

The Michigan Tradesman.

VOL. 5.

GRAND RAPIDS, WEDNESDAY, JANUARY 4, 1888.

NO. 224.

ASK FOR
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BEST IN THE WORLD.

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We give prompt personal attention to the sale of POTATOES, APPLES, BEANS and ONIONS in car lots. We offer best facilities and watchful attention. Consignments respectfully solicited. Liberal cash advances on Car Lots when desired.
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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 1/2 doz. in bd. with straw. Quality unsurpassed. Address
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Stoneware, 6c. per gal. F. O. B.

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 perfectly pure, is well prepared, and of excellent quality.

Z
Muzzy's Starch, both for laundry and table use, is the very best offered to the consumer. All wholesale and retail grocers sell it.

Y

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.

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,
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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.
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We carry a full line of Seeds of every variety, both for field and garden. Parties in want should write to or see the
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To Cigar Dealers
Realizing the demand for, and knowing the difficulty in obtaining a FIRST-CLASS FIVE-CENT CIGAR, we have concluded to try and meet this demand with a new Cigar called
SILVER SPOTS
This Cigar we positively guarantee a clear Havana filler, with a spotted Sumatra Wrapper, and entirely free from any artificial flavor or adulterations.
It will be sold on its merits. Sample orders 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.

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

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Grand Rapids, Mich.
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Transacts a general banking business.
Make a Specialty of Collections, Accounts of Country. - - - - -
Sole Agents for the State.

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LEATHER
And Shoe Store Supplies.
SHOE BRUSHES,
SHOE BUTTONS,
SHOE POLISH,
SHOE LACES.
Heelers, Cork Soles, Button Hooks, Dressings, etc. Write for Catalogue.
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FRUITS,
NUTS AND
SEEDS.
16 and 18 No. Division St.,
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Successor to
A. Coye & Son,
DEALER IN
AWNINGS AND TENTS
Horse and Wagon Covers,
Oiled Clothing,
Feed Bags,
Wide Ducks, etc.
Flags and Banners made to order.
73 CANAL ST. - **GRAND RAPIDS.**

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

J. E. FELDNER & CO.,
CUSTOM SHIRT MAKERS,
AND DEALERS IN
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Prompt Attention to Mail Orders. Telephone 591.

EATON & LYON,
Importers,
Jobbers and
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THE GREAT
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AND **Jeweler,**
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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 solicited. A liberal discount to the jobbing trade.
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Proprietor of the
Valley City Show Case Factory,
Manufacturer of
SHOW CASES
Prescription Cases and Store Fixtures.
OF ALL KINDS.
SEND FOR CATALOGUES.
My Prices are Lower than any of My Competitors. Estimates Furnished on Application.
38 West Bridge Street, Grand Rapids.
Telephone 714.


He's Innocent.
Written Especially for THE TRADESMAN.
Yes, talk about your dead-beats, but tell me don't you know
That credit must be given first before you make it so;
Before the greater crime is done there must exist a cause,
And who would plan the former part must suffer by the laws?
Then, sir, don't lay your dollar down to tempt its picking up.
A man will never drink if naught is sparkling in the cup;
A chicken doesn't scratch the earth for forty rods around
Unless the chances are a grub is burrowed in the ground.
A debt is never made unless a creditor is in it;
Then can you blame the debtor, when he didn't first begin it?
It's well enough to cry out beat against the other man,
To make yourself look innocent whenever well you can;
But, can you blame the debtor, who but acts the second part,
Because he walks away and leaves the dagger in your heart?
Yes, talk about your dead-beats, but doesn't suspicion rest
That opportunity was first a creature in your breast?
Did you ever know a dead-beat to play a winning card
Without it first was shuffled up and dealt out by a pard?
A man doesn't hold a four-ace hand by any common knack,
Unless he first has seen the cards and shuffled up the pack;
A debtor is, of all things out, the most uncertain kind—
He takes you in and does you up about as he's inclined;
At first you'd wager half your wealth that he'd redeem his pledge;
Once in your debt, you see his airs, you then begin to hedge.
You see a race horse on the track you know can win the race,
But can you tell the jockey's price to give him second place?
A politician takes the field, he's able, clear, correct,
But boodie knocks him out and some vile scoundrel will elect,
By which uncertainties you'll learn to ne'er be over rash,
Nor let your customer have goods till he lets you have cash.
M. J. WHISLEY.

THE STORY AT THE BANQUET.
Written Especially for THE TRADESMAN.
On the Saturday night before Christmas, the employees and proprietors of a large retail dry goods house in a neighboring city were gathered around a long table in one of the departments of the store, enjoying a delicious spread tendered the clerks by the firm, showing their generosity and appreciation of the services rendered by the former.
It was a delightful affair. Their hard work done for the day, and realizing that the terrible rush of the past few weeks was over, they were, one and all, in a condition to appreciate it.
The numerous dishes had been gradually diminishing in fullness, and the waiters of the banqueters had gradually decreased in size to such an extent that it was doubtful if the buttons would stand the strain. Toasts had been drunk, speeches made and nearly every member of the company had contributed his share to the general entertainment, when someone asked Mr. Robens, the senior partner, to relate the incident which had nearly ended in his living burial.
Mr. Robens demurred to this, saying that it would hardly be in place at such a festive gathering. However, curiosity was aroused, and he was importuned until he at length consented.
"Thirty years ago," he began, lighting a fresh cigar, "the most terrible, and at the same time most fortunate circumstance happened to me that it has ever, before or since, been my lot to hear of. At that time I was employed as general clerk and routabout in a supply store located in a mining town in California. My employer was counted one of the most wealthy men in the State, owning large mining interests, the store at which the miners got their supplies and an immense ranch in the Southern portion of the State.
"He was unmarried and his only living relative was a nephew—a dissolute, unscrupulous fellow, who was employed as overseer of the mines. Being well aware that unless he behaved himself he would not stand a chance for inheriting any of his uncle's wealth, the young man was very careful not to betray the coarser side of his character to Mr. Dempsey. But I, for whom he had no such fear, in my capacity as clerk, was in a good position to discover what sort of a man he really was.
"Mr. Dempsey resided in San Francisco, and visited the mines on an average of four times a year. On these quarterly trips he was usually accompanied by no one, coming and going on horseback, although occasionally he would travel in company with a supply train.
"I am thus minute in the smaller details for the reason that it is necessary to a proper understanding of the strange events I am about to relate.
"One Saturday morning a miner was killed by a falling timber in the mine, and, having no undertaking establishment in the camp, the poor fellow was brought to the store and laid in a little room at the rear containing two cot beds, upon one of which I slept while the other was reserved for Mr. Dempsey's use on his inspecting trips. The corpse was to lie there until a coffin could be made ready for its reception.
"I was away that day, at the nearest point of supply to purchase a stock of blankets, of which I was out. Returning late in the evening, I did not hear of the accident, and, getting my blankets unloaded, went to bed. I ought to say, here, that I was not expected to get back before Monday. I was nearly tired out and so sleepy that I hardly knew what I was about. Hastily undressing, in the dark, I started to jump into bed. As I endeavored to do so, I came in contact with something, and, remembering having put several bundles of rope on the bed before I went away, on account of a scarcity of room, I pushed the obstruction off on to the floor behind the cot, and in a moment was sound asleep.
"I slept very soundly, having no fear of burglars, and was awakened, partially, by someone apparently moving in the room. Again I dozed off—I hadn't really been awake, and finally came to earth again by a feeling of numbness. I tried to change my position, but something seemed to hold me down. In vain did I twist and wriggle, I could not turn my body. This together with a choking sensation, aroused me fully to my senses, and I became aware of the horrible fact that my body was enclosed in a coffin! A common, pine coffin, such as is most generally used in sparsely settled mining regions.
"When the horror of my position fully dawned upon me, my heart stopped beating, and I thought, for a second, that I was in an appropriate place. However, I soon regained my senses, and a slight opening in the top gave me barely sufficient air to sustain life. Then I commenced to yell and pound the coffin with my fists, but no one came, and I finally gave up from sheer hoarseness and despair.
"How long I remained in a state of apathy I don't know; but I was finally aroused by voices in earnest conversation. Once more did I assay to cry out, but my lungs refused to perform their office, and then hope utterly deserted me. I could not hear the conversation of the men plainly, but I could now and then catch a sentence, and ascertained that the voices belonged to Hill, Mr. Dempsey's nephew, and Jack Burroughs, one of the toughest men in the camp. Up to this time I had not given a thought as to how I chanced to be in such a tight box, but now I listened eagerly to catch the drift of their words, hoping they might explain my predicament and what they intended to do with me. It might be they intended to get me out of the way and obtain possession of the money which I had on hand for the monthly pay-roll.
"I soon found, to my utter consternation, that they knew nothing of my horrible situation, and were hatching a plot whereby to secure the death of Mr. Dempsey in such a way as to cast no suspicion on them. As near as I could make out, the details of their scheme were to suspend a rope with a noose from a tree on the road Mr. Dempsey traveled, in such a way that two men, secreted in the branches, could throw it over his head, drag him from his horse and leave him suspended in the air, while the horse would push on to the camp. The idea was to make it appear the work of some of the numerous gangs of horse-thieves or road-agents in that portion of the country.
"You can well imagine that my situation was a terrible one, lying in that coffin, knowing that my own, as well as another's, life depended on my getting released. I knew that Mr. Dempsey would surely be on the way to camp on Monday, and I fastened in a coffin ready for burial, was the only one who might save him from his nephew's murderous designs.
"After a few minutes' further talk, the drift of which I could not ascertain the two men left the room. I was now able to use my voice, but I refrained, knowing that if Hill and his confederate heard me, I should meet with a reception fully as warm as the one I was then enjoying. It would have been jumping from the frying pan into the fire.
"Well, to make a long story short, after I had nearly exhausted myself planning some mode of escape, the bright idea struck me to see if the coffin lid was securely fastened down, or merely one or two screws put in to hold it on until time to deposit it in Mother Earth. You will probably laugh at the idea of my not thinking of this sooner, but I will guarantee that if any of you ever wake up from a sound sleep and find yourself in a coffin that your wits will not be as available as they might be.
"Raising myself against the lid of the coffin, I placed my hands under me and pushed upward with all my might. It yielded! I exerted all my strength and the lid flew off. I was free! When I crawled out I had barely strength enough to stand. It was broad daylight, but as it was Sunday no one was ash. I hastily glanced around the room and found the explanation of my being in the coffin. Behind the bed lay

the corpse of the miner who had been killed and which I had pushed onto the floor. Near by the coffin were two or three empty whisky bottles and the remains of a candle. The miners, after making a rude coffin and completing it far in the night, fortified by forty-rod whisky, had come to my room, which was never locked and opened into the store, being so drunk they could not discern the difference between a live man and a corpse, had placed me in the coffin instead of the dead man. Being so utterly worn out with fatigue, they might have carried me a mile and I should not have known it.
"Did I save Mr. Dempsey? Yes. Getting a couple of miners—my best friends in the camp—we mounted our horses that evening and taking our guns, as if on a hunting expedition, for a blind, we took a trail leading out on the main track about two miles beyond the tree the nephew and his pal described and hid in the brush. Early Monday morning we espied Mr. Dempsey riding leisurely along, all alone, smoking a cigar and apparently unaware of any danger.
"I related what I had overheard, but he refused to believe me, saying that I must have had a bad nightmare. Well, it was undoubtedly fully as bad as the nightmare, but much more real to me, and I finally prevailed on him to let us take a short cut to the tree, keeping out of sight while he rode on, as if nothing was the matter, riding slowly, that we might reach the spot first to be sure and be on hand. Keeping carefully concealed, we had gained our positions and found the rope hanging a little way down, but not noticeable unless its presence was looked for. By careful scrutiny we detected the forms of the two men in the tree, ready at a second's warning, to cast the noose. Directing my two companions to cover them with their rifles, I held my knife in my hand, ready to cut the rope.
"Coolly and unconcerned Mr. Dempsey came into view, and the leaves overhead rustled a little. As he reached the tree, swift as a flash the rope circled around his neck and he was jerked from his horse. At the same instant, two shots rang out simultaneously, and the two men fell from the tree to the ground. It was only about fifteen feet high, and the fall was not great enough to seriously injure them if the rifles had not. When we gave them our attention, one of them was past help. Hill, however, was only slightly wounded, and we took him into camp, where he soon recovered. He was tried for attempted murder, and sentenced to twenty years at hard labor.
"Did you ask where the lucky part for me came in? Well, Mr. Dempsey was so highly pleased at escaping the fate those villains had prepared for him, that he gave me a share in a new mine he had just opened up. The venture turned out so well that in a few years I was enabled to leave California with all the experience and money I needed.
RELLUF.

Brief History of Organization in Michigan.
E. A. STOWS in Grocery World.
The history of a popular movement or a military campaign is necessarily a history of men. Such being the case, I trust no one who reads this narrative will accuse me of one-sidedness, or of being too great a devotee at the shrine of *meum et teum*.
In the first issue of THE MICHIGAN TRADESMAN, which began publishing in 1883, I put on record as advocating the organization of local associations among the business men of the State. About the time I had concluded that further effort in that direction would be useless, I received a letter from Frank Hamilton, of Traverse City, asking for a set of blanks and forms suitable for the use of an organization of retail tradesmen. I was unable to comply with Mr. Hamilton's request, but referred him to the secretaries of several New England associations, from whom he secured the desired information. My inability to do as requested, however, aroused me to the consciousness that I was advocating an idea, where as I should be prepared to recommend a system. I therefore straightway set about the preparation of such forms and rules as seemed to be essential to the successful maintenance of an association. Shortly after this task was accomplished—and it was a task for an inexperienced hand—sentiment in favor of an association among the grocers of Grand Rapids developed to such an extent that we were able to inaugurate a fully-fledged organization of twenty-nine members. Several months previous, however, Mr. Hamilton had interested the business men of his place in the subject, as a result of which an association of about forty members had been successfully started, with the prime mover in the enterprise as president. This association has kept a little in advance of the movement ever since the start, having obtained more benefits than any other organization in the State, and its 110 members now wield an influence which is felt all over Northern Michigan.
With two associations in the field, both able to make good reports of their work, it was found to be comparatively easy to secure reinforcements. In less than a year, the number of associations had increased to twenty-five, and the necessity for a central organization, which would put the local associations into direct communication with

each other, became apparent. Mr. Hamilton had divined this want several months before, and in a communication to THE TRADESMAN predicted that a State organization would eventually become necessary, thus putting himself on record as the first person to publicly advocate a State association. The time being apparently ripe for such action, a call was issued for a meeting of delegates from all the associations in the State, to be held at Grand Rapids, on September 21, 1886.
The meeting was well attended, and before the convention adjourned the Michigan Business Men's Association had been formally ushered into existence. By virtue of his having been the first president of the first association formed in the West, and also the first person in the world to suggest state organization, Mr. Hamilton was selected to preside at the opening sessions of the convention, when his ability as a presiding officer was found to be so marked and his enthusiasm in this movement so great, that he was unanimously chosen president of the new organization, an act which was repeated one year later at the time of the second annual convention.
A special convention was held in March, 1887, at which time it was resolved to incorporate the Association in such a way that it could issue charters of incorporation to the local associations of the State. This work was immediately taken in hand by the proper officers, with the result that a special Act was secured at the hands of the Legislature in June, the formality of filing the necessary papers being complied with three months later, when the Act finally went into effect.
The second annual convention was held at Flint, in September, when the price of charters was fixed at \$3, and the *per capita* dues raised from 10 cents per year to 25 cents per year.
The formation of a State association has proved to be a great stimulus to local organization, having given the work a dignity and character which it did not before possess. The conventions, which are made up of delegates on the basis of one delegate for each fifteen members or fraction thereof, have been productive of great good, by reason of the interchange of freely expressed ideas. The delinquent department, which merely supplements the delinquent department of the local associations, has been found to be an effective weapon in dealing with delinquents who have removed from the jurisdiction of the associations listing them. In the line of legislative work, the Association has secured the passage of a bill prohibiting compacts among insurance companies after January 31, 1888. In many other directions the State body has been a valuable adjunct to the local associations, and its field of usefulness will increase as it grows older.
Besides being the first State in the Union to organize a State body, Michigan can lay claim to having more local associations than any other State—I think I am safe in making the statement that she has more than all the other States put together. Within her borders are 108 active, growing associations, all doing good work in the reformation of trade abuses and the elevation of business men and business methods.
The Michigan associations take on a little different scope than those of the Keystone and Empire States. Instead of devoting all the influence of the associations to self-protection, we include in our organizations the "village improvement idea" of New England; that is, we assume that the business men furnish the brains of the community, and that every movement looking toward the material improvement of the community must be inaugurated and directed by them. Nearly all of our associations have an Improvement Committee, whose business it is to endeavor to secure the location of manufacturing and other public enterprises, and notable success has attended this department by our work in many towns. The subjects of insurance and transportation also play important parts in our tactics.
Regarding the future of organization in Michigan, I have no data on which to base a prophecy. At our present rate of increase—and we are discouraging the formation of associations too rapidly, holding it more essential that we maintain interest in the already organized—we shall have, inside of three years, an association in every city and town of any size in the State. Instead of a handful of 5,000 business men, we shall then be able to call the roll of 25,000 representative business men, enlisted under the banner of "Pay, Progress and Principle."

A Pitiful Circumstance.
Written Expressly for THE TRADESMAN.
"Twas on the D., L. & N. Railway. The noon train came thundering from the north. She whistled and stopped abruptly at the north platform of the Ionia prison. The car door opened.
"This way, ladies."
There was something peculiarly soft in the brakeman's voice. A low moan of anguish in the rear end of the car attracted the attention of all the passengers. An old lady, heavily draped, arose and, accompanied by a handsome young woman, also in deep mourning, passed up the aisle, electrifying every one with her pathetic sobbing. The brakeman assisted her to the platform, when for the first time her eyes rested on the great stone wall. Speechless she stood, her hands raised, a terrible and never-to-be-forgotten picture of a heart-broken mother, confronting the prison wall within which lay the lifeless body of an only son. He had died in a felon's cell. The young woman broke down in hysterical weeping. She was the wife of the dead convict.
PERFECTION SCALE
The Latest Improved and Best.

DOES NOT REQUIRE DOWN WEIGHT
Will Soon Save its Cost on any Counter.
GEO. C. WETHERS & CO., Detroit.
For Sale by: J. A. WILSON & SONS, Grand Rapids.
MACAULAND & CO., Eastland.
And by Wholesale Grocers generally. Send for Illustrated Catalogue.

The Michigan Tradesman.
Official Organ of Michigan Business Men's Association.
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E. A. STOWE, Editor.
WEDNESDAY, JANUARY 4, 1888.

THE ANTI-COMPACT LAW.
The Detroit *Indicator*, the organ of the compact insurance monopoly, asserts that the anti-compact law enacted by the last Legislature is unconstitutional and recommends an appeal to the courts. That this view of the case is not shared by all the insurance men is evidenced by the circular now being sent out by David Beveridge, the present compact manager at Detroit, which is an evident evasion of the law. The circular is as follows:
To the Insurance Co.:
The enactment by the Michigan Legislature of a law forbidding such agreements between Fire Insurance Companies as tend to prevent open and free competition, would appear to render necessary some different plan for the conduct of the business. Assuming that the law will be respected by Fire Underwriters in both its letter and spirit, and it being evident that were each company compelled to employ in its own behalf a person to rate and inspect risks, the result would be that no property holder could tell from day to day what his rates of insurance would be, and, moreover, that the cost of the conduct of the business would be largely increased; I propose—if a sufficient number of subscribers can be obtained—to open on the 1st of January next, an inspection and rating bureau, with headquarters at Detroit, Michigan; to conduct the business contemplated through branches located at Detroit, Jackson, Kalamazoo, Grand Rapids, Saginaw, and if the interests of subscribers shall require it, at other points.
Whether the business men of Michigan will allow a good law to miscarry by any such evasive violations as above indicated remains to be seen.

THE TRADESMAN heartily approves of the idea inaugurated three years ago by the Woolson Spice Co., of Toledo, and adopted this season by the Acme White Lead & Oil Works, of Detroit, of bringing together all the traveling men of the house once a year for the purpose of exchanging views on all subjects pertinent to their avocation. Such meetings cannot fail to redound to the benefit of all concerned, while the cultivation of the social side of the traveler's nature involved in participating in a banquet provided by the employer should not be overlooked, in computing the summary of possible results.

Purely Personal.
Mr. and Mrs. T. Stark, of Muskegon, spent Sunday with L. M. Mills and family. Sidney F. Stevens now sits in a spacious office chair, a Christmas gift from his wife. Cliff C. Herriek, for several years past in the employ of Herriek & Randall, has taken the position of shipping clerk for Curtiss & Dunton.
Alonso F. Harley, general dealer at Defiance, Ohio, spent the Christmas holidays with his brother-in-law, Wm. Logie. He was accompanied by his family.
H. M. Temple, late with the Ohio and Michigan Coal & Manufacturing Co., at Tecumseh, as Secretary and Treasurer, has taken a position with Abbott Bros., at Minneapolis.
A. M. Church, who recently sold his general stock at Alpine to J. D. Adams, has gone to Manton to spend the winter. He will engage in trade again in the spring, but has not yet decided upon a location.
J. M. Boyd, Jr., formerly located here as manager for the Globe Oil Co. is now a member of the firm of Appleby, Clark & Co., storage agents at Minneapolis. Mr. Boyd is now visiting his old home at Cleveland and will call on friends here the latter part of the week.

Annual Banquet of the Woolson Spice Co.
Following its usual custom, the Woolson Spice Co., of Toledo, called in its traveling representatives last week for consultation and jollification. Six of the eight men connected with the Kansas City branch appeared in cowboy costumes, much to the wonderment of Toledo people—and the advertisement of the Woolson Spice Co. Included in the programme of events was a complimentary banquet at the Brady House, on Wednesday evening, which was a fitting conclusion to a most pleasant and profitable gathering. Assistant Manager Brigham acted as toast-master, the eloquent Judge Cochran delivered an address, and short speeches were made by every one present. **THE TRADESMAN** regrets that the crowded condition of its columns precludes a more extended reference to so pleasant a subject, venturing the statement that no brighter set of men ever gathered at the festive board on a similar occasion. As stated editorially in another column, the plan inaugurated by the Woolson Spice Co. could be profitably followed by other large manufacturers.

"Why, Pat, for heaven's sake what's the matter?" "Well, sorr, I swalled a pertster bug; and, although, sorr, I took some pills green wind five minutes after ter killin' the bug, still it's just raisin' th' devil in me."

AMONG THE TRADE.
GRAND RAPIDS GOSSIP.
A. L. Phillips has moved his cigar factory from Hastings to this city.
D. Kull has removed his dry goods stock from 38 West Bridge street to 608 South Division street.
John Van Hyming has engaged in the grocery business at Kingsley. Bulkley, Lemon & Hoops furnished the stock.
A block of stock in the Muskegon Savings Bank, which opened for business only about two weeks ago, was sold to a Grand Rapids capitalist one day last week at 5 per cent. premium.
J. A. Shattuck, formerly engaged in general trade at Sand Lake, has engaged in the grocery business at Newberry. Clark, Jewell & Co. furnished the stock. The Sand Lake business will be continued by Mr. Shattuck's son, Frank.
AROUND THE STATE.
Sault Ste. Marie—Geo. H. Eccles, grocer, has assigned to C. C. Yerkes.
Coopersville—Chas. Lillie succeeds Watrous & Lillie in general trade.
Delton—Leonard & Bush succeeded Leonard & Jeffreys in general trade.
Manistiquie—McGuire & Weststaff, grocers, have gone out of business.
Fremont—Van N. Miller succeeds O. C. Pemberton in the drug business.
Detroit—C. M. (Mrs. T. P.) Murrin has sold out her restaurant business.
Ottawa—F. Keats succeeds E. J. Bean & Co. in the drug and grocery business.
East Saginaw—Carl Opperman succeeds Louis Quinn in the drug business.
Saranac—J. D. Sackett has purchased the jewelry business of E. L. Mosher.
Big Rapids—L. Olson, boot and shoe dealer, has been burned out. Insured.
Charlevoix—J. F. Smith succeeds Wm. Cross & Co. in the grocery business.
Allegan—B. Stern & Co. succeed C. Strong in the boot and shoe business.
Owosso—A. Sprinkle & Son have sold out their fruit and confectionery business.
Port Huron—Diamond & Camp succeed A. W. Diamond in the grocery business.
Manistee—Harry R. Reynolds has assigned his grocery stock to Michael Fay, Jr.
Springport—E. Wellington and Myron Gillett have bought the Dodd grocery stock.
Milan—H. S. Knight succeeds Hannah E. (Mrs. Hiram) Burnham in the grocery business.
Boyne City—J. C. McFellin, general dealer, has been closed under chattel mortgage.
Vassar—Emerson & Bird, general and clothing dealers, have been burned out. Insured.
Allendale—Farowe & Dalmon, general dealers, have dissolved. H. Dalmon succeeding.
St. Clair—Chas. A. Kuhn will shortly remove his merchant tailoring business to St. Ignace.
Mancelona—C. F. Walden succeeds Walden & Bjorkman in the boot and shoe business.
East Jordan—W. L. French succeeds French & Sutton in the grocery and harness business.
Waukegan—Kohl & Tollefson, hardware dealers, will remove to Antigo, Wisconsin, on Jan. 1.
Saranac—J. W. Francis has assigned his clothing and furnishing goods stock to S. B. Gorham, of Ionia.
Albion—Parsons & Emery succeed Parsons & Kinney in the stove and agricultural implement business.
Greenville—D. S. Seaman's grocery stock has been taken by W. J. Gould & Co. and has retired from business.
Ionia—Mary A. Dye has retired from the wholesale oil and tobacco firm of Thad. B. Preston & Co. The style remains the same.
North Dear—Peter Brattigan won three turkeys at Brattigan Bros.' wheelbarrow race. The firm's sales that day amounted to \$140.
Holland—C. Blom, Jr., has moved from his old location on River street into his new store on Main street, and added a bakery to his confectionery stock.
Muskegon—Castenholz Bros. & Co. have discontinued the retailing of meat at 104 Pine street, but retain the same location as an office for their wholesale meat business.
Saranac—Geo. W. French, assignee for FitzGibbons & King, has sold the plant to Ben. Vosper, of Ionia, for \$500, subject to mortgages and attachments. As the two partners are each entitled to \$250 exemption, the assignee and unsecured creditors will probably be compelled to "whistle."
Detroit—Harris & Karp, the Woodward avenue jewelers, are in bad shape financially. A few days ago the firm filed a chattel mortgage to Bishop Borgess for \$2,000. Last Friday a mortgage for \$720.63, running to Eugene Deimel, and one to Prozheimer, Kellar & Co. for \$2,598 were filed. On Saturday C. T. Karp, junior member of the firm, gave a chattel mortgage in the firm's name to Attorney Frank E. Noah, as trustee for about thirty small creditors, whose claims aggregate \$8,023, bringing up the total mortgaged liabilities to about \$13,600. Mr. Karp is in possession of the store, as agent for the trustee. He disclaimed any knowledge of the whereabouts of Mr. Harris, and claimed to be unable to give any idea of the assets of the concern. The partners have not worked in harmony for some time.

MANUFACTURING MATTERS.
Waldron—Hartley & Marvin are fitting up a feed mill.
Alpena—Spruce wood brings \$3.25 a cord, delivered, at the pulp mill.
Charlotte—Shaw & Egbert succeed N. O. Egbert in the milling business.
Gladwin—Dyer Bros.' shingle mill is cutting 35,000 feet of lumber daily.
South Lyon—The South Lyon Milling Co. has been burned out. Partly insured.
Jackson—Louis Blessing succeeds Noll & Blessing in the manufacture of paper boxes.
Cheboygan—Thompson Smith's Sons expect to cut 25,000,000 feet of logs next season.
Lakeview—Andrew McAfee succeeds McAfee & Martin in the cooperage business.
Ewart—Allen Campbell has bought the Tripp sawmill and removed it to Campbell City.
East Saginaw—Henry Gauss & Co. succeed E. Egger in the manufacture of furniture.
Kalamazoo—Geo. H. Winans & Co. have engaged in the manufacture of wagons and road carts.
Grant—S. K. Northam's shingle mill will start up on the 12th, and will be run to its full capacity.
Bellair—The Richardi woodenware factory has been compelled to shut down, for lack of timber.
Summit City—The Michigan Flooring and Handle Manufacturing Co. has shut down for repairs for a short time.
Jackson—The Geo. T. Smith Middlings Purifier Co. has received over 100 offers to locate the works elsewhere.
Muskegon—Ames & Frost have sold their curtain roller factory to Steward Hartshorn, of East Newark, N. J., the consideration being \$35,000.
Pellston—Dillman Bros., successors to Dillman Bros. & Co., have increased the capacity of their plant, by adding steam power and heavier shingle mill machinery.
Alpena—The large wood pulp works of Fletcher, Pack & Co. consumes about twenty cords of spruce wood per day. They pay \$3.25 per cord, delivered at the factory.
Manistee—The R. G. Peters Salt & Lumber Co. makes the following excellent exhibit: Lumber cut, 25,668,056 feet; shingles, 79,081,000. On dock, 49,000,000 feet lumber, 3,000,000 shingles, 1,500,000 feet of logs.
Homer—B. F. Goodrich, J. H. Cook, Jr., and P. C. Mitchell have organized the Homer Road Cart and Seeder Co., for the purpose of engaging in the manufacture of the Mumbree road cart and the Gibbs seeder.
Whittemore—John C. Brown and Dr. Wakeman have the machinery on the ground for a stove, heading, planing and shingle mill, which will be a great help to the village as well as a good investment for themselves, as there is obtainable a large amount of lumber for such purposes, and very accessible.
Mancelona—The Oyal Wood Dish Co.'s factory burned to the ground for the third time—the second time within a year—one night last week. The business men of the town promptly subscribed about \$5,000 as a bonus to secure the rebuilding of the factory, the G. R. & I. Railway adding \$500 to the fund. Work on the new buildings has already begun.
Big Rapids—The Falcon Manufacturing Co. has been organized, with a capital stock of \$100,000, to engage in the manufacture of furniture. The new concern involves the consolidation of the Big Rapids Wood-ware Manufacturing Co.'s plant with that of Crocker & Hodnutt. Local capitalists will be asked to take about \$40,000 worth of stock in the new enterprise.
Menominee—The Menominee River Boom Co. and the Menominee River Manufacturing Co. have been consolidated, with the following officers: Isaac Stephenson, President, and Francis A. Brown, Secretary. The Directors are Philetus Sawyer, J. B. Goodman, A. A. Carpenter, Jesse Spaulding, A. G. Van Schaick, Fred Carnly, J. M. Stephenson, A. C. Merriman and Isaac Stephenson.
STRAY FACTS.
Newberry—W. H. Loucks, of the lumber firm of W. H. Loucks & Son, is dead.
Alpena—Monaghan & Co.'s shipments in the cedar line from Alpena county during the past summer amount to 125,000 posts and railroad ties.
Menominee—T. Cole recently sold the cedar and hemlock stumpage on ten forties of land near Waukegan to McGuire. It is thought that 400,000 feet of hemlock will be cut from the land.
Sherman—Frank D. Hopkins, of the firm of Gilbert, Hopkins & Co., has gone to Chicago to make a business engagement. If successful, he will withdraw from the firm of G. H. & Co.
Baraga—Bendry & Byers have taken a contract to put in 3,000,000 feet of logs this winter for the Sturgeon River Lumber Co. Operations will be conducted on the Sturgeon river, and men and teams are being sent to the woods.
Menominee—M. M. Lemke has sold for spring delivery over 1,000 cars of paving posts, 300,000 of which go to Kansas City, and 250,000 to Minneapolis and St. Paul. He expects to ship upwards of 3,000 carloads of forest products into the west during next summer.
A substitute has been found for vanilla, and should this artificial production obtain the place in commerce which is predicted for it there can be little doubt that the sugar planters of Mauritius and elsewhere, where the vanilla plant has gradually been introduced in place of sugar cane, will find that their new industry has been stricken with a blight as severe as that which has overtaken the sugar industry.

Gripsack Brigade.
M. M. Mallory is as vain as a peacock over his new grip.
Frank E. Chase and family are expected home from Cape Cod the latter part of the week.
W. F. Blake has engaged with Hawkins & Perry for another year, covering the same territory as during the past year.
There are fewer changes among the boys this season than in any New Year within THE TRADESMAN'S remembrance.
Valda Johnston, W. S. Horn, Johnny Garvey and W. F. Blake were among the unfortunates who were snowed in at Shelby last Wednesday and Thursday.
Foster, Stevens & Co. will continue to look for orders during 1888 from the old force—A. D. Baker and Frank Mills outside, and H. B. Baxfer in the city.
That Manley D. Jones and bride appreciate the handsome antique oak chamber suite presented them by the traveling men of the city goes without saying.
THE TRADESMAN is preparing its annual list of the traveling men of the Valley City and would be glad to receive notice of any changes made incident to the New Year.
Will F. Griffith has engaged with Farland, Williams & Co. for another year, covering the same territory as formerly. He will continue his residence at Howell.
Willis J. Mills, late with C. F. Williams, at Caledonia, has engaged to travel for Glover & Allan, of Detroit, covering the retail trade of the entire State. The engagement is for 1888.
Clarence J. Peck, who terminated his engagement with Edson, Moore & Co. about a month ago, has engaged to travel for Thompson & MacLay. His territory has not yet been decided upon.
Albert C. Antrim has returned from a five months' trip to the Pacific Coast in the interest of the Alabastine Co. He expects to start out again about the 10th on a four months' tour of the Southern States.
H. A. Hamilton, of Litchfield, John R. Stevens, of Ishpeming, and Theodore Vitalius, of 391 Antietam St., Detroit, are the Michigan representatives of the K. of L. co-operative cigar factory of W. E. Krum & Co., of Wernersville, Penn.
Arthur Meigs & Co. will be represented by the same old gang during 1888—M. M. Mallory, R. B. Orr, B. J. Robertson, John H. McIntyre, Harry Gregory and F. H. Lester. "Old Fatty" Robertson will hold down the office chair, as before.
G. F. Cole, who has represented Cooper, Wells & Co., of St. Joseph, in the Black Hills country for the past year, was in town over Sunday, and left Monday for Newaygo, Fremont and Muskegon, where he will call on old friends. He is offered the same territory with the same house for another year, but prefers something nearer home.
C. Crawford was the recipient of a handsome Christmas present from the ladies of Caledonia in the shape of a hand-painted, highly ornamented, handsomely mounted *pot pourri* mug. The art work on the jar is of such a high order of merit that Crawford contemplates carrying it around on his next trip, to serve as a study for those of his customers' wives who are interested in decorative work.
The Hazeltine & Perkins Drug Co. will be represented on the road the coming year by the same trio of travelers who have made things lively during 1887—the staid old veteran, Crookston, the highly moral Mills and the cunning Crawford. Crookston will pursue the even tenor of his way, Mills will continue to play pedro and lead Sunday school concerts and Crawford will endeavor to warp it to everyone whom he can inveigle into a trade of any kind, from exchanging horses to swapping jack knives.
Chas. E. Fisher, brother of Oscar D. Fisher, of Arthur Meigs & Co., succeeds D. A. Harrison as Western Michigan salesman for Farrand, Williams & Co. Mr. Fisher is a graduate of the St. Louis College of Pharmacy and has worked at his profession in St. Louis, Chicago and Kalamazoo. He was for several years New York traveling representative for Burrows & Co., of Baltimore, and for the past two years has covered several Western States for Millburn & Williamson, of Detroit. Messrs. Farrand, Williams & Co. are to be congratulated on securing so valuable an accession to their working force.
The following is a description of the commercial traveler in France: "With his customers, as everywhere else, he is polite and obliging. He kissed the baby, pats the spaniel, pays a compliment to the young lady behind the counter and offers a pinch of snuff or a chew of tobacco to the storekeeper. He enquires respecting the state of the vintage, fortells the result of the season, speaks at some length on the state of the grain market, obligingly enquires after the madam's health and invites her husband to call and see him when in Paris, casually remarking that a bottle of A 1 wine will also be discussed. Briefly, he obtains an order and departs in high glee."

Acknowledgement.
THE TRADESMAN is under obligations to the editor of the *Business World* for his pleasant reference to this journal at the annual banquet of the Woolson Spice Co., at Toledo, last Wednesday. The bill referred to by Editor Battelle will be honored on presentation.
THE TRADESMAN acknowledges the receipt of an invitation to attend the Morley B. M. A. banquet on the 2nd; the Quincy B. M. A. banquet on the 4th; the compliments of the season from the Michigan Cigar Co., at Big Rapids.

Proceedings of the Fourteenth Annual Meeting.
The fourteenth annual meeting of the Michigan Commercial Travelers' Association, which was held at Detroit last Friday, was attended by about one-fourth of the 520 members. Mayor Chamberlain welcomed the travelers to the city, and extended them the use of the council chamber, in which the meeting was held.
President John H. Swan then read his annual address, setting forth the fact that during the year, through resignation, death and suspension, the Association lost twenty-two members, but wound up the year with an increase of four over the previous year. This is the first gain made in three years. The total membership at present is 520.
The Secretary-Treasurer's report showed the total assets of the Association to be \$36,477.43, an increase in resources for the present year of \$5,527.17.
The Board of Trustees, through Chairman George L. Sampson, reported that twenty-three meetings had been held by them during the year. The assessments and dues of the year show that the insurance and benefit fund of the Association had cost each member but one cent, on the death benefit of \$2,500. An office for the Association at 33 Congress street west was secured during the year and generously furnished by the wholesale merchants of the city. The shortage of \$415.97 in the Secretary-Treasurer's accounts was made good by his bondsmen.
The Finance Committee reported receipts of 1887 to be \$13,523.06, which, with \$3,500 credited from 1886, made a total of \$17,023.06. The total disbursements for the current year were \$13,505.67, leaving a cash credit in bank to the general fund of \$3,517.39.
Edwin Mortlock, chairman of the Railroad Committee, submitted a set of resolutions for the roads to issue 5,000,000 tickets, with a license to carry 2,500 pounds of baggage free, to traveling men for \$100. The plan proposed is to attach a photograph of the owner of each book so that a transfer of the book would be made impossible. The book would be made interchangeable on all lines in the State, a great advantage over the present system which makes four to eight tickets necessary for each man. The report was referred to a special committee, which subsequently presented the draft of a request for which action on the part of the roads, which was adopted. The petition, fortified with the endorsement of the Merchants and Manufacturers' Exchange of Detroit, will be presented at the next meeting of the Railway Association of Michigan.
James E. Day's proposed amendment to the constitution to reduce the annual dues of the Association from \$10 to \$3 brought out various amendments and endless discussion which resulted in the defeat of all proposed alterations to the fixed fees. The same fate met the proposed amendment of E. E. Davis, relative to changing the present plan of assessment.
At the afternoon session, Geo. L. Sampson moved that amendments be given to present an amendment to the constitution, placing the election and suspension of the Secretary in the hands of the Board of Trustees. The request was granted.
Resolutions were presented favoring the passage of the postal telegraph bill now before Congress, favoring commercial union with Canada and prohibiting the acceptance of free passes by Congressmen and other public servants. The resolutions were not adopted.
M. J. Matthews presented the following amendment to the by-laws, making article V read as follows, which was adopted: "During the months of January and July in each year the Secretary shall mail to each member of the Association a copy of the reports of the Secretary-Treasurer, the trustees of the Reserve Fund; and the Examining Finance Committee; the same to be true copies of the several reports as rendered at the last annual meeting of the Association; also the name and business address of all elected officers of the Association, and the time for which they are elected to serve; the name and address of the medical examiner and chemist of all appointed companies; and such other general information as may be of interest to the members."
H. W. Bradley & Bro. asked the Association to endorse their "Benefit" cigar in consideration of their paying into the treasury of the Association \$5 for every thousand sold. The offer was respectfully declined and a resolution adopted, indefinitely deferring the endorsement of any brand of cigar or other goods.
T. J. Haywood presented an amendment to Section 1, Article VI, of the constitution, which was referred to a special committee consisting of the mover, J. W. Alles and F. R. Smart.
Geo. L. Sampson then brought up his amendment relative to the election of the Secretary-Treasurer, when it was discovered that the amended articles of association provided for the election of that officer by the Association, which would preclude the adoption of the proposed amendment.
The following amendment was adopted as an addition to Section 6 of Article III: "They shall also have power to suspend at any time the Secretary-Treasurer for negligence or inefficiency in office." Three other amendments pertaining to the payment of death claims were also adopted and several typographical errors in the constitution were ordered corrected.
The question of raising the salary of the Secretary-Treasurer to \$1,200 was then taken from the table and provoked a lengthy and animated discussion, some favoring the plan of the Board of Trustees fixing the salary, while others preferred to make the salary absolute at \$1,200. It was finally decided to leave it as at present prescribed by the constitution—an amount not exceeding \$1 per member.
Election of officers being the next thing in order, nominations for President were made as follows: L. W. Emmons, by Geo. L. Sampson; Geo. H. Hill, by M. J. Matthews; Ed. E. Kellogg, by Jas. E. Day; Edwin Mortlock, by F. R. Smart. The election for President and Vice-Presidents resulted as follows:
President—J. C. Pontius, Detroit.
First Vice-President—A. W. Kelly, Detroit.
Second Vice-President—Geo. F. Owen, Grand Rapids.
Third Vice-President—H. E. Tremaine, Bay City.
Fourth Vice-President—R. P. Bigelow, Owosso.
Nominations for Secretary-Treasurer were made as follows: L. W. Emmons, by Geo. L. Sampson; Geo. H. Hill, by M. J. Matthews; Ed. E. Kellogg, by Jas. E. Day; Edwin Mortlock, by F. R. Smart. The

choice fell on Mr. Kellogg on the second ballot.
Thos. Macleod, E. H. McCurdy and H. C. Beeson were elected members of the Board of Trustees for two years. D. Morris and D. W. Culver were elected Trustees of the Reserve Fund for two years.
F. R. Smart was re-elected chaplain for another year and a committee was appointed to arrange for the annual sermon.
The retiring President and Board of Trustees were thanked for the faithful manner in which had they discharged their duties during the past year, when the incoming President and Vice-President were escorted to the platform and the meeting adjourned.

The Wholesale Dry Goods Trade of Chicago.
The sales of Marshall Field & Co. this year will be a little over \$50,000,000. This will put them ahead of any other dry goods jobber in the world. There was a time, from 1865 to 1870, when H. B. Claflin & Co., of New York, had the highest sales. Before that A. T. Stewart & Co., of New York, led. It was the talk that Claflin one year sold \$60,000,000. Dry goods men familiar with the trade cut this down about \$20,000,000. They believe that Claflin & Co. in their best years sold perhaps \$40,000,000 of goods. There has always been this difference between the New York concern and its big Western rival: Marshall Field & Co. have never sold anything on commission; Claflin has always sold about \$10,000,000 of staples for the account of the mills which make them. These figures indicate the wonderful change that has come over the jobbing business of the country. Twenty years ago there were at New York A. T. Stewart & Co., H. B. Claflin & Co., S. B. Cliftenden & Co., Lathrop, Ludington & Co., E. S. Jaffray & Co. and perhaps one or two others, all of whom overshadowed any Western wholesale dry goods concern. Now, excluding Claflin & Co., the three great jobbing concerns of the country are here at Chicago—Marshall Field & Co., Farwell & Co. and Carson, Pirie, Scott & Co. It is the general opinion of the trade that Claflin's concern will some day follow the example set by Stewart's. H. B. Claflin is dead and his sons are rich. They may feel inclined to run no risks with the family name, which is now great in the trade. That would leave all the great dry goods jobbers at Chicago. J. V. Farwell & Co.'s sales are about \$15,000,000; Carson, Pirie, Scott & Co.'s probably about \$10,000,000. Ten years ago it used to be said that Chicago would be the great distributing point of the country. This year, Armour distributed from here \$60,000,000 of provisions, the largest jobbing sales of any house in the world. Marshall Field & Co. distributed \$30,000,000 of dry goods, the largest sales in this line in the country. The biggest boot and shoe house in the country is in this city, and the biggest jobbing iron house. Finally, Chicago has a bank with a million more deposits than the biggest concern that New York can boast.

Private Cost Marks.
The following words and phrases present a choice from which to select a private cost mark:
gas fixture so friendly
black horse gaily job
blatant horse brown sugar
is fortune now be sharp
importance now be sharp
fish tackle elucidator
cash profit of industry
smothering
It will be noticed that each word or phrase contains ten letters, with no two letters alike.

MISCELLANEOUS.
Advertisements will be inserted under this heading for one cent a word the first insertion and one-half cent a word for each subsequent insertion. No advertisement taken for less than 25 cents. Advance payment. Advertisements directed that answers must be in care of this office must be accompanied by 25 cents extra, to cover expense of postage.
FOR SALE—FINEST STOCK AND BEST-PAYING GROCERY BUSINESS in Big Rapids, on account of sickness. A. Vollmer, Big Rapids, Mich.
FOR SALE—HANDSOME LIGHT FAWN FIVE-YEAR-OLD Jersey cow. Registered stock, no bad habits. Will give about February. R. B. Orr, 362 Jefferson ave.
PATENT RUNNER ATTACHMENT—FOR ROAD Carts. Sent on receipt of \$3. Manufacturers, L. H. Longborough, manufacturers' agents, Kalamazoo, Mich.
FOR SALE—STOCK OF DRUGS, BOOKS, STATIONERY and wall paper in a thriving town. Also three-story brick building on best corner in town. Will sell stock and rent store, or will trade both for good farm near some town in Southern Michigan. Address P. E. Loosbury, Reed City, Mich.
FOR SALE—WHOLE OR PART INTEREST IN A FIRST-class meat market in a thriving town of 1,000 inhabitants with two railroads. Average sales \$30 per day. Good reasons for selling. Address H. Carr, Tradesman, 111 South Main, N. Y.
FOR SALE—DRUG STOCK AND FIXTURES IN A live town in Southern Michigan. Only those with cash need apply. Address Wm. W. Choate, Agent, East Saginaw, Mich.
FOR SALE—A BARGAIN. A CLEAN STOCK OF hardware and mill supplies. Address Wm. Choate, Agent, East Saginaw, Mich.
FOR SALE—THE BEST DRUG STORE IN THE THRIVING city of Muskegon. Terms easy. C. L. Brundage, Muskegon, Mich.
FOR SALE—HANDSOME SEVEN-YEAR-OLD BAY mare. Fast traveler and safe for a family horse. Will give double or single or with saddle. R. B. Orr, 362 Jefferson avenue.
FOR EXCHANGE—\$1,000 WORTH OF BOOTS AND shoes for place laundry, or for railroad. Address O. H. Smith, Albany, N. Y.
WANTED—A MAN OR FIRM TO TAKE AN INTEREST in stock and handle the business in a new 20-horse-power factory and mill plant, which has facilities for printing and handling \$4 to \$5 million feet of logs per annum in lumber, shingles, and planing mill stock. Has a good dock, and railroad facilities and is in one of the best locations and towns in Michigan. Address O. W. Horton, Grand Rapids, Mich.
WANTED—SITUATION IN GROCERY OR HARDWARE store by man with many years' experience. Address J. H. Smith, Albany, N. Y.
NO BUSINESS PAYS BETTER THAN FAIR FRUIT—ing, no fruit pays better than the peach; no territory north of the cotton states more reliable than famous Michigan lake shore "Peach Belt." Bargains in improved land and unimproved farms. Write for printed list. H. J. Edgell, real estate agent, South Haven, Mich.
WANTED—EVERY STORE-KEEPER WHO READS this paper to give the Smith coupon system a trial. It will abolish the old-fashioned way of doing your book-keeping, in many instances save you the expense of one clerk, will bring your business down to cash basis and save you a large sum of money. That usually goes with the pass-book plan. Start in January with the new system, keep pace with the times, and you will never regret it. Having two kinds, both kinds will be sent by addressing (mentioning this paper) J. H. Smith, Albany, N. Y.
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 J. H. Smith, Albany, N. Y.
WANTED TO EXCHANGE FOR MERCHANDISE (drugs or hardware preferred). Two hundred and sixty acres of land in Barry county, Mich., and about \$4,000 worth of a No. 1 village property. Write for a good interest on investment. Address Dr. A. Hamilton, Elk Rapids, Mich.
WANTED—SITUATION IN A GOOD STORE AS SALESMAN, by young man of four years' experience in general merchandise and drug store references. Address K. Box 75, Sherman, Wexford Co., Mich.
FOR SALE—FINE JERSEY WEXFORD CATTLE SIX MONTHS old. Squirrel grey and fawn black points. Registered stock. R. B. Orr, 362 Jefferson avenue.
WANTED—SITUATION AS CLERK IN A GENERAL grocery store. Had two years' experience. References given, if wanted. Can talk German. Address box 338, Nashville, Mich.
WANTED TO BUY GOOD ESTABLISHED HARDWARE business in prosperous place where business is not overdone, or to learn of good opening to put in new stock. Correspondence confidential. Address box 275, Pontiac, Mich.
WANTED—SITUATION IN A STORE OR ON ROAD. Fourteen years' experience. Best of references given. Address 106, this office.

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 of Res. London, Eng. Practice in U. S. Courts. Circulars free.
WHIPS. ADDRESS: GRAHAM ROYS, - Grand Rapids, Mich.

Barlow Bros.
GRAND RAPIDS
MICHIGAN
STATE AGENTS
FOR THE
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.
No. 2, 250 lbs. 12x18x12 in. 23x14x12 in. \$30
No. 3, 500 lbs. 12x18x12 in. 23x18x12 in. 35
No. 4, 700 lbs. 12x18x12 in. 23x22x12 in. 45
Liberal Discounts to Trade.
ALPINE SAFE CO., Cincinnati, O.

Love's Sequel.
Written Especially for THE TRADESMAN.
I met her in youth's halcyon days
When life was bright and sunny,
When she possessed sweet, winsome ways
And I had lots of money.
I smiled on her, she smiled on me;
I bowed, she bowed; and then
She was in love's sweet ecstasy,
I, the happiest of men.
I courted her for two long weeks,
Then, presto change, Haw! Haw!
She had my name—and blushing cheeks—
I, a wife and mother-in-law.
We loved and cooed, and time pegged on,
For several eons and moons,
Till all my cash galore was gone,
And I had danced to many tunes.
One year has sped—my wife and I
Have skipped to other lands;
They left me poverty and pain,
And twins upon my hands.
This is the note she left for me:
"You dressed me well, now I'll dress you;
This pair of kids I leave to thee—
Adieu, adieu, adieu."
M. J. WRISLEY.

PICKED UP.
Written Especially for THE TRADESMAN.
"Well, said the bald-headed passenger,
"the slickest piece of work I ever did in my
life was capturing four hundred dollars that
was charged up to profit and loss. Old
Squeesicks, at Howard City, owed the firm
just that amount of money. He wasn't
paying any bills, in fact, he hadn't a cent.
I left Howard City on the evening train
north and got as far as Mancelona, being
headed for Petoskey. This was some four
or five years ago, and I was pretty well
acquainted with all the railroad people on
the north end. We waited at Mancelona
for Number 6, and, while in the depot, the
operator, who had been listening to the
ticking of the instrument for some time,
suddenly broke forth with, 'Here's h—
to pay! Howard City is burning up!'
"Well, sir, the first thing that struck my
mind was Squeesicks! I grabbed my bag-
gage, left the train and boarded Number 6,
which was just pulling out. We reached
Howard City at 4:30 a. m. I went to a
lawyer's house, consulted with him and,
soon finding a justice, we woke him up,
and at 5:30 a. m., while the little hand
engine was still pumping water on the
ruins of old Squeesicks' store and ten other
places of business, a deputy sheriff served
a garnishee on the insurance agent in whose
companies old Squeesicks was insured. We
got every cent of our claim; and this watch
the firm gave me as a present," and the
bald-headed man fished out of his vest
pocket a beautiful gold timepiece.

"Well, now," began the passenger with
the specs on, knocking the ashes off his
cigar, "that was a pretty good piece of
work, but here is one I was concerned in.
About ten years ago I used to sell a certain
boot and shoe firm in Grand Rapids all
their goods, or nearly all. At the time this
fracas took place, they owed us over six
thousand dollars. The firm was composed
of B. and his wife, and they owned some
property in Grand Rapids and were consid-
ered well off.

"It so happened that Mrs. B. was visiting
in Kalamazoo and was taken sick there.
At that time, a considerable number of fail-
ures were taking place up north, and, as I
afterward learned, B. was deeply interest-
ed in a certain bank, and on its closing its
doors, got scared and made up his mind to
'sell' his stock and property and let his
creditors whistle.

"I was standing on the depot platform at
Kalamazoo, at 5:30 or so one afternoon, and
was bidding a chum of mine goodbye. I
saw a well-known Grand Rapids lawyer
board the train and nodded farewell to him.
I left the depot, went to the American
House and, while reading a paper, over-
heard the following conversation between
men who were utter strangers to me:

"Well, he got the papers."
"Yes, and if nothing happens B. will
have them on record before 10 to-night and
to-morrow J. will own the store and we will
own the property."
"B. I Well, here was a go, and our own
firm about six thousand in the hole! I
rushed to the depot, thinking of telegraph-
ing, but could not think what to say. A
thought struck me—I telegraphed for an
engine and, by paying fifty dollars, reached
Grand Rapids fifteen minutes ahead of the
regular train. I hurried up town, found
Peter D., who hurried me over to a
justice's office, and ten minutes before
B. and his papers reached the county build-
ing I had papers out and served."

"Well, well," said the bald-headed man
and the tall passenger, in one breath, "did
you get your money?"
"Money!" quoth the man in specs.
"Now! It was a bonafide sale and B. skip-
ped with the proceeds to Canada and the
lawyers beat us in the courts."
LEO. A. CARO.

It is stated that a number of Liverpool
merchants are going to make a trial for the
development of the production and the im-
portation of Indigo from West Africa,
where the indigo plant grows in a wild
state. It appears even that works are now
being established, for which skilled labor
and management have been imported from
India. The wild indigo plant is stated to
produce a larger amount of dyestuff than the
cultivated kinds, and consequently the yield
will be greater and the extraction will be at
a cheaper rate, the more so that labor is
cheaper in Africa.

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BY A COUNTRY MERCHANT.

Written Specially for THE TRADESMAN.

What the Hon. Elijah Pogram—in his peroration on the wonderful properties of our American atmosphere—denominated “the broad and boundless peraries,” have, beyond a reasonable doubt, an almost marvelous effect in developing and crystallizing the latent ambition and energy of those who seek their fortunes in the “Great West;” and I sometimes suspect that they also have the remarkable effect of germinating and carrying to a chronic stage that peculiar Yankee disease commonly known as “the big head.” Be that as it may, however, I have a great admiration for our trans-Mississippi fellow citizens, and when I hear a young man complaining that all the avenues to business success are rapidly being blocked against the non-capitalist, and note the present financial status of a large majority of Western emigrants from my section, I almost feel impelled to reiterate the noted advice of Horace Greeley.

Of course, we want to retain all the young blood that can circulate healthfully in our communities, and we terribly dislike to give what may prove the farewell grasp to boys who have grown up among us, but it is hard to disguise facts, and, the fact is, or at least so it seems to me, that the business field of Michigan and adjacent states is becoming decidedly over-crowded, and the time is rapidly approaching, if it is not already at hand, when the little mercantile ventures that inaugurated the prosperity of so many of the business men of to-day will be abortive. There may be, in the future, isolated cases where the clerk of a couple of years' experience, and the savings from a couple of years' salary, can go into business as the rival of his employer and make a success of his undertaking; but there are prizes occasionally drawn in lotteries, and the flood that ruins ninety-nine individuals may uncover a gold mine for the hundredth.

A short time ago my breezy friend Popple returned from a long sojourn in the Far West, evidently wrapped in a mantle of financial prosperity. In some respects I like Popple very much, but if he cares particularly for a continuation of my regard he will do well to subdue his egotism and tone down his too-evident disrespect for the community he is visiting. For instance, witness almost his first remark, after our long separation:

“No use to ask you how business is! Can see for myself! Jogging along in the same old track! Lost a few customers from old age, probably! Ain't looking for an increase of trade! Satisfied if you can keep what you've got! Great Scott! If I was sentenced to twelve months' exile in this town, I'd create the first excitement of years by hanging myself! I can take five hundred dollars and make more money in one of our Western mining towns in a month than your whole mealy settlement is worth!”

After listening to language of this nature for ten minutes I felt impelled to say:

“Now see here, Popple! You've come among us for a short visit and we want you to enjoy yourself. We're a simple, unprogressive people, little versed in draw poker and distressingly ignorant when the subjects of straight flushes and jack pots are discussed, I'm pained to say that we can't even get up a lynching soiree for your amusement, and unless you dilute our whisky with nitric acid I'm satisfied you won't relish it; but if you'll let up a little on our fallings and give us, say, some instructions in Wild Western financing, we'll appreciate it. Then favor us with some hair elevating narrative of Western adventure. There's a perennial wolf story, for instance, that always astonishes us. It's about the time, you remember, when you were treed by thirteen wolves and, from your airy perch, shot them, one after another, and as fast as they fell the survivors devoured the carcasses. We shall expect you, Popple, to demonstrate how twelve animals could be packed in the interior of the thirteenth, and dissipate a long-lingering doubt by explaining what become of that remarkable glutton and cannibal.

“That wolf story, Popple, has a very musty and antiquated odor. It's probably a little more ‘chestnutty’ than the one recently resurrected by the newspapers and applied to your aggregation of lawlessness, recklessness and human depravity, Quartzville. It represents that a very devout and godly man who had heard of the wickedness of your people took it upon himself to visit Quartzville to endeavor to redeem and regenerate its population. In the outskirts of the place he ran across a citizen, and after answering a few questions the native enquired:

“What mout your business be, mister?”

“I'm am umble follower of the Lamb, my friend, traveling to the promised land!”

“Ah, yes! I see! How long've you been travelin', stranger?”

“Nigh onto forty years!”

“Well, pard! I hate to discourage you, but if you've been journeying toward Heving for forty year, and ain't got no farder than Quartzville, I wouldn't give a tinker's d—n for your chances of ever practicing on the golden harp!”

I am pleased to note that either a compunction of conscience—or the sporadic effect of my language—has toned down Popple's exuberance very materially.

Popple's years of association with the red-shirted denizens of the West have rendered his manners rather the reverse of the refined, but his knowledge of the business interests of his section is almost exhaustive, and I introduced him in this paper to assist me in drawing a parallel between trade matters of our own localities and those of the Far West. I find, however, that I shall be obliged to defer this and embody the subject in another article.

When the Popples return on their semi-occasional visits to their former homes, it isn't to be wondered at that their marvelous accounts of Western enterprise and progress

have their effect in augmenting the tide of emigration. Even some of our old fossils who have almost outlived ambition occasionally get excited over the alleged ease and expedition with which colossal fortunes are acquired and are almost inclined to regret the circumstances that seem to prevent a scramble for wealth, but, after mentally contrasting the comforts and conveniences and associations that surround us, with the turmoil deprivations and semi-civilization of “the broad and boundless,” we are usually satisfied to travel in the old rut, to reject an uncertainty for a certainty and to leave to the younger and more ambitious the alleged phenomenal opportunities for amassing wealth.

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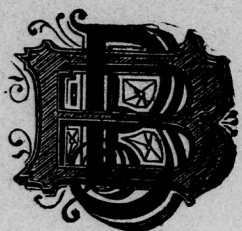
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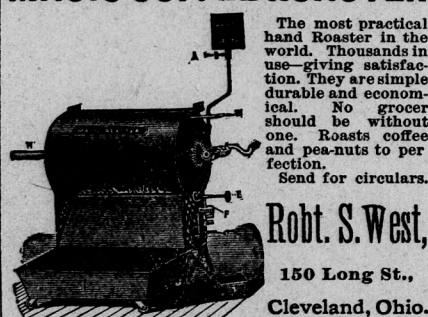
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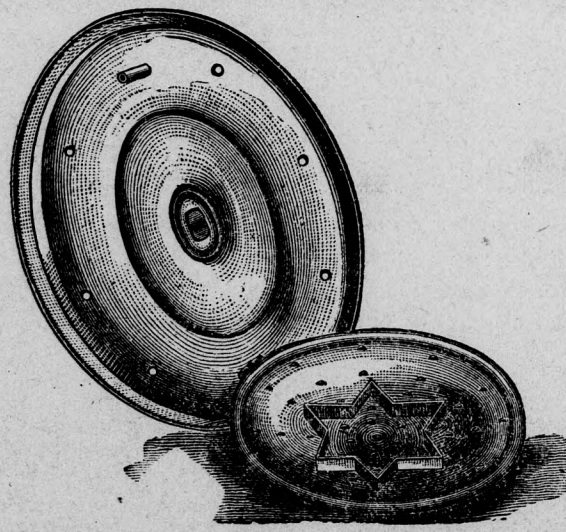
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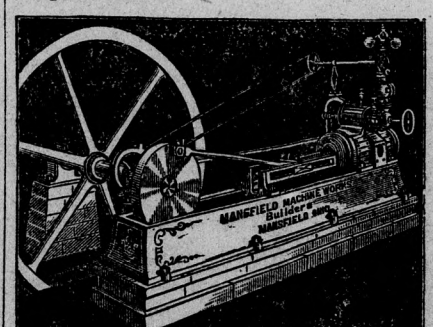
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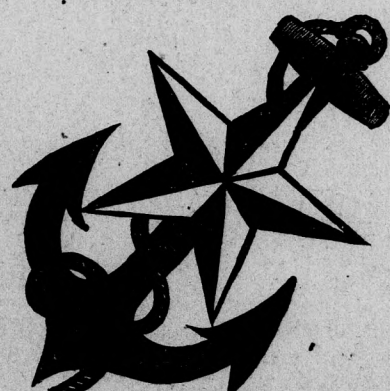
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