

me the laughing, happy-go-lucky boy of the day before.

At first, I thought he dead; but a faint pulsation of his heart was noticeable and I quickly poured some water on his face and some brandy down his throat, while I dis-

For some time, it seemed as though Bob's usefulness on this earth was ended; but, after awhile, he opened his eyes and feebly murmured, "Did they get it?" I couldn't imagine what he meant. But, as I went to

house, I discovered what his anxiety was for. A small hole had been bored into the safe door, near the lock, and on the floor, near by, was a burglar's "jimmy." The window, which was within a few feet of the desk, had been carefully opened by sawing a piece out of the sash near the bolt. How the boy, alone and unarmed, had been able to frustrate the designs of the burglar or burglars was a mystery which he explained

as soon as he was able to speak. It seemed that two strangers had been loafing around the store that afternoon, and had overheard

"I was asleep when they got in, but when they went to the safe they fell over the cat, an' that woke me up. I was out o' sight, an' crawled behind the counter an' got that iron bar we use to get the heads out o' pork barrels, an' when one o' them leaned over to

bore the hole in the safe, I waited 'til he'd
got pretty near done, an' then I lammed 'im
on the head while the other feller was
watchin' the front door. Then the other
feller run up an' begun to maul me, an'
while he was doin' that the feller I hit with
the bang put up a pillow that he hid in

side with his revolver. They'd 'a' got the money, I guess, if the feller hadn't shot me, for that made such a racket it scart 'em an' they run. I don't remember nuthin' else, an' I guess I must have fainted. But, by jiminy, I'm glad they didn't get the money!

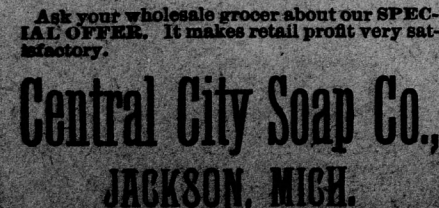
This was all Bob was able to tell, but his

appearance spoke volumes. For weeks, he lay at the point of death, but we gave him the best care possible and he pulled through. Bob saved me, that night, from bankruptcy. The loss of \$500, just at that time, would have compelled me to assign.

That was five years ago, and my—or, rather, our—sign now reads, W. G. Burton & Co. RELUF.

Sauerkraut as an Explosive.

Another dangerous explosive has been discovered. It is sauerkraut. A Philadelphia man made the discovery. He put a



Money can be sent by postal note or post
office or express order.

E. A. STOWE & BRO.,
Grand Rapids, Mich.

20,000 feet of floor space in the center of the best market in the West. Ample capital and first-class references on file with THE TRADESMAN. Write us if you wish information, whether to buy or sell. It will cost you nothing.

BARNETT BROS.

GARDEN IMPLEMENTS.
A box of garden seeds containing 200 5c. packages delivered to you for \$4.
Send for price list of garden seeds.
A. D. J. BROWN, Seedsman
GRAND RAPIDS, Mich.

After awhile, Jack, his guardian source of abuse, got drunk once too many times, and finally, as the lad termed it, "went down the drain," leaving him at liberty to choose his own career. The boy determined to leave the city, where he had been the recipient of so much abuse, and to seek his fortune in the country.

had it not been for the familiar suit which he wore I should not have recognized in this disfigured, scarred and bloody visage before

For Sale by { GEO. C. WETHERBEE & CO., Detroit.
HAWKINS & PERRY, Grand Rapids.
McCAUSLAND & CO., E. Saginaw
And by Wholesale Grocers generally. Send for illustrated Catalogue.

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

WEDNESDAY, MARCH 28, 1888.

MUTUAL INSURANCE AGAIN.

The readers of THE TRADESMAN are well aware of the attitude of this journal on the subject of mutual insurance—that, while it condemns much that is done in the name of mutual insurance, it believes in the theory of mutual insurance as well as in other avenues of commercial activity. Such being the case, THE TRADESMAN has given the subject much thought during the past few months, as the result of which it proposes a plan for the consideration of the business men of Michigan which has been pronounced feasible by several men who are looked upon as authorities in insurance circles. No claim is made that the proposed plan is perfect—or anywhere near that desired end—but it is earnestly believed that it contains the germ of an organization which would put an end to many of the extortions now practiced in the name of insurance rates and eventually result in placing the insurance business of the State on a better basis. THE TRADESMAN introduces the subject at this time in hopes that it will provoke such discussion and criticism as will enable the reader to determine whether the matter is deserving of a hearing at the coming State convention.

Briefly stated, THE TRADESMAN suggests the organization of a combination mutual-stock company at the annual convention of the Michigan Business Men's Association, to be known as the Michigan Business Men's Mutual Insurance Co. To begin with, the organization could be capitalized at \$10,000, the stock to be distributed among 100 of the local Business Men's Associations in amounts of \$100 each, the Associations contributing to this fund being guaranteed 10 per cent. on the investment. The preliminaries to organization having been arranged, the company is then in shape to begin business, but instead of soliciting risks at low rates or waiting for a loss before levying an assessment, THE TRADESMAN's plan would be to insure risks at the same rates charged by the regular companies, returning the residue to the policy holders at the end of the year. The business in each community could be attended to at small expense by the Secretary of the local Association, no risk to be accepted which is not recommended by a committee appointed for the purpose of examining property offered for insurance, such risk to be also approved by the local Association. With such a backing, there is no reason why the company should not write \$2,000,000 of insurance the first year. Figuring the average rate at 1½ per cent. would give the company a premium income of \$30,000, so that the annual receipts could be figured about as follows:

Premiums.....	\$30,000
Interest on premiums.....	1,000
Interest on capital stock.....	500
Total receipts.....	\$31,500

Let us now make a careful estimate of the disbursements. The reports of the stock insurance companies show that the losses in this State amount to a little less than half of the premiums. Supposing the losses amount to fully one-half and that 10 per cent. of the premium receipts be set aside as a permanent sinking fund, the disbursements would be about as follows:

Losses.....	\$15,000
Expenses.....	5,000
Sinking Fund.....	3,000
Guaranteed Interest.....	1,000
Total disbursements.....	\$24,000

It will readily be seen that after meeting all avenues for disbursement with a lavish hand, there will still be left \$7,500—25 per cent. of the premium receipts—which would be returned to the policy holders at the end of the year in the shape of a dividend.

In preparing the above estimates, THE TRADESMAN has been careful to make the premiums below the average and figure the disbursements above the average, in order that no opportunity can be given for criticism on this point. The only exception to this rule is the item of expenses, which are figured on the basis of economical mutual, instead of expensive stock, companies.

As will naturally be inferred, the company will have no particular use for the \$10,000 in stock subscribed by the local associations, but that arrangement will serve two useful purposes—it will inspire confidence in the company and put those local associations contributing to the fund on the basis of partners, making them more interested in the success of the organization. The provision for a permanent sinking fund will also meet with general approval, as that fund and the accumulations will be equivalent to the original capital within three years, and increase with greater rapidity from that time on.

Another feature which ought not to be overlooked in this connection is the reduction of the "moral hazard" through the agency of mutual participation in losses and premiums. This advantage cannot well be overestimated, as the experience of the past twenty years has shown the "moral hazard" to be a serious matter.

and "factory mutuels" of New England to show ratios of losses averaging one-half and expenses one-quarter of the joint-stock companies of New York. These remarkably profitable results are directly due to their mutuality, their economy and the fact that every policy-holder is in reality a stockholder.

THE TRADESMAN has no hobby to ride in this connection, but sets forth the above suggestions from motives of public interest, and hopes to see the plan of insurance above outlined thoroughly discussed in all its phases. The columns of the paper are open at all times to this end.

The so-called pure food bill now before Congress is an anomaly. It is claimed to be the handiwork of the retail grocer. The foolishness of this claim is apparent when it is remembered that the bill was introduced in both Houses of Congress at the instance of F. B. Thurber several weeks in advance of the convention ostensibly called to prepare just such a bill. Such an act was equivalent to a slap in the face of every one who attended the convention. It was a virtual admission that the men who went to the convention were puppets in the hands of Mr. Thurber, called there to follow his bidding. That they should rebel under such dictation is not to be wondered at—in fact, such a result was foreseen by THE TRADESMAN a month in advance of the convention. That the bill adopted by the convention was not in accord with Mr. Thurber's ideas, there is no attempt to conceal; but the funny part of the whole proceeding is yet to come. The so-called retail grocers adopted a bill with a great deal of gusto, but the measure before Congress—unless THE TRADESMAN is misinformed—is the original bill of Mr. Thurber! If such is the case, of what possible use was the convention? True, it was the voice of the retail grocer, but the hand which holds the reins of the pure food agitation is the hand of Thurber and the Royal Baking Powder Co.

THE TRADESMAN acknowledges the receipt of the first annual report of the Henderson, Ky., Board of Trade, evidently through the thoughtfulness of Capt. C. G. Perkins, who has several investments and many friends in this city. For a place of \$10,000 inhabitants, the report is exceptionally praiseworthy, the showing presented being more favorable than can be made by many towns of greater pretensions and larger population. The basis established for the maintenance of the Board is manifestly fairer than that adopted by the Grand Rapids institution, which exacts the same fee and dues from all members, without regard to the amount or class of business represented. The Henderson Board places the dues of corporations and wholesalers at \$10 per year, retailers at \$5 per annum and persons not engaged in trade at \$2.50 per year. THE TRADESMAN commends this plan to the local Board as more equitable than the present scale, as thus far in its history the Board has worked directly against the interests of the retail trade, in favor of jobbing and manufacturing interests. On the principle that those who dance should pay the fiddler, the Board should be supported by the jobbers and manufacturers, instead of having three-quarters of its revenue derived from the retail trade, as is now the case.

The visionary scheme of a Milwaukee man to join all the wholesale grocers of the country in a compact body, referred to as some length last week, does not appear to meet with general favor and has been shelved for the present.

It begins to look as though the days of the "Bad Debt" collection agencies were numbered. When Uncle Sam gets after a swindler, he makes short work of him.

The advance in the list of rubber boots and shoes takes effect April 1. The discount for fall delivery is 40 off on firsts and 40 and 10 off on seconds.

Purely Personal.

Fred Nort has engaged as clerk for W. A. Feazell, general dealer at Grand Junction. W. F. Bulkley and wife are visiting friends at Lockport, N. Y. Mr. Bulkley's health is perceptibly improving. A. F. Harley, general dealer at Defiance, Ohio, was in town over Sunday, the guest of his brother-in-law, Wm. Logie. Frank F. Ward has moved from Plainwell to Kalamazoo, and accepted a position with the dry goods firm of Bronson & Rankin.

Dr. Chas. S. Hazeltine and wife leave next week for the East, where they will spend a couple of weeks in the principal cities. While in Washington, they will be the guests of Don M. Dickinson and family.

Miss Belle Fairchild, late of Rochester, N. Y., has taken the position of stenographer with the Grand Rapids School Furniture Co. She will make her home with her brother, H. B. Fairchild, Secretary of the Hazeltine & Perkins Drug Co.

H. M. Lee, the Nashville clothing merchant, is blessed with an inventive faculty which he frequently brings into play. A couple of years ago he devised a combination wheel barrow and wheel hoe which is meeting with good success. Recently he has invented a new power for raising water in the shape of an adaptation of the weight and pendulum motion, which is evidently destined to supersede wind mill powers to a large extent.

Put it There!
"Woman feels where man thinks," says a writer. Yes, that's what makes 'man hold'.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Albert May has bought the Heyn bazaar stock at 48 Monroe street.

L. Smither succeeds John Van Winsheyn in the grocery business at 423 Fifth avenue.

R. K. Buchanan succeeds Buchanan & Davidson in the stationery business on North Division street.

Hester & Fox have sold a new sawmill outfit to Williams Bros., at Gresham, whose mill was recently burned.

Williams Bros. have engaged in the grocery business at Kalamazoo. Bulkley, Lemon & Hoops furnished the stock.

H. B. Morehead has added a grocery stock to his notion business at Edmore. Arthur Meigs & Co. furnished the stock.

Wm. Reid, the Detroit glass jobber, will establish a branch house at this market, as soon as a desirable location can be secured.

The senior member of the firm of Swift and Company, of Chicago, will be here this week to superintend the opening of the branch establishment on Ottawa street.

John P. Thomson has sold his grocery stock at 32 East Bridge street and rented his store building to Christian Simersbach, who has clerked for P. Kusterer for the past fifteen years.

Merrick Chapman and O. E. Scofield have formed a copartnership under the style of Chapman & Scofield and engaged in the grocery business at Fremont. Arthur Meigs & Co. furnished the stock.

M. L. Pray has sold his retail confectionery business at 65 South Division street to O. J. Merritt. Mr. Pray will continue the manufacture of candy at the corner of South Division and McDowell streets.

E. P. Morse & Co. have leased the vacant store in the Rood block, on Pearl street, and will occupy it with the notion stock now located at Battle Creek. The new establishment will be known as "The Circus."

Peter Steketee has sold his grocery stock at 79 West Leonard street to C. E. Hull, formerly of Lowell. He has also sold his interest in the general stock of P. Steketee & Co., at Holland, to his brother, B. F. Steketee. Mr. Steketee proposes to take a rest.

AROUND THE STATE.

Greenville—H. G. Seeley, grocer, has sold out.

Maysville—J. T. Moore, grocer, has sold out.

Ionia—G. Lanster & Son have opened a grocery store.

Oakley—L. K. Clark succeeds Sackrider & Clark in general trade.

Charlotte—R. Maxon has opened an agricultural implement store.

Alma—Bear & Hall succeed F. C. Achard in the hardware business.

Lawrence—G. W. Peabody succeeds John Payne in the harness business.

Charlotte—Ford & Kirby will remove their bazaar stock to Mason.

Petoskey—D. R. Shearer succeeds F. Wilmarth in the meat business.

Manton—The Meyer Hardware Co. is building an addition to its store.

Athens—W. L. Barker succeeds J. T. Herrold in the grocery business.

Novi—W. H. Webster succeeds L. R. Webster in the harness business.

Mt. Pleasant—Curtis & Main succeed J. J. Wright in the grocery business.

Alma—J. W. McLeod has sold his general stock to McCullough & Button.

Paw Paw—Geo. W. Kime succeeds Orson F. Parker in the harness business.

Alma—L. M. Winters, of Pottsville, is opening a crockery establishment.

Tustin—W. Duell will move his grocery stock to this place from Reed City.

Ridgeway—Coryell & Williams succeed Coryell & Gorton in general trade.

Bristol—D. B. Payne contemplates removing his general stock to Tustin.

Litchfield—G. W. Rogers succeeds Rogers & Harlow in the grocery business.

Marcellus—Zeigler Bros. have sold their harness business to Devlin & Sanborn.

New Madison—T. C. Brawley succeeds H. D. Miller in the hardware business.

Sparta—Chas. C. Darling succeeds Darling & Roberts in the grocery business.

Sand Lake—Jas. Harvey Bramer succeeds A. L. Sheets in the hardware business.

Manistique—Geo. Potter has purchased the Riverside bakery of Reed & O'Neill.

Greenville—Chauncey Hoover succeeds Geo. Palethorp in the restaurant business.

Dowagiac—Ingling & King succeed Ingling & Hookstadt in the grocery business.

Ann Arbor—John Koch succeeds Richmond & Treadwell in the furniture business.

Sparta—J. R. Harrison has sold his meat market to Vanzant & Fairchild, of Muskegon.

Plainwell—D. P. Hopkins, boot and shoe dealer, has been closed under chattel mortgage.

Columbus—S. K. Bradshaw, hardware dealer, has been burned out. Insured for \$8,000.

Bellevue—Frank Madison has closed his boot and shoe store and moved the stock to Charlotte.

Nashville—W. A. Aylesworth & Co., dry goods and clothing dealers, will remove to Big Rapids.

Charlotte—Thos. Donovan has gone to Quincy to accept the management of a furniture store.

Chessaning—Adolph J. Perrot succeeds Stevens & Perrot in the dry goods and grocery business.

Mulliken—J. O. Dildine has arranged to remove his furniture stock from Rosemond to this place.

Battle Creek—Smith & Bonney have bought the meat market of D. W. Brock at 229 Marshall street.

Charlotte—J. M. Daron has leased the Bennett store and will open a boot and shoe stock about April 1.

Fremont—A. J. Jones has sold the remainder of the Hopper grocery stock to Chapman & Schofield.

Wayland—P. H. & W. H. Schuh have added a line of agricultural implements to their harness business.

Vassar—E. A. Bullard succeeds F. S. Doud in the boot and shoe and gents' furnishing goods business.

Manton—J. C. Hill, who lately sold his grocery stock to F. L. Roberts, is engaged in buying bark and paving posts.

Sparta—H. F. Haynes has sold an interest in his agricultural implement business to F. M. Dole, and the new firm will be known as Dole & Haynes.

Decatur—John H. Wolfe has closed out his harness business, and will remove to Sturgis, where he has purchased the harness business of W. J. Lockwood.

Vermontville—R. C. Blair and Hugh Barrett have formed a copartnership under the style of Blair & Barrett and engaged in the agricultural implement business.

Wayland—Frank A. Miles has purchased a half interest in the grocery business of his father, Austin Miles, and the firm will hereafter be known as A. & F. A. Miles.

Battle Creek—M. L. Pierce, formerly on the road for a wholesale drug house, but more recently a clerk in C. A. Young's drug store, will open a new drug store on West Main street about April 10.

Lowell—Chas. McCarty has sold his furniture to L. Adrian. McCarty still continues his grocery business, and his produce business, and his wool business, and—he Lord only knows what he doesn't continue.

Vermontville—Loomis & Co. have removed the remainder of their general stock to Middleville, where it will be consolidated with the contents of their branch store. Howard Loomis will go to Chicago to assume the management of the Loomis Library Association.

Muskegon—Kampenga & Lulofs, who have carried on general trade on Third street for several years, will dissolve partnership on April 1. Derk Kampenga will continue the grocery business at the old stand and Barney Lulofs will carry on the dry goods business on the opposite side of the street.

Greenville—It is evident that business men from other cities consider Greenville a live town and a good business point from the number who are locating here. Guild & Albertson, Detroit, dry goods; Grow Bros., Bay City, clothing, and D. A. Heel-

yer, Portage, Wis., groceries, are among the latest.

STRAY FACTS.

Dollarville—J. C. Stitt, general dealer, leaves for California in April.

Jonesville—Wade & McKercher succeed Pierce & McKercher in the carriage business.

Laingsburg—Theo. Sowersby succeeds Wm. Sowersby in the blacksmith business.

Cadillac—J. W. Cummer has just patented a new heating stove, the formation and perfecting of which have engaged his attention for the past two or three years.

Detroit—Weigert & Reese, the Jefferson avenue commission merchants, who recently met with a severe business reverse, have proposed to give their notes to creditors for their indebtedness beyond what the assignee pays in cash. A number of the creditors have accepted the offer, and some will continue to give the firm credit as heretofore.

MANUFACTURING MATTERS.

Marion—Desmond & Co. will build a number of coal kilns as soon as the snow leaves.

Ann Arbor—Reeves, Hunter & Co. succeed Richard Reeves in the foundry and machine business.

Milford—Joseph Wellman, miller, has been burned out. Loss estimated at \$10,000, insured for \$8,500.

Stockbridge—Geo. Archenbron has purchased the Wessel grist mill and moved the stones and machinery to Waterloo.

Union City—Negotiations are nearly consummated for the removal of the Lamb Knitting Works from Concord to this place.

Mecosta—Geo. Collin & Co., shingle manufacturers, have merged their business into a stock company under the style of the Geo. Collin Co.

Menominee—C. B. Lewis & Sons have sold their sawmill, not yet completed, to Peters & Morrison, for \$45,000. E. C. Lewis will remain as superintendent.

Farwell—The Farwell Brick, Tile & Clay Shingle Co. (limited) has been organized, with a capital of \$10,000, to manufacture the large bed of clay recently discovered near by.

Portland—T. J. Bandfield has purchased the factory formerly occupied by the Maynard woolen mill and will convert the same into a furniture factory, employing about twenty-five men.

Nashville—B. F. Reynolds is arranging to build a brick structure, 25 x 50 feet in dimensions and two stories high, for use as a finishing and storing room in connection with his wagon factory.

Harrison—F. A. & W. H. Wilson, of this place, and J. E. Austin, of Farwell, have bought 50,000 acres of timber lands, near Evergreen, Ala., where they will put \$50,000 into a saw and shingle mill, and build a logging road.

Whipple—Otis Williams & Co., of Shelby, who purchased the Whipple mill, are now engaged in placing machinery for a broom handle factory. They have a complete outfit on the ground and will be in running order in about six weeks. They expect to employ twelve hands.

Grant Miller, of Java, N. Y., has engaged with J. D. Concidine, of Byron Center, as cheese maker for the present season.

MISCELLANEOUS.

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

FOR SALE—IN A LIVE CITY IN CENTRAL MICHIGAN, 15,000 inhabitants, clean stock of boots, shoes, hats, caps and gents' furnishing goods; store to rent to purchaser, if desired. Address lock box 255, Battle Creek, Mich.

FOR SALE—GENERAL STOCK MERCHANDISE IN a good town and good trade. Inquire of J. C. Smith, Dollarville, Mich.

FOR SALE AT A BARGAIN. A STOCK OF GENERAL merchandise in an iron furnace town in this State. Furnace company pays out in cash \$4,000 per month. Stock will invoice about \$6,000. Can be reduced to \$2,500 or \$3,000 in 60 days. Sales per month \$1,000. Pay sure. Best of reasons for selling. Those meaning business address No. 113 this office.

FOR SALE—WHOLE OR PART INTEREST IN A FIRST-class drug store in a thriving town of 1,000 inhabitants with two railroads. Average sales \$20 per day. Good reasons for selling. Address H. C. Truesdell, 215-17.

FOR SALE AT A BARGAIN. A CLEAN STOCK OF hardware and mill supplies. Address Wayne Chouteau, Agent, East Saginaw.

FOR SALE—THE BEST DRUG STORE IN THE TOWN of city of Muskegon. Terms easy. C. L. Brundage, Muskegon, Mich.

FOR SALE—A CLEAN STOCK OF DRUGS, FIXTURES, etc., complete, on good line of railway, about 35 miles north of Grand Rapids. No paints or oils, but could be added to good advantage. Poor health of owner. Best of reasons for selling. No. 110 care Tradesman office.

FOR SALE—THE ROLLER PROCESS GRIST MILL at Edmore, Mich. Doing a good business and an increasing trade. The proprietor has other business and must sell. Edmore is a thriving village of 1,500, has two railroads, and in the midst of a growing country. A good chance for the right man. Call on or address J. H. Gibbs, Edmore, Mich.

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

WANTED—GOOD LIVE AGENTS FOR THE BUFFALO Mutual Life, Accident and Sick Benefit Association of Buffalo, N. Y. Large inducements. Address Geo. A. Sanborn, Sec'y and Gen'l Manager.

WANTED—BY A YOUNG MAN OF 23, SITUATION in a drug store, three years' experience. Registered by examination. Address 115, this office.

FOR SALE CHEAP—ONE 1,400 POUND MOSLER, BAH-man & Co fire-proof safe; one set 249 B Buffalo D. B. scales; one 5 foot nickel show case and a quantity of miscellaneous hardware. Will be sold separately or all together. Call on or address H. E. Hesselting, 29 and 31 Monroe St., Grand Rapids, Mich.

FOR SALE—FRUIT FARM OF 74 ACRES, LOCATED in Spring Lake. Ten minutes walk from post office. Pleasant place. Nice buildings. Will sell on long time or exchange for stock of any kind of merchandise. Place is valued at \$3,000, will take \$2,000 for it. Address S. A. Howey, North Muskegon, Mich.

GOOD OPENING—FOR A GROCERY, BAKERY, OR general store. Live manufacturing town of 2,500. Only two groceries and one general stock. Parties looking for a location, please address Robert Anderson, North Muskegon, Mich.

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 Gahn, Manager, 106 Cherry St., Toledo, Ohio.

PERSON WITH BUSINESS EXPERIENCE FIRST-class references and security. Good salesman. Speaks English, German and Holland, wants steady employment. Address X 2 this office.

YOUNG BUSINESS MAN WITH FIRST-CLASS references and small capital. Good salesman. Would like to engage in some profitable business or become partner in good store business. Address Acme, this office.

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

WANTED—SITUATION IN DRUG BUSINESS. Qualifications—graduate in medicine; College of Physicians and Surgeons, Chicago; State University Michigan, and Registered License in Pharmacy, Michigan. Address X. Y. Z. D. this office.

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 BY A REGISTERED PHARMACEUTIST. Seven years' experience. Best of references. Address lock box No. 37, Midland, Mich.

WANTED—AGENTS EVERYWHERE. LADIES OR GENTS. Now taking just out. Big money for next 90 days. Sample 15c. For particulars enclose stamp, and address G. W. Swinburne, manufacturer, 222 Crockett, Wis.

WANTED—EVERY STORE-KEEPER WHO READS this paper to give the Smith 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 1st 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. Smith, Albany, N. Y.

A RARE BUSINESS CHANCE—A STOCK OF GENERAL merchandise in fine condition for sale, also store building 22x50 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 & Co., Grand Rapids.

NOTICE OF THE DISCONTINUANCE OF THE LAND OFFICES.

AT DETROIT AND EAST SAGINAW, MICHIGAN THE 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.

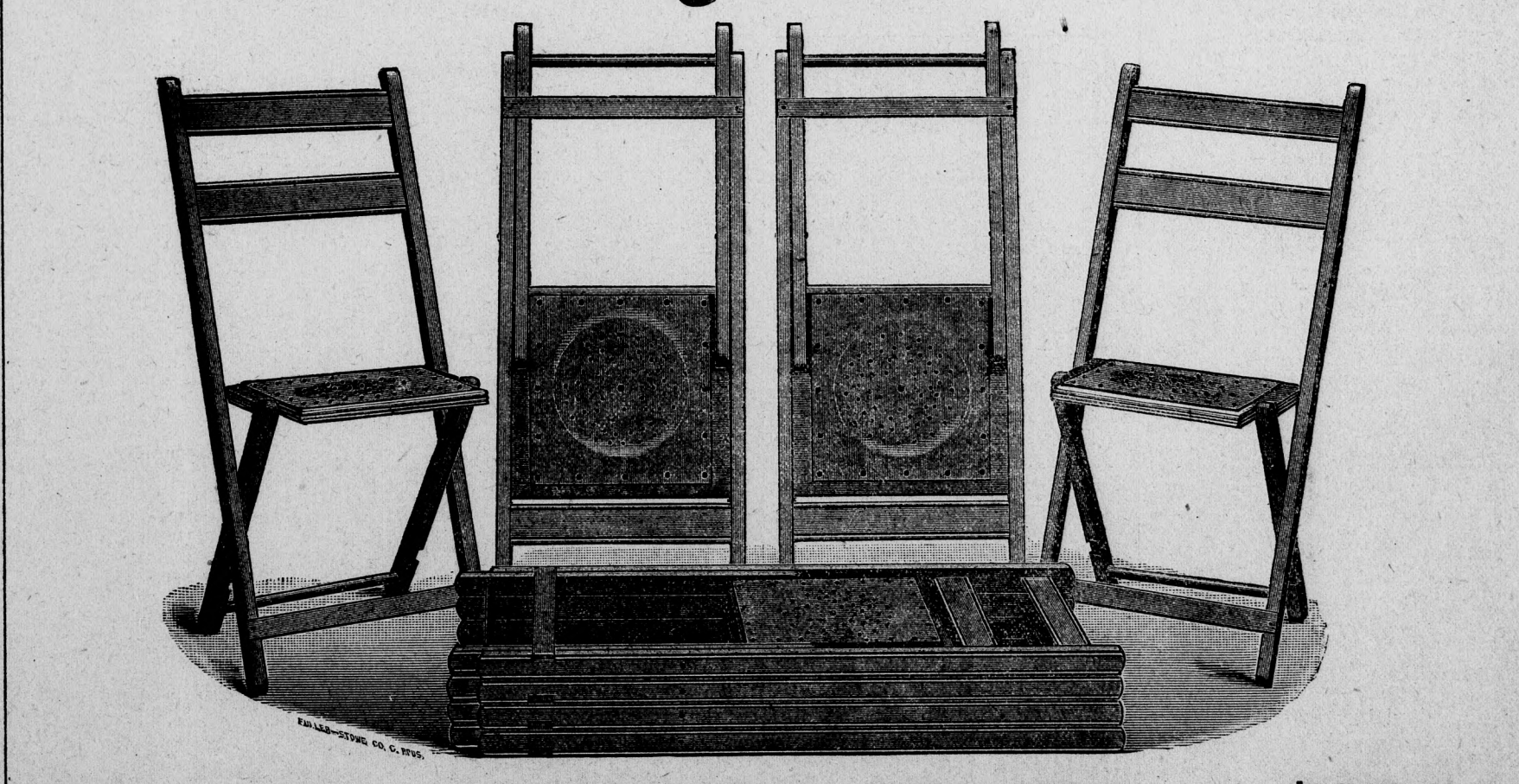
By the President: S. M. STOCKSLAGER, Acting Commissioner General Land Office.

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.

THE BOUQUET CIGAR!



WHITE LEAD & COLOR WORKS
DETROIT,
Dry Color Makers, Paint and Varnish Manufacturers.

The Michigan Tradesman.

HIS SECOND TRIP OUT.

Written for THE TRADESMAN.

MINDCURE, March 25, 1888.

EDITOR TRADESMAN—Since I indited my last epistle, I have had the pleasure (?) of going home, posting up on new goods and receiving the just encomiums upon my successful trip lavished on me by the firm. These encomiums were somewhat peculiar, but I suppose they were all right. Old Shortage didn't notice me at all. Light-weight just barely spoke to me and Stuffed-orders said so much that I wanted him to keep still long before he got through. It seems that, in spite of all my efforts to do the house good and keep myself out of trouble, I haven't accomplished anything, according to their ideas. I expostulated with Mr. S. I urged him to make allowances for my inexperience and give me credit for my gigantic struggles to sell goods in the face of an adverse providence.

"Make allowances! you blamed idiot, haven't we allowed you over \$150, with orders to balance it of only \$450? Give you credit! Why, you goggle-eyed pretense of humanity! our own credit will be gone up in a year, if you keep on with these 'gigantic struggles!'"

Nevertheless, they started me out again, and I am determined to make their old store groan and creak with the loads of orders I will send in.

In my wanderings around the country, I have run across any quantity of queer places, queer people and "queer" bulldogs; but this town and this people are the most unknown and unknowable set of sojourners I ever came athwart. I couldn't make out what ailed them for a long time, but I finally caught on and, I can assure you, they have got it bad.

As I got off the train, I asked a boy if there was any sort of a conveyance obtainable to carry me to the hotel.

"Naw, Mister," he innocently replied, "just imagine you're ridin' an' it'll be just the same."

The advice was a little unsatisfactory, but I put it down to his extreme youth, and thought nothing further about it until I requested the clerk in the hotel to show me a front room on the second floor. He took me up to the top floor, and gave me a room facing on the scenery in the hallway, with no outside window. I expostulated with him calmly and in a superior manner.

"My dear fellow," he replied, in a hotelic tone of voice, "this is the only empty room in the house and it's just as good as any. All you have to do is to imagine that you are gazing on the beautiful pine-stump-and-snow scenery from the second floor and, presto! you have it."

As he spoke, a remembrance of what the boy at the depot had said flashed upon my Websterian mind, but I put it aside as simply a coincidence—two small minds running in the same channel—and did not dissent.

You, Mr. Editor, having experienced the unutterable joy of gazing, spell-bound, on my noble, Bostonian physiognomy, would not, for an instant, imagine that it would be possible for me to allow my anger to rise above the more harmonious side of my childlike nature; but, annoyed as I am to confess it, such was the case when I entered the dining-room and found that my supper, which I had spoken for early in order to see a customer that evening, was not ready. To use plain, unvarnished Websterian, I kicked. Verily, I say unto you, the kicking of an unruly cow in the barnyard just as the pail is filled, or a cat in its ninth death, cannot hold an electric light to the masterful manner in which I kicked.

"Say, Mr. B.," said the landlord, as soon as the smoke of battle had cleared sufficiently to allow the human voice to be visible, "if you will just sit quietly here, concentrate your mind on the thought that it is a half hour earlier than it really is and keep your eyes away from the clock, your supper will be ready on time. Thoughts are facts, and if your mind is strong and steady enough, the rest is easy."

Just at that period in the flight of old Father Time and his lawn mower, if thoughts had been facts and tangible objects, as the landlord said, I imagine that his next winter's overcoat would have been made of wood, for I told him what I thought of him in language too forcible and rare for every day use.

I kept my eyes on the clock and my mind on revenge until my supper was ready, and then started out to see the customer. He had just gone home, but the clerk, who was locking up, said, in utter ignorance of the awful danger which threatened him, for I was pretty near crazy by that time, "Mr. B., if you will place your mind on the thought that you have met Mr. Jones and that he has given his order to you instead of the man from Detroit to whom he did give it fifteen minutes ago, it will be as if it were, and your couch, to-night, will be as smooth and soft as a bed of roses."

This was the last drop in the camel's back and I nearly murdered him. I expect, however, that, in the strength of his mind and thoughts, he will be at work as usual in three or four days.

This thing was becoming obnoxious and irritating. Imagine, think, believe—the words rolled around in my mind like a hired girl falling down the cellar stairs, and I faintly realized that I must have an explanation or go utterly mad.

I tackled a party who was wandering aimlessly up and down the street, in the last stages of intoxication. I had determined that this man, being intoxicated,

would be more apt to give a lucid explanation of the phenomenon than those who were sober and were not the possessors of sufficient brains to get drunk.

"Wanter know wha—hic—alish—hic—these fellers 'round here? Why, they've got a touch of mind cure an'—hic—'t's awful consagious. I wash—hic—'t'raid I'd get it an'—hic—she I got—hic—awful drunk to keep f'm keshing it."

I admire his sense. I think I nearly followed his example that night, but I am uncertain about it.

I can write no more with the horrible weight that's on my mind—it won't hold ink very well. You will hear from me when I have once more stepped fully into the light of reason.

Yours, dazed and stupefied, but still conscious,

F. O. B.

HIRTH & KRAUSE,
LEATHER
And Shoe Store Supplies.
SHOE BRUSHES,
SHOE BUTTONS,
SHOE POLISH,
SHOE LACES.
Heelers, Cork Soles, Button Hooks, Dressings, etc. Write for Catalogue.
118 Canal Street, Grand Rapids.

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

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

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

THOMPSON & MACLAY,
IMPORTERS AND JOBBERS OF
Notions, Hosiery, Underwear, Furnishing Goods, Etc.,
19 South Ionia Street, - GRAND RAPIDS.
No Goods Sold at Retail. - Telephone 679.

REEDER, PALMER & CO.,
Wholesale Boots and Shoes.
STATE AGENTS FOR LYCOMING RUBBER CO.,
24 Pearl St., Grand Rapids, Mich., TELEPHONE NO. 998.

WM. SEARS & CO.
Cracker Manufacturers,
Agents for
AMBOY CHEESE.

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

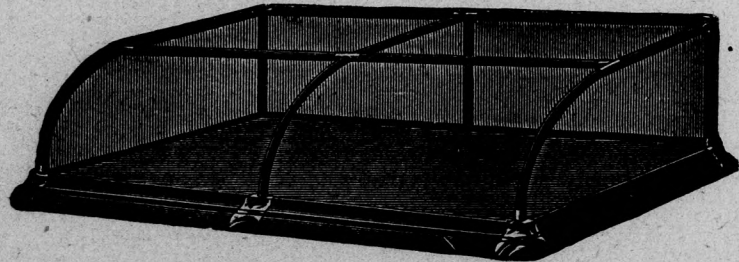


"Now, John, don't fail to get some of the DINGMAN SOAP. Sister Clara writes that it is the best in the world for washing clothes and all house-cleaning work."

FOR SALE BY

Hawkins & Perry
Wholesale Agents,
GRAND RAPIDS, MICH.

DO YOU WANT A



If so, send for Catalogue and Price-List to

HEYMAN & CO., 63 and 65 Canal St., Grand Rapids.

W. STEELE PACKING & PROVISION CO.
JOBBERS IN
FRESH MEATS.

Stock Yards and Packing House, Grandville Ave.,

Grand Rapids, - Mich.

BUNTING & DAVIS,
Commission Merchants.

Specialties: Apples and Potatoes in Car Lots.

20 and 22 OTTAWA ST. GRAND RAPIDS, MICH.

PUTNAM & BROOKS,
WHOLESALE
CANDY

Jobbers In

Oranges, Lemons, Bananas,

NUTS

Dates, Figs, Citrons, Prunells, Etc.

PRICES QUOTED AND CORRESPONDENCE SOLICITED

13, 15, 17 South Ionia Street, GRAND RAPIDS.
13, 15, 17 Railroad Place

BULKLEY, LEMON & HOOPS,
Wholesale Grocers.

IMPORTERS OF

Teas, Lemons and Foreign Fruits.

SOLE AGENTS FOR

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

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

P. STEKETEE & SONS,

JOBBERS IN

DRY GOODS,
AND NOTIONS,
88 Monroe St.,

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

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers
American and Stark A Bags

A Specialty.

MOSELEY BROS.,
WHOLESALE

Fruits, Seeds, Oysters & Produce,

ALL KINDS OF FIELD SEEDS A SPECIALTY.

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

26 28, 30 & 32 Ottawa Street, GRAND RAPIDS.



RETAIL GROCERS

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

—SELL—

DILWORTH'S COFFEE,

Which Holds Trade on Account of Superior Merit Alone.

Unequaled Quality. Improved Roasting Process. Patent Preservative Packages.

For Sale by all Jobbers at Grand Rapids, Detroit, Saginaw, East Saginaw and Bay City.

DILWORTH BROTHERS, Proprietors,

PITTSBURGH, Penn.

MANUFACTURERS!

Contemplating a Change or Seeking a Location

INFORM YOURSELVES

Regarding the prospects, opportunities and advantageous situation of

GLADSTONE, MICHIGAN,

As a site for a manufacturing town.

FREE SITES

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

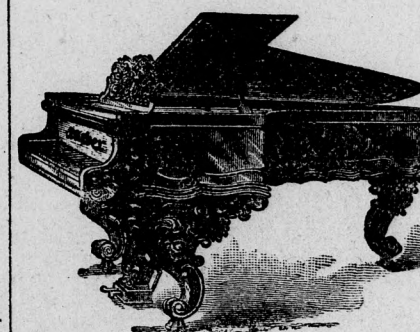
F. W. McKINNEY,

Agent Sault Ste. Marie Land and Improvement Co.,

GLADSTONE, MICH.

WEBER

Grand, Square and Upright Pianos.



The Weber Piano is recognized beyond controversy as the Standard for excellence in every particular. It is renowned for its sympathetic, pure and rich tone combined with greatest power. The most eminent artists and musicians, as well as the musical public and the press, unite in the verdict that

The Weber Stands Unrivaled.

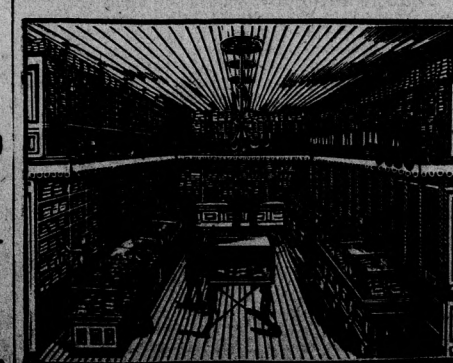
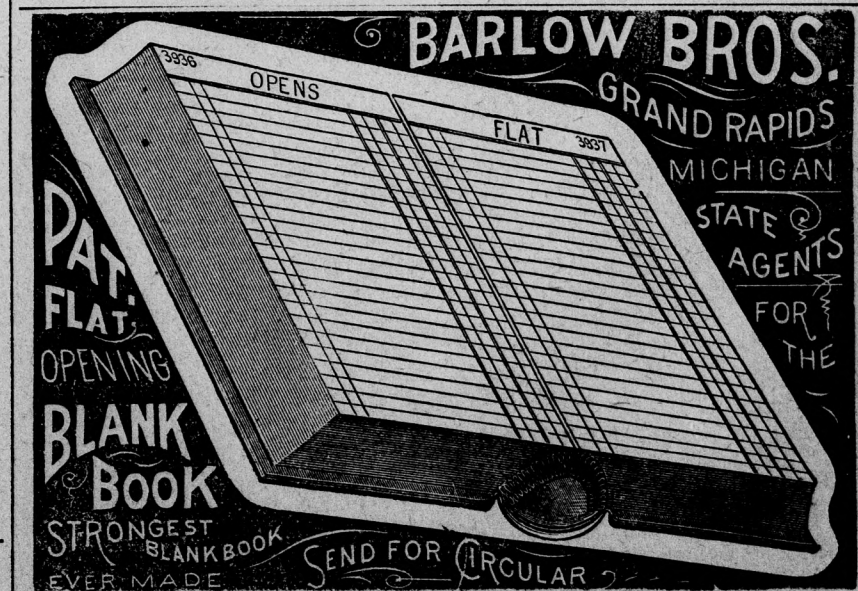
Sheet music and musical merchandise. Everything in the musical line.

Weber Pianos, Fischer Pianos,
Smith Pianos, A. B. Chase Organs,
Estey Organs, Hillstrom Organs,

JULIUS A. J. FRIEDRICH,

(Successor to Friedrich Bros.)

30 and 32 Canal St., Grand Rapids, Mich.



FISHING TACKLE!

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.

L. S. HILL & CO.,

19 and 21 Pearl Street,
GRAND RAPIDS, MICH.

WEDNESDAY, MARCH 28, 1888.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written for THE TRADESMAN.

If it were not for the constitutional and statutory prohibitions, and the prejudice which exists against an individual acting in a judicial capacity in cases in which he is personally interested, I am satisfied that judicial offices would be much more sought after by business men. If, for instance, old man Jones could have been delegated the authority to sit in judgment on divers parties who have depleted his capital, to a considerable extent, by playing on his good nature, sympathy and credulity, I think that he would have qualified for the office of justice of the peace some time ago, instead of allowing the office to become vacant; and, if Mr. Slimmer could have been permitted to fire sundry scriptural passages at, and try, convict and condemn some of his most exasperating delinquent debtors, I am almost sure that he would not have positively declined the same office when it was pressed upon him by the dominant party. And even the writer feels himself impelled to confess that he has, on a few occasions, caught himself wishing that he was invested with the powers of an Oriental pasha. This wish, in particular, obtruded itself the other day, when I overheard Simkinson—who is indebted to me in the sum of quite a number of dollars for goods transferred to him during a season of exceptional family sickness, poverty and distress—remark to a companion:

"So—?" (mentioning my name) "had his store burglarized a little last night, hey? Well, that proves to me that there ain't no honor among thieves!"

It is currently reported that before Simkinson married his present wife, a few years ago, his prospective father-in-law became very inquisitive regarding his financial status, and finally asked him how much money he had:

"Oh, about twenty-five dollars!" said Simkinson.

"How much do you earn in a year?"

"Well, I got about a hundred and fifty out of odd jobs the last season!"

"Great Christopher! You don't expect to support a family on that, do you?"

"But, hold on! I earned as much more by running in debt and with a wife to help me, I believe I can double it another year."

Speaking of justices sitting in judgment on their personal cases reminds me of an occurrence which is said to have transpired in the Grand River Valley when the civilization of that fraction of the earth was in its feeble infancy.

Somewhere in the "forties," there dwelt in a little settlement of the Valley—which has since become a somewhat pretentious town—an old fellow named Blinker. He was the only trader of the place, the postmaster, supervisor and, at the date of the circumstance narrated, was serving as justice of the peace. Blinker, in these modern days, would have been labeled a "crank," but he was too important and useful a personage, at that period, to be regarded and treated with anything but respect and consideration. Shortly before the old man was entitled to add the letters "J. P." to his name, a pioneer specimen of the tramp and d. b. orders combined struck him for some \$15 worth of commodities on credit, and shortly afterwards disappeared from the settlement. One day, after Blinker had assumed magisterial dignity, he was informed that Sloper, the delinquent, had returned, and was indulging in copious libations of fermented liquors at the neighboring tavern. Blinker thereupon instructed his son Joseph to apprehend Sloper, and bring him before himself (B.) as a fraudulent debtor. Joseph shortly returned with torn clothes and a badly battered countenance, and announced himself incapable of making the arrest. The old man then returned with Joseph to the scene of hostilities and demanded an unconditional surrender of the offender, and in less than a minute was in a materially worse condition than his son.

While Blinker was meditating schemes of vengeance, and hesitating whether to call out a posse comitatus, or make a requisition for the militia, he received word that Sloper had fallen into a drunken stupor, and, taking a rope, himself and Joseph returned to the tavern and, after binding the delinquent hand and foot, bore him triumphantly home and deposited him in the cellar.

The next morning, Blinker assumed an air of majestic dignity, took the judicial chair and remarked, slowly and solemnly:

"Bring the culprit before me! Prisoner at the bar," he resumed, gazing at the bound captive with great severity, "you are a hardened and depraved villain! You have committed one of the most serious offences known to the laws and constitution! You have defied the majesty of the law as embodied in this court. You have defrauded this court out of its goods and chattels! You have assaulted an officer of this court, to wit, my son Jo! You have, moreover, laid violent and profane hands on the person of this court and torn its coat and soiled its other garments, and you have caused the majesty of the law, as embodied in this court, to appear in public with an unseemly and disreputable black eye. The sentence of the court is this: The small amount of money found in your possession, your gun, and a few other articles, including a quart of New England rum, are confiscated and

sequestered to this court, to reimburse it for its various losses. For the assault on an officer of this court, to wit, my son Jo, I shall send you to the county jail for one year and, for assaulting and battering this court and injuring its garments, you will, at the expiration of that time, be removed to the prison of the State, there to be incarcerated during my will and pleasure."

There is no record now in existence to show whether Blinker succeeded in enforcing the severe sentence or not, but it is to be presumed that he eventually discovered that his judicial powers were somewhat more limited than those of an Egyptian eadi.

It is a curious but uncomfortable fact that there are numerous individuals who almost invariably conceive an enmity toward persons who confer favors on them. Any business man who is skeptical regarding this can verify the fact by becoming a candidate for some lucrative office and then asking those whom he has "accommodated" in various unprofitable and undesirable ways to "take off their coats" and work for him.

I think the most unpopular man among the dead-beats of a community is the one who has been victimized the most by the dead-beat element. I will defer my explanation of the phenomenon, but will assert, as a sort of preamble to it, that the individual who expects to find traces of honor and evidences of gratitude in the party whom he knows has deliberately wronged his neighbor, will find his search about as successful as that of the ancients who employed their time in searching for the jewel in the toad's head.



FURNITURE TO ORDER.

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

Wolverine Chair Factory,
West End Pearl St. Bridge.

SEEDS!

Garden Seeds in Bulk.

For the Spring of 1888 we offer the largest and most complete line of

GARDEN SEEDS

ever offered before. Comprising every variety one could wish, for we have taken great pains to buy our seed of the most reliable growers throughout the country where the climate is best adapted for their culture and feel confident in offering our seed that we are able to please all.

We also carry a full line of garden drills, cultivators, etc., in fact we keep everything for the garden. Call and see us and we will convince you of our ability to sell you just as good (if not better) Seeds than you can get by sending off for them.

Send for price list and note our discount.

TO THE TRADE—We offer seeds equal in Quality and Price to any House in the country. We carry at all times a full line of field seeds such as Clover, Timothy, Hungarian Millet, Red Top, Blue Grass, Peas, Beans, etc.

Grand Rapids Seed Store,
71 CANAL ST.

WIGWAM SLIPPERS.



Send Your Spring Orders to MAYHEW.

Men's with socks..... 9 50 Youth's and Misses..... 6 65
Boys and women's with socks..... 8 25 Children's..... 7 50
with socks..... 9 00 with socks..... 8 50

Woolsocket and Wales-Goodyear Rubbers, Boston Knit and Wool Boots.

G. R. MAYHEW, Grand Rapids.

RINDGE, BERTSC & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

BOOTS AND SHOES.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

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

SAFES!

Anyone in want of a first-class Fire or Burglar Proof Safe of the Cincinnati Safe and Lock Co. manufacture will find it to his advantage to write or call on us. We have light expenses, and are able to sell lower than any other house representing first-class work. Second-hand safes always on hand.

C. M. GOODRICH & CO.,

With Safety Deposit Co., Basement of Widcomb Bldg.

AN EXTRAORDINARY OFFER

TO ALL WANTING EMPLOYMENT.

We want live, energetic agents in every county in the United States and Canada to sell a patent article of great merit on its merits. An article having a large sale paying over 100 per cent profit, having no competition, and on which the agent is protected in the exclusive sale by a deed given for each and every county he may secure from us. With all these advantages to our agents, and the fact that it is an article that can be sold to every householder, it might not be necessary to make "AN EXTRAORDINARY OFFER" to secure good agents as once, but we have concluded to make it to show, not only our confidence in the merits of our invention, but in its salability by any agent that will handle it with energy. Our agents now at work are making from \$150 to \$300 a month clear, and this fact makes it safe for us to make our offer. Agents are out of employment. Any agent that will give our business thirty days' trial and fail to clear at least \$100 in this time, above all expenses, can return all goods unsold to us and we will refund the money paid for them. No such employer of agents ever dared to make such offer, nor would we if we did not know that we have agents now making more than double this amount. Our large descriptive circulars cost our offer fully, and these we wish to send to everyone out of employment who will send us three cent stamps for postage. Send at once and secure the agency in time for the boom, and go to work on the terms in our extraordinary offer.

Address at once, NATIONAL NOVELTY CO., 611 Smithfield St., Pittsburgh, Pa.

WHIPS

Graham Boys, - Grand Rapids, Mich.

TIME TABLES.

Grand Rapids & Indiana.

All Trains daily except Sunday.
GOING NORTH.
Traverse City & Mackinaw Ex. 9:35 a.m.
Traverse City Ex. 9:35 a.m.
From Cincinnati 4:40 p.m.
Pt. Wayne and Mackinaw Ex. 3:40 p.m.
Saginaw Express 11:45 a.m.
Saginaw Express runs through solid.
7:00 a.m. train has chair car to Traverse City.
11:30 a.m. train has chair car for Petoskey and Mackinaw City.
8:00 p.m. train has sleeping cars for Petoskey and Mackinaw City.
GOING SOUTH.
Cincinnati Express 7:15 a.m.
Fort Wayne Express 10:30 a.m.
Cincinnati Express 4:40 p.m.
Traverse City and Mackinaw Ex. 11:00 p.m.
7:15 a.m. train has parlor chair car for Cincinnati.
5:00 p.m. train has Woodruff sleeper for Cincinnati.
5:00 p.m. train connects with M. C. R. R. at Kalamazoo for Battle Creek, Jackson, Detroit and Canadian points, arriving in Detroit at 10:45 p.m.
Muskegon, Grand Rapids & Indiana.
Leave. 8:45 a.m. Arrive. 10:10 a.m.
11:00 a.m. 4:30 p.m.
1:40 p.m. 8:30 p.m.
Leaving time at Bridge street depot 7 minutes later.
C. L. Lockwood, Gen'l Agent.

Michigan Central.

Grand Rapids Division.

DEPART.
Detroit Express 6:15 a.m.
Day Express 1:10 p.m.
Atlantic Express 10:10 p.m.
Mixed 6:50 a.m.
Arrive.
Pacific Express 8:00 a.m.
Mail 8:00 p.m.
Grand Rapids Express 10:15 p.m.
Mixed 5:30 p.m.
*Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapids Express to and from Detroit. Direct connections made at Detroit with all through trains East over M. C. R. R. (Canada Southern Div.).
O. W. ROGERS, Gen'l Pass. and Ticket Agt., Chicago.
Chas. H. Norris, Gen'l Agent.

Lake Shore & Michigan Southern.

Kalamazoo Division.

Leave. Arrive.
Ex. & Mail. N. Y. Mail. N. Y. Mail. N. Y. Ex.
4:55 p.m. 7:45 a.m. Grand Rapids 9:45 a.m. 6:35 p.m.
4:55 p.m. 9:02 a.m. Allegan 8:25 a.m. 6:15 a.m.
6:55 p.m. 10:06 a.m. Kalamazoo 7:30 a.m. 4:30 p.m.
8:30 p.m. 11:55 a.m. White Pigeon 6:45 a.m. 4:45 p.m.
2:30 a.m. 5:05 p.m. Toledo 11:00 p.m. 10:00 a.m.
8:30 a.m. 9:05 p.m. Chicago 11:55 a.m. 11:00 p.m.
2:50 p.m. 3:30 a.m. Buffalo 6:40 p.m. 5:50 a.m.
5:40 a.m. 7:10 p.m. Chicago 11:30 p.m. 8:50 a.m.
A local freight leaves Grand Rapids at 1:10 p.m. carrying passengers as far as Kalamazoo. All trains daily except Sunday.

Detroit, Grand Haven & Milwaukee.

GOING EAST.

*Night Express 9:30 p.m. 10:55 p.m.
Through Mail 10:30 p.m. 10:30 p.m.
Evening Express 8:25 p.m. 9:30 p.m.
Detroit Express 11:00 a.m.
Mixed, with coach 11:00 a.m.

GOING WEST.

*Morning Express 1:05 p.m. 1:35 p.m.
Through Mail 8:00 p.m. 5:10 p.m.
Night Express 6:25 a.m. 5:40 a.m.
Mixed 7:45 a.m.

*Daily. Sundays excepted. Passengers taking the 6:50 a.m. Express make close connections at Owosso for Lansing, and at Detroit for New York, arriving there at 10:10 a.m. the following morning. The Night Express has a Wagner Sleeping car. Jas. Campbell, City Passenger Agent.
Geo. B. Reeve, Traffic Manager, Chicago.



CURTISS & DUNTON,

Everything in the Paper Line.

Rockfalls, Childs, Sterling, Economy,

W. & T. PURE JUTE MANILLA.

GENERAL WOODENWARE,

OIL CANS—{GOOD ENOUGH.
PEEK-A-BOO,
CONGRESS.

AXE HANDLES, BASKETS,

CLOTHES BARS, BRUSHES,

LINES AND PINS, MOPS,

TUBS AND PAILS, BOWLS,

Everything in the Woodenware Line.

JENNESS & MCGURDY,

Importers and Manufacturers' Agents.

DEALERS IN

Crockery, China, Glassware,

Fancy Goods of all Description.

HOTEL and STEAMBOAT GOODS,

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

73 and 75 Jefferson Ave.,

DETROIT, - MICH.

Wholesale Agents for Duffield's Canadian Lamps.



MERCHANTS!

IT GIVES ABSOLUTE SATISFACTION

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

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

L. WINTERNITZ, Resident Agent,

Grand Rapids, Mich.

"NOW"

Is the Time to Order a Supply of the CELEBRATED

Arctic Liquid Bluing,

WHICH WE QUOTE

4 oz. Round 3 doz in case,	- - -	3.00 per gross
8 " " " " " " " "	- - -	6.00 " "
Pints " 2 " " " " " "	- - -	10.80 " "
4 oz. Ovals 3 " " " " " "	- - -	3.40 " "
8 " " " " " " " "	- - -	6.50 " "

MANUFACTURED ONLY BY THE

Arctic Manufacturing Company,

38 and 40 Louis Street,

GRAND RAPIDS.

DETROIT SOAP CO.,

DETROIT, MICH.

Manufacturers of the following well-known Brands of

SOAPS

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

For Quotations address

W. G. HAWKINS,

Lock Box 173, GRAND RAPIDS, MICH.
Salesman for Western Michigan.The Standard of Excellence
KINGSFORD'S

Oswego



"Silver Gloss"

STARCH.

Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

ARMOUR'S BAKING POWDER

The Michigan Tradesman.

"EUREKA."

Written for THE TRADESMAN.

"When Pythagoras the—"

"When who?"

"I said Pythagoras."

"Say, don't be so blamed careless in slinging such big names around on this road. It is only a few days ago since they 'laid off' six conductors, and if they heard you use such language, there is no telling but they might lay off all traveling men, too."

"Well," said the fat man, "if you people are so awful cunning, just go on and tell yourselves the story," and he settled back in his seat and absent-mindedly took out his expense book and charged up two bus fares for Holland.

"Oh, don't get hot, go on and spin your yarn," said the tall passenger, "and if that bald-headed old rip over there breaks in again, we'll fire him."

The fat man put his expense book back into his pocket and began again:

"When Pythagoras the Ancient, after many years of study, solved the 47th problem of Euclid, he exclaimed 'Eureka, Eureka'—that is, 'I have found it.' In the language of Senator Platt, 'Me, too!'"

"Only it is not an 'it,' but a 'he.'"

"Every once in a while, or semi-occasionally, so to speak, the oldest Mason pops in to sight."

"Then the Geo. W. Washington nurse is furnished up and dusted off and exhibited, and then comes the oldest inhabitant with recollections of the weather and crops, 'way back 'steen years ago."

"Then comes the old lady, 99 years old—she never gets older, mark you—who knits socks for her dear, long-lost boy, without using glasses, and close behind her follows the maiden fair, twenty years old, who has tilled and harvested a forty-acre farm all alone—and yet lives."

"But the oldest traveling man! Oh, where is he?" The bald-headed man here muttered something about "fifteen dollars in his inside pocket," but was promptly squelched by the combined effort of the tall passenger and the man with specs on. The fat man continued, "Again, I say, 'Eureka, I've found him!'"

"Now, the rest of you fellows on the back seats, trot out your man and let's see if you can beat mine. J. B. Kimball, of Kendallville, Indiana, was born in Monroe county, New York, in 1821, and is consequently sixty-seven years old. He is hale and hearty, eats three square meals a day and sleeps like a top. He likes to have the boys call him 'Pap' and can give the most of them a start of twenty in pedro and beat them out. He has been on the road thirty-one years and has always sold goods by sample. I claim for him the honor of being the oldest actual commercial traveler in this country, and bar only anyone who has peddled or solicited commissions."

"The first year he sold groceries from New York. Then he was fourteen years in the employ of an Eastern boot and shoe firm, and for the past sixteen years he has sold groceries for Emerson & Co., of Toledo, covering the same territory and only 'laying off' six weeks in the sixteen years!"

"In the years he has been traveling, he has seen slavery go out of fashion; has seen thousands of miles of railroad laid; has seen thousands of babies grow up, and has seen thousands of men go into and out of trade. The telephone was unknown in his earlier years and salaries were worthy the name."

"When he started out, railroad facilities were few and he had to drive over most of his territory, in a sulky of his own. He says there were many men who called themselves traveling men, but they had no samples. They simply called on the trade twice a year and solicited them to come East and buy their stocks of their houses. These men were the 'good old timers,' who gambled, got drunk and gave the rest of us the task of living down the hard name they left behind them."

"During the first six months of the Civil War, Pap Kimball says, nearly every one failed in business and, to use his own expression, 'H— was to pay.'"

"He says: 'I have traveled all these weary years, and am not a rich man, nor a member of the firm.' He has, however, a comfortable home, and an interesting family and some means. He is well liked by everybody, both by his trade and his competitors, although, of late years it has worried him a little to see the young men climb into his trade."

"On last Christmas he quit the road for good, but before leaving the office of his house was surrounded by the members of the firm and the employees, who, in token of their esteem, presented him with an elegant plush easy chair. From the office he was escorted to the Boody House, where a fine banquet was served up and 'Pap's,' departure from the road duly celebrated."

The tall passenger woke up the bald-headed man who, during the latter part of the tale, had fallen asleep and the party separated.

LEO. A. CARO.

Good Words Unsolicited.

G. Newton Smith, agricultural implement dealer, Lakerville. "I regard THE TRADESMAN as essential to a business man as are pancakes, a cold weather, to a laboring man. May it long live and flourish and continue to do business men good in more ways than one."

Reader Bros., general dealers, Scottville: "We use to try to run a store without THE TRADESMAN."

C. N. Hyde & Co., grain and commission merchants, Rockford: "THE TRADESMAN is just the paper for business men."

SPRING & COMPANY,

JOBBER IN

DRY GOODS,

Hosiery, Carpets, Etc.

6 and 8 Monroe St., Grand Rapids.

CURTISS, DUNTON & ANDREWS

ROOFERS

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

Grand Rapids, - - Mich.



RISING SUN BUCKWHEAT.

Guaranteed Absolutely Pure.

ORDERS FROM RETAIL TRADE SOLICITED.

NEWAYGO ROLLER MILLS,

Newaygo, - Mich.

DON'T WAIT

FOR THE

Chicago or Detroit Drummer!

BUY YOUR SPRING LINE OF

MEN'S AND BOY'S WOOL, FUR AND STRAW HATS

LADIES and MISSES STRAWS

NEAR HOME.

Saving Yourself Time, Trouble and Expense.

THE ONLY

WHOLESALE HAT HOUSE

In WESTERN MICHIGAN,

I. C. LEVI

34, 36, 38, 40 and 42 Canal Street,

GRAND RAPIDS, - MICH.

VINDEX

THE BEST

5-C. CIGAR

In the World.

STRAIGHT HAVANA LONG FILLER,
SUMATRA WRAPPER.

CLARK, JEWELL & CO.,

Sole Agents for Western Mich.

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY.



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

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

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

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.

ARTHUR MEIGS & CO.,

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

GRAND RAPIDS, MICH.

One Block from Union Depot on Oakes Street.

WHOLESALE GROCERS.

IMPORTERS OF

TEA.

JOBBERS OF

Tobacco and Cigars.

SHIPPERS OF

VEGETABLES, FRUITS and PRODUCE.

PROPRIETORS OF THE

RED FOX PLUG TOBACCO.

AGENCY OF

Boss Tobacco Pail Cover.

Full and Complete Line of FIXTURES and STORE FURNITURE.

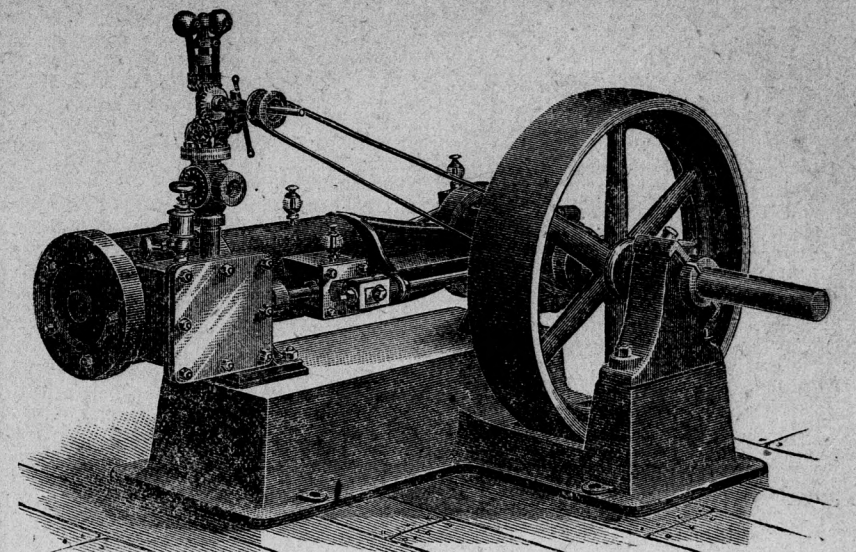
Largest STOCK and greatest VARIETY of any House in City.

LOOK UP OUR RECORD.

W. C. DENISON,

GENERAL DEALER IN

Stationary and Portable Engines and Boilers,



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

Estimates Given on Complete Outfits.

88, 90 and 92 SOUTH DIVISION ST., GRAND RAPIDS, MICH.

AMOS S. MUSSELMAN & CO.,

Wholesale Grocers,

21 & 23 SOUTH IONIA ST., - GRAND RAPIDS, MICH.

GEO. E. HOWES.

S. A. HOWES.

C. N. RAPP.

GEO. E. HOWES & CO.,

JOBBER IN

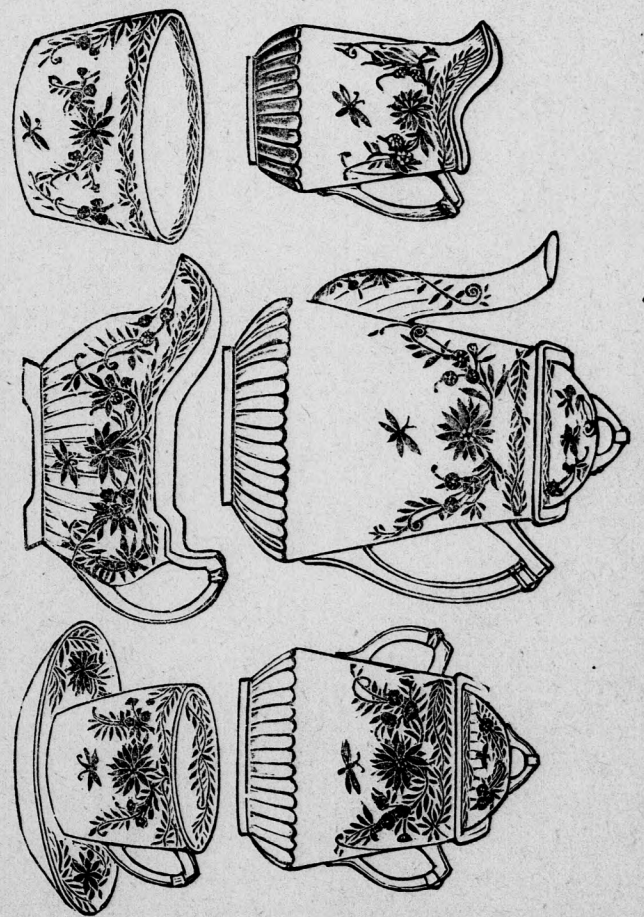
Apples, Potatoes AND Onions.

SPECIALTIES:

Oranges, Lemons, Bananas.

3 Ionia St., GRAND RAPIDS, MICH.

134 to 140 East Fulton St., Grand Rapids.



H. LEONARD & SONS,

Above cut represents the shape and decoration of our assorted crate of Powell, Bishop and Stonier, "BROWN DRESDEN," on Ivory Body. Carried in open stock or as shown below, in small, easy selling assortment crate lots.

Assorted Crate English Decorated Dinner Ware, Brown Dresden.

22 doz. Plates, (4-5.70) (4-6.93) (11-7 1.02) (3-8 1.17).....	\$30.97
1 doz. Plates, 7 in. deep.....	1.02
6 doz. Fruit Sauces 4 in.....	2.82
4 doz. Ind. Butters.....	31 1.24
24 Sets Hard Teas.....	.62 15.00
3 Sets Handled Coffees.....	.73 2.19
12 only Bakers 8 in.....	2.81 2.81
15 " Assorted Platters.....	4.69
24 " Scallops, (2-7 1.88) (12-8 2.81).....	4.69
4 " Covered Dishes 8 in.....	7.50 2.50
4 " Casseroles, 8 in.....	8.44 2.81
4 " Sauce Boats.....	2.50 .84
4 " Pickles.....	1.88 .62
4 " Covered Butters and Drainers 5 in.....	5.63 1.88
2 " Teapots 8 1/2.....	5.90 .88
6 " Sugars 2 1/2.....	4.22 2.11
6 " Creamers 3 1/2.....	1.75 .88
12 " Bowls 5 1/2.....	1.25 1.25
14 " Jugs, (4-12 3.75) (4-30 1.88) (8-38 1.56).....	2.65 2.65
1 " 10 Pc. Toilet Set.....	87.25

Grate and Cartage at cost. Positively the best selling pattern.