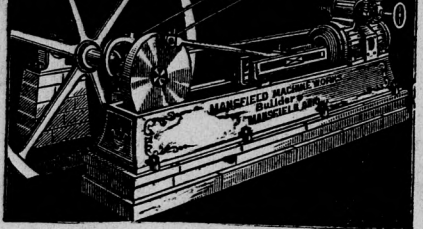
lines a sculptor would care to copy without alteration, occupy positions almost as unique. Miss Alice Freeman has owed much of her success at Wellesley to the fact that she is a magnificent specimen of womanhood physically, finely formed, and commanding respect by her control of her bodily powers. No whalebones creak when she walks. Maria Mitchell, the astronomer, with her white hair, would shame any a younger woman with her perfect physique. Mrs. Jenness Miller, the new drama 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 their deficiencies with when we can't find the truant buttons." 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 that a foot could be supposed to occupy—in 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.

Five energetic young men can obtain salaried positions with the Metal Back Album Co., Battle Creek.

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The Traveling Public are cordially invited.

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WILL PLEASE YOU EVERY TIME!
ALWAYS ASK YOUR GROCER FOR THESE GOODS.

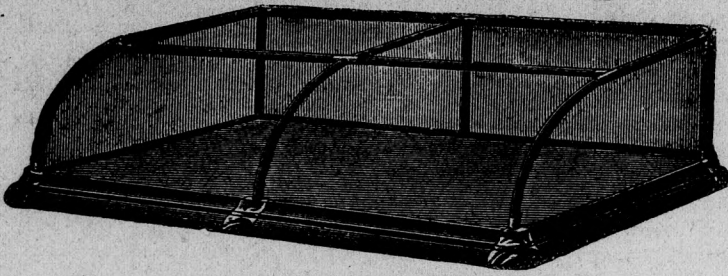
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Wishing to procure outfits for their Collection Departments, are invited to examine the following quotations, which are for fine work on good quality of paper:

FULL OUTFIT--\$15.

30 Books Blue Letters, 50 in book.
500 Record Blanks.
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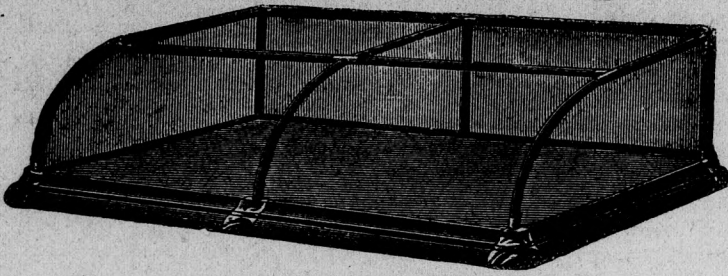
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FULL OUTFIT--\$15.

30 Books Blue Letters, 50 in book.
500 Record Blanks.
500 Notification Sheets.
250 Last Calls.
500 Envelopes.

HALF OUTFITS--\$10.

500 Blue Letters, old style.
250 Record Blanks.
250 Notification Sheets.
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In place of old style Blue Letter in above \$10 Outfit we can substitute 10 books Blue Letter in latest form, as recommended by the recent State convention, for \$12.50. Prices in other quantities furnished on application.

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Ordinary Rubber Boots always wear out first on the ball. The CANDEE Boots are double thick on the ball, and give DOUBLE WEAR. Most economical Rubber Boot in the market. Lasts longer than any other boot and the PRICE NO HIGHER. Call and examine the goods.

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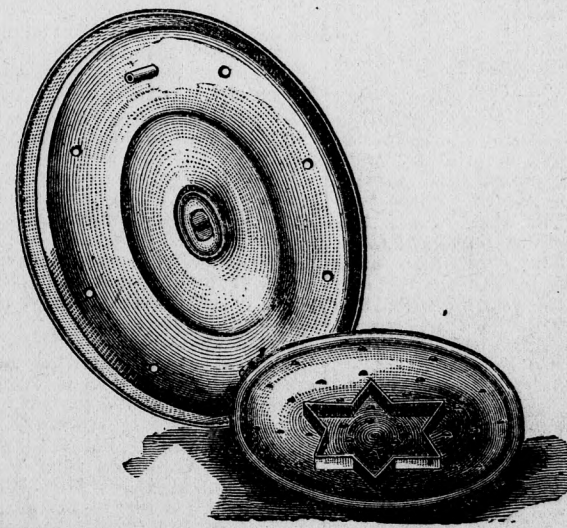
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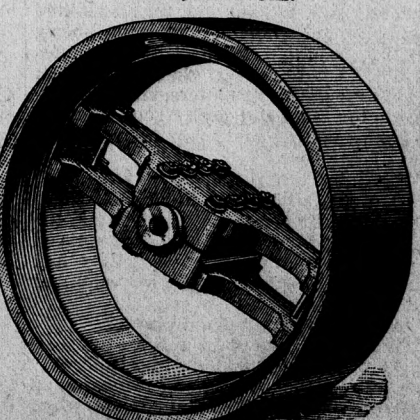
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WEDNESDAY, OCTOBER 5, 1887.

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 "soulless" 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.

"Hav'n'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.

Our Miscellaneous Column.
THE TRADESMAN has received many voluntary acknowledgments of the value of its Miscellaneous Column. A recent mail brings in the following testimonial from Ramsey, Morgan & Jenks, the well-known Kalkaska grocers:

"We are satisfied THE TRADESMAN is the paper for a want ad."

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We pay the highest price for it. Address Peck Bros., Druggists, Grand Rapids, Mich.

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JOBBER OF SADDLERY HARDWARE
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THE ACME OF UTILITY AND ECONOMY IN STORE SHELVING.
Koch's Patent Adjustable Shelf Reversible Brackets.
SHELVING CAN BE READILY PUT UP BY ANY ONE AND MOVED AS EASILY AS STOCK. ONE BRACKET SUITABLE FOR VARIOUS WIDTHS OF SHELVING.
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354 MAIN ST., PEORIA, ILL.
Liberal discount to the trade, or parties first putting up these brackets in any locality.

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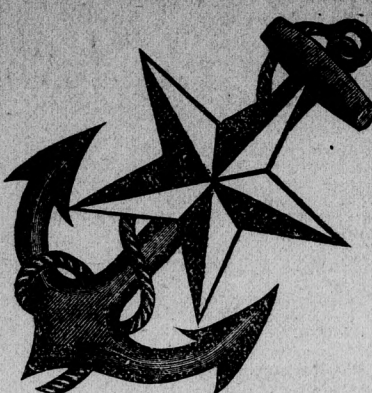
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The Best Coffee on Earth. We Solicit Communications.
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Mail Orders Receive Prompt Attention.

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Fruits, Seeds, Oysters & Produce,

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If you are in Market to Buy or Sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

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Wm. H. Thompson & Co.,

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FELSENTHAL, GROSS & MILLER, Bankers,
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ABSOLUTE SPICES

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100 per cent. Pure.

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ORANGES

LEMONS

FIGS.

NUTS.

PEANUTS

CANDY

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PUTNAM & BROOKS
Wholesale Mfrs. of
Pure Candy
New Factory is one of the largest and best-equipped in the land. Come and see us. 11, 13, 15, 17 SO. IONIA ST.
1887

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, and away he went on the road and in came the 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 he offer an explanation himself. 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 unsmooth 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."

Our Local Bodies.*

Well, I feel as though my body was local—and well located, too; but I really don't feel as though I needed any toast.

Our local bodies are of no small importance, for without them we would not have had this State body, and had it not been for our State body we should not to-day have enjoyed the large-hearted and open-handed hospitality of the business men of this beautiful city of Flint (may their shadows never grow less). Our local bodies are an important factor; they are the foundation upon which is built this grand Michigan Business Men's Association, and it is important that we look well to our foundation when building a structure of such magnificent proportions. The material selected should be of the best and placed in position by wise heads and skillful hands.

Many local associations have made mistakes in their efforts to swell their membership, and have taken in men who would disgrace themselves and any organization to which they may belong. This, in a measure, may be avoided. The greatest care should be taken that no one not known for his business integrity be admitted, and, after membership is secured, it is highly important that the selection of officers be from the best material to be found. It is too often the case that this matter is not sufficiently considered. The success or failure of any organization depends, largely, upon the efficiency of its officers. Our own Association made a sad mistake in this particular, and I fear that there are others in the same condition. Weigh well this matter and in your next election see to it that your best men are selected to officer your Association. To prove the correctness of my position, it is only necessary to cite to you our State Association. It is only through the untiring zeal of our worthy President and Secretary that this Association has reached its present proportions.

Another matter of importance in which many of our local bodies err, is the stress put upon the listing of delinquents and collection of debts. While we are willing to concede the latter a question worthy our consideration, there are other avenues to which our efforts may be directed with equally good results, namely, the improvement of our wagon roads, the encouraging of manufacturers, the improvement of our cities and villages and the cultivation of a better feeling among competitors in trade. These and many other matters may and should be discussed at our meetings, and active men should be appointed on committees to carry out our wishes.

The holding of annual picnics is a great source of profit—you will all bear me out in saying that there is no better way to get up a good feeling among mankind than to give them plenty of good things to eat. It is very important that we hold these social gatherings frequently and invite in neighboring associations, thus enlarging our views by an exchange of ideas. Every meeting that our local Association has held has done us good; and that every one here at this convention has been benefited, I have no doubt, and the day is not far distant when I expect to hear of a call for a national convention, which must follow the organization of our Local Bodies.

*Response by N. B. Blain, of Lowell, at request of M. B. M. A.

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 organized effort. 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 dealer's commissions. Factory, 61, 63 and 65 South Front St. Office and salesroom, 92 Monroe street.

A NEW INVENTION NO BACKACHE RUNS EASY

Fifty Cords of Beech have been saved by one man in 9 hours. Hundreds have saved 1 and 2 cords daily. Write every Farmer and Wood Chopper wants. First order from your vicinity secures the Agency. Illustrated Circular FREE. Address FOLDING SAWING MACHINE CO., 200 E. Canal Street, Chicago, Ill.

TIME TABLES.

Grand Rapids & Indiana.		
GOING NORTH.		
Traverse City & Mackinaw Ex.	Arrives.	Leaves.
Traverse City & Mackinaw Ex.	8:45 a.m.	9:20 a.m.
Cadillac Express.	7:30 p.m.	8:05 p.m.
Saginaw Express.	11:55 a.m.	7:30 a.m.
Saginaw express runs through solid.	10:30 a.m.	4:10 p.m.
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.		
10:40 p.m. train has sleeping cars for Traverse City, Petoskey and Mackinaw.		
GOING SOUTH.		
Cincinnati Express.	7:15 a.m.	7:45 a.m.
Fort Wayne Express.	4:40 p.m.	11:45 a.m.
Cincinnati Express.	4:40 p.m.	5:00 p.m.
Traverse City and Mackinaw Ex.	10:50 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.	
5:30 a.m.	10:30 a.m.	
11:30 a.m.	4:30 p.m.	
4:40 p.m.	8:50 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.

Chicago & West Michigan.

Mail.	Leaves.	Arrives.
Day Express.	7:10 a.m.	8:35 a.m.
Night Express.	12:30 p.m.	9:45 p.m.
Muskegon Express.	5:00 p.m.	11:30 a.m.

Pullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 12:30 a.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.	4:30 p.m.	4:30 p.m.

Lake Shore & Michigan Southern.

Kalamazoo Division.

Ex. & Mail.	N. Y. Mail.	N. Y. Mail.
4:35 p.m.	7:45 a.m.	8:45 a.m.
5:35 p.m.	9:25 a.m.	8:35 a.m.
6:35 p.m.	10:25 a.m.	9:35 a.m.
8:35 p.m.	11:25 a.m.	10:35 a.m.
9:35 p.m.	12:25 p.m.	11:35 a.m.
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