

The Michigan Tradesman.

VOL. 5.

GRAND RAPIDS, WEDNESDAY, MARCH 21, 1888.

NO. 235.

F. J. DETTENTHALER

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JOBBERS OF SADDLERY HARDWARE

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GARDEN IMPLEMENTS.

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Send for price list of garden seeds.

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They Please Everybody.

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HEADLIGHT and

LITTLE DAISY

SOAPS are conceded by all to be the best

soaps ever sold in Michigan.

Commendations are coming in daily. Send

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Grand Rapids Soap Co.

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A FULL LINE OF

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AT JOBBING PRICES.

Drop Card for Price List.

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GRAND RAPIDS, Mich.

Telephone 897.

LOVE AND SPECULATION.

Written Especially for THE TRADESMAN.

"Milly, I can stand this nonsense no longer!
You must make a decision now—to-night!"
And the speaker, a handsome
young fellow about twenty-five years of age,
bit his brown mustache impatiently and
nervously plucked the leaves from a twig in
his hand.

"You know, Frank, that I love you very
dearly; but you also know what my father
says," replied the girl.

"Yes, yes; I know all that; but that was
over a year ago. Then, I was nothing but
a clerk on a very low salary, while, to-day,
I rank as one of the most prosperous dealers
in town. He certainly must see that I
am able to support a wife now, and I don't
think he will raise that objection again.
Come, Milly, darling, tell me when I may
call you wife."

"Frank," replied the girl, casting aside
the air of coquetry she had hitherto worn,
and showing her emotions in her face, "if
my father consents, I will marry you six
months from to-day."

"God bless you for those words, Milly!
You have taken a heavy load from my heart.
I have worked, night and day, for this
promise, and my success has been entirely
due to the hope I had before me of winning
you. I shall see your father to-morrow,
and I know I shall prevail on him to give
his consent. And, now, good-night, loved
one, and may Heaven keep you and make
me worthy of you." And, with these words,
the young man passed through the gate and
was soon out of sight in the darkness.

To a proper understanding of the events
in this story, it is necessary for us to go
back about two years, and make the ac-
quaintance of the principal actors as they
were at that time.

Frank Ralston, the young man whose im-
patient words open this narrative, was, at
that time, book-keeper and general clerk in
a general store at—I guess I will not name
the place, lest some of my Northern Michi-
gan readers might chance to know the per-
sons of whom I write. Frank was a hard-
working young fellow, but a little wild, be-
ing under no home restraint of any kind.
But, when Dr. John Graves brought his
family, consisting of two children—both
daughters, Milly being the oldest—to R—,
opened an office and hung out his shingle,
Frank Ralston's fate was settled, and his
tendency to wildness succumbed to the gen-
tle influences of Milly's society.

She was a beautiful girl, just budding in-
to womanhood, and giving promise of a
mind as deep and tender as her face was
lovely. After six months of acquaintance
and homage on Frank's part, Milly had
laughingly told him that, if he was bound to
marry her, to ask the Doctor and, if he made
no objections, she was his. Frank lost no
time in obtaining an interview with Graves
pere, and Graves pere lost no time in find-
ing out Frank's prospects, which, at that
time, were not the most flattering. In vain
did Frank plead his cause, and endeavor to
convince the Doctor of his ability to make a
home for Milly.

"I respect you very much, young man,"
said Dr. Graves, "but I prize my daughter
too highly to intrust her welfare to anyone
who cannot show a bank account sufficient
to guarantee her happiness. Words are of
no value—actions speak."

This put the matter to Frank in a new
light, and he admitted the reasonableness
of it. His determination and love for Milly
soon began to be apparent. In a short time,
with the help of a little capital he already
possessed, Frank Ralston was the owner of
a lot and soon had a building thereon. The
town had long been in need of a first-class,
wide-awake grocer, and, by dint of a little
figuring and more good credit, Frank, in a
short time after the completion of his store
building, was unpacking and arranging up-
on his shelves as neat a line of groceries as
one could wish to handle.

Frank put his whole heart into his new
venture, and he could the more easily do
this, as the desire of his heart depended up-
on its success, and his reward was not slow
in coming. He was popular and energetic
and reliable, and his neighbors gave him his
full share of their trade. At the end of a
year, Frank Ralston's indebtedness was re-
duced to a minimum, and, at the time of
which I write, he could almost show a clean
balance in his favor, with a splendid trade
to rely upon, and this brings us up to the
conversation related at the opening of this
sketch.

When Frank Ralston called upon Dr.
Graves, the next day, and preferred the re-
quest for his daughter's hand in marriage
the second time, no serious objection was
made, and he left the office in a very ex-
alted frame of mind, indeed. It is fair to pre-
sume that he neglected his business that
afternoon, for, as he was picturing to Milly
the happiness in store for them in the fu-
ture, sitting on the porch with her in the
evening, he suddenly exclaimed, "There,
by George, I've forgotten to renew my in-
surance to-day! Pshaw, that's too bad!
Every policy expires to-night at five o'clock.
Well, it's too late to fix it up to-night, and,
after all, it doesn't matter much. There is
no more danger of a fire to-night than there
has been at any time before."

There is one very important thing in con-
nection with my story which I have neglect-
ed to mention. Frank Ralston had a rival
for Milly's favor in the person of George
Hardy—a man whom no one liked and a
great many despised. He was the owner of
a mill in the town, although it was whis-
pered that the most of his revenue was de-
rived from a saloon, which people claimed
was owned by him, although nominally con-
ducted by another. Hardy was a thoroughly
vindictive man—a man whom one would
not care to offend if possible to avoid so do-
ing consistently with dignity, and there was
a look in his eyes which boded no good to
Frank, when heard from Milly's lips the an-
nouncement of her engagement to Frank,
in reply to the proposal of marriage made
by Hardy.

Frank remained by Milly's side that even-
ing until long after the usual length of calls,
although his newly found happiness must be
pleaded in extenuation of the late hour.
"Now, Milly, I must go," he said, for
perhaps the fiftieth time, as they stood at
the gate. "It's late, and you know I must
work early and late now. Heavens, what's
that?" he suddenly exclaimed, pointing to a
dull red glare which began rapidly to bright-
en upon the dark background of the sky.
"My God! Milly, that's some building on
fire, and it's right in the direction of my
store!"

As he spoke, faint hoarse shouts reached
their ears, borne upon the night wind.
"Fire! Fire! Fire!" And, without a word
of apology for his abrupt leave-taking,
Frank started on a run toward the store.
He had not gone a block, when a man came
running toward him and breathlessly shout-
ed, "Ralston, your store is on fire!"

Putting all his energies into speed, Frank
was soon upon the ground and his eyes bore
witness to the truth of the man's assertion.
Before him, in all its majesty, the fire fiend
was rapidly doing its work of destruction,
and from end to end and roof to ground,
his store was a mass of flames. The crowd
was doing all in its power to save the con-
tents, but, through the absence of any sort
of fire protection, the store was a total loss,
together with most of the stock.

It was a terrible blow to Frank Ralston!
All hopes of marriage gone—for the present,
at least—and who could tell what might
happen before he would again be in a posi-
tion to support a wife. As these thoughts
flashed through his excited mind, Frank
Ralston cursed his folly in neglecting his
business and the lapse of the policies which
occurred thereby. All the fruits of his hard
work were gone and he was in a worse po-
sition than two years before.

Rumors were rife as to the probable cause
of the fire, and one man said that he had
seen a person coming out of the back door
not half an hour before the fire broke out.
The description tallied exactly with that of
George Hardy. That it was he, was con-
firmed in Frank's mind by the discovery,
the next morning, that Hardy had boasted,
while under the influence of liquor, that he
would "get even" with Frank, if it cost him
his life. He was never seen after the fire,
having disposed of his property a week or so
previously. He disappeared, no one knew
whither.

"I'm sorry for you, Ralston," said Dr.
Graves to him the next day, as, weak and
trembling from the excitement and his loss,
Frank asked him if the engagement would
be allowed to continue, "but I cannot con-
sent to have my daughter waste the best
years of her life in waiting for any man.
And, as you are fully aware, Milly will not
venture to stand out against my decision."

This, together with the excitement,
proved too much for Frank's naturally
strong constitution, and he was utterly pro-
strated. For six long weeks did he lay
trembling in the balance between life and
death, and, as he was slowly recovering, he
learned of the removal of the Graves fam-
ily to another State. Milly left a note for
Frank, pledging anew her affection for him
and urging him to make haste in getting
ahead once more, and she would remain
true. Her father, she said, did not know
of her writing to him, and had forbidden
her seeing him. She said that she would
not have consented to leave R— until he was
better, but now she was sure he would re-
cover and do his best for her sake.

And Frank, cheered by these consoling
and loving words, did get well, and went
bravely to work to build anew his shattered
fortunes.

The first thing was to build a new store
on the ashes of the former; and, as there
was no cellar under the old one, Frank de-
termined to dig one. He went to work with
a will, even taking off his coat and shovel-
ing with the laborers.

One day, as the cellar was approaching
completion, one of the men came to Frank
with a shining piece of earth in his hand,
remarking on its oddity. Frank gave it a
curious glance, and then looked more close-
ly at the earth. As he looked, his face be-
gan to flush, while his hand trembled with
excitement.

"Where did you pick this up?" he asked
the man who had found it.

"Sure, I found it beyant the side of the
cellar there, foreinst the side of the hill,

where the hole is the dapest," replied the
Hibernian.

Frank made no further remark, but, after
a time, when no one was looking, he exam-
ined the spot which the Irishman indicated.
There was a vein of shining metal about
two feet wide by four long. How far it ex-
tended, he could not determine, nor what it
was, but he determined to send a small
piece away and have it assayed.

Four days thereafter, a telegram was
thrust into his hand, reading as follows:

Ore is nearly pure copper, very valuable.
Don't sell until you have heard from us.
BALDWIN & CO.

There was no use in further work on the
store building. Twenty-four hours after
the receipt of the telegram, Frank Ralston
had received an offer from the firm who as-
sayed the ore for the ground which he own-
ed—an acre in extent—far outreaching his
modest idea of a competence. After getting
the opinion of experts, Frank Ralston ac-
cepted their offer.

"Milly, my poor child!" said Dr. Graves
to his daughter, about three months after
leaving R—, "I am utterly ruined. The
stock I bought in that confounded copper-
mine at R—, which everyone was crazy over,
is utterly worthless, as the vein was only
a spur, and amounts to nothing. It isn't
much to lose, but it is all I've got and I am
getting old and cannot replace it. I should
never have ventured into speculation, but
Baldwin & Co. positively assured me it was
a very rich lead, and I wanted to provide
for your comfort in the event of my death.
To-morrow, my notes come due for \$5,000
—the balance due on the stock—and it has
got to be paid or the farm—the last prop-
erty I possess, will be taken on the mortgage.
Heaven help us, my child, we are ruined!"

To-morrow came, but the \$5,000 did not,
and the farm went to satisfy the claim. Dr.
Graves' practice was sufficient for support,
but was no provision for the future.

One afternoon, as the Doctor was brood-
ing over his ill-luck, a package was handed
him by a messenger. The doctor opened
it mechanically, supposing it to be the cer-
ificates of shares in the worthless copper-
mine stock. As he opened it, he started
back with surprise and astonishment. It
was the deed of the farm sold under the
mortgage, made out in Milly's name! What
did it mean? Tremblingly he opened a note
folded in with the mortgage. It said: "The
person who sends this will call at your
home to-night." No signature—not the
least intimation as to the author's identity!
To say that Dr. Graves was puzzled would
be inadequate. He was speechless with
wonder.

It was just dusk; and, as the Doctor hur-
ried home with the good news, he would
have been astonished, had he not been ut-
terly depleted of such emotions by the
events of the day, at seeing a young man
sitting confidently by Milly's side in the din-
ing room, with his arm around her waist, as
though perfectly sure

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THE WORK OF CONGRESS.
In the last twelve years, no session of Congress has been so barren as the present. The total amount of the legislation which has passed either house during the past three months is disgracefully small, and, while the House has been the worst, although it possesses far more power to limit debate, one cannot altogether except the Senate from this censure. The Blair bill, the bill to refund the Direct Tax, the bill to charter the Nicaragua Canal, and the amendment to the Constitution to alter inauguration day to April 30th, make up the sum total of important measures. Of course, much of the dilatoriness is due to the fact that the really important problem of the session cannot be originated by the Senate. No bill has come up to it from the House, as in 1883, which it could transform into a law for the amendment of the Tariff. If Mr. Breckinridge had carried his bill to raise the duties on worsted goods through the House, that would have furnished exactly the opportunity the Senate needed. On that slender foundation it could have constructed, by amendment, a complete revenue measure, which, as in 1883, might have superseded the futile proposals of the Committee of Ways and Means. But, as yet, the Senate can deal only with the subject in speeches *apropos* of the President's message, and that it has done with much ability.

The House has provided for one pressing necessity by adopting a resolution which authorizes the Secretary of the Treasury to expend the surplus in buying up government bonds. In the opinion of eminent authorities, the Secretary possesses this power already, but, as Mr. Fairchild professes a doubt on this point, it appears necessary to ease his mind by making the law still more explicit. Nothing could be better than this purchase of bonds, even at a premium, as the whole cost is much below what the government will have to pay in principal and interest by the legal date for redemption. But as such purchases must be with the consent of the present holders, and as the bonds are a desirable privilege investment for trust funds, the extent to which they can be got even at a premium probably is limited. In some conditions of the money market, they will be more accessible than in others. Nobody will care to sell when the demand for money for other investments is weak.

A QUESTION OF THE FUTURE.
The Saranac Local of last week remarked:

THE MICHIGAN TRADESMAN is advocating a mutual insurance plan to be adopted by the Business Men's Associations of the State. If such a plan could be adopted very generally all over the State, it would certainly be the means of causing the stock companies to be a little more reasonable in their rates.

THE TRADESMAN believes that one of the questions which is destined to get a very lively shaking up in this State in the near future is the subject of fire insurance. The insurance companies probably think that the enactment of the Cole anti-compact law and the sustaining opinion of the Attorney General are in the nature of a "shaking up," but they will find, before they are through with the organized business men of Michigan, that these set-backs to monopoly are but the premonitory warnings of a general upheaval. Unless the business men of this State are given insurance at rates commensurate with the cost and risk involved, the companies will find themselves supplanted—as has been the case in several other states—by organizations based on the plan of mutuality, but partaking of none of the evil features usually adopted by so-called mutual companies. Instead of putting business on a cheaper basis than the stock companies, the tendency in the better class of mutual companies seems to be to charge the same rates as the old-line organizations, returning the percentage not needed for expenses, losses and reserves at the end of each year in the shape of dividends. Unless THE TRADESMAN is misinformed—and among its informants are several conservative State Insurance Commissioners—such a plan has worked very advantageously in several of the Eastern States. Such being the case, why shouldn't Michigan business men carry their own insurance and pocket the profits on their own business, instead of dividing the dividends among Eastern and foreign capitalists?

AN UNWARRANTED REFLECTION.
The Hastings *Banner* thus casts an unwarranted reflection on the traveling fraternity:

A traveling man, name unknown, with a soul as small as a mustard seed, bought a bag of pop-corn of Frank Heist at the depot Thursday evening and, in the hurry of departing trains, paid for it with a lead fifty-cent piece, and received 45 cents in change from the boy, who discovered his loss only after the thing, that cheated him had left. What pride it must have taken over such a display of shrewdness!

The editor of THE TRADESMAN happened to be on the train in question and

learned of the circumstance shortly after it occurred. The man who passed the money is not a traveling man and never has been one. He looked like an inexperienced country youth and acted very much as though he was serving as the tool of some bungling counterfeiter. As payment for his fare—and that of a lady companion—from Hastings to Middleville, he tendered the conductor a bogus coin, which was refused, but the circumstance was made known to several passengers on the train, who will be able to identify the fellow when he is summoned to answer to a charge of passing counterfeit money in the United States Court.

The traveling fraternity is accused of many practices which it is not worth while to contradict; but a charge of this character is too far from the truth to allow THE TRADESMAN to pass it by without registering a vigorous protest.

If the fellow in question lives at Middleville, as was inferred from his remarks, the merchants of that town, and neighboring towns as well, would do well to scrutinize all silver coin tendered them and report any suspicious circumstances to the United States Marshal in this city.

A WHOLESALERS' POOL.
The proposition to establish a combination of wholesale grocers, as set forth in another column, is looked upon with a good deal of suspicion by the jobbing trade of this market, as it had the appearance of being too large an undertaking to be made a success. Unless the projectors have more complete machinery for executing the mandates of the directors of the proposed pool than has been brought into requisition in other similar combinations, the plan cannot fail to be inoperative, in which case it will be speedily abandoned.

That there are abuses in the wholesale grocery trade which ought to be corrected, no one familiar with the state of affairs will attempt to deny. About 30 per cent. of the jobber's business comprises sugar, on which he makes practically no profit. The lack of margins on this staple compels him to make a larger proportion of profits on other articles in the grocery line. Such a condition of affairs is contrary to good business policy and ought to be speedily rectified. When the sugar refiners of the East entered into their iron-clad combination THE TRADESMAN expected them to take up this question and put the sugar business on a better basis. That they have not done so shows that their organization was conceived from selfish motives and is maintained to further selfish interests.

The man who can devise some way by which either the jobbing or retail trade can secure a decent profit on sugar will come in for a large share of gratitude. The man who invents a plan by which both classes can get a profit will go down to posterity as a public benefactor.

ENLARGING THE PENSION LIST.
The Senate has passed a bill to give pensions to those soldiers and sailors of the War for the Union who are unable to support themselves, whether by reason of old age or sickness, and also to the parents, unmarried widows or minor children of the deceased soldier and sailor who are in a similar situation. Service for three months and honorable discharge must be proved in every case under the bill, and no pension is to be given where the inability to self-support is the effect of vicious habits. Soldiers and sailors are to get twelve dollars a month; their relatives on the scale specified in previous pension laws.

As the country has pensioned off all the soldiers of the war with Mexico, which ended thirteen years before that for the Union began, and did so on the general presumption that men mustered out of service in 1848 were by this time unable to support themselves, there certainly is a fair presumption in favor of taking care of the soldiers of the later war as are found to be in that condition. It is said that not less than nine thousand of them are living in the almshouses of the country; and this is a small proportion of the hundreds of thousands of all ages up to forty-five, who enlisted in the war. We can better afford to take care of these and similar cases out of the nation's overflowing treasury, than to leave them as a burden upon the local government of the country. And, in a moral sense, we cannot afford to do anything else.

The State Department is taking steps to secure a new Treaty with China, which will enable us to continue the exclusion of Chinese labor from our country. Is there any chance for a new Treaty? The Angell Treaty of 1870 authorized such exclusion for a reasonable time. Congress voted that twenty years would be a reasonable time, but President Arthur vetoed the bill on the ground that that would be too long. If this Congress agrees with that which passed the bill now in force, it can extend the term for another ten years, without any violation of the Treaty. Even if the law were not to be renewed, the law which permanently forbids the importation of labor under contract ought to suffice. The Chinese coolies are brought under contract by the Six Companies, and should not be admitted on that ground alone.

"An Honest Fill."
E. A. Stowe, Grand Rapids.
DEAR SIR—Noticing your suggestion in the last TRADESMAN to "count your pickles," and having just rolled in an invoice of Squier Dapow's from Cody, Ball, Barnhart & Co., I am, of course, prompted to do so. We found 1,180 pickles in a 1,200 barrel. This is pretty close to an "honest fill."

Yours truly, W. H. BURGESS.

AMONG THE TRADE.
GRAND RAPIDS GOSSIP.
R. G. Nichols has opened a meat market at 188 South Division street.
T. H. Rathbone succeeds Van Giesen & Co. in the drug business at 79 Plainfield avenue.
C. S. Rickard has opened a bakery, confectionery and cigar store at 645 South Division street.
C. J. Westerlund has engaged in the boot and shoe business at Muskegon. Rindge, Bertsch & Co. furnished the stock.

H. Heniaka, the Whitehall druggist, has bought G. W. Herendeen's drug stock at 623 South Division street and will run both stores.
Frank Obits has purchased the Johnson Bros.' grocery stock at Greenville and added largely thereto from the jobbing houses at this market.

Wm. Judson has purchased an interest in the wholesale grocery business of Olney, Shields & Co. The firm name remains the same as before.
Chas. Smith will engage in the grocery business at the corner of Ionia and Fountain streets. Cody, Ball, Barnhart & Co. will furnish the stock.

S. A. Howes and C. N. Rapp have purchased an interest in the fruit and produce business of Geo. E. Howes. The business will be known as Geo. E. Howes & Co.
The Hazeltine & Perkins Drug Co. secured judgment by default for \$415.10 against H. Barry, formerly engaged in the drug business at Ravenna, in the Muskegon Circuit Court last week.

W. E. Woodruff, until recently engaged in the meat business at Saranac, will erect a building at Oakdale Park—Grand Rapids' new southern suburb—and embark in the meat business there.
Morgan & Randall, boot and shoe dealers at 150 West Fulton street, have dissolved. Mr. Morgan continuing. The retiring partner, W. B. Kendall has opened a boot and shoe store at 596 South Division street.

Foster, Stevens & Co. have just gotten out a handsome 600-page illustrated catalogue, which they will place in the hands of their trade to facilitate reference and ordering. It is the largest book of reference ever issued by a Grand Rapids house.
The report that Armour & Co. propose to start a branch house here is without the authority of the Chicago end of the institution, which is supposed to exercise a controlling interest in the movements of its agents. THE TRADESMAN hopes that the management will so decide, however.

ABOUT THE STATE.
Port Huron—Hugh Doran, plumber, has assigned.
Seneca—H. C. Camp has sold his general stock to F. C. Eveson.
Vassar—McWaters & Stecher, dry goods dealers, have sold out.
Gaylord—W. S. Fillmore, grocer and boot and shoe dealer, has sold out.
Stanton—Sharpe & Blake succeed Fred. Bonsall in the meat business.
Sebewa—Wm. Ramsey succeeds Farrell & Cotton in the meat business.
Horton—Geo. W. Weeks succeeds J. W. Weeks in the grocery business.
Bay City—Hull & Tilton succeed John C. Weisinger in the drug business.
Battle Creek—John W. Fletcher has sold his general stock to Snow & Gould.
Detroit—W. P. Aldrich, of the grocery firm of W. P. Aldrich & Son, is dead.
Ann Arbor—Koch & Haller, furniture dealers, have dissolved, the latter continuing.

Muskegon—H. B. Fargo has removed his grocery stock to Smith's block, on First street.
Deerfield—Burnham & Porter are succeeded in general trade by Porter, Edgecomb & Co.
Traverse City—E. H. Pope succeeds Pope & McElcherson in the clothing and gents' furnishing goods business.
Ionia—Fred Cutler, Jr., has purchased the interest of his partner in the dry goods stock of F. Cutler, Jr., & Co.
Greenville—Elliott Stone, formerly engaged in the meat business at Cedar Springs, has bought a meat market here.
Declepe—D. W. Gardner, formerly in partnership with J. B. Gardner, general dealer in Brice, has opened a general store here.
Wayland—W. H. Bartholomew, who recently sold his grocery and crockery business, has purchased the grocery stock of A. Sessions.

East Saginaw—Chas. F. Roenecke succeeds Chas. H. Smith in the grocery business. The latter retains his produce commission business.
Ionia—Chas. W. Stone, formerly of Stone Bros., and Thos. Carten have formed a co-partnership under the style of Stone & Carten and engaged in the dry goods business.
Ionia—Albert Culver and Clayton W. Root have formed a co-partnership under the style of Culver & Root and engaged in the book and stationery business at Charleslotte.

Muskegon—Geo. W. Bourdon has retired from the plumbing firm of Geo. W. Bourdon & Co. The business will be continued by the remaining partner, Pat. J. Connolly, and J. P. Patridge.
Coldwater—Chas. Barlow sold his interest in the hardware stock of Barlow & Starr on the 14th to his partner, John Starr, and on the 18th bought the old-established hardware business of A. Chandler & Sons.

Traverse City—Milton Reeder, who has had charge of the boot and shoe store of Reeder, Palmer & Co., at this place, has bought an interest in the same, and the firm will hereafter be known as Milton Reeder & Co.
East Saginaw—Pomeroy, Kruce & Kern have fairly embarked in the cracker and confectionery business. Putnam & Brooks supplied a good share of the latter stock, the order being placed by Edmunds the Giant.
Nashville—Harvey W. Hawkins, formerly engaged in the grocery business at Reed City, has engaged in the dry goods business here. The stock was furnished by Edson, Moore & Co., Louis Johan Koster placing the order.
Portland—John A. McClelland has purchased the interest of his partner in the general stock of McClelland & Woodbury. The retiring partner will remove to Mississippi, where he has somewhat extensive pine interests.

Belding—Harry Connell, who has been behind the counter for L. L. Holmes ever since he started in business here, has purchased an interest in his drug and grocery stock, the new arrangement to go into effect on May 1. The firm will then be known as L. L. Holmes & Connell.

Bailey—S. B. Galentine, for a number of years engaged in general trade at this place, has sold out to Jacob Barth, of Grand Rapids. The business will be managed by Mr. Barth's brother-in-law, G. Hirschberg, who has been for the past eight years engaged in general trade at Belen, New Mexico, and who will move his family here May 1. Mr. Galentine, who has disposed of his business on an account of a throat difficulty, will look after his lumber interests for a time, and if his health does not improve will take a trip South.

STRAY FACTS.
Cadillac—D. L. Murphy has opened a paint and wall paper store.
Muskegon—B. D. Lewis has opened a restaurant at 83 Ottawa street.
Reed City—J. Q. Patterson will shortly remove his heating furnace business to Lansing.

Nashville—A. L. Rasey succeeds Rasey & Reynolds in the cigar and barbering business.
Detroit—Archibald McTaggart succeeds McTaggart & Bassett in the coal and wood business.
East Saginaw—Henry Heinlein succeeds H. Heinlein & Son in the merchant tailoring business.

Kalamazoo—Chas. P. Russell, dealer in picture frames, has made an assignment to David Fisher.
Alaska—L. A. Forward, hotel proprietor, has been damaged by fire to the extent of \$4,000. No insurance.
Cheboygan—Mendellsohn & Schuman, late of Alpena, will open a merchant tailoring establishment about April 1.

Muskegon—Samuel Simmons and M. A. Burns have formed a co-partnership for the purpose of engaging in the lumber jobbing business.
Detroit—John B. Todenbier, assignee of the wholesale liquor business of Joseph Jamnet, reports the assets at \$7,212 and the liabilities at \$11,082.

Detroit—Herbert Bowen, receiver for Julius Gerber's insolvent liquor business, declared that a chattel mortgage placed on the stock by Gerber was put there to defraud creditors. He asks the Circuit Court to annul it.

MANUFACTURING MATTERS.
Greenville—Ferguson & Moores succeed Macted & Moores in the foundry business.
Muskegon—Wm. Harper has purchased the interest of F. Goss in the saw mill known as the Boom Co.'s mill. The firm will now be known as Firman, Goss & Harper.

Purely Personal.
E. D. Voorhees, the Ionia overall manufacturer, was in town Monday.
Geo. E. Steele, President of the Traverse City B. M. A., was in town a couple of days last week.
A. E. Brooks, of the firm of Putnam & Brooks, spent several days in Detroit last week on business bent.

Franklin Barnhart returned Saturday from the South, where he has spent a month in quest of renewed health.
Jos. Totten, the Totten mill operator and general dealer, is in town for a few days, arranging to push the sale of his patent saw gummer and Ward's patent swage, which he is manufacturing.

Thos. S. Freeman and W. L. Freeman started for Wellington Square, Ont., Sunday, in response to a telegram announcing the death of their mother. They will not return before the end of the week.

Bank Notes.
I. M. Strong, of the banking firm of I. M. Strong & Son, at Bancroft, is dead.
H. R. Andrews, of Grand Rapids, will take the position of book-keeper in the Muskegon National Bank, vice E. W. Thayer, promoted.

E. W. Pickett, of the banking firm of Pickett & Turner, at Wayland, was married on the 8th to Mrs. Nettie Hudson, of Sterling, N. Y.
James Dempsey, Sr., was elected Vice-President of the First National Bank of Manistee, to fill vacancy occasioned by the death of M. Engelmann, and Geo. Dunham elected Director to fill similar vacancy on Board.

Merchants should remember that the celebrated "Crescent," "White Rose" and "Royal Patent" brands of flour are manufactured and sold only by the Voigt Milling Co.

HOW HE CAME HOME.
Written Especially for THE TRADESMAN.
He was very pale and worn looking, and he passed the house several times before he finally went up the three steps and pulled the bell. It was a neat little cottage and had a little flower bed in the front yard. On the top step lay a broken-headed doll and an old torn picture book.

The door opened, and a trim little woman appeared, with a most pleasant smile on her face. With her came a little boy, who shouted gleefully, "Papa, papa's come!" He shrank back behind his mother's skirts with his thumb in his mouth when he saw, instead of his "Papa," a stranger.

"Mrs. Carter?" asked the stranger, taking off his hat.
"Yes, sir."
"Your husband is George C. Carter?"
"Yes, sir."

The man nervously passed his hat from one hand to the other and looked as if he would sink to the ground. A faint line of beads perspiration broke out on his forehead.
"Is—is Mr. Carter at home?"
"No, but I expect him every" moment. He is a traveling man and has been away two months and telegraphed me yesterday that he would be home to-day on the first train."

"He won't come—" began the man solemnly.
"Sir," indignantly broke in the lady, "sir, what do you mean?"
"He is dead!"
"Dead?" she whispered, collapsing in fright, "oh, my God!—man—don't jest on such a subject!"

"Mrs. Carter—madam—this morning, Mr. Carter—your husband—left Detroit for home. I, too, am a traveling man, and God knows I would rather be dead myself than stand here and tell you this awful news. He wished to reach home on the noon train, and so he wired a customer to meet him at the depot at Muir, which would obviate his stopping off there. When we got to Muir, his customer was at the depot with a written order. He handed it and some money to George, and he wrote out a receipt. The train started before he finished, and in attempting to jump aboard he missed his hold"—he paused just in time to catch her as she fell fainting. The little child picked up the headless doll and, tugging at his mother's skirts, cried in wild alarm.

At the same moment, the long, black wagon of the undertaker backed up against the sidewalk with a sickening jar.
He had come home! LEO. A. CARO.

Gripsack Bragade.
B. F. Pashby, representing John B. Bell & Co., of the Toledo soap manufacturers, was in town over Sunday.
A. W. Peck is taking Max Mills' trip along the Valley road this week. L. M. is taking a week's lay-off.

Will S. Canfield, traveling representative for the Hanselman Candy Co., of Kalamazoo, has removed his family to Plainwell.
C. E. Lord, who has lately been in the employ of R. P. Anderson, at Muskegon, has engaged to travel for Andrew Wierengo.

Charles Barton, Western Michigan agent for the Champion reapers and mowers, has removed his family from Plainwell to this city.
C. F. Swain, formerly agent for the Bryan plow, has engaged to represent the Fuller & Johnson Manufacturing Co. in this territory.

"Dick" Sheeran, formerly Manager of the Gumm Hardware Co., is in town for a couple of days. He talks Adams & Westlake's goods now.
W. N. Ford has re-engaged with J. G. Butler & Co., of St. Louis, taking the general agency of Michigan, Indiana and the upper half of Illinois.

L. L. Loomis has gone West in hopes of benefiting his health. His position on the road with Bulkley, Lemon & Hoops has been taken by W. H. Jones.
Manley D. Jones has engaged to travel for Bulkley, Lemon & Hoops, taking part city and part country trade. He will continue his visits to his D. & M. trade.

A. J. Apgar, lately with D. W. Blymyer & Co., of Cincinnati, has engaged to travel for Goulds & Austin, of Chicago, taking Michigan and Kansas as his territory.
H. G. Carhart, who retired from the Detroit wholesale notion house of Welling & Carhart on January 1, is now on the road for Wm. H. Lyons & Co., of New York.

E. G. Wilson, representing Henry Johnson & Co., of Burlington, Vt., has been in and around the city for the past two weeks. He broke bread with C. Crawford last Sunday.
Wm. B. Edmunds started out yesterday for a tour of the jobbing trade of Illinois, Indiana, Ohio and Western Pennsylvania and New York. P. & B.'s Fourth of July specialties, you know.

Many are the cookery books which have come before housekeepers, but none containing directions so plain and easily followed as that lately gotten out by Thos. Y. Crowell & Co., 13 Astor Place, N. Y. It is called "Mrs. Shillaber's Cook-Book," and is, as its title page indicates, "A Practical Guide for Housekeepers." At the head of each receipt is a list of the articles required, so that one can see at a glance what materials are needed and whether they are at hand, while below are given explicit suggestions for cooking the same. As all of the receipts have been tested by thoroughly good cooks, the book will be found to be invaluable to the novice in the culinary art as well as of material aid to the more experienced.

The Members Well Pleased.
BANGOR, March 19, 1888.
DEAR SIR—Our Association is in a prosperous condition and the members are all pleased with its workings. We say now, "God bless you for organizing this Association."

Yours truly, T. M. HARVEY, Sec'y.

Two Ways of Looking at It.
Customer (on Chatham street)—Four dollars seems a high price for that suit, Mr. Isaacstein.
Mr. Isaacstein (in a low, thrilling whisper)—My friend, dot, was a six-dollar suit, made for Mr. Russell Sage with Yale street. It fitted dot shentlemans too qu-vick, across der pack. You dake him for four tollar!

MISCELLANEOUS.
Advertisements will be inserted under this head at 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 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 LIVE CATTLE IN CENTRAL MICHIGAN.
13,000 inhabitants, clean stock of boots, shoes, hats, cap-and-gents' furnishings goods; store and one or more houses and lots in Y. four miles from Kalamazoo. Address John O. Smith, Eaton 1234.

FOR SALE—MY IMPLEMENT BUSINESS.
GOOD LOCATION, brick building, line house and tile yard. Also good farm. Address John O. Smith, Eaton 1234.

FOR SALE OR EXCHANGE FOR A STOCK OF DRY GOODS, CLOTHING OR GROCERIES.
A farm in Mecosta Co. and one or more houses and lots in Y. four miles from Kalamazoo. Address John O. Smith, Eaton 1234.

FOR SALE—GENERAL STOCK MERCHANDISE.
Good town and good trade. Inquire of J. C. Smith, Detroit, Mich.

FOR SALE AT A BARGAIN.
A STOCK OF GENERAL merchandise in as fine condition for sale as any place in Michigan. Price company pays out in cash \$5,000 per month. Stock will be sold at \$5,000. Can be reduced to \$2,500 or \$3,000 in 60 days. Sales per month \$1,000. Pay 50c. Best of reasons for selling. Those meaning business address No. 115 this office. Average sales \$300 per month. Good reasons for selling. Address H. care Tradesman.

FOR SALE—A CLEAN STOCK OF DRY GOODS, FIXTURES, ETC.
Complete, on good line of railway, about 35 miles north of Grand Rapids. No pests or oils, but could be added to good advantage. Poor health and other business my only reasons for selling. No. 115 this office. Average sales \$300 per month. Good reasons for selling. Address H. care Tradesman.

FOR SALE—A LARGE STOCK OF GENERAL MERCHANDISE.
Best location in town. Good reason for selling. Address J. C. Smith, Eaton 1234.

FOR SALE—A NEW AND VERY VALUABLE PATENT.
A sure fortune for an energetic man. Small capital required to manufacture. No humbug. Bears investigation. Address J. H. Van Glish, Manager, 106 Cherry St., Toledo, Ohio.

FOR SALE—THE ROLLER PROCESS GRIST MILL AT
Edmore, Mich. Doing a good business and increasing trade. The proprietor has other business and must sell. Edmore is a thriving village of 1,200, has two railroads, and in the midst of a growing country. A good chance for the right man. Call on or address J. H. Gills, Edmore, Mich.

FOR SALE—STOCK AND FIXTURES OF WELL-ESTABLISHED WATCHMAKER AND JEWELRY BUSINESS IN
Southwestern Michigan. Population, 1,000; no competition; splendid opportunity for watchmaker with small capital. Address 118.

FOR SALE—SECOND HAND HEARSE AT A BARGAIN.
Address 117, this office.

WANTED—SITUATION BY A FIRST-CLASS BOOK
keeper, who can give exceptional references. Address Allen, care Tradesman.

FOR SALE—A NEW AND VERY VALUABLE PATENT.
A sure fortune for an energetic man. Small capital required to manufacture. No humbug. Bears investigation. Address J. H. Van Glish, Manager, 106 Cherry St., Toledo, Ohio.

WANTED—TO CORRESPOND WITH A FIRST-CLASS
pharmacist. J. D. Strachan, Muir, Mich.

WANTED—SITUATION BY A GRADUATE IN
medicine; graduate in medicine; College of Physicians and Surgeons, Chicago; State University of Michigan. Registered Licentiate in Pharmacy, Michigan. Address X. Y., M. D., this office.

WANTED—MANAGER TO TAKE CHARGE OF STOCK
for reliable firm in a leading city. Salary, \$1,000. References and cash deposit of \$500 required. Address E. G. Loomis, Ypsilanti, Mich.

WANTED—FIRST-CLASS STOCKS OF MERCHANDISE
personal property, or real estate in Michigan in exchange for choice selected farms or farm lands in Wisconsin, Iowa, Minnesota, Dakota or Minneapolis real estate. Address Bigelow & Sheldon, Minneapolis, Minn.

WANTED—SITUATION AS CLERK IN GENERAL OR
grocery store. Two years' experience. Can talk German. Reference given if wanted. Address box 338, Nashville, Mich.

WANTED—SITUATION BY A REGISTERED PHAR-
macist. Seven years' experience. Best of references. Address lock box No. 37, Midland, Mich.

WANTED—AGENTS EVERYWHERE.
LADIES OR GENTS. New thing just out. His money for next 30 days. Sample 15c. For particulars enclose stamp, and address J. W. Seaburne, manufacturer, La Crosse, Wis.

WANTED—BY A YOUNG MAN OF 28, POSITION IN
a drug store. Three years' experience. Registered by examination. Address 115, this office.

WANTED—EVERY STORE-KEEPER WHO READS
this paper to give the Shillaber coupon system a trial. It will abolish your pass books, do away with all your book-keeping, in many instances save you the expense of one clerk, will bring your business down to a cash basis and save you all the worry and trouble that usually go with the pass-book plan. Start the last of the month with the new system and you will never regret it. Having two kinds, both kinds will be sent by addressing (mentioning this paper) J. H. Shillaber, Albany, N. Y.

DEFECTIVE—MICHIGAN STATE DETECTIVE ASSO-
ciation (Incorporated) legitimate detective work in all its branches thoroughly transacted. Export operatives despatched to all parts of the world. Reliable correspondents wanted in every county in the United States. Address all communications, Wm. C. Adams & Co., 2 Hillside, Chicago, Monday.

A RARE BUSINESS CHANCE—A STOCK OF GEN-
eral merchandise in fine condition for sale. Store building 2250 feet with basement and fine living rooms above. Nice barn. Store house. Two good wells. Out buildings, etc., all complete, in one of the best towns north of Grand Rapids. Reasons for selling, poor health. Would take in exchange a house and lot in Grand Rapids worth from \$1,000 to \$1,500. Address 114, this office.

WANTED—1,000 MORE MERCHANTS TO ADOPT OUR
Improved Coupon Pass Book System. Send for samples. E. A. Stowe & Bro., Grand Rapids.

NOTICE
OF THE
DISCONTINUANCE OF THE LAND OFFICES
AT
DETROIT AND EAST SAGINAW, MICHIGAN

TRANSFER OF THEIR RECORDS AND ARCHIVES TO THE REED CITY LAND OFFICE, AND REMOVAL OF THE SAME TO GRAYLING, MICHIGAN.

Notice is hereby given that the President of the United States, by Executive Order dated February 7, 1888, has, pursuant to law, directed that the offices for the disposal of public lands, now located at DETROIT and EAST SAGINAW, in the State of Michigan, be discontinued, and the records and archives of said offices be transferred to the REED CITY Land Office, which, by said Executive Order, is directed to be removed to GRAYLING, Michigan.

Further notice of the precise time when the above orders will be carried into effect will be given by the Registers and Receivers of the respective districts by publication.

Given under my hand at the City of Washington, this ninth day of February, A. D. 1888.

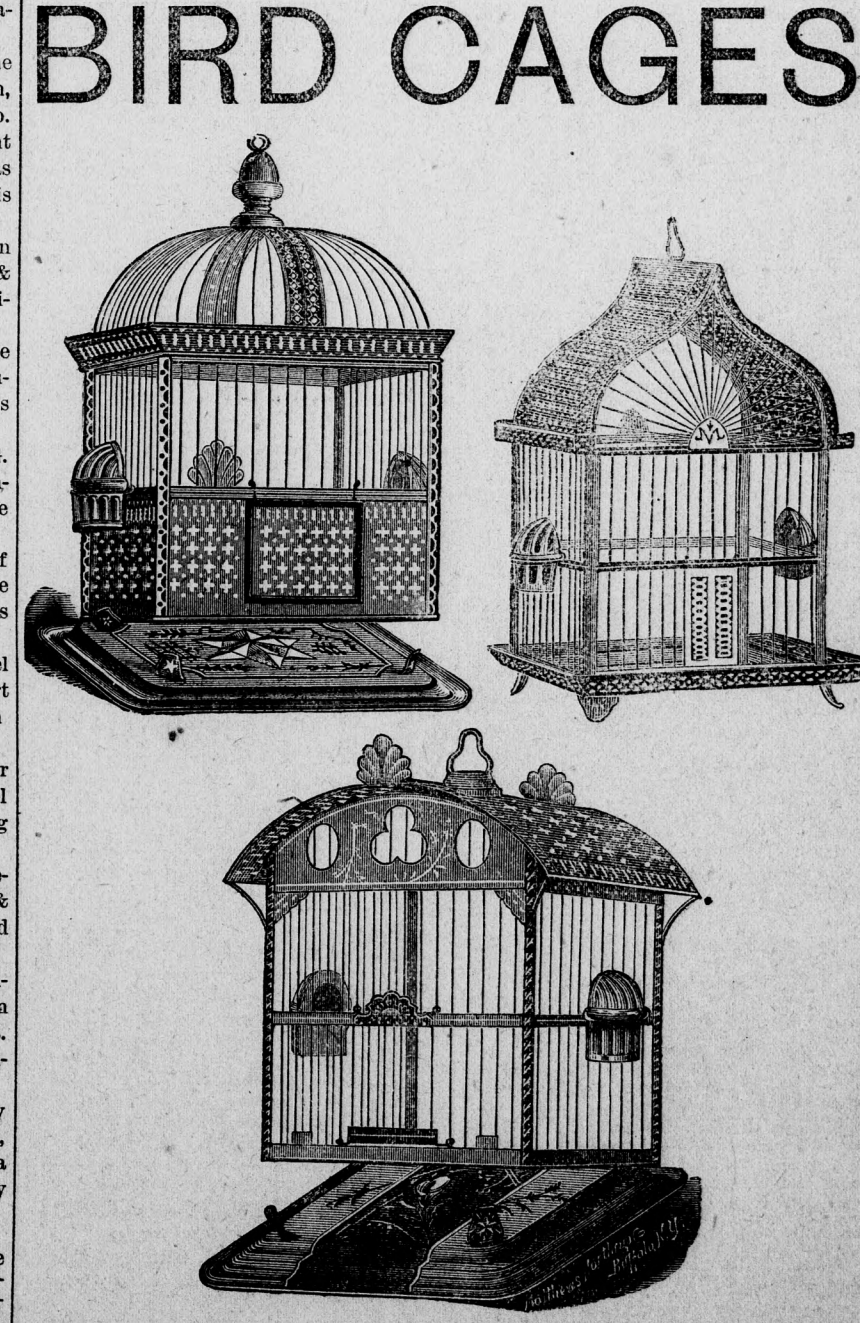
By the President:
S. M. STOCKSLAGER,
Acting Commissioner General Land Office.

Agreeable to the requirements of the above order—

Notice is hereby given that the United States Land office at REED CITY, Michigan, will close business at 4 o'clock p. m. on the 31st day of March, 1888, and will re-open for business at GRAYLING, Mich., on the 16th day of April, 1888, at 9 o'clock a. m. of said day.

REED CITY, MICH., Feb'y 29th, 1888.
E. N. FITCH, NATHANIEL CLARK,
Receiver. Register.

BIRD CAGES!



JEWETT'S BIRD CAGES.
Send for Illustrated Catalogue.

Foster, Stevens & Co.,
10 and 12 Monroe St.,
33, 35, 37, 39 and 41 Louis St.,
GRAND RAPIDS, MICH.

The Michigan Tradesman.

Spreckels and the Trust.

From the New York World.

Claus Spreckels who has held the title of Sugar King of the Pacific coast for many years, lately arrived at the Hoffman House, Mr. Spreckels' coming had been heralded in the newspapers for several days.

It was announced that he was going to make war on the Sugar Trust that has been formed in the East, that he would establish a mammoth refinery either in New York or some adjacent city and smash the Sugar Trust. Mr. Spreckels is a tall, broad-shouldered man, with a strong, rugged German face, indicating great force and determination. His hair and whiskers are white. He is about sixty-five years old, but looks to be good for twenty years more of activity.

Mr. Spreckels greeted a World reporter pleasantly and discussed the object of his mission East frankly and at length. He stopped three days in Philadelphia, looking over the ground there with reference to the location of his Eastern refinery. Mr. Spreckels said that he had been well received in Philadelphia and several tempting offers were made to him to locate his refinery in the Quaker City, but he had decided nothing definitely yet. He will remain ten days in this city and then go to Baltimore. He said he would certainly locate his refinery in one of these three cities. The place that offered the best inducements in the way of facilities and in other respects would be selected.

"Yes," continued the Saccharine King, drawing himself up to his full height of six feet and over, "I am here to fight the Sugar Trust. I desire to meet my antagonists on their own ground. They began the fight on me by establishing a large sugar refinery on the Pacific coast, and now that they have thrown down the gauntlet I have accepted their challenge."

Mr. Spreckels said that last year when he was in Germany familiarizing himself with the beet sugar industry, he received overtures from men in the Sugar Trust combine to join hands with them. These overtures, he said, he rejected without hesitation. He did not wish to be connected with the unholy alliance.

"Since then," he added, they have been directing their efforts to crush me out. Already, as I said, they have erected a refinery in San Francisco in opposition to me. Well, the end is not yet, we shall see if it is an easy thing to crush Claus Spreckels! They made war on me in the West and now I return the compliment. But what I shall do will be in the course of legitimate business and which will be to the advantage of the country at large.

"When I returned from my last trip to Germany I again received overtures to join the Sugar Trust but declined them all as before. I do not know the profits and could not explain the system they seek upon. I have had a number of agents here for a couple of weeks looking over the ground, in order to make calculations and report as to the facilities and expenses of putting my sugar refinery here. That fact has been kept quiet. I have not yet had time to examine these reports.

"I have not decided on Philadelphia as a base of operations. The place offers many advantages. I shall remain here about ten days and will give my exclusive attention to the advantages this city offers. I shall go to Baltimore next, but have no other cities in view save these three.

"While in Philadelphia, I was offered ten acres on the Delaware River free if I would erect my refinery there. I have this offer open, but cannot tell at present whether I shall accept it or not. If I should erect a refinery where the transportation facilities are inadequate I should probably lose money."

"What do you estimate the cost of the plant you propose erecting in the East?"

"From \$5,000,000 to \$6,000,000 to erect a plant and put it in active operation. I could put \$20,000,000 into it, but that is not necessary and would be speculation. My object is more laudable."

"Mr. Spreckels," said the reporter, "it is asserted in some quarters that your coming here to erect a refinery is in the nature of a bluff; that you do not intend to carry it through and are simply operating to create a diversion from the Hawaiian treaty and prevent its abrogation."

Mr. Spreckels replied to this question with considerable warmth. He denied the charge emphatically. "This is no bluff," he said. "In my old age I have but one ambition. I wish to give employment to enough workmen to keep the \$50,000,000 or so that are annually spent abroad for sugar in this country. This army of workmen and the public will benefit from the circulation of such a large amount. I have not entered into this project for gain solely. When I see so many people prospering and know that it is through my instrumentality, I shall feel when I pass away that my ambition has been crowned with success. My life will not have been lived in vain."

He was asked if he had calculated the effect on the sugar trade of the Mills Tariff bill becoming a law. Mr. Spreckels replied that he had not. "Free trade," he added, "would mean ruin to the sugar business. Claus Spreckels can meet such a contingency, but at what a cost! Our workmen would be reduced to the condition of the pauper labor of Europe. Instead of earning \$3 or \$4 per day, as they do now, they would be reduced to from 30 cents to \$1 a day, as is paid in Germany today. I do not believe that the American people will submit to such a state of things. If this Congress should pass a free-trade bill, the next one would be compelled to repeal and re-establish protection. The popular sentiment would overwhelmingly demand it. The Mills bill, which reduces the duty on sugar twenty per cent., will hurt the sugar industry in this country if it becomes a law. Perhaps I could stand it. I have plantations on the Sandwich Islands, ships to convey my sugar to and from every port and every facility to refine as cheaply as it can be done."

"When do you expect to have your refinery in operation here?"

"In eleven months from the time I decided on a location, which will be in a few weeks at the latest. I shall put a large force at work at once, and shall begin refining sugar within a year from this time in this vicinity—then we shall see whether the Trust can ruin me. Claus Spreckels has been in the business for several years. He has no fears as to the final result. He never does anything anticipating failure."

"Will you erect a beet sugar factory in the East?"

"No. I am putting up now a large beet sugar factory in San Francisco, and I shall continue my operations in that line to the Pacific coast for the present. Some of the wealthiest men on the Pacific coast have stuck in my beet sugar enterprise. The beet sugar industry will be a success."

tion of \$5,000,000. I took \$400,000 of the stock myself, as I desired, in the event of a failure, to bear the burden of the loss. But the factory will not fail. I spent all last summer in Germany studying the process of making sugar from beets. I think I have mastered the subject completely, and am satisfied that we can produce beet sugar in this country just as well as in Germany. I examined the machinery and looked into every detail connected with the industry, and have returned fully equipped with the machinery and knowledge of the business, to make sugar from beets in this country. I know I shall succeed. In a few years there will be from ten to fifteen beet sugar factories in operation on the Pacific coast, but before that time I shall be turning out 8,000 barrels of sugar daily from my refinery in the East. That I am thoroughly in earnest will be demonstrated to the satisfaction of everyone before many days have elapsed."

D. D. COOK,

PROPRIETOR OF THE
Valley City Show Case Factory,
MANUFACTURER OF
SHOW CASES
—AND—
Prescription Cases.
My Prices are Lower than any of My Competitors. Send for Catalogues.
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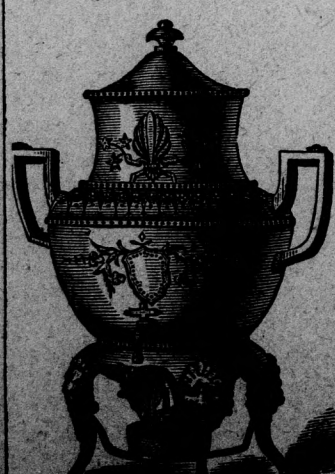
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If you are in Market to Buy or Sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.
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INFORM YOURSELVES

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As a site for a manufacturing town.

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Will be given you, whether you be of large or small capacity. As you are doubtless aware, GLADSTONE is the Lake Shipping Port for the Great "Soo" Railway and feeders, and situated as it is on the Little Bay Du Noquette, the finest harbor of deep water on Lake Michigan, offers unparalleled inducements for all kinds of IRON and WOODWORKING industries.

For particulars, opportunities for business, plats and maps, call on or address

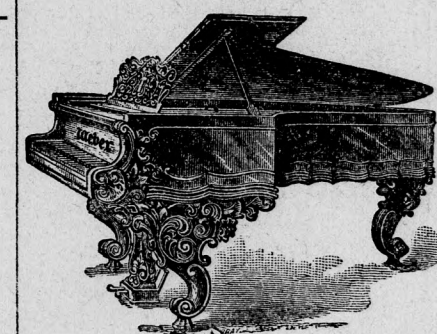
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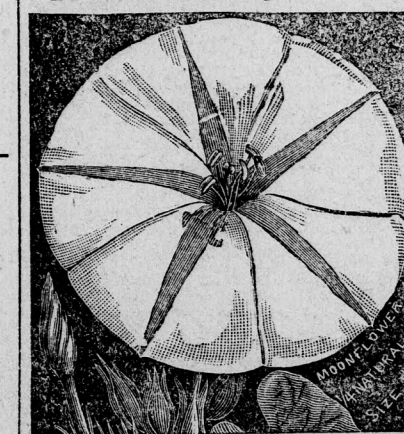
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PAT. FLAT OPENING BLANK BOOK
STRONGEST BLANK BOOK EVER MADE
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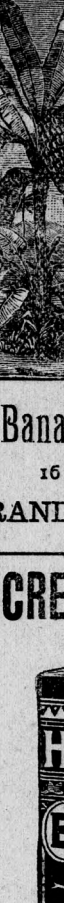


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If you want to put in a stock of Fishing Tackle and wish first-class goods and bottom prices, get our prices before you buy, as we have the largest and best stock in the State.
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19 and 21 Pearl Street,
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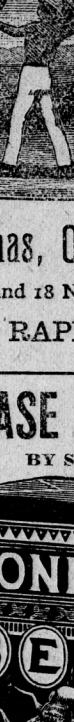
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FOREIGN,
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Bananas, Our Specialty.
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INCREASE YOUR TRADE
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Composed of Guatemala, African and Mexican Javass, Santos, Maracaibo and Rio selected with especial reference to their fine drinking qualities. The most popular brand of Blended Coffee in the market. Sold only in 50 lb. Cans and 1 lb. packages, 30, 60 and 100 lb. Cases. Mail Orders Solicited by the proprietors.


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Importers and jobbers of fine Teas, Coffees, Spices, Etc., Baking Powder Mfrs., Coffee Roasters, Spice Grinders.



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WHOLESALE MANUFACTURERS OF
Baking Powders, Extracts, Blinnings,
AND JOBBERS OF
GROCERS' SUNDRIES.
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Telfer Spice Company,



16 Ottawa Street, Grand Rapids.
SOLE MANUFACTURERS OF
ABSOLUTE SPICES,
—AND—
Absolute Baking Powder

The Michigan Tradesman.

HIS FIRST TRIP OUT.

Written Especially for THE TRADESMAN.

HOWLERSVILLE, March 18, 1888.

EDITOR TRADESMAN—As I expected, when I last wrote you, I sold several large orders at Notick and continued my wanderings up and down the earth in search of fame and more close buyers to conquer. This is my first opportunity for writing, and I can assure you that my time has been very profitably employed—so much so, indeed, that the house has put dynamite under me only four times in a week, once by letter and three times by wire. The last telegram is very characteristic of them and shows a lack of appreciation on their part of forty-horse power efforts in their behalf. It said: "You blasted idiot, don't send orders at 90 days, 60 off for cash in 30 days. We can't stand it." I shall try and not sell that way in the future, but it's mighty hard work to get rid of goods, even on those terms—at least for me; but, perhaps, I am not thoroughly posted yet and need more experience.

This is a great town for business and very healthy. Each family has fourteen children to the square rod, and some of them, apparently, have quite large farms. I don't know how it is with the inhabitants of the surrounding country, but, if this proportion is kept up, Howlersville ought to be a good point for a first-class nursing-bottle manufactory, although, undoubtedly, the rule would be reversed and the proprietor thereof be compelled to pay a bonus, instead of the village corporation so doing.

It may seem incredible to you, but the children are so numerous in this town that, as I was carrying my grips across the street, I came in contact with an obstruction, and, as I lay on my back in the mud and slush, I saw seven hundred and thirty of them, by actual count, laughing at my predicament, and these were receiving re-inforcements at the rate of seventeen a second. It is said that a common spectacle is that of a mother using her offspring for clothespins on wash day, for economy's sake, being so much cheaper and more plenty.

I entered Hankins' store this afternoon, just a few minutes before supper-time, and nothing would do but that I must go home to supper with him and see the babies. I told him I should be very much delighted to go, and also to view the aforesaid infants, but that I wanted to get away on the 7:10 morning train, and wouldn't have time. But he pressed me so urgently that, fearing to injure his paternal feelings, I yielded myself up to grim fate and, as I soon discovered, almost sure death.

Mrs. Hankins was charmed to see me, and the dear children were almost frantic with joy—although in some of them, as I strongly suspected, the joy was principally brought on by overfeeding and the resultant colic.

I had determined to be conservative from the start, and not injure any of the dear cherubs' feelings by paying too much attention to any one of them, but I soon saw the fallacy of this idea. I had no more than got comfortably seated with four blessings on my lap, two on each shoulder and a half dozen stuck to my new spring pantaloons with candy, gingerbread, jam, etc., when the queen bee arrived and they began to swarm. Just as I had given up all hope and a mental retrospect of my life, similar to that experienced by drowning persons, was passing through my brain, my hostess came to my rescue with a club, and the deck was soon cleared for action. I tried to return suitable thanks to the lady, but the din of battle was too great for the human voice and I expressed them by a feeling glance. I cast this feeling glance at my erstwhile attire soon afterward, but, penetrating as was the look, it could not reach my clothes through the veneering of dirt which they had received. It was a splendid glance, so I put it away for future use in subduing dogs.

I have often been informed that it is well to propitiate a prospective customer by ingratiating one's self into his home life, becoming, to a certain extent, the sharer of his joys as it were, through sympathy and fondling the dear little ones. I have tried this scheme for the first and last time, as I have run entirely out of fondles, and, besides, I would rather ingratiate myself into the home life of a colony of hornets, or become the confidant and bosom friend of an isolated wheelbarrow on a dark night, than to make a sale by such unfair means. I am not nearly so fond of children as a single man should be, anyway.

I shall take a run home from here, and start out afresh, with a new story and a cold deck.

Yours, naturally tender-hearted, but caloused,
F. O. B.

The Drummer in Love.

"And this is to be the end?" said the deeply-enamored traveling man to the beautiful young lady who kept the books for one of his regular customers in the little inland town.

"It is, Mr. McThompson," she replied; "I can never be anything to you but a friend."

"Then," said the drummer, with a tremulous voice and a face of ashy paleness, "it only remains for me to say farewell. I shall be here again," he continued, consulting his memorandum book with rapidly increasing self-possession, "in thirty days with a full line of samples in millinery and dress goods. Save me your orders, please. Good afternoon."

CURTISS, DUNTON & ANDREWS ROOFERS

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

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RISEING SUN
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Guaranteed Absolutely Pure.

NEWAYGO ROLLER MILLS,
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SPRING & COMPANY,

JOBBER IN

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Hosiery, Carpets, Etc.

6 and 8 Monroe St., Grand Rapids.

DON'T WAIT

FOR THE

Chicago or Detroit Drummer!

BUY YOUR SPRING LINE OF

MEN'S and BOY'S WOOL, FURS and STRAW HAT,

LADIES and MISSES STRAWS

NEAR HOME.

Saving Yourself Time, Trouble and Expense.

THE ONLY

WHOLESALE HAT HOUSE

In WESTERN MICHIGAN,

I. C. LEVI

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HESTER & FOX, Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY.

Send for Catalogue and Prices.

ATLAS ENGINE WORKS
INDIANAPOLIS, IND., U. S. A.
MANUFACTURERS OF
STEAM ENGINES & BOILERS.
Carry Engines and Boilers in Stock for immediate delivery.

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.

MICHIGAN CIGAR CO.,

MANUFACTURERS OF THE JUSTLY CELEBRATED

"M. C. C.,"

The Most Popular 10c cigar, and

"YUM YUM,"

The Best Selling 5c Cigar in the Market. Send for trial order.

BIG RAPIDS, - MICH.

VINDEX

THE BEST

5-C. CIGAR

In the World.

STRAIGHT HAVANA LONG FILLER,
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CLARK, JEWELL & CO.,

Sole Agents for Western Mich.

ARTHUR MEIGS & CO.,

77, 79, 81, and 83 South Division Street,

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PROPRIETORS OF THE

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AGENCY OF

Boss Tobacco Pail Cover.

Full and Complete Line of FIXTURES and STORE FURNITURE.

Largest STOCK and greatest VARIETY of any House in City.

LOOK UP OUR RECORD.

CEO. E. HOWES,

C. N. RAPP, Manager,

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Apples, Potatoes and Onions.

SPECIALTIES:

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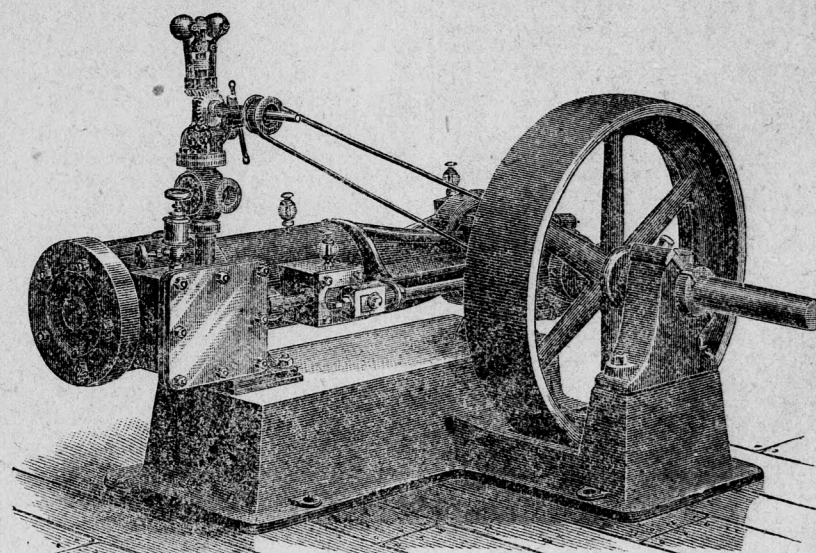
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Vertical, Horizontal, Hoisting and Marine Engines. Steam Pumps, Blowers and Exhaust Fans. SAW MILLS, any Size or Capacity Wanted.

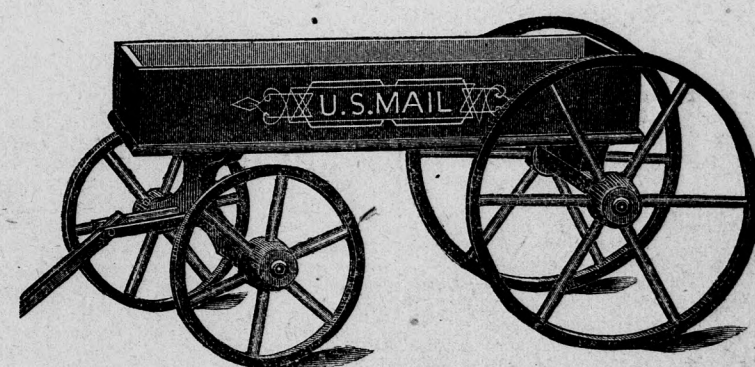
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		PER DOZ.
No. X.	Size of box 10x20 inches, wheels 8 and 12 inches. Sold only in crates of 1 doz. each.	4 50
No. O.	Size of box 12x24 inches, wheels 10 and 14 inches, curved wood axle, front wheels turn under, packed in crates of 1/2 doz. Sold only by the crate.	7 50
No. 1.	Size of box 12x24 inches, wheels 10 and 14 inches, iron axle, iron boxes in hubs, front and rear axles curved and strongly braced, packed 1/2 doz. in crate. Sold by crate only.	9 00
No. 3.	Same style as No. 3, only box 13 1/2 x 27 inches. Nicely painted outside and inside. Adjustable tongue brace. Packed 1/4 doz. in crate. Sold by crate only.	12 00
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TOY CARTS.

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No. 30.	Body 5x9 inches, 6 inch wheels, no tires, painted in bright colors. Sold by the doz. only.	95
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No. O.	Body 5x10 inches, 6 inch wheels, tin tires.	1 50
No. 1.	Body 5 1/2 x 11 inches, 6 inch wheels, tin tires.	1 60
No. 1 1/2.	Body 7x13 inches, 8 inch wheels, tin tires.	2 00
No. 2.	Body 7x14 inches, 8 inch wheels, tin tires.	2 75

WILLOW DOLL CARRIAGES.

No. 4778 D.	5 inch wheels, top of body 15x7 1/2 inches.	4 25
" 4978 C.	" " " " 17 1/2 x 9 "	6 00
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Willow body rests directly on the axle. Strong, durable and offered at entirely new prices.