

The Michigan Tradesman.

VOL. 5.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 9, 1887.

NO. 216.

TRANSIT MILL COMPANY,
WHOLESALE DEALERS IN
Flour, Feed,
Grain and
Baled Hay.
25 Pearl Street,
GRAND RAPIDS, - MICH.
O. E. Brown, Gen. Mgr.

SEEDS
Garden Seeds a Specialty.
The Most Complete Assortment
in Michigan. Don't Buy un-
til 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.

FOURTH NATIONAL BANK
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, etc. Solicited.

F. J. DETTENTHALER,
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.

OYSTERS!
—AND—
SALT FISH.
Mail Orders Receive Prompt
Attention.
See Quotations in Another
Column.

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.

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.

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.

SCHUMACHER'S ROLLED Avena,
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.

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.

M
Muzzy's Corn Starch is prepared expressly
for food, is made of only the best white corn
and is guaranteed absolutely pure.
U
The popularity of Muzzy's Corn and Sun
Gloss Starch is proven by the large sale,
aggregating many millions of pounds each
year.
Z
The State Assayer of Massachusetts says
Muzzy's Corn Starch for table use, is per-
fectly pure, is well prepared, and of excel-
lent quality.
Z
Muzzy's Starch, both for laundry and table
use, is the very best offered to the con-
sumer. All wholesale and retail grocers
sell it.

Y
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-dressed and Re-furnished.
Sample Rooms on First Floor.
First-Class in all its appointments.
M. F. BELGER, Proprietor.

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.

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.

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.

COOK & PRINZ,
Proprietors of the
Valley City Show Case Mfg. Co.,
Manufacturers of
SHOW CASES.
Prescription Cases and Store Fixtures
SEND FOR CATALOGUES.
SEND FOR ESTIMATES.
3 West Bridge St., Grand Rapids.
Telephone 374.

POTATOES.
We give prompt personal attention to
the sale of POTATOES, APPLES, BEANS
and ONIONS in car lots. We offer best
facilities and watchful attention. Consign-
ments respectfully solicited. Liberal cash
advances on Car Lots when desired.
Wm. H. Thompson & Co.,
COMMISSION MERCHANTS,
166 South Water St., CHICAGO.
Reference
FELSENTHAL, GROSS & MILLER, Bankers,
Chicago.

STANTON, SAMPSON & CO.,
Manufacturers and Jobbers of
Men's Furnishing Goods.
Sole Manufacturers of the "Peninsular"
Brand Pants, Shirts and Overalls.
State agents for Celluloid Collars and Cuffs.
120 and 122 Jefferson, Ave.,
DETROIT, - MICHIGAN.

TUBS! TUBS! TUBS!
We have 150 doz. first quality wash tubs,
which we will sell F. O. B. as follows: No. 3,
\$3 per doz.; No. 2, \$4 per doz.; No. 1, \$5 per
doz. Packed 14 doz. in bbl. with straw. Qual-
ity unsurpassed. Address
PIERSON'S BAZAAR, Stanton, Mich.
Stoneware, 6c. per gal. F. O. B.
MYRON H. WALKER,
Attorney and Solicitor,
GRAND RAPIDS, - MICH.
Over Fourth National Bank. Telephone 407.

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.

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

Auxiliary Associations,
Wishing to procure outfits for their Col-
lection Departments, are invited to exam-
ine 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.
500 Notification Sheets.
250 Last Calls.
500 Envelopes.
HALF OUTFITS--\$10.
500 Blue Letters, old style.
500 Record Blanks.
500 Notification Sheets.
125 Last Calls.
500 Envelopes.
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 ap-
plication

FULLER & STOWE COMPANY,
ENGRAVERS and PRINTERS,
49 Lyon St, Grand Rapids,
HIRTH & KRAUSE,
LEATHER
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.

EDWIN FALLAS,
PROPRIETOR OF
VALLEY CITY COLD STORAGE,
JOBBER OF
Butter, Eggs, Lemons, Oranges.
And Packer of
SOLID BRAND OYSTERS.
Facilities for canning and jobbing oysters
are unsurpassed. Mail orders filled promptly
at lowest market price. Correspondence so-
lited. A liberal discount to the jobbing
trade.
217, 219 Livingston St.,
Grand Rapids.

JUDD & CO.,
JOBBER OF SADDLERY HARDWARE
And Fall Line Summer Goods.
108 CANAL STREET.


A RAISE IN PORK.
Written Especially for THE TRADESMAN
What trivial things frequently change the
course of a man's destiny and transfer the
beggar from his hovel to a palace and,
sometimes, but less often, perhaps, the na-
bob to the mendicant's rags. I would like
to request right here that, if any of my
readers (should there be such unfortunate)
imagine this to be an old saying, they will
please come to my boarding house at any
time—except when meals are ready—and I
will convince them that it is not an old say-
ing, but an aged and very infirm idea clad
in new garments.
To return to the original text (another
new idea, by the way), it is a sad and al-
most melancholy thought that even the
chance wrong position of a seemingly harm-
less pin in the chair of a wealthy uncle
may, perchance, strike a tender spot in his
anatomy and, acting on the nerve running
to the bump of benevolence, destroy all the
luckless youngster's hope of gain at his un-
cle's loss.
It is a singular trait of human nature that,
when persons are well off in this world's
goods and chattels, they, seemingly, are more
crotchety and independent in their ways and
moods when in conjunction with their
heirs-prospective. If this has not been no-
ticed by others, I am very much pleased to
be the humble instrument of their enlighten-
ment.
I, once upon a time, had an aunt—a rich
aunt—and she is dead now; hence the mus-
ing and moralizing. At several periods of
my young and guileless youth, I had been
informed and led to believe by this aunt
that at her much-to-be-deplored demise I
should come into a competence and that my
future path in life would be one similar to
the lilies. Not exactly the same as the
lilies, either; I probably shouldn't toil—un-
doubtedly not. But I was a great admirer
of fast horse-flesh, and had bright visions
of how much I might enjoy myself spinning
around behind some animal purchased with
my aunt's hard-saved wealth.
It so happened that I had, in my youth,
a strong natural talent for precipitating my-
self into mischief. If I wasn't purchasing
apples of the neighboring farmers when
they weren't around, the chances are that I
was adding weight and dignity to some of
our friend's cats, in the shape of large,
well-balanced tin-kettles. And it was
through this propensity that I sold my in-
heritance for a mess of pottage, or words to
that effect.
Among my aunt's possessions were a gro-
cery store and meat market, in the same
building, which were conducted by her
through the medium of a trusty man who
had been in her employ for years. On ar-
riving at what ought to have been a com-
parative age of discretion, I was placed by
her in the store to learn the business and
make myself generally useful—although I
imagined, at the time, that I was there for
the purpose of running things and making
myself a general nuisance. It is needless
to say that I succeeded in the latter to a
wonderful extent. Jones, who ran the
store, said I did, at any rate.
I shall always feel unkindly toward my
aunt for putting me there, for I shall al-
ways think it was that which jeopardized
my interests with her. Somehow, I never
could do things exactly the way my employ-
er wanted them done. If he wanted me to
take a package to some customer in a hur-
ry, it was always my luck to be in some
place where he couldn't find me until he had
got through wanting me, and then, when I
did appear, he would often be so unreason-
able as to chide me for my lack of attentiv-
ness. Just as though I could always tell
when he was going to want me.
Among other pleasant duties which I per-
formed was that of driving the cattle, pur-
chased for the market, to the abattoir, situ-
ated about half a mile from town in a
valley, to which, as in nearly all cases, a
hill descended. I had a friend about my
own age who usually went with me on such
occasions. In the winter, it was our prac-
tice to take our sleds with us and slide
down the hill for a time, more or less—gen-
erally more.
One day, I was sent with three fine hogs,
my chum, as usual, accompanying me. The
coasting was especially fine that day, so we
thought we would let the pigs root around
in the snow at the bottom while we had our
sport. But it was an unlucky day for both
the pigs and myself. We had ridden down
the hill several times and had just started
on another trip, when, suddenly, I felt the
ground rise beneath me, and when I once
more discovered myself I found that I was
a mixture of boy, hog and sled. It took me
some little time to eradicate myself from
chaos, when I found, to my horror, that the
pig was in the last stages of dissolution.
What was to be done? The sled had so de-
stroyed the equality of the pig that I
doubt if there was enough meat left on him
in one solid chunk to make a decent chop,
although if he had been dressed and mixed
with dog and sage he might have made quite
respectable bulk sausage. My chum and I
pondered the matter over for some time and
finally decided to bury the fragments in the
snow and see that the grave was kept green.

Went home with a sadness in my heart
equal to a peck of green apples in June, re-
solved not to disclose the tragedy, if possible
to avoid it. I presume the Anarchists in
Chicago have no greater weight of dread
upon them than I had that awful day.
Early the next morning the blow fell—
not one, but several of them. Mr. Jones
had discovered the lack of pork and sus-
pected me at once.
"Tommy, where's the other pig you drove
to the pen?" were the first words I heard
from Mr. Jones.
"Well—you—I—see, one pig had the
cholera sir; so I gave it to a man who said
he could cure it," was the first lie that came
to my trembling lips.
"Too thin, Tommy; too thin. Your aunt
saw you burying it and she would like to
see you at the house."
Accordingly I wended my weary way to
my aunt and she kindly but firmly informed
me that my chances for a share in her wealth
were about as good as the pig had for sur-
viving the shock of my sled to his nervous
system and shipped me back to my father, a
sadder if not a wiser lad. RELUUF.

A Head Clerk's Weird Experience with a Snake.
Twenty years ago I was head clerk in a
New York merchant's office. My work was
heavy. Many nights I sat at my books un-
til into the small hours of the morning.
Once or twice I actually dozed off into a
sleep to be awakened by the woman who
cleaned the various rooms, coming to her
work.
The house I was connected with had a
branch establishment in India doing a large
business, and many curious consignments
of goods, quite outside of our usual articles
of commerce, passed through our hands.
Priceless cloths and native fabrics, brass
and gold ornaments set with precious
stones, collections of stones, botanical
specimens, birds, animals—everything, in
fact, until at times the contents of the cases,
if opened and spread out, would have made
a very average museum.
One afternoon a large box was delivered
from one of the ships labeled "To be kept
in a moderately warm place." I was away
from the warehouse at the time of its ar-
rival, and the men placed it in the outer
office. On my return I casually noticed the
case in passing, and saw that one end
was slightly crushed, as if by some heavier
case falling on it. This was a mere ac-
cidental observance.
My private office was just four walls,
hung with maps and charts. A writing
bureau in the center of the floor behind
the door; behind the bureau a large iron
fireproof safe some six feet high and four
feet square, standing twelve or fourteen
inches from the wall, and a case of books
and three or four chairs completed the in-
ventory. I was going to work late, and in
a short time I was alone in the large build-
ing.
I worked steadily until midnight. I
arose and paced about the room for a few
minutes.
A sound as of a chair being moved in the
adjoining room startled me.
The light from a street lamp lit the room
fairly well, and after a glance I concluded
it must have been fancy, and I returned to
my desk, leaving the door open.
A few minutes afterward a faint, harsh
sound came from the same direction, a
curious, rubbing sound, undeniably within
the next room, and quite as undeniably
moving toward the door leading to where I
was sitting.
I rose to my feet, and as I did so the
head and neck of a huge snake protruded
through the doorway into the well-lit room.
I stood transfixed with horror.
When the reptile saw me it stopped for a
second, the eyes grew more and more
afame until they resembled two lurid balls
of fire, its tongue darted in and out of its
mouth, and the head raised higher and
higher until nearly level with my own. I
could hear its body coiling and recoiling in
fury in the darkness beyond, and there I
stood powerless, unarmed, and apparently
unable even to move.
I looked once around in a despairing
search for some outlet of escape, and, as I
took my eyes from those of the horrible
reptile, it lowered its head and darted to-
ward me. Another second and it would
have caught me, when seeing the open safe,
I rushed in and shut the door. A small
petty cash book fell to the floor, half in,
half out of the safe, holding the door open
about half an inch.
But for that book I would have speedily
been suffocated. Not thinking of that I
stooped and tried to draw the book inside,
but the snake moving simultaneously with
myself, had dashed itself against the safe,
and in its brute fury, thinking the safe part
and parcel of myself, had thrown its coils
around it, compressing the door so tightly
that I fortunately could not remove the
book, which was my sole means of ventila-
tion. Half crazed with fright I pulled and
lugged at it without avail. The perspiration


rolled down my face, my heart beat almost
to bursting, and even with the book hold-
ing the door ajar I seemed to be at the
point of suffocation. Gasping for breath
and utterly nerveless, I fell against the door
and slid to the floor in a dead faint.
How long I remained so I cannot tell—
perhaps a few minutes, perhaps an hour.
At last my senses returned, and although
dreadfully cramped by the position into
which I had subsided in the narrow space,
I felt I had not the power to rise, and lay
there gazing through the narrow opening
at the two folds which encircled my refuge,
feeling a horrible fascination that I shall
never forget. I even passed my finger out
and touched one, feeling a quivering move-
ment that told me the reptile had drawn its
coils to their utmost tension, in the hope of
crushing the shell that held the precious
kernel of myself.
By an effort I collected my ideas, and,
remember the box and the crushed end,
could readily account for the presence of
the intruder. I knew that it was customary
to feed them to satiety before shipping, send
them off, and as a rule they arrive here still
in the state of stupor. This one might have
had a long passage, and, coming out of the
sleep, wanted water, grew furious, burst the
weak end of the case, and finding me at-
tacked me by instinct.


I grew calmer and investigated my posi-
tion thoroughly. I rose to my feet, and as
I did so my foot rested on something un-
even. I picked it up and found it to be one
of those long ink erasers, having a blade
about four inches long, sharp as a razor,
tempered like a Damascus blade, the
handle being about five inches long and flat
in shape. It must have fallen out of the
cash book, these knives frequently being
shut in the books by the careless clerks.
Taking the knife in my right hand I thrust
it into the thinnest fold with all my strength.
There was a horrible, sickening, tearing
sound, and quickly withdrawing the blade,
I thrust it again and again into the folds
until at the third or fourth stab I saw the
folds relax and go sliding down the sides of
the safe to the floor, lying there squirming
and writhing in convulsions.
I dared not move for nearly an hour, un-
til all seemed quiet; then opening the door,
I dashed across the room into the outer of-
fice, banged the door to, locked it, and, hat-
less, rushed to the nearest police station.
At first my story was discredited, and I was
almost locked up as being drunk, but eventu-
ally four officers armed with revolvers
came with me.
We found the reptile nearly dead, but
still tremulous when touched, the cuts with
the keen knife, owing to the extreme ten-
sion of the coils, having nearly severed the
body in half. It measured just 33 feet 5
inches from head to tail.


PERFECTION SCALE
The Latest Improved and Best.

DOES NOT REQUIRE DOWN WEIGHT!
Will Soon Save its Cost on any Counter.
(GEO. C. WETHERBEE & CO., Detroit.
HAWKINS & PERCY, Grand Rapids.
McCASLAND & CO., E. Saginaw.
And by Wholesale Grocers generally. Send for illus-
trated Catalogue.)


Did anyone ever stop and think of the
number of different kinds of jars which the
average citizen comes in contact with in the
course of a long and unvaried existence?
Jars of strong butter displayed temptingly
in the honest groceryman's window, with
the best layer on top and good old ten-year-
old on the bottom; jars of preserves placed
on the top shelves where we couldn't reach
them in our thievish infancy, just the time we
seem to need them most; jars in the street,
where the corpulent man takes up two-
thirds of the walk, in blissful unconscious-
ness that there is another person within a
mile behind him; family jars, when Maria
wants a new fall bonnet or John comes
home and tries to unlock the front window-
blinds with an umbrella; the jars of child-
hood, when our parent's hand comes in sud-
den contact with that portion of our anat-
omy since time immemorial conceded to be
the most convenient spot; jars when the
sidewalk seems impressed with the idea that
it can get right up and walk in your face;
jars when Congress meets, or when you are
trying to get an old back-number pension.
In fact, life is one continual jar from the
time the nurse jars the infant to get the but-
ton out of its throat until the old man is
boxed up and the clods are jarred on top of
him. RELUUF.


It having been stated that Michigan does
not fix the capacity of apple barrels, E. B.
Pond, of Ann Arbor, calls attention to the
fact that Michigan just exactly does that
very thing. An apple barrel must be accord-
ing to law (Sec. 1579, Howell's compiled
statutes.) the size of the ordinary flour barrel
or 37 inch staves, and 16x3 inch headings.

PERFECTION SCALE
The Latest Improved and Best.

DOES NOT REQUIRE DOWN WEIGHT!
Will Soon Save its Cost on any Counter.
(GEO. C. WETHERBEE & CO., Detroit.
HAWKINS & PERCY, Grand Rapids.
McCASLAND & CO., E. Saginaw.
And by Wholesale Grocers generally. Send for illus-
trated Catalogue.)

PERFECTION SCALE
The Latest Improved and Best.

DOES NOT REQUIRE DOWN WEIGHT!
Will Soon Save its Cost on any Counter.
(GEO. C. WETHERBEE & CO., Detroit.
HAWKINS & PERCY, Grand Rapids.
McCASLAND & CO., E. Saginaw.
And by Wholesale Grocers generally. Send for illus-
trated Catalogue.)

PERFECTION SCALE
The Latest Improved and Best.

DOES NOT REQUIRE DOWN WEIGHT!
Will Soon Save its Cost on any Counter.
(GEO. C. WETHERBEE & CO., Detroit.
HAWKINS & PERCY, Grand Rapids.
McCASLAND & CO., E. Saginaw.
And by Wholesale Grocers generally. Send for illus-
trated Catalogue.)

PERFECTION SCALE
The Latest Improved and Best.

DOES NOT REQUIRE DOWN WEIGHT!
Will Soon Save its Cost on any Counter.
(GEO. C. WETHERBEE & CO., Detroit.
HAWKINS & PERCY, Grand Rapids.
McCASLAND & CO., E. Saginaw.
And by Wholesale Grocers generally. Send for illus-
trated Catalogue.)

PERFECTION SCALE
The Latest Improved and Best.

DOES NOT REQUIRE DOWN WEIGHT!
Will Soon Save its Cost on any Counter.
(GEO. C. WETHERBEE & CO., Detroit.
HAWKINS & PERCY, Grand Rapids.
McCASLAND & CO., E. Saginaw.
And by Wholesale Grocers generally. Send for illus-
trated Catalogue.)

PERFECTION SCALE
The Latest Improved and Best.

DOES NOT REQUIRE DOWN WEIGHT!
Will Soon Save its Cost on any Counter.
(GEO. C. WETHERBEE & CO., Detroit.
HAWKINS & PERCY, Grand Rapids.
McCASLAND & CO., E. Saginaw.
And by Wholesale Grocers generally. Send for illus-
trated Catalogue.)

The Michigan Tradesman.
Official Organ of Michigan Business Men's Association.
A WEEKLY JOURNAL DEVOTED TO THE
Retail Trade of the Wolverine State.
E. A. STOWE & BRO., Proprietors.
Subscription—One Dollar per year. Advertising Rates made known on application.
Publication Office—49 Lyon Street, Grand Rapids.
Eastern Representative—E. H. AYER, 49 Tribune Building, N. Y.
Subscriptions to this paper are not discontinued at expiration, unless so ordered by the subscriber.
Entered at the Grand Rapids Post Office.
E. A. STOWE, Editor.

WEDNESDAY, NOVEMBER 9, 1937.

MICHIGAN VS. PENNSYLVANIA.

There is a wide difference between the associations of the Wolverine and Keystone States. While the central idea of protection and elevation is paramount in the organizations of both States, the methods employed are essentially different. Both are striving for the same ends through different channels. Each stands ready to copy from the other any improvement in method which appears to it to bring about results equally as effective as its own.

The collection system of the Pennsylvania associations bears little resemblance to that which has done such efficient service in this State. With us, one blank is sent by the member and one by the secretary. Both failing to provoke satisfactory response or settlement, the matter is turned over to an executive committee of five members, who use their discretion in making up the delinquent list. The listed delinquent remains the ward of the local association until he removes from the jurisdiction of that body, when he is turned over to the tender mercies of the State Association, which undertakes to keep track of his whereabouts and warn local associations in his vicinity of his true character. In Pennsylvania, the same result is secured by a more roundabout method. A blank is sent by the member and another by the local secretary, when the whole matter is referred to the State Secretary, who sends out another blank or two, and then—providing no settlement is made—places the man's name on the State delinquent list, which is sent to every auxiliary member.

Of the relative merits of the two systems, THE TRADESMAN is unable to express an opinion at this time. It is undeniable that both systems are doing good work. Both, however, are susceptible of improvement, which will doubtless come as the necessity for changes becomes more urgent.

Much work has been done in Pennsylvania in restricting the operations of the manufacturing peddler, an individual who has no existence in this State, so far as THE TRADESMAN's information goes. Many of our associations have given some attention to the simon pure peddler and huckster, with good results to all concerned.

The abuse of jobbers selling at retail is handled differently than in this State. We have treated the abuse as a local matter, leaving the securing of pledges not to sell to consumers to the local associations. Pennsylvania, on the contrary, prefers to make the securing of signatures to the Rule of Honor a State matter, so that the agreement holds good in any town in the State where there is an association. In this respect, THE TRADESMAN is inclined to the opinion that Pennsylvania is a step in advance of Michigan and that the example set by the Keystone State may be advantageously followed here.

Another point of superiority over us is the employment, in all associations of 100 members or over, of a regular agent, whose business it is to solicit new members and attend to collections, after the blanks have been used. This point is partially met in some of our associations by the payment of stipulated salaries to the secretaries, but it can hardly be carried too far.

On the desirability of securing the enactment of a law prohibiting the giving of prizes with articles of food, Pennsylvania stands on the same footing as Michigan. If the New York law is found to be constitutional and can be enforced, both States will undoubtedly press for similar laws at the hands of their respective legislatures.

The public improvement idea, in which direction such wonderful work has been done in this State, is not known to the Pennsylvania associations. Neither have they come to realize, as our associations have, the power they can wield in dealing with the insurance question, in which direction Michigan has already made great headway and is sure to secure even greater results in the near future.

Further consideration of this subject will be resumed in a future issue of THE TRADESMAN.

A very high degree of interest attaches to the suit of Kansas distillers to have the prohibitory law of that State declared unconstitutional, because it has destroyed the value of their property without extending any compensation to them. Similar suits have been brought by distillers and brewers against the State of Iowa. There is no constitutional provision which applies directly to this case, but the prohibition of *ex post facto* laws, of "laws impairing the obligation of contracts," and of the taking of "private property for public use without just compensation," all look in this direction. And the rule of the English common law, as sustained by the uniform practice of English Parliament, strengthens the presumption in

favor of the demand for compensation. Should the Court decide for the plaintiffs in this case, it will give a serious setback to the cause of Prohibition. It will be less easy to induce the people of the State to vote for a policy which is certain to prove costly at the outset. And this will apply to "local option," in every case where the business of brewing or distilling is carried on within the county or district to which the law is to apply. But it will not be a barrier to high license, since that does not lay any restriction upon the manufacture of intoxicants, even while restricting and diminishing their sale.

At the annual convention of the National Butter, Egg and Cheese Association, held at Manchester, Iowa, last week, the chairman of the New York Egg Association submitted a report in which he strongly urged the adoption of a standard weight of twenty-four ounces for ten eggs as the only salvation of the egg industry against the devices of unscrupulous dealers. THE TRADESMAN has been unable to learn what, if any, action was taken on this report. The fact that the largest dealers in the country are coming to the conclusion that the present method of handling eggs is wrong in principle, is significant and gives Smith Barnes good grounds for belief that the campaign he has waged for twenty years in this State will ultimately be crowned with success.

Again THE TRADESMAN would caution its readers against patronizing a questionable collection agency which advertises Chicago as its home office and "Bad Debts" as its trademark. The circular letters sent out by this concern are so worded that the senders are indictable for conspiracy and blackmail under the laws of this State. A Chipewa Lake merchant, who has a commercial rating of \$75,000 to \$100,000, has received three threatening communications from this source on account of a claim which was paid years ago, and for which he holds a receipt. If his name goes on the "black list" of the Sprague Collecting Agency, something will drop in the vicinity of Chicago shortly afterward.

It is reported, on authority which THE TRADESMAN considers unquestioned, that the recent action of the Michigan Salt Association in refusing to advance any funds to its members on salt made during the five months from November 1 to April 1, is due to the fact that the Association has something over a million barrels unsold, which it is to the interest of the manufacturers to have cleared away before spring. It is claimed that fully a quarter of a million more barrels were made this season than ever before.

The telephone is a troublesome invention for a country with a more or less despotic government which undertakes to regulate communications by telegraph. It does not yield readily to regulation, and, if thrown open to public use, might be employed against the government interests. Hence the efforts of Germany to limit its use on international lines.

The Blue Letter makes friends wherever it is used. Its fame has reached New York, as is evidenced by the recommendation of President Coughtry that it be adopted by the State Association of that commonwealth.

THE TRADESMAN would call the attention of business men contemplating changing locations to the letter of the President of the North Muskegon B. M. A., published in another column.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Thos. E. Wykes & Co., succeeded Thos. E. Wykes in the grain and feed business.

Horace Blair has engaged in the grocery business at Kingsley. The stock was purchased at this market.

A. W. Fenton & Co., the Bailey druggists have added a line of groceries. Olney, Shields & Co. furnished the stock.

D. L. Ward has engaged in the grocery business at Dewing Siding. Cody, Ball, Barnhart & Co. furnished the stock.

Dr. Geo. F. Whitfield has sold his drug stock at 40 West Fulton street to Wallace Ballou, who will continue the business.

John Reynold has engaged in the grocery business at the corner of North Ionia and Fairbanks streets. The stock was purchased at this market.

The Valley City Building and Loan Association is now an established fact, a full set of directors and officers having been elected. The stock of the Association is \$2,000,000, which will probably be divided into eight or ten series. Those who wish to subscribe for stock can send their names to THE TRADESMAN office or direct to the Secretary, M. M. Houseman, in the New Houseman Building.

The Cupples Woodware Co. assures THE TRADESMAN that the statement of the Chicago *Timberman*, to the effect that the removal of the works to Rhineland or Ashland, Wis., will shortly take place, is without any foundation in fact. The company has had under consideration the purchase of tracts of pine in Wisconsin and Minnesota, but as yet has not purchased a stick of timber outside of Michigan. Anxious landholders, however, have located the works in their mind at a half dozen different places. THE TRADESMAN

understands that this company will be consulted before the works are finally removed.

AROUND THE STATE.

Detroit—Pfaendner & Garand, grocers, have been attached.

Moreno—D. E. Kingman, the grocer, has assigned to H. E. Green.

Hillsdale—John Fant, of the grocery firm of Fant & Sons, is dead.

Harbor Springs—Henry T. Williams, furniture dealer, has sold out.

Detroit—T. W. Marr succeeds Gage & Marr in the drug business.

Hudson—N. C. Havens is arranging to close out his grocery business.

Mancelona—M. F. White & Sons succeed White & Kiles in the hardware business, Hudson—A. L. Havens has removed to Lyons, Ohio, and opened a general store.

Mt. Pleasant—G. W. Snyder & Son succeed T. W. Swart in the grocery business.

Ludington—Roosen & Musk have moved their clothing stock here from Grand Haven.

Brockway Center—G. D. Finlayson succeeds Finlayson & Waring in general trade.

Bellevue—Chas. F. Whitney succeeds Whitney & Davenport in the evaporating business.

Standish—The Standish Manufacturing Co. succeeds Geo. F. Cross in the lumber business.

Flint—Harry Watson succeeds Watson & Downey in the wholesale and retail tobacco business.

St. Ignace—Farrell, McArthur & Co. succeed Farrell, Schuller & Co. in the hardware business.

St. Johns—J. S. Visger, proprietor of the Boston clothing store, has assigned to Edwin H. Lyon.

Sherwood—E. Gordon has bought E. R. Close's hardware store. The latter retains his livery business.

Clinton—J. B. McAdam has sold his meat business to A. W. Muir, but retains his grocery business.

Lake Odessa—E. F. Colwell, formerly of Sebeys, has erected a store building here and opened a hardware stock therein.

Remus—Dr. O. C. Russ has sold his drug stock to Drs. J. W. Prentiss and Max Wenzl, who will continue the business.

Zeeland—Thomas Van Enenaam succeeds John Van Enenaam in the grocery and dry goods business. John Van Enenaam will continue to conduct the Zeeland Hotel.

Bellevue—C. D. Kimberly has resigned his position as cashier of the bank to engage in the grocery business, having purchased the stock of his father, A. J. Kimberly.

Fennville—O. N. Moon, who is now located at Howell, has sold his interest in the drug stock of Moon & Goodrich to G. F. Goodrich. The new firm will be known as Goodrich Bros.

St. Ignace—Permelia Miner has retired from the drug and grocery firm of Hulet & Miner, Friend Hulet succeeding. Detroit creditors took possession of the stock on a mortgage, but Mr. Hulet secured its discharge and has resumed business.

Traverse City—J. Steinberg & Son have opened a dry goods and clothing store at St. Ignace, of which Joseph H. Steinberg will have charge. The store at this place will be continued, as heretofore, under the personal supervision of Julius Steinberg, the father of J. H.

Middleville—Dr. Parkhurst & Son are completing the erection of a two-story double brick building, 48 x 80 feet in dimensions. F. L. Blake, of Irving, will occupy one of the stories with a dry goods stock and the other store will be occupied by the owners of the block with their drug stock.

MANUFACTURING MATTERS.

Pittsford—S. W. Lyon is opening a new dry goods store.

Shaytown—Morgan Bros. are putting up a steam sawmill.

Hillsdale—W. T. Buchanan & Son have orders on their books for 7,000 screen doors.

Brooklyn—W. B. North succeeds Wm. C. Irwin in the lumber and planing mill business.

Bay City—B. H. Briscoe & Co. are filling a large order for boxes to be shipped to a firm in Australia.

Gobleville—Lewis & Eaton succeed Howard Edison in the manufacture of bedsteads and extension tables.

Little Harbor—The Little Harbor Lumber Co. is putting up kilns and will engage in the manufacture of charcoal.

West Bay City—John Welch has closed his sawmill for the season. It has averaged 105,000 per day during the summer.

East Saginaw—Avery & Co. are so crowded with orders that they are compelled to run their planing mill night and day.

Manistee—Canfield & Wheeler have started up their dairy and table salt block. They expect to produce the finest salt in the world.

Cheboygan—It is reported that the mill capacity here will be increased this winter to the extent of 30,000,000 feet by the improvement of old mills.

Northport—James H. Putnam has purchased a half interest in the general stock of Oscar E. Wilbur. The new firm will be known as Wilbur & Putnam.

Detroit—The Kemp Chair Co. is a new firm recently established for the manufacture and jobbing of chairs. The firm is composed of Joseph B. Kemp and Julius Kegel.

Omer—The new shingle mill will be in operation November 15 and will employ twenty-five men. Another mill will be erected east of Deep River with a cutting capacity of from 40,000 to 50,000 shingles daily.

Sullivan—Read & Son are building a saw mill about a half mile west of this place. They have brought several tracts of land from W. B. Hale, trustee, and will have stock enough to run their mill for several years.

Allegan—D. J. G. Ellinger has purchased his father's interest in the merchant tailoring business of D. Ellinger & Son and will continue the same under his own name. The senior Ellinger has been in business here since 1856.

Vassar—C. D. Bennet has taken a contract for cutting 100,000,000 shingles from timber situated on the Loon lake branch of the Au Sable & Alger Railroad. He will build a new mill on the land and begins operation next week.

Traverse City—The output of the Greilick Bros.' mill foots up 9,500,000 feet for the season now closing. The bulk of this cut is marketed at Milwaukee, where the firm has a yard. There is probably no hard wood mill in the State making a larger cut.

Mt. Pleasant—W. C. Crawford has moved his stove mill from St. Louis to this place, the citizens having contributed a bonus of \$800 to secure site and pay expense in moving. The plant is valued at \$10,000. The mill will soon be in operation, employing from 50 to 100 men, and will have a capacity of 30,000 staves daily.

Remus—Dan. Horton, who engaged in the grocery business here about six months ago, has sold a half interest to his brother, E. T. Horton, who conducts a general store at Millbrook. The new firm will be known as Horton Bros. and will add a general line of goods to their grocery stock. E. T. Horton will continue his business at Millbrook, the same as before.

STRAY FACTS.

Hudson—Wm. Klinkert has engaged in the marble business.

Adrian—E. I. Waldbly, of the banking firm of Waldbly & Clay, is dead.

Laingsburgh—Liddell & Hunt succeed W. H. Card in the banking business.

Tecumseh—There are now 140,000 dozen of eggs in the cold storage warehouse.

Ludington—The Danaher & Malendy Co. is the fourth concern to put electric lights in its sawmill.

Delwin—John N. Denel & Son's general store was robbed of \$270 by burglars one night last week.

Jasper—Delano & Van Doven shipped a carload of live poultry to the New York market last week.

Detroit—The Detroit Insulated Clothing Co. has been incorporated with a capital stock of \$30,000.

Menominee—Isaac Stephenson states that he will build a new sawmill on his Bay Shore site in the spring.

Charlevoix—J. A. Bacot, the general merchant, took Paris green by mistake on Nov. 1 and died shortly afterward.

Chase—F. P. Boughton & Co. are negotiating for the purchase from R. G. Peters of 30,000,000 feet of pine to stock their mill at Chase.

Muskegon—E. L. Packer & Co. have regained possession of their lumber yard, which was seized by Jas. S. Kirk & Co. on Oct. 17.

Detroit—The Union Building and Loan Association has been organized, with Wm. Graham as President and W. M. Wyckoff as Secretary.

Chase—Dunham, Peters & Co. have extended their railroad two miles further into the forest, making some six and a half miles that they are operating.

Menominee—The lumbermen in this vicinity have decided to exclude jewelry fakers from their camps hereafter.

Chase—Wm. S. Moore succeeds Jonas S. Rice in the hotel business. The latter succeeds E. A. Carroll in the same business at Reed City.

St. Johns—M. A. Kniffin has bought 200,000 dozen eggs this season. He says the egg crop of Clinton county is 1,000,000 dozen, and is worth at average figures \$150,000 per annum.

Cheboygan—The Cheboygan Lumber Co. will buy another tug to do its towing. The company talks of bringing a quantity of logs from Georgian Bay.

Flint—The Chicago & Grand Trunk Railway has paid a shipper of this place \$1,500 for allowing a carload of eggs to freeze in transit to New York.

Tecumseh—The Michigan & Ohio Coal & Lumber Co. has assigned. The capital of the company is said to be \$50,000, and the liabilities \$20,000.

Muskegon—The Muskegon Boom Co. had, on a late date, rafted out 5,216,192 logs this season, scaling 544,000,000 feet. About 18,000,000 feet of logs will be back when the season ends.

Cadillac—J. Cummer & Son are erecting a fine new building for their office. It is of brick, and the second story contains a large reception room to be used for social purposes. The whole building will be handsomely furnished.

Benton Harbor—J. B. Graves has resumed control of the Graves Lumber Co., temporarily, pending negotiations for an increase of capital. The company is said to be doing a good business and to have a valuable plant.

Detroit—The Detroit Paper Co. (L. S. Butterfield) has executed mortgages to the amount of \$43,559.88 as follows: To F. T. Moran, \$5,000, to secure note and indorsement; to Francis C. Gray, executrix Harriet Butterfield, Lola B. Baker and Mrs. E. D. King, of Detroit, and E. B. Webster, of Brooklyn, N. Y., \$8,925.10 to secure various notes; to A. Chapollin, Jr., \$2,391.84,

to secure notes; to Detroit White Lead Works, \$668, to secure notes; to Hargreaves Manufacturing Company, \$624.55, to secure notes; to Rochester Paper Co., \$5,950, to secure notes; to First National Bank, on stock, fixtures and furniture, \$90,000.

Hart—The Oceana County Savings Bank succeeded the Loan and Security Co. on October 31. The paid-up capital stock is \$70,000 and the surplus \$2,554.43. C. T. Hills, Muskegon, is President, and E. D. Richmond, Vice-President and Secretary.

Gripsack Brigade.

Duff Jennings, representing the Dingman Soap Co., of Buffalo, is putting in a couple of weeks among the retail trade in this city.

W. F. Blake goes to Chicago the latter part of the week to accompany his wife home. Mrs. W. F. has been there about a month.

J. R. Tuthill, the veteran grip carrier, is now on the road for Cody, Ball, Barnhart & Co., taking the Southern Michigan and Northern Indiana trade.

Cass Bradford has severed his connection with Clark, Jewell & Co., and is this week covering J. N. Bradford's trip North for Olney, Shields & Co. J. N. is attending the funeral of his father-in-law, at Ravenna.

W. W. Gorball was severed his connection with Franklin McVeigh & Co., to accept a similar position with Bulkley, Lemon & Hoops. He will continue to make his home at Traverse City and give his entire attention to the trade of the Grand Traverse Bay.

Sioux City *Commercial Bulletin*, Nov. 1: "Alfred C. Masterson, a traveling man for a Grand Rapids, Mich., house, died in this city a few days ago, after a brief illness from typhoid fever. The deceased was about 32 years of age. At one time he was engaged in business for himself in Omaha, but afterwards sold out and resumed life on the road. During his illness he was attended by his faithful wife, having been telegraphed for, who now mourns the loss of a devoted husband and true friend. Funeral exercises were held at the parlors of the Hotel Boogie, where the deceased was staying, after which the remains were followed to their last resting place in Floyd cemetery attended by the sorrowing wife and a number of traveling men in this city. MICHIGAN TRADESMAN please copy."

Horace A. Hudson, the largest, heaviest and fastest traveler who goes out of this market, was born at Holland on October 18, 1849, and lived there until he was nine years old, when he removed with his parents to a place in the wilderness where Hudsonville now stands, where he helped his father clear a large farm. At the age of 17, he went to Cleveland, where he attended the high school for three months. Returning home, he taught a district school for two years. On the construction of the C. & W. M. Railway, in 1870, he opened a store at Hudsonville, which town was named in honor of his family, serving in the dual capacity of store keeper and station agent for four years. He continued to dispense sugar and calico for seven years longer, when he sold out to J. Green & Son, and went on the road for the former house of I. M. Clark & Co., following the fortunes of the house, with brief intermissions, up to the present time. His territory lies East and Northeast of this market, and wherever he is known he is respected. Mr. Hudson has for several years been a resident of Grand Rapids, living on North Division street with his wife and two promising youths.

Among the Clerks.

Lansing clerks have organized themselves into a "Business men's band."

Henry N. Jenner, who recently completed a course at the Ann Arbor Pharmacy School, has taken a position with E. T. Van Ostrand, at Allegan.

W. C. Water succeeds Will Martindale as clerk for Irving F. Clapp, at Allegan. Mr. Martindale comes to Grand Rapids to take a course at the business college.

Purely Personal.

C. M. Norton is confined to his bed by an attack of typho-malaria.

S. E. Young, the Lake View druggist, was in town over Sunday with his wife.

Christian Berthel has returned from his Boston trip. He abandoned his contemplated visit to New Orleans.

Important Stock.

From the Retail Grocers' Trade.

If I were asked: "What is the most important article in a grocer's stock?" I should unhesitatingly say "Fine butter." A grocer who can build up a fine butter trade will generally be successful in business. There is nothing that will give dissatisfaction so quick as poor butter. Customers may use poor tea or coffee and not find much fault, but give them poor butter and you will hear them complain bitterly. Poor butter will destroy the enjoyment of a meal, no matter how well cooked; therefore I say: "There is nothing that should receive from him more care and attention than butter." Many grocers depend too much on the judgment of salesmen; they should learn to rely on themselves. A grocer should be a judge of all goods sold by him. Here is where I think lies the cause of failure with many who embark in the business, they are no judges, they depend on others for the selection of goods, consequently they often have poor articles and trade dwindles away.

J. L. Strletsky, State agent for the Roper & Baxter Cigar Co., has arranged with Cooper & Peck, of East Saginaw, to handle their new brand, "Something New," in the Saginaw Valley.

Lansing's condensed milk company ships a carload of the product per day, and it goes from Labrador to Buenos Ayres, and from Dan to Beersheba.

WHY DO SO MANY DEALERS

In Western Michigan Buy their Line of

Hats, Caps AND Underwear

No 8.

OF I. C. LEVI,

36, 38, 40 and 42 Canal Street, Grand Rapids.

BECAUSE We sell these goods as close, if not closer, than any Detroit or Chicago house.

BECAUSE We make Better Terms, Better Time and Better Figures.

BECAUSE We try hard to please every customer.

BECAUSE Our Expenses being so much less than Chicago or Detroit houses we can afford to sell closer.

Send for Prices. Call yourself and be Convinced.

I. C. LEVI, 36, 38, 40 and 42 Canal Street
GRAND RAPIDS.

MISCELLANEOUS.

Advertisements will be inserted under this head for one cent a word, or two cents a word for three insertions. No advertisement taken for less than 25 cents. Advance payment.

Advertisements directing that answers be sent in care of this office must be accompanied by 25 cents extra, to cover expense of postage.

FOR SALE—A bargain for a live man. Good location. Nice piece of property. No other store within six miles. Reasons for selling, long sickness and death of my wife, and poor health. Clean stock goods. Can run stock down low in a short time, if you wish. Address, W. G. Barnes, Lodi, Kansas Co., Mich. 218*

FOR SALE—On the new Railroad, stock of general merchandise, store and barn, on one-half acre corner lot. Will sell at a bargain. Best location in town. If you mean business, call on or address C. L. Howard, Clarksville, Ionia Co., Mich. 219*

FOR SALE—New clean stock of millinery and fancy goods. One of the best openings in the country. Have the leading trade. Good reasons given for selling. Address J. L. & Co., Box 247, Saranac, Mich. 216-3t

FOR SALE—Stock of general merchandise. Will trade for real estate in Southern Michigan. Address Box X, care Tradesman office. 223*

FOR SALE—Or exchange, for hard or soft lumber, posts, shingles or lath, a planer and moulder in two pieces. Will plane two sides twenty-four inches wide. J. B. Delbridge, 493 Trumbull Ave., Detroit. 219*

FOR SALE—Or exchange. A small stock of general merchandise, suitable for wholesale for drugs and medicines. A bargain for some one. Best of reasons given. Address D. H. Spencer, Sherwood, Mich. 217*

FOR SALE—Stock of groceries and fixtures in a young and growing town in Southern Michigan. Can satisfy anyone who has the money that it is a big bargain. Address M. Benson, Sherwood, Mich. 217*

FOR SALE—Owing to death of proprietor, I offer for sale a stock of drugs, medicines and fixtures, that will invoice about \$400. Address W. H. Mandigo, Sherwood, Mich. 217*

FOR SALE—General stock of goods. Will rent or sell building. Good reason for selling. Address J. C. Stitt, Dollarville, Mich. 220*

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

FOR SALE—Or exchange, platform spring scales, suitable for wholesale or retail trade. Address Weiling & Carhart, 139 Jefferson avenue, Detroit, Mich. 208t*

FOR SALE—Desirable residence lot on Livingston street. Will sell on long time or exchange for good stocks, mortgages or other real estate. E. A. Stowe, Tradesman office. 218*

FOR SALE—The best drug store in the thriving city of Muskegon. Terms easy. C. L. Brundage, Muskegon, Mich. 193t*

FOR RENT—Pleasant store at 19 West Fulton street, Boston block. Now used as dry goods store. Good location. Apply 212 Mt. Vernon street. 207t*

FOR SALE—Stock of drugs. Will invoice about \$1,000. Location in Central Michigan, in a town of 4,000 inhabitants. Good reason for selling. Address 101, this office. 216*

WANTED—Grocery stock in exchange for a small farm in St. Joseph county. Address F. H. Lester, Mendon, Mich. 218*

WANTED—Agents to handle the new chemically ink Erasing Pencil. Greatest novelty ever produced. Erases ink in two seconds, no abrasion of paper, 200 to 500 per cent profit. One agent's sales amounted to \$200 in six days; another \$32 in two hours. Territory absolutely free. Salary to good men. No ladies need answer. Sample 36 cents. For terms and full particulars, address the manufacturers, J. W. Skinner & Co., Unalaska, Wis. 217*

WANTED—To exchange. Two freight wagons for buggy horse. Address O. C. Shultz, city. 217*


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

WANTED—To exchange farm worth \$2,500 for a stock of goods. Address Box 52, Tradesman office. 208t*

WANTED—Salesmen. Five traveling salesmen; salary and expenses; no experience necessary. Address, with stamp, Palmer & Co., Winona, Minn. 216*

WANTED—A man having an established trade among lumbermen 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 "B," care Michigan Tradesman. 178t*

ST. CHARLES,
J. W. MORSE, Manager.
REED CITY, - Mich.



Fine Sample Rooms in Connection.

This spacious and admirably constructed New Brick Hotel is now open to the public. It is provided with all the Modern Improvements. The rooms are large, airy and pleasant, in suits or single, and newly furnished throughout. The design of management is to make this house one of comfort and pleasure to its guests.

The Traveling Public are cordially invited.

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, thus 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.
Mrs. C. 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 Finishing made.

ASSOCIATION DEPARTMENT.

Michigan Business Men's Association.

President—Frank Hamilton, Traverse City.
First Vice-President—Paul P. Morgan, Oscoda.
Second Vice-President—J. L. Lamson, Oscoda.
Secretary—A. Stowe, Grand Rapids.
Treasurer—J. W. P. Bunker, Grand Rapids.
Executive Board—President, Secretary, Geo. W. Hubbard, Flint; W. E. Kelley, Ionia; Irving F. Chapin, Alpena.
Committee on Trade Interests—Smith Barnes, Traverse City; Chas. T. Bunker, Grand Rapids; Wm. E. Kelley, Ionia; Neal McMillan, Rockford.
Committee on Legislation—Frank Wells, Lansing; W. E. Kelley, Ionia; Neal McMillan, Rockford.
Committee on Transportation—J. W. Bunker, Grand Rapids; J. W. P. Bunker, Grand Rapids; Wm. E. Kelley, Ionia; Neal McMillan, Rockford.
Committee on Insurance—N. B. Blain, Lowell; E. Y. Rogers, Hastings; O. C. Clement, Cheboygan.
Committee on Building and Loan Associations—F. L. Fuller, Frankfort; E. A. Parkin, Ionia; Will E. Emerson, Eaton Rapids.
Official Organ—THE MICHIGAN TRADESMAN.

The following auxiliary associations are operating under charters granted by the Michigan Business Men's Association:

No. 1—Traverse City B. M. A.
President, Geo. E. Stowe; Secretary, L. Roberts.
No. 2—Lowell B. M. A.
President, N. B. Blain; Secretary, Frank T. King.
No. 3—Sturgis B. M. A.
President, H. S. Church; Secretary, Wm. Jones.
No. 4—Grand Rapids B. M. A.
President, J. A. Coyne; Secretary, A. Stowe.
No. 5—Muskegon B. M. A.
President, H. B. Fargo; Secretary, W. C. Conner.
No. 6—Albion B. M. A.
President, C. R. Smith; Secretary, F. T. Baldwin.
No. 7—Dimondale B. M. A.
President, T. M. Sloan; Secretary, N. H. Widger.
No. 8—Eastport B. M. A.
President, F. M. Thurston; Secretary, Geo. C. Thurston.
No. 9—Lawrence B. M. A.
President, H. M. Marshall; Secretary, C. A. Stebbins.
No. 10—Harbor Springs B. M. A.
President, W. J. R. Smith; Secretary, E. Thompson.
No. 11—Kingsley B. M. A.
President, H. P. Whipple; Secretary, C. H. Camp.
No. 12—Quincy B. M. A.
President, C. McKay; Secretary, C. W. Bennett.
No. 13—Sherman B. M. A.
President, H. B. Sturtevant; Secretary, W. G. Shane.
No. 14—No. Muskegon B. M. A.
President, S. A. Hovey; Secretary, L. A. Phelps.
No. 15—Bay City B. M. A.
President, R. R. Perkins; Secretary, J. F. Fairchild.
No. 16—Sand Lake B. M. A.
President, J. V. Randall; Secretary, A. F. Comstock.
No. 17—Plainfield B. M. A.
President, M. Bailey; Secretary, A. Sidle.
No. 18—Owosso B. M. A.
President, W. A. Woodard; Secretary, S. Lamfrom.
No. 19—Ada B. M. A.
President, D. F. Smith; Secretary, E. E. Chapel.
No. 20—Saugatuck B. M. A.
President, John F. Henry; Secretary, L. A. Phelps.
No. 21—Wayland B. M. A.
President, C. H. Wharton; Secretary, M. V. Hoyt.
No. 22—Grand Ledge B. M. A.
President, W. E. Wilson; Secretary, W. R. Clarke.
No. 23—Carson City B. M. A.
President, F. A. Rockwell; Secretary, C. O. Trask.
No. 24—Morley B. M. A.
President, J. E. Thurlock; Secretary, W. H. Richmond.
No. 25—Palo B. M. A.
President, I. S. Jeffers; Secretary, H. D. Pew.
No. 26—Greenfield B. M. A.
President, L. W. Sprague; Secretary, E. J. Clark.
No. 28—Cheboygan B. M. A.
President, J. H. Tuttle; Secretary, H. G. Dozer.
No. 29—Frederick B. M. A.
President, Wm. Moore; Secretary, A. J. Cheesbrough.
No. 30—Oceana B. M. A.
President, A. G. Avery; Secretary, E. S. Houghtaling.

Michigan's Influence in the Empire State.

Among the guests from abroad at the second annual convention of the M. B. M. A. was Wm. H. Coughtry, President of the New York Retail Merchants' Association. At a recent meeting of the Executive Committee of his Association, Mr. Coughtry made the following report of his visit to the Wolverine State:

By invitation of President Hamilton, of the Business Men's Association of Michigan, I attended their annual meeting, believing that an interchange of views and a comparison of our methods would be mutually beneficial. President Harbaugh, of the Pennsylvania State Association, who was also invited to be present, was not able to attend. I made a careful study of their amazing progress in the work of organization and found that it would not be applicable to this State. Older States are more conservative and slower in the accomplishment of any great change, either social or political. With us it takes more time, yet when done is more permanent and requires less change or modification. With us there is too much old time prejudice to overcome, both on the part of the merchant and consumer, to make rapid progress in the work. Their Blue Letter, in connection with the collecting bureau as used in Michigan, I would commend for your consideration and adoption. I would also commend the appointment of a Committee on Rail Roads and Transportation to whom shall be referred all complaints of unjust discriminations, and to take general charge of the trade interests of the State Association. This Committee should have charge of the very important matter of securing reduced rates when delegates are attending State meetings or meetings of the Board of Directors, should be empowered to make speeches of freight for members of any local association when such rates are excessive and be required to work to secure every advantage for the State of this State. I would also suggest that a committee be appointed to make a thorough investigation into the matter of insurance, and report at the annual meeting on the expediency of designating a good company in each city where associations exist and to report what if any saving can be made to the merchants by giving it all to one company. At present our rates for store insurance are much too high in comparison with more favored risks. In this connection, I would also call upon the committee in charge of our plan of life insurance to report at this meeting what progress has been made, and also to enquire into the matter of placing this with responsible companies for a bid.

Association Notes.

Hoytville is considering the subject of organization, and will effect the same on the first favorable visit of L. M. Mills.

Auxiliary members should remember that the agreement not to trust a delinquent applies to the State as well as the local lists. The Blue Letter captures them all. President Coughtry recommends its adoption by the New York Retail Merchants' Association.

Hart Argus: The White Lake Business Men's Association is doing much for that locality—booming the fruit lands, manufacturing advantages, etc., and the Times, now a crisp, lively paper, is helping on the good work.

The White Lake B. M. A. has under advisement the proposition of E. F. Eaton to remove his furniture factory from Gobleville to Whitehall or Montague. He claims his plant is worth \$6,000, and that he employs thirty men the year round.

Lansing Republican: The scheme of the Business Men's Association to prepare a black list of dead-beats and delinquent debtors sends cold chills down many backs, but whether it will shake anything out of many pockets is the interesting point of the puzzle.

Recognizing the difficulty most local secretaries have met with in getting up a simple form for a membership book, the editor of THE TRADESMAN has devised a plain form, which he has caused to be ruled, printed and bound in pamphlet style, a copy of which will be furnished any local secretary applying for same, gratuitously.

The State Sheet for November is even shorter than its predecessor, conclusively showing that the depredations of the dead-beat are growing less and less. The Compiled List, embodying all the names printed on the State Sheets from October, 1886, to October, 1887, is now in the hands of the printer, and will probably be ready for distribution in about two weeks.

Hudson Gazette: We have seen a copy of the constitution and by-laws of the Michigan Business Men's Association, of which E. A. Stowe, of Grand Rapids, formerly of this village, is Secretary. We would like to see Hudson included in the membership of this organization, the object of which is to unite merchants and other classes of business men for reform, developing of industries and work for the general good, and to promote by all legitimate means the social, moral and business interests of its members.

Fremont Indicator: General retail business in this town was never at a "better ebb" than this fall, which goes to show that the farming interests surrounding Fremont are enough to support the town. But we should not leave off there. The Business Men's Association ought to "hustle" and encourage manufacturing enterprises. And, by the way, Walt. Pumphrey's idea of starting a fruit evaporating and canning establishment is worth two or three "sanctions," at least. With such an institution we would have a market assured for all the fruit produced within a radius of at least ten miles about us. Thus mutually would the villager and the farmer be benefitted. We have one of the best locations in Northern Michigan for a bustling, busy town and thrifty farming neighborhood, and let all combine to make the most of it.

Meeting of the Local Association.

At the regular semi-monthly meeting of the local association, held last Tuesday evening, the question of embodying a trade display in the meetings of the Association was discussed and a committee consisting of A. Rasch, B. S. Harris, E. A. Stowe and L. Winternitz were appointed to take the matter under consideration and report at the next meeting. The same committee was also instructed to present a report on the feasibility of employing an agent to secure the applications of new members and attend to all collections turned over to the Association.

It was also decided to adopt the "black board idea," as it is called, for the use of those who have anything to sell or exchange or who wish to buy anything which any other member of the Association would be apt to have to sell. This plan has worked very advantageously in Philadelphia and there is no reason why it should not work equally as successfully in Grand Rapids.

Splendid Report From the Quincy Association.

QUINCY, Nov. 4, 1887.

DEAR SIR—I wish to thank you for the neat little "Membership Book" you have so kindly presented to our Association. I was just wondering how I would rule a book to keep account of the fees and dues paid by members, and this relieves me from all that trouble and worry. Many thanks. This Association has fully completed its organization, framed its charter and filed articles of association and last evening held its second meeting. We have thirty-seven members already, which includes every merchant but one, and the manufacturers and tradesmen are now coming in voluntarily. Nearly all our committees have begun to do something. One circulated a pledge to-day, with good success, to close all stores and shops at 8 p. m. One is working up an interest for a public park, and another sent a member to-day to Detroit, Cleveland and Pittsburg to investigate the electric light business, as to cost, etc. The other committees are not idle. Only a few have yet tried the Blue Letter, but these few have "worked to a charm" to bring in old five-year accounts, on which all hopes were lost.

Yours respectfully,

C. W. BENNETT, Sec'y.

Some of North Muskegon's Wants.

NORTH MUSKEGON, Nov. 1, 1887.

DEAR SIR—Our Association is getting along in fine shape. The subject was brought up at our last meeting of our need for more competition. With a population of over 2,000, we have no bakery, no shoe store, no tailor, no clothing house, except a general store. We need a harness shop bad. There is a splendid opening for at least two more grocery stores. We have a live town, with more money in circulation in one day than in a farming town in a week. If there are any merchants in other villages who are not doing the business they should, would be pleased to hear from them. We especially need a printer and will give good inducements to a live man.

Yours truly, S. A. HOWEY,

Pres. B. M. A.

Steady Growth of the Metric System.

At the Manchester (England) meeting of the British Scientific Association, which was attended by 3,833 persons, the metric system was advocated in the geographical section by Mr. Ravenstein, who urged that though the English foot is used by 471 millions of people, and the metre by only 347 millions of people, the former is gaining no new adherents, while the latter is pursuing a steady career of conquest.

A Traveler's Impressions of Nova Scotia. J. R. Nickum, State agent for the Liggett & Myers Tobacco Co., recently returned from a trip to Nova Scotia, and is so much taken up with the country that he proposes paying the province another visit in the spring. A reporter of THE TRADESMAN recently interrogated him on the subject and was treated to an interesting description of the manners and customs of the people.

"The country is mostly rolling and mountainous," said Mr. Nickum, "and the scenery is finer than anything I have ever seen in the States. The principal occupations of the people are mining and agriculture, manufacturing being an almost unknown industry to them. The mines are rich in iron and coal and gold is also found in paying quantities. I saw no native fruits, but found the principal agricultural products to be hay, oats and potatoes, in about the order named. Hay pays the Nova Scotia farmer better than wheat does the Dakota farmer, as the low lands on the coast produce enormous crops, which find ready sale at about \$12 per ton. The principal markets are Boston and Liverpool. There are enormous tracts on the lowlands which have seen no animal manure for over 100 years, the natives having a much more simple and inexpensive method of enriching their fields. They hoist the flood-gates on their dykes every day for a week in the spring, allowing the tide to sweep in over the land. In going out, it leaves a rich deposit, which enables the farmers to cultivate their lands year after year without cessation.

"One of the strangest things about the country is that the young people do not stay at home to develop its natural resources, but invariably gravitate to the 'States,' where they imagine the chances of advancement are greater. In this, I think they are mistaken. Nova Scotia is well wooded with pine, spruce and basswood, but sawmills and factories are the exception instead of the rule. Her mines are not half worked. Her farms are conducted in the same way they were a hundred years ago, such a thing as improved farm machinery being out of the question. If the young men were to remain at home, and get affairs out of the ruts they are now running in, they could make their province one of the richest and most prosperous on the face of the earth.

"While Halifax and St. Johns jobbers drum the Nova Scotia trade pretty thoroughly, the great market is Boston. There the merchants go every spring and fall, and to that city they look for an outlet for their surplus products. There is little difference between the merchants there and our dealers, except, of course, that our merchants are more enterprising and carry more varied stocks.

"The sentiment in favor of annexation to the United States seems to be growing, and I have no doubt that a vote of the people would decide the question in the affirmative. The Tory leaders, however, will prevent such action for a long time to come. Eventually, however, I am satisfied that Nova Scotia will be one of the States of the Union."

An incident in the life of John Jacob Astor occurred a short time before his death, which is illustrative of his extreme plainness—almost shabbiness—of dress. Coming out of the New York Custom House one hot summer day, he sat down on the steps in the shade to recover from the oppressive heat. Holding his hat in his hand, he did not notice its position, which was similar to that of a person asking charity. A richly-dressed lady, passing at the time, saw the attitude of the old man and, in the fullness of her generosity, dropped a quarter into the hat. Mr. Astor accepted the position very gracefully, thanked the donor and placed the quarter in his pocket, while the lady passed on, convinced that she had done a charitable act.

Cleaning Hair Brushes.

The hair-brush as a source of disease, falling out of the hair, etc., is too much overlooked. The best mode of cleaning hair-brushes is with spirit of ammonia, as its effect is immediate. No rubbing is required and cold water can be used just as successfully as warm. Take a teaspoonful of ammonia to a quart of water, dip the hair part of the brush without wetting the ivory, and in a moment the grease is removed; then rinse in cold water, shake well, and dry in the air, but not in the sun. Soda and soap soften the bristles, and invariably turn ivory yellow.

There has been invented and patented by Charles H. Buckett, of Brooklyn, N. Y., a process of making horseshoe nails. It consists in forming a nail-plate into ridges separated by a film of metal, cutting or stamping out a portion of said film and forming the points of the nails by simultaneous operation, spreading the heads and shanks of the nails while the nails are yet connected longitudinally in series, separating the nail plate longitudinally into sections by shearing or cutting, and thereafter forming the heads and shanks, hardening the points by pressure, and cutting out the remaining film, thus completing the nail.

Paterson, N. J., manufactures three-quarters of all the ribbons made in this country. About one-fourth as much more is imported. As considerable quantity is exported it would be impossible to estimate how much is consumed in America, but a careful calculation would perhaps make it about 30,000 miles a year, or considerable more than enough to put a silken belt around the earth.

An Au Sable business man forgot the combination of his safe lock the other day, and, as he had confided the secret to no one else, nor made a record of it, he had to telegraph the man who made it to tell him the figures.

Wm. B. Loveland, manager of the Grand Rapids Soap Co., reports that the business of the company has more than doubled in the past six days.

JACOB BROWN & CO.,

WHOLESALE

Furnishing Goods and Notions.

Manufactures of

Lumbermen's Supplies a Specialty.

WE CARRY A FULL LINE OF ALASKA SOCKS AND MITTENS.

193 and 195 Jefferson Ave., Cor. Bates St.,

DETROIT, - 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.

WARREN'S Dress Stays

Soft, pliable and absolutely unbreakable. Standard quality 15 cents per yard. Cloth covered 20 cents. Satin covered 25 cents. For sale everywhere.

WHIPS

ADDRESS

GRAHAM ROYS, - Grand Rapids, Mich.

PATENTS

LUCIUS C. WEST, Attorney at Patent Law and Solicitor of American and Foreign Patents.

105 E. Main St., Kalamazoo, Mich., U. S. A. Branch office, London, Eng. Practice in U. S. Courts. Circulars free.



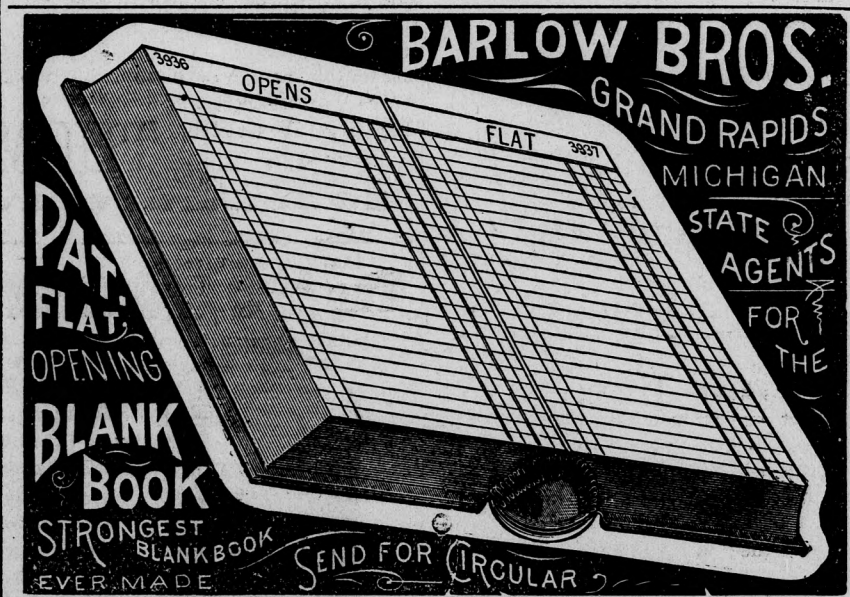
WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

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



SAFES

We manufacture a line of Fire Proof Safes that combine all the modern improvements and meet with ready sale among business men and dealers of all kinds.

Any business house can handle our Safes in connection with any other line of goods without additional expense or interference with any other business.

Weight. Inside Measure. Outside Measure. Retail Price.

No. 2, 250 lbs. 12x8x9 1/2 in. 23x14x13 in. \$30

No. 3, 500 lbs. 15x10x10 in. 28x18x18 in. 35

No. 4, 700 lbs. 18x14x12 in. 32x22x21 1/2 in. 45

Liberal Discounts to Trade.

ALPINE SAFE CO., Cincinnati, O.

BROOMS!

Having contracted with Steele & Gardiner to handle the entire output of their broom factory, all orders should be sent to us direct.

CURTISS & DUNTON.

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.



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.

WHOLESALE AND RETAIL

COAL and WOOD.

E. A. HAMILTON, Agt.,

101 Ottawa St., Ledyard Block.

Telephone 909—1 R.

"Now, John, don't fail to get some of the DINGMAN SOAP. Sister Clara writes that it is the best in the world for washing clothes and all house-cleaning work."

FOR SALE BY

Hawkins & Perry

Wholesale Agents,

GRAND RAPIDS, MICH.



COLGAN'S TAFFY TOLU.

Specially Designed for a Herbivorous.

Suitable when empty for preserving, under proper label, for the protection of the Honorable Commissioner of the General Land Office of the date of August 27, 1887, notice is hereby given that the indemnity withdrawal of the Flint & Pere Marquette Railroad Company has been revoked. That all the lands in the Reed City Land District within said indemnity limits of the grant of said Flint & Pere Marquette Railroad Company—except such lands as may be covered by approved selections—are thereby restored to the public domain, and open to settlement under the general land laws.

That on the 1st day of December, A. D. 1887, at 2 o'clock P. M., said lands will be open to filing and entry.

U. S. LAND OFFICE, Reed City, Michigan, October 18, 1887.

NATHANIEL CLARK, Register.

E. N. FITCH, Receiver.

Hardware.

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

AUGERS AND BITS.

Ives', old style.....dis 60

N. H. C. Co.....dis 60

Douglass.....dis 60

Call.....dis 60

Snell's.....dis 60

Cook's.....dis 40

Junnings', imitation.....dis 50

Spring.....dis 40

Railroad.....\$ 14 00

Garden.....net 33 00

Hand.....dis \$ 60

Crow.....dis 70

Gong.....dis 25

Door, Sargent.....dis 60

Stove.....dis \$ 0

Carriage new list.....dis 70

Plow.....dis 50

Sleigh Shoe.....dis 70

Wrought Barrel Bolts.....dis 40

Cast Barrel Bolts.....dis 40

Cast Barrel, brass knobs.....dis 40

Cast Square Spring.....dis 40

Cast Chain.....dis 40

Wrought Barrel, brass knob.....dis 40

Wrought Square.....dis 40

Wrought Sunk Flush.....dis 40

Wrought Bronze and Plated Knob.....dis 40

Flush.....dis 60

Ives' Door.....dis 60

Barber.....dis \$ 40

Backus.....dis 50

Spoford.....dis 50

Ann. Ball.....dis 60

Well, plain.....\$ 3 50

Well, swivel.....4 00

Cast Loose Pin, figured.....dis 70

Cast Loose Pin, Berlin.....dis 70

Cast Loose Joint, genuine bronzed.....dis 60

Wrought Narrow, bright fast joint.....dis 60

Wrought Loose Pin, assortment.....dis 60

Wrought Loose Pin, assortment.....dis 60

Wrought Loose Pin, Japanese, silver tipped.....dis 60

Wrought Table.....dis 60

Wrought Inside Blind.....dis 60

Wrought Outside Blind.....dis 60

Blind, Clark's.....dis 70

Blind, Parker's.....dis 75

Blind, Shepard's.....dis 75

The Michigan Tradesman.

ORR'S HEN.

His Experience with the Present of an Allegan County Merchant.

Written Especially for THE TRADESMAN.

"Speak not to me of the beauties, hopes and sunshine of this life. 'Tis all a myth. Life to me is a hollow, tantalizing mockery, made so by the existence of one single hen which pursued a course with a fervor and a determination worthy of a better cause," said R. B. Orr, the other day, as from the southeast corner of his heart there stole an able-bodied, onion-flavored sigh which sent two men on that trip which knows no excess baggage or return.

"Until a few weeks ago, I was a happy man. My stock of contentment and prosperity was rapidly reaching the highest quotations. But a change came, which, although gradual, was none the less keen, and its effect upon my constitution and by-laws has been such that I am fast becoming a candidate for the glue factory."

His words came thick and fast and smelt of cloves, and I could see by the haggard expression of his face that somewhere in his system were secreted portions of reckless grief and wild, uncontrollable sorrow, with a slight mixture of dyspepsia. His eye had a far-away, I-have-for-gotten-my-miles-book gaze, and he ever and anon gave an impatient kick at the distant horizon.

"On one of my Allegan county trips," he continued, "one of my customers urged me to accept as a present a Shanghai rooster and hen, and in an unguarded moment I did. Oh, that I had listened to the promptings of my better intelligence and refused his gift, aye, even if I suffered the loss of his trade by doing so! I told him that on my return trip I would be ready to take with me his highly appreciated gift. When I came back and the train stopped in front of his store, I closed my eyes and made believe that I was asleep, but it was no go. He sought me out and handed me a box containing those infernal fowls. Upon reaching home, I told my wife what had occurred, and together we constructed a coop for the poultry. That was the beginning of my downfall." And he looked askance and drew on me for what sympathy I had with me at the time.

"I did not go out that week, but remained at home and slowly but earnestly succumbed to the spell which that old back numbered hen wrought over me. What little confidence I had in her was soon shaken by certain actions which I was totally at a loss to account for. A few hours' observation and study, however, revealed the harrowing fact that her henship possessed an incubator which had made itself annoyingly manifest to its owner by a harkering to set."

Here my friend gave a sigh which would have attracted attention in a crowd any day. "From the moment the hen discovered her proprietorship of an incubator, she seemed to have an indistinct notion that there was a scarcity in door-knobs, rake-handles, old corsets and hoopskirts and other like productions of a well-organized back yard. I tried to reason with her about her not being built in exactly the right way to make a success in her new line of industry, but she was deaf to all arguments and entreaties. She would start off with no other object in view than to search for an old broken door-knob that I had thrown at a cat one night, and when she had found it a glad expression would come over her and with a satisfied cluck she would commence her day's work. A neighbor told me to water her and I did so by turning the hose on her until I thought her ardor and incubator were damp enough for a while. For a time she seemed to yearn for a better life, and I congratulated myself in having found so effectual yet simple a remedy. But, also, how little does man understand the nature of a hen who has a penchant for incubation. She got the idea into her noddle that there was to be a corner in glass bottles. In order to relieve the market, she went to work on a broken bottle which she found near the back fence. When I saw this I was going to take my revolver and fertilize the garden with my brains, but my wife told me if I courted death to eat canned goods—it was slower, but none the less sure.

"What did I do? I hardly remember, as at that time I began to lose my reason. I have an indistinct notion that I caught that hen and denuded her incubator of every feather. Then, in the dimness of mental twilight, I saw her darting here and there with a faint hope that she might place that bright spot of her system far beyond the gazing eyes of her husband, Mr. Rooster. The incubator, in its travels about the yard, shone with a dazzling brilliancy and, as the speed increased, made a bright streak from the fence to barn, like unto the tail of a comet on a cloudless night. The wild, untrammelled, get-there look in the hen's eye gave place to a far-away, East Saginaw, lack-luster vacancy, and I feared for her reason. The perspiration rolled off her beak in great gobs of sweat. She gave up in despair and a current bush at the same time and lay panting heavily, her incubator shining gaily in the noonday sun. Near her was an old broken stopple of a vinegar cruet, and, weeping Rachel! what did she do but commence to incubate stopples!"

The strong man wept. Down his cheeks trickled tears as large as horse chestnuts, and I, too, was deeply moved.

"What a look of supreme happiness and content spread over that hen's features as she felt the soft, soothing corners of that

broken glass buried in the corrugations of her incubator! What infinite joy, what unalloyed rapture took possession of her whole system! I could stand it no longer. I had kindly reasoned with her on the utter hopelessness of ever being so fortunate as to be able to incubate door-knobs, glassware and other productions which are entirely out of a hen's sphere, but without the slightest result. I told her repeatedly that her duty as a representative hen was to turn her undivided attention to the egg industry and make a specialty of eggs of a less mature and more tender age. But she was headstrong, and as I laid bare her incubator, I now lay bare the sequel. I procured a strong club and I knocked the tar out of that hen, and I am now on my way to do likewise with the fiend who presented her to me."

He walked away. The solemn and dejected air had given way to one of determination, and I knew that ere long someone's life blood would slowly ooze from a gaping wound made by one who did the act in a fit of temporary insanity. BEN HEAD.

There Were Two of Them.
"Hello! What's this?" cried Bill, as he bolted up in bed and looked into the muzzle of a revolver.
"Your money or your life!" called out a hoarse voice.
"What! you would not rob me, would you?" quoth Bill.
"I would."

"You do not know who I am," continued Bill. "I am a coal dealer, Honor among—" But the robber had fled with a baffled cry of rage.

A die for pointing wire nails consists of two interlocking pieces of metal, one of which is provided with straight surfaces only and the other with one inclined surface adapted to leave a beveled slot for forming a beveled slot for forming a beveled point on the nail when said interlocking pieces come together. William G. Algeo, of Beaver Falls, Pa., is the inventor.

"Uncle John, did you know that Mr. had made an assignment for the benefit of his creditors?" "Humph!" said Uncle John, "that's the way they always put it; 'assignment for the benefit of creditors!' But who ever knew creditors to get any benefit of an assignment?"

BULKLEY, LEMON & HOOPS,

Wholesale Grocers.

IMPORTERS OF

Teas, Lemons and Foreign Fruits.

SOLE AGENTS FOR

"Acme" Herkimer Co. Cheese, Lautz Bros. Soaps and Niagara Starch.

Send for Cigar Catalogue and ask for Special Inside Prices on anything in our line.

W. STEELE PACKING & PROVISION CO.

JOBBERS IN

FRESH MEATS.

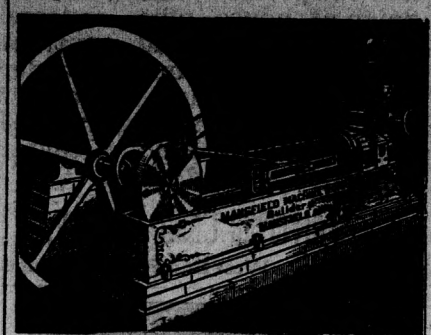
Stock Yards and Packing House, Grandville Ave.,

Grand Rapids, - - Mich.

ACME WHITE LEAD AND COLOR WORKS,
Dry Color Makers and Paint Manufacturers,
DETROIT, - - MICHIGAN.

Chinese Blue, Chrome Yellows, Vermilion,
Prussian Blue, Chrome Greens, Lakes,
Soluble Blue, Paris Green, Wine Colors.
EQUAL IN EVERY RESPECT TO THE FINEST FRENCH PIGMENTS.
Quality Absolutely Unsurpassed.
CORRESPONDENCE SOLICITED. SAMPLES ON APPLICATION.

PORTABLE AND STATIONARY ENGINES



W. O. Denison,
88, 90 and 92 South Division Street,
GRAND RAPIDS, MICH.



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.

BRAUTIGAM BROS.,
MANUFACTURERS OF
Cant Hook Handles, Whippletrees, Neck Yokes, Spinning Wheels and Job Turning Of All Kinds.
MAIL ORDERS SOLICITED.
NORTH DORR, - MICH.

Best
LACE to secure a thorough and useful education is at the GRAND RAPIDS (Mich.) BUSINESS COLLEGE. Write for Catalogue. Address, C. G. SWENBERG.

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

DETROIT SOAP CO.,

DETROIT, MICH.

Manufacturers of the following well-known Brands of

SOAPS

QUEEN ANNE, MOTTLED GERMAN, ROYAL BAR,
MICHIGAN, TRUE BLUE, SUPERIOR,
CZAR, MASCOTTE,
MONDAY, PHENIX, CAMEO,
WABASH, AND OTHERS.

For Quotations address

W. G. HAWKINS,
Lock Box 173, GRAND RAPIDS, MICH.
Salesman for Western Michigan.

WE CALL YOUR ATTENTION TO OUR Provision Department

We Carry a Large Stock of all kinds of Dry and Salt Meats and

BUTTERINE.

We buy of First Hands and Will Not Be Undersold by anybody.

Cody, Ball, Barnhart & Co.

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 leaf 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.

J. H. THOMPSON & CO.,
59 Jefferson Ave., Detroit, Mich.

The "GOOD ENOUGH" Family



Lamps are filled direct by THE PUMP without lifting the Can. The Filling Tube adjusting to suit the height of any lamp. Any overflow or drippings are returned to the Can through an opening in the center of the top. When closed the Filling Tube enters this opening, preventing evaporation from EITHER PUMP OR CAN.



OIL AND GASOLINE CAN!
EVERY LIVE DEALER SHOULD SELL THEM.
The Most Practical Large Sized Can in the market and the ONLY Pump Can which closes PERFECTLY AIR TIGHT preventing evaporation from either Can or Pump
HALF A MILLION IN ACTUAL USE!

Though imitated in Appearance, by no means Equaled in Merit.
Its recognized Qualities and increasing Popularity has induced imitations and its would-be competitors are trying to follow—their eyes fixed on the "GOOD ENOUGH"—

The Bright Star That Leads Them All.
DON'T BE HUMBLED by cheap and worthless imitations and SO-CALLED air tight Cans. Buy the ORIGINAL—the GENUINE OLD RELIABLE "GOOD ENOUGH" and guarantee your customers

ABSOLUTE SAFETY AND THE GREATEST POSSIBLE CONVENIENCE.
—MANUFACTURED BY—
Winfield Manufacturing Co., Warren, O.

ASK YOUR JOBBER FOR THESE CANS. INSIST ON HAVING THEM. TAKE NO OTHER.

PERKINS & HESS
DEALERS IN
Hides, Furs, Wool & Tallow,

NO. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CASK TALLOW FOR MILL USE.

CURTISS, DUNTON & ANDREWS ROOFERS

Good Work, Guaranteed for Five Years, at Fair Prices.

Grand Rapids, - - Mich.

VINDEX

THE BEST

5-C. CIGAR

In the World.

STRAIGHT HAVANA LONG FILLER,
SUMATRA WRAPPER.

CLARK, JEWELL & CO.,

Sole Agents for Western Mich.

SPRING & COMPANY,

JOBBERS IN

DRY GOODS,

Hosiery, Carpets, Etc.

6 and 8 Monroe St., Grand Rapids.

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,



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

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

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

CARY & LOVERIDGE,

L. M. CARY. L. L. LOVERIDGE.

GENERAL DEALERS IN

Fire and Burglar Proof

SAFES

Combination and Time Locks,

11 Ionia Street, - - Grand Rapids, Mich.

RINDGE, BERTSCH & CO.,

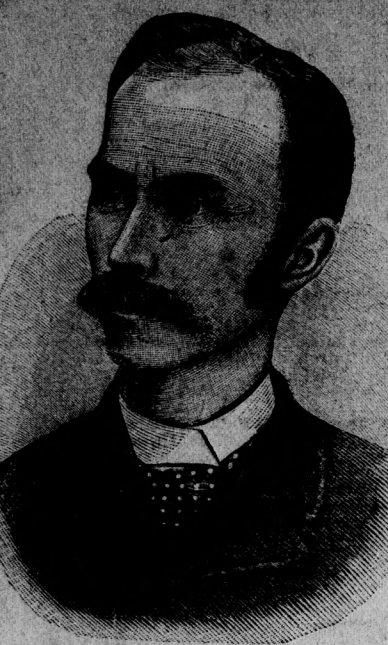
MANUFACTURERS AND WHOLESALE DEALERS IN

BOOTS AND SHOES.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

14 and 16 Pearl Street, - - Grand Rapids, Mich.



"HUSTLING HAMILTON."

Pencil Sketch of a Prominent Young Michigan Business Man.

From the Detroit Journal.

At Traverse City they have a man whom they point at with pride, and say, "He is a brainy business man and a Christian gentleman." Of course, such combinations are not uncommon, but this case is so plain to all that it is worth being spoken of. This particular Christian gentleman and business hustler was born in Maine in 1848, and his parents named him Frank Hamilton. The name has stuck to him ever since. In early life he struck Traverse City, and in 1888 entered the employ of the Hannah, Lay Co. as dry goods clerk.

After five years' service for that firm, Mr. Hamilton and J. W. Milliken, a fellow-clerk, became desirous of going into business for themselves, but upon going clear down into the toe of the traditional stocking they found that their combined capital was too limited. Mr. Hannah, a very cautious business man, paid the young men a high compliment by setting them up in business with a \$37,000 stock of goods and a little sound advice. Their success has fully demonstrated the correctness of his estimate of their character, as the pecuniary obligation has long since been canceled and they now carry a \$50,000 stock of goods and the firm are said to be the most liberal patrons of the advertising press, in proportion to the capital invested, of any firm in the State doing a purely mercantile business in a city where there are no daily papers published. To this agency Mr. Hamilton modestly attributes a large measure of their success.

It is chiefly, however, through his connection with the State Business Men's Association that his name has become familiar abroad. Between four and five years ago a local association was formed through his influence and upon a plan suggested by him, under the name of the Traverse City Business Men's Association, of which he was unanimously chosen President, a position he continued to hold until the formation of the State Association, of which he may be considered the founder. Three years later he was elected President of that body, and re-elected by acclamation at their last annual meeting, held at Flint. His annual reports and other writings upon business matters show considerable literary ability, besides being replete with practical common sense.

In appearance, Mr. Hamilton is of medium height, of slender build and erect carriage, with light brown hair and mustache, the aforesaid hair showing a disposition to let the sunshine in on his scalp. Probably no man in Michigan has a wider acquaintance than he has among tradesmen, and certainly no man has done more to bring them into a unity of purpose and endeavor, to the end that business may be carried on safely, dead-beats be discouraged and general prosperity follow.

PICKED UP.

Written Especially for THE TRADESMAN.

"Cranks? Well, they are all over. You go to —? You know old man Bruff? Well, some three or four, or maybe more, years ago, Bruff was in the grocery trade. There were only two groceries in the place, Bruff's and Gruff's. Gruff was selling water white oil and getting twenty cents a gallon for it, and Bruff was selling legal test and getting eighteen. Bruff's customers, some of them, anyway, would go to Gruff's for water white, and this "kind o' riled" the old man. He was jealous, anyway, and if the boys wanted to hear him rear they would concoct some tale of what great trade the other man had.

Well, one fine day, Bruff goes over to Gruff's store and hangs up a sign on an awning post like this:

WATER WHITE OIL
AT BRUFF'S
18 cents a gallon.

That started the ball. Gruff was game to the backbone, and pretty soon water white dropped to one cent a gallon. Then they began to give it with every dollar's worth of goods purchased, and pretty soon with every purchase, five gallons of oil. The tinner was the busiest man in town while it lasted. They kept it up two weeks and then old Bruff filled up with whisky, fired everybody out of his store, locked up and went on a howling drunk. When he sobered up next day, he hung up a new sign on his own post,

Water White Oil, 20c. per gallon.

He was a sport from way-back! Always wore his hat pulled over his eyes, and stuck his cigar out straight before him. What he didn't know about base ball, horse-races and cards was surely not worth knowing. He could run, fence, jump, box and swim, and he was always impressing upon some new man's mind his general great abilities. He sold sewing silk and silk handkerchiefs. He called on a customer at Sturgis one day last winter, and as business was dull, the clerk and proprietor were passing the time

by sparring. Our sport looked on for a while, someone asked if he boxed, and to see the look that came over his face as he answered, "Well, a little!"

He put on the gloves, first with one, then another, and being a long-armed man, easily beat down their guard, as they were not scientific. He had danced the two clerks all out of wind when he spied a meek-looking young fellow sitting behind the stove. "Try 'em on?" he asked him. "Never box much," was the answer. After much persuading, and a good deal of winking at the gathered crowd, and after promising the meek-looking young fellow not to hurt him, they stood up to each other. At first, our sport had the best of the tyro and seemed bursting with suppressed laughter. Pretty soon things changed, and in about three minutes our sport was the worst used-up looking specimen you ever saw. After the general laughter had died away, he asked the chap what his name was and he handed him the following card: "John Murray, Teacher of Self Defense, Chicago, Ill."

"Why, hello, old man; ain't seen you in a long while. How are you, anyway?" "Fairly well, thank you. How does the world use you?"

"Oh, lots better than the people. Let's see; it must be nigh six months since I saw you last, eh?"

"Yes, as much as that."

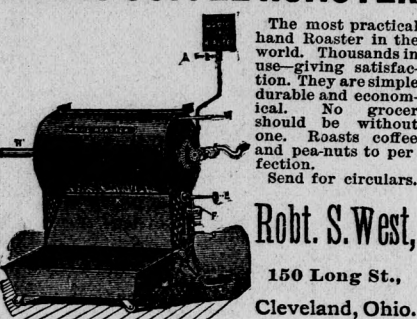
"Well, well; how time flies. The last time we were together was over in Wisconsin, and you had just heard from home and were telling me about your wife and baby, and showed me their pictures. How are they? Baby as fat as ever, eh?"

"They are both dead. Yes, the baby first and then my wife. Do you wonder I look aged? Ah, my friend, time that has flown so fast for you has been very slow with me, and if I could only bring back six months ago, when I was so happy!" And he arose and went out on the rear platform, while his friend looked out the window and wiped his eyes.

LEO. A. CARO.

The members of the Michigan Salt Association have agreed to stop the manufacture of salt from December 1 to April 1.

MAGIC COFFEE ROASTER



The most practical hand Roaster in the world. Thousands in use giving satisfaction. They are simple, durable and economical. No grocer should be without one. Roasts coffee and pea-nuts to perfection. Send for circulars.

Robt. S. West,
150 Long St.,
Cleveland, Ohio.

NOVELTIES!

Sailor Hat Perfume	small	.75
Plug	large	.75
Tooth Pick	round	1.75
Slipper	small	1.75
"	medium	.90
"	large	1.25
Cornicopia	"	2.00
Chair	"	2.00
Cat Tooth Pick Perfume, large	"	2.00
China Shoe Perfume, large	"	2.50

All above in assorted colors.

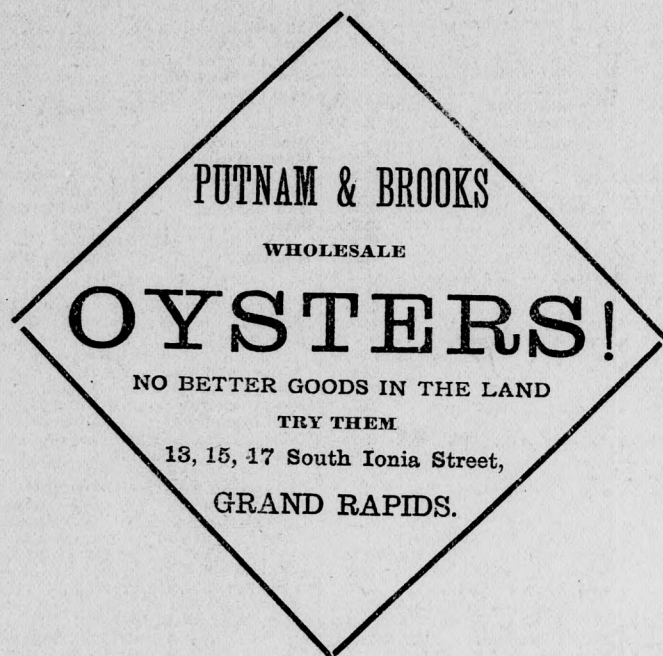
ORDERS BY MAIL SOLICITED.

Jennings & Smith,

38 and 40 LOUIS STEET,

Grand Rapids, - - - Mich.

Mention Tradesman.



P. STEKETEE & SONS,

JOBBER 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 } A Specialty.
American and Stark A Bags

JENNESS & MCGURDY,

Importers and Manufacturers' Agents.

DEALERS IN

Crockery, China, Glassware,

Fancy Goods of all Descriptions.

HOTEL AND STEAMBOAT GOODS,

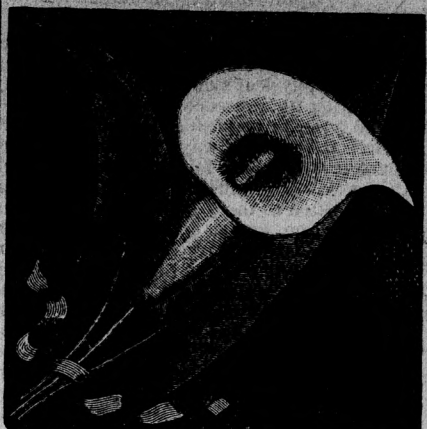
Bronze and Library Lamps, Chandeliers, Brackets, Etc.,

73 and 75 Jefferson Ave.,

DETROIT, - MICH.

Wholesale Agents for Duffield's Canadian Lamps.

Telfer Spice Company,



SOLE MANUFACTURERS OF

ABSOLUTE SPICES,

—AND—

Absolute Baking Powder.

100 PER CENT. PURE.

IN MAIL

Correspondence a merchant is judged largely by the quality of his

STATIONERY,

And if you are not supplied with

LETTER HEADS,
NOTE HEADS,
BILL HEADS,
STATEMENTS,
ENVELOPES,
CARDS.

Send to us for Samples and Prices.

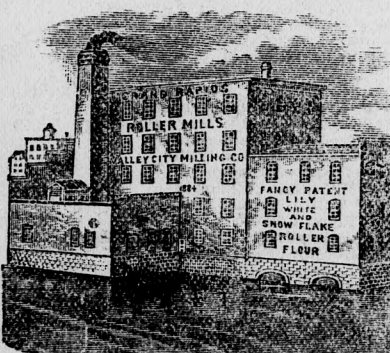
CORRESPONDENCE SOLICITED.

Fulmer & Stowe Company

49 LYON STREET,

Grand Rapids. - Mich.

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, Baked Meal, Coarse Meal, Bran, Ships, Middlings, Screenings, Corn, Oats, Feed.

Write for Prices.

Grand Rapids, Michigan.



Retail Grocers who wish to serve their Customers with GOOD COFFEE would do well to avoid Brands that require the support of Gift Schemes, Prize Promises or Lottery Inducements.

—SELL—

DILWORTH'S COFFEE,

Which Holds Trade on Account of Superior Merit Alone.

Unequaled Quality. Improved Roasting Process. Patent Preservative Packages.

For Sale by AMOS S. MUSSELMAN & CO., Grand Rapids, and all Jobbers at Detroit, Saginaw and Bay City.

DILWORTH BROTHERS, Proprietors,

PITTSBURGH, Penn.

KING'S QUICK RISING BUCKWHEAT FLOUR.

THE BEST GOODS MADE,

PUT UP IN 5 lb. and 2 1-2 lb. PACKAGES.



100 lb. Cases - - \$5.00.
80 lb. Cases - - \$4.25.

For Sale By

Bulkley, Lemon & Hoops, Arthur Meigs & Co.,
Clark, Jewell & Co., Amos S. Musselman & Co.,
Hawkins & Perry, Olney, Shields & Co.,
Grand Rapids, - - - Mich.

AND ALL JOBBERS IN THE UNITED STATES.

Manufactured By

KING & LAMB, No. 14 5th Ave., CHICAGO, Ill.

AX HANDLES!

1 x Ax Handles	-	-	-	\$.75
2 x " "	-	-	-	1.25
3 x " "	-	-	-	2.00
4 x " "	-	-	-	2.50
3 x Dbl. Bit	-	-	-	1.50
4 x " "	-	-	-	2.25

C. & D. LANTERNS,

OIL CANS AND TANKS,

And a General Line of

PAPER & WOODENWARE.

CURTISS & DUNTON,

"CANDEE"



E. G. STUDLEY & CO., Grand Rapids.

Jobbers of

Rubber and Oil Clothing of all kinds, Horse and Wagon Covers, Leather and Rubber Belting and Mill and Fire Department Supplies. Send for price list.

LION
MOCHA, JAVA AND RIO
COFFEE
WOOLSON SPICE CO.
KANSAS CITY-MO. TOLEDO-OHIO.

LION
MOCHA, JAVA AND RIO
COFFEE
WOOLSON SPICE CO.
KANSAS CITY-MO. TOLEDO-OHIO.

LION
MOCHA, JAVA AND RIO
COFFEE
WOOLSON SPICE CO.
KANSAS CITY-MO. TOLEDO-OHIO.

MERCHANTS!

Increase Your SALES AND PROFITS BY HANDLING LION COFFEE.

IT GIVES ABSOLUTE SATISFACTION

To Consumers, and is, Consequently, a Quick and Easy Seller.

Lion Coffee has more actual Merit than any Roasted Coffee sold at the price either in Packages or in Bulk and storekeepers all over the State of Michigan and elsewhere who are not already handling Lion are urged to give it a trial. We cheerfully answer all communications regarding prices, etc. Convenient shipping depots established at all prominent cities, securing quick delivery. For sale by all the wholesale trade everywhere. Manufactured by the Woolson Spice Co., Toledo, Ohio.

L. WINTERNITZ, Resident Agent,

Grand Rapids, Mich.

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

Office in Eagle Building, 49 Lyon St., 3d Floor. Telephone No. 95.

(Entered at the Postoffice at Grand Rapids as Second-class Matter.)

WEDNESDAY, NOVEMBER 9, 1887.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN.

I can't help admiring the solemn gravity and resignation of the Arab when he solaces himself for some kick or cut of fortune by reverently murmuring the word "kismet." I have no respect for, or belief in, the theory of fatalism, but I am, nevertheless, satisfied that if we were all fatalists we could extract much more comfort out of existence and that the longevity of the race would materially increase. There would be nothing courageous or self-reliant or brain-developing in calmly throwing all responsibility for our mistakes and misjudgments off from our own shoulders, but if we claimed the moral right to do so the time that we spend and the ill-nature that we engender by perennially trying ourselves before ourselves and defending ourselves against ourselves would be saved; and if we felt that the prosecution of somebody or something would give us relief or consolation, we would merely have to arraign, convict and condemn the unknown, unsubstantial, unresisting, absurdly mysterious something called Fate.

A belief in fatalism is commonly supposed to be the product of Oriental teachings and traditions, but it doesn't need a very prolonged or very microscopic observation of the people with whom we come in contact to convince us that it exists, and in no minute degree, among our boasted intelligent, enlightened and educated American sovereigns and that almost numberless faults and failings and short-comings of individuals are, with the utmost calmness, equanimity and indifference, attributed to the decrees of fate.

When this unmanly and unphilosophical belief doesn't affect our personal interests, we view it with very much the same contempt and indifference as we do the theory of the moon's influence on crop planting or sheep shearing or weed cutting, but, unfortunately, it is too often used to our pecuniary disadvantage. For instance, Silas Jenkins is a poor man with a large family, but I consider him honest and I help him through a cold, dull winter in the way of household necessities. The next summer, fate, according to Silas' explanation, so shapes affairs that he strikes for an increase of wages, remains idle until cold weather again and is then indignantly astonished at my disinclination to give fate another trial. Or, again, Farmer Snow owes me a large book account which is long overdue, and, in reply to my delicate suggestions of an adjustment, Farmer S. conveys to me the agreeable assurance that when fate is kind enough to allow him thirty bushels of wheat per acre instead of thirteen he will make it a point to see that I am paid in full. Or, once more, my house needs reshingling and I contract for the services of Adze, the carpenter. Adze puts in an appearance as agreed and speedily and skillfully removes the old shingles from one side of the building. Then fate steps up and informs Adze that his brother has arrived from California and that he must visit with him three or four days, during which fraternal observance my rooms are deluged with rain and no inconsiderable amount of my household property ruined.

Almost any business man can recall instance after instance of the neglect or refusal of individuals to fulfill contracts on the assumption that their ability to do so is a matter entirely beyond their control, when a brief investigation of their records shows conclusively that, instead of battling manfully and courageously for themselves, they tamely and submissively accept any little circumstance that disarranges their programmes as a reasonable and satisfactory excuse for disarranging the programme of the party with whom they contracted.

I would have much less admiration for the gravity and resignation of the Arab if I was credibly informed that he whined and whimpered over the supposed decrees of fate and made them an excuse for unloading his misfortunes on his neighbors, but I have good reasons for regarding him, in this respect at least, as more manly and self-reliant than his christian co-fatalists. I can hardly imagine a gentleman of the Orient, who owes his baker a year old account, snuffing to that needy vendor that he

"Never had a piece of bread particularly thick and wide. But it fell upon the sandy floor and landed on the buttered side," and then asking the patient man of flour and yeast to add a couple of more loaves to the list.

The man who is self-reliant and independent and who uses every reasonable and practical effort to avert loss and disaster, and, when he finds loss and disaster inevitable, honestly and courageously takes the burden upon himself, is the one on whom you can almost always implicitly rely. There is a familiar anecdote about the country parson and deacon who had a joint interest in a field of corn, and, during a prolonged and terrible drought, the former be-

come seriously alarmed about the future of the crop. One day he sought out his partner and anxiously observed:

"Say, deacon! Our corn is all wilting up. Hadn't we better pray for rain?"

The deacon glanced at the sky, wet his finger and held it up and replied:

"'Twouldn't do any good, parson; the wind's wrong! But we'll get out the cultivator and give it a thorough stirring up, and that will do some good!"

And I have often thought that I should, by a large majority, prefer the deacon to the parson when a matter of dollars and cents depended upon the success of the corn crop.

If this article is intended to convey any moral, it is that any transactions you may have with the whiners and whimperers and snivelers of humanity had, for your own satisfaction and profit, better be closed up at one session.

If Dick Swiveller should enter my place of business and request the transfer of certain commodities, with a promise of future adjustment and giving as a reason that he was impecunious and that

"'Twas always thus: From childhood's hour I've seen my fondest hopes decay; I never had a tresor flower but 'twas the first to fade away,"

any party who witnessed my compliance would be justified in advising my family to immediately have a guardian appointed to take care of my few goods and chattels.

C. JURGENS & BRO.
ELECTROTYPERS
Stereotypers
Photo & Zinc Engraving
LEADS, SNUGS, BRASS RULE
WOOD & METAL FURNITURE
BOX WOOD
MAPLE, Etc.
GRAND RAPIDS, MICH.



The accompanying illustrations represents the

Boss Tobacco Pail Cover.

It will fit any pail, and keep the Tobacco moist and fresh until entirely used.

It will pay for itself in a short time.

You cannot afford to do without it.

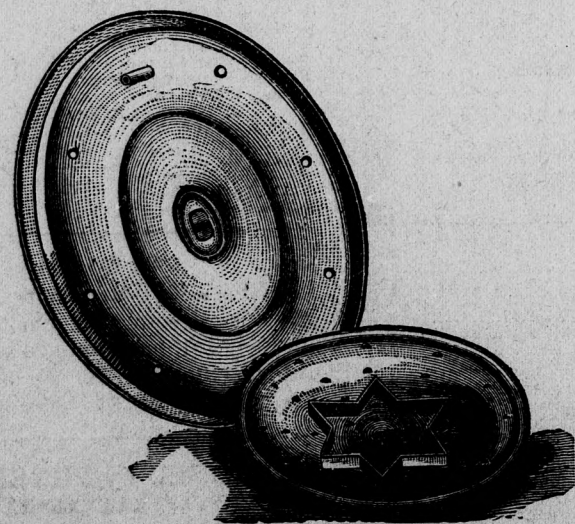
For particulars, write to

ARTHUR MEIGS & CO.

Wholesale Crocers,

Sole Agents,

77 to 83 SOUTH DIVISION STREET, GRAND RAPIDS.



CEO. E. HOWES,

JOBBER IN

Foreign and Domestic Fruits.

SPECIALTIES:

Oranges, Lemons, Bananas.

3 Ionia St., GRAND RAPIDS, MICH.

J. E. FELDNER & CO.,

CUSTOM SHIRT MAKERS,

AND DEALERS IN

Men's Furnishing Goods.

NO. 2 PEARL ST., - GRAND RAPIDS.

Prompt Attention to Mail Orders. Telephone 981.

INSTANTANEOUS CHOCOLATE
THE
GREATEST
INVENTION
OF THE AGE
EVERY FAMILY
SHOULD HAVE IT
POWDERED AND PUT UP IN ONE POUND TIN CANS
75 CTS. PER CAN
STEPHEN F. WHITMAN & SON
INVENTORS AND SOLE MANUFACTURERS
S.W. COR. 12TH & MARKET STS. * * *
* * * PHILADELPHIA PA.

RUNKEL BROS.
PREMIUM CHOCOLATE

RUNKEL BROS.
VIENNA SWEET CHOCOLATE

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 Attended to.

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.

**D. W. ARCHER'S
RED COAT**



TOMATOES.

PACKED BY

DAVENPORT CANNING CO.,
DAVENPORT, IOWA.

C. C. BUNTING.

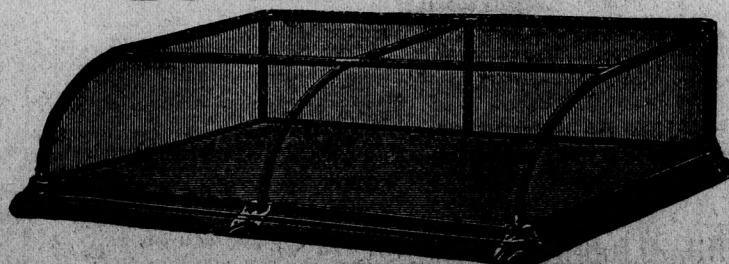
C. L. DAVIS.

BUNTING & DAVIS,
Commission Merchants.

Specialties: Apples and Potatoes in Car Lots.

20 and 22 OTTAWA ST., GRAND RAPIDS, MICH.

DO YOU WANT A



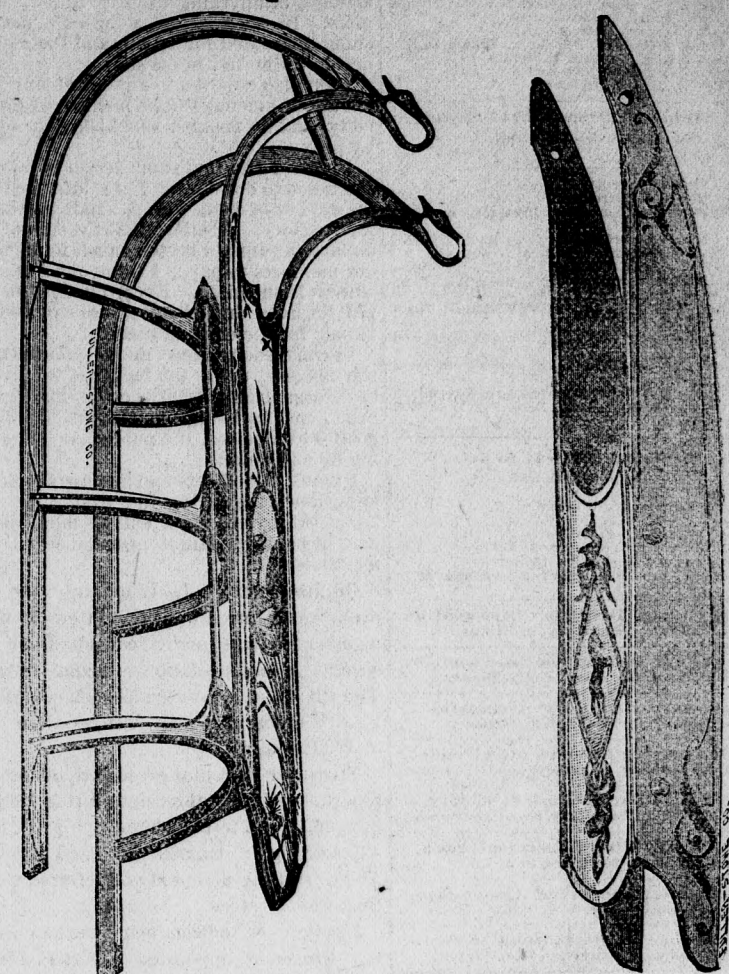
If so, send for Catalogue and Price-List to

S. HEYMAN & SON, 48 Canal St., Grand Rapids.

H. LEONARD & SONS,

134 to 140 Fulton St., Grand Rapids.

HEADQUARTERS FOR



HAND SLEIGHS

Send for quotations before buying elsewhere.

ALSO THE LARGEST ASSORTMENT OF

HOLIDAY GOODS

To be found in any one establishment in Michigan, consisting of

Fancy Glassware, Toys in Wood, Bazaar Goods,
Fancy Crockery, Toys in Iron, Dolls,
Fancy Lamps, Toys in Tin, Games.

PRESENTATION GOODS TOO NUMEROUS TO MENTION.

GLADSTONE, - MICH.

The coming commercial metropolis of the Upper Peninsula. With a magnificent harbor of deep water, miles of dock frontage, perfect protection from storms, and the undivided support of all well-informed lake captains,

THIS POINT

Is backed by the most populous and wealthy districts of the Great Northwest, and is connected by the

"GREAT SOO LINE"

With the richest Iron Ore, Timber and Agricultural Districts of Michigan, Wisconsin, and Minnesota, if not the world.

Millions upon millions of standing soft and hardwood, consisting of white pine, cedar, hemlock, maple, elm, poplar, basswood, birch and butternut, awaits the lumberman's axe, east and west from Gladstone, on newly built lines of railroad, tributary to this harbor.

Gladstone is destined to become the natural outlet to the East and entrepot for the West, and a wholesale point of great importance. We offer

FREE MANUFACTURING SITES

To furniture or wood-working establishments and every legitimate labor employing enterprise.

For full particulars, opportunities for business, and plats, maps of local and surrounding situation, address or call on

F. W. MCKINNEY,

Sault Ste. Marie Land and Improvement Company, GLADSTONE, MICH.

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.

F. J. LAMB & CO.,

WHOLESALE DEALERS IN

FRUITS AND VEGETABLES,

Butter, Eggs, Cheese, Etc.,

8 and 10 Ionia Street, GRAND RAPIDS, MICH.

SPECIAL ATTENTION GIVEN TO FILLING ORDERS.