

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE
Retail Trade of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

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E. A. STOWE, Editor.

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IN THE NEW QUARTERS.

THE TRADESMAN is now pleasantly settled in its new quarters at 100 Louis street, with business office and editorial room on the ground floor. All the machinery connected with the office is run by electric power, while the office is equipped throughout with electric lights. Those of THE TRADESMAN's patrons who have never seen an electric motor in operation are invited to call and make an inspection of the establishment.

THE ATTACK ON THE TRUSTS.

Now that the proposal to put an end to Trusts by abolishing the protective tariff has been disposed of—a plan quite equal to that of Charles Lamb's Chinaman, who burned down his house in order to roast his pig—the question of repressing them in some reasonable way naturally comes up for rational discussion. It should be the policy of American manufacturers to keep home competition free and to suffer no restriction of it by any sort of permanent combination. If a "pool" is a mere guard against violent fluctuations of prices and a means of preventing "cut-throat" competition—which really tends to destroy vigor of production—that may be a different matter. To regulate a thing does not imply its restriction, much less its injury.

Something is gained in the attack upon the Trusts by the decision of a California court that contracts made in pursuance of the Trust policy cannot be enforced by law. This is good as imparting a general sense of insecurity to those who enter into such arrangements. But it does not meet the needs of the situation entirely, as it is seldom that suits of any kind arise over such transactions. The rogues do not fall out often enough for honest men to be sure of getting their own. And something more may be secured by local action, like that which the people of Indianapolis took in the matter of the supply of natural gas to that city. The whole business was in danger of passing into the hands of a single monopoly, when the people united to boycott the monopoly and all its connections. As a consequence, its power was broken and it had to vacate the field, and the gas is supplied to the city by an arrangement which is for the benefit of the whole city, and not for that of a monopoly. It may yet be found that this most primitive of social weapons, the taboo, may be found the most effective for putting an end to many gross abuses.

But still more direct and efficient must be the prosecution of the corporations which unite into Trusts, as having gone beyond the powers granted in their charters. The corporation is the creature of the State, and it is the right of its creator to say what is permitted to it and what is not. And if there be any danger of creating Trusts of the first instance by incorporating a vast amount of capital in a single firm, this can be prevented by forbidding any corporation to produce more than one-tenth of the amount of the commodity consumed in this country.

Thus far the Sugar Trust has failed of its aim in that it has not succeeded in absorbing the refineries of Philadelphia, Chicago and San Francisco. These have kept the price of their sugars steadily one-eighth of a cent below the Trust's prices, although they have had to pay an eighth of a cent more for raw sugars. As a consequence, they are busy while the Trust finds it impossible to find work for even the limited number of refineries it proposed to keep in operation, and it has had to close the last it had at work in Boston. In the course of a short time it will have to cut prices in order to save itself, and indeed it will have no option but to do so when Mr. Spreckles gets his big refinery going in Philadelphia. The rise of prices it has forced cannot be anything but temporary, just because it was not able to kill off those refineries which would not come into its consolidation.

Europe again seems moving toward a general war, but past experience warns us to wait for very positive signs before indulging in predictions. Russia moves her troops in great bodies to her Western frontier, and is forbidden to raise a fresh loan in the German bourses, getting it at once in France. Bulgarian exiles are notified that the Czar has been disappointed in his hopes of German support in casting out Prince Ferdinand and restoring the reign of Russian influence in the principality. So Russia washes her hands of Bulgaria, and proclaims at the same time that she has no love for her Teutonic neighbors. All this may mean much, or nothing. It does not mean zeal to keep the peace.

ANOTHER REBUFF FOR IRELAND.

Ireland gets a rebuff to her national aspirations from two ecclesiastical quarters in the same week. The Pope has issued a rescript to the Roman Catholic bishops, which requires that they and their priests shall preach down the National League. The Irish Presbyterian and other ministers outside the Episcopal Church have united in an address to Lord Salisbury against Home Rule. Politics make strange bedfellows, but we never expected to see the Pope and the Irish General Assembly in the same bed. And we think it must be suggestive to those who declaim that "Home Rule would be Rome Rule" to find the Pope as zealous for the maintenance of alien rule in Ireland as they are. And he is the better informed of the two. So long as England governs Ireland, the patriotic instincts of the Irish people must be enlisted on the side of the religion England persecuted and still proscribes. It must be a point of honor for every Irishman born a Catholic to remain such. It is English rule which has made the Roman Catholicism of Ireland perverted and unquestioning to a degree not seen in any other part of Europe. The rise of Nationalism has weakened the feeling by drawing Catholics and Protestants into co-operation for a common patriotic object. It has done so in the face of the opposition of the extremists in the Irish and English hierarchy who have been forced to yield to Mr. Parnell a leadership they would fain have kept for themselves. The success of Nationalism would finish the business, by making the issue between Protestantism and Catholicism a purely theological question, and relieving the former of the political stigma which Protestant ascendancy and English rule have affixed to it. The Pope knows what he is about, unless, indeed, his action should drive a still larger number of Irishmen to the religious indifference which has been adopted by some of them. The Presbyterians are acting with much less intelligence of the situation, and yet naturally enough, considering the heated controversial atmosphere through which Irish Protestants of all sorts are apt to study situations and events.

TWO GREAT QUESTIONS.
On the closing day of the Chicago meeting of the National Board of Trade, two resolutions of national importance were adopted. The first demands "early action" on the part of Congress to reduce the national revenues "in a way which will least embarrass existing industries." As the people have declared against a reduction of the revenues on a free trade basis, there is nothing to do but to go on with the work on a protective basis, using the so-called Senate revenue bill as a model. Congressmen should take due notice that the passage of such a bill is demanded by the business community through its accredited national organ. The other resolution proposes that subsidies similar to those granted to the steamships of other countries for carrying the mails be granted to American steamship lines. On this point the great commercial bodies of every one of our seaports have taken the same action. The country has declared for this principle, which thus would be applied to our shipping after a trial of free trade in ships for exactly a third of a century. We do not think subsidies the best way of applying the principle. We believe that on this point, as on many others, we have to learn from the fathers of the Republic, who created our great mercantile marine by differential duties on goods imported on foreign bottoms. But if subsidies are the only plan, let us avoid the English hypocrisy of paying them under pretense of payment for carrying the mails. That is a dodge to which let us be frank and honest about the matter, as are Germany, France, Italy and other European countries, which pay subsidies openly and as subsidies.

THE BOOK AGENT NUISANCE.

One of the most sensible positions ever taken by any business man is thus described by the *Manistee Sentinel*:
C. F. Ruggles has made it a rule to charge book agents \$5 an hour for the privilege of opening a book-store in his office, as its running expenses are \$4 an hour. Book agents do not seem to realize that time is money when they detain a dozen clerks an hour, which is worth \$4 or more to the proprietor.

This position certainly has the merit of originality, and it indeed embodies all the elements of fairness to all parties concerned.
Unfortunately for the celery growers of Kalamazoo, the agreement not to sell below 15 cents per dozen at wholesale has been abandoned. It is stated that the competition of outside markets brought about this result.

It is claimed that the yield of clover seed for 1888 is the smallest for twenty years, and the surplus outside of seed requirements will come from the States of Michigan, Ohio and Indiana.

L. Winternitz has received two new wagons for the use of the Fermentum Yeast Co.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

L. C. Miller succeeds Noble & Miller in the grocery business.

W. C. Bangs has opened his new drug store on South Division street.

A. S. Mount has engaged in the grocery business at Lowell. Olney, Shields & Co. furnished the stock.

John B. Dinsmore will open a boot and shoe store at Portland. Rindge, Bertsch & Co. are putting up the stock.

Mrs. Sarah Drake has engaged in the grocery business on Calder street. The stock was purchased at this market.

Geo. H. Harnack has engaged in the grocery business on West Bridge street. Amos S. Musselman & Co. furnished the stock.

Bradley & Calhoun have opened a grocery store at 29 Catherine street, Muskegon. Ball, Barnhart & Putnam furnished the stock.

F. J. Cox, who recently removed his grocery stock from Harbor Springs to this place, has located at the corner of Madison avenue and Hall street.

Andrew Flanagan, the Marion merchant who assigned last week, is in town today to attend a meeting of his creditors. It is expected that he will make an offer of compromise, but what percentage he will offer, if any, is not fore-shadowed at this writing.

Geo. H. Blackmar, for the past three years traveling representative for L. C. King & Co., of New York, has purchased an interest in the grocery business of C. Comstock, at 333 Canal street, and will continue it under the style of the People's Store. Geo. H. Blackmar, manager.

Huntley Russell, who has had charge of the store for several years, has taken the management of Mr. Comstock's branch store, near the Grand Rapids Chair Co.

AROUND THE STATE.

Sault Ste. Marie—Wm. Howlett has opened a grocery store.

Morrice—G. F. Schmidt succeeds W. P. Yakely in general trade.

Owosso—Jeremiah Collins is closing out his boot and shoe stock.

Inlay City—Hilden & Forsyth succeed A. F. Martin in the drug business.

Big Rapids—Ward & Kelly have opened a meat market on Michigan avenue.

Freeport—R. M. Blair, late of California, has opened a jewelry store here.

Durand—Cole & Vincent succeed Smead & George in the meat business.

Iron Mountain—J. E. Bergeron has sold his general stock to A. L. Despins.

Alpena—McKeen & Barden succeed Folkerts & McPhee in the grocery business.

Hart—John Westbrook has sold his meat market to Ira Ryerson, late of Bailey.

Brookway Center—H. F. Leonard has assigned his hardware stock to James Brown.

Blanchard—Daniel Lynch has sold his general stock to his brother, James Lynch.

Jamestown—Henry Meijering has purchased the general stock of H. Van Noord.

Ypsilanti—Lamb, Davis & Kishlar succeed Henry P. Glover in the dry goods business.

Cedar Springs—L. H. Chapman succeeds Chapman & Callahan in the grocery business.

Mason—H. H. Mills & Co. Webberville, will open a dry goods store here about January 1.

Plainwell—E. Spencer will shortly open a grocery store in his building on Main street.

Muskegon—Wm. Keck has opened a jewelry store in the Gustin block on Western avenue.

Plainwell—J. M. Baxter has sold his small grocery store and restaurant to Mrs. J. D. Steele.

Nunica—A. G. Hayward has sold his meat market to F. Turner & Co., who will continue the business.

Charlotte—L. F. Mikesell has sold his grocery store to Henry Hare, who has been clerking in the store.

Big Rapids—Nathan Tompkins has bought the Saunders grocery stock and will continue the business.

Clarksville—M. H. Cavely, formerly engaged in the harness business at Salem, has opened a harness shop here.

Manton—H. C. McFarlan is closing out his dry goods and clothing stock and threatens to close out his grocery stock later on.

Sault Ste. Marie—Lewis & Swain will open a tobacco store here about December 15. Both gentlemen hail from Minneapolis.

Charlotte—N. E. Gibbard has sold his boot and shoe stock to John Q. Thomas and John T. Wilson, who will continue the business.

Owosso—Dr. C. A. Osborn has sold his drug stock to C. F. Haight and S. B. Pitts, who will continue the business under the style of Haight & Pitts.

Cheboygan—Frank Sheldon, formerly in the employ of W. J. Armstrong, has opened a meat market in the building adjoining Frank McDonald's grocery store.

Bellaire—Schoolcraft & Nash succeed H. Eddy & Co.—not O. Schoolcraft, as stated last week—in the grocery business. O. Schoolcraft continues business at the old stand.

Manistee—R. R. Blacker—better known as "Bob"—has purchased the Carl E. Joys general stock from the assignee and will continue the business, with Mr. Joys as manager.

Lisbon—Fred Pomroy, who purchased the remnants of H. B. Irish's hardware stock, brought the remainder of his stock from his old place of business in Hillsdale county.

Otla—A. A. Sherlock has sold a half interest in her general stock to her daughter, Annie A. Defney. The new firm name will be known as A. A. Sherlock & Defney.

Petoskey—Jas. Buckley has sold his interest in the drug firm of Buckley & Fasnelle to his partner, who will continue the business under the style of Louis J. Fasnelle.

Cadillac—Albert E. Smith has sold his drug, stationery and wallpaper stock to Geo. D. Van Vranken, formerly with R. J. Crummer & Co. Mr. Van Vranken will continue the business at the old stand, while Mr. Smith will remove his grocery and crockery stock to the store formerly occupied by Louis DeChamplain, on the corner of Pine and Mitchell streets.

STRAY FACTS.

Dearborn—David Sloss, senior member of the general firm of David Sloss & Son, is dead.

Leroy—Frank Smith will adopt the cash system, with coupon attachment, on December 1.

Sutton's Bay—W. S. Johnson shipped 152 cargoes from Grand Traverse Bay and Pine Lake during the past season.

Detroit—Horace M. Dean, receiver of the wall paper business of H. L. Dean & Co., asks leave to sell out the business, all contracts accepted by the firm being completed.

Saginaw—The Central Furniture Co., composed of Frank S. Lockwood and Joseph Christ, has made an assignment. The assets are \$10,992.27 and the liabilities are \$13,289.89.

Detroit—The Michigan Dry Kiln Lumber Co. has been incorporated, with a capital stock of \$10,000, one-half paid in. Joseph Miller holds 140 shares and August Knobsdorf and Frank Lark each hold 130 shares.

MANUFACTURING MATTERS.

Lucas—J. H. Eppink is building a saw-mill with a daily capacity of 60,000 feet.

Albion—A malleable iron factory will be located here before the frost leaves the ground.

Carson City—Geo. A. Thayer succeeds E. J. Mason & Co. in the manufacture of cider, jelly and evaporated fruit.

Clarion—The Blood Bros. plant has been sold to Buckley, Milor & Co., who will make the wheels hum again.

Port Hope—R. C. Ogilvie's new salt works have begun operations. They replace the plant destroyed by fire on July 1.

South Arm—W. S. Johnson, the Sutton's Bay Poo Bah, has purchased the Meek sawmill and will stock it with about five million logs this winter.

Detroit—The Lehnhoff Cashion Co. has been organized to manufacture car seats, cushions and other car furniture. Capital, \$10,000, of which \$1,000 is paid in. Stockholders: Henry P. Glover, 100; Enoch C. Bowling, 100; E. R. E. Cowell, 25; E. D. Browne, 25; R. Lehnhoff, 50; F. Braisted, 25; and O. R. Lehnhoff, 50 shares.

Don't Talk So Much.

From the New England Grower.

To be a successful salesman, one must maintain a certain amount of reserve. Too much talk has spoiled many a good trade. It is tiresome to purchasers, who frequently prefer to be guided by their own judgment than by the suggestion of store clerks.

People who buy goods, particularly the ladies, generally think over what they want and make up their minds before they start out on a shopping expedition about what they want and what they feel they can afford to pay for it. When they enter a store and call for a certain quality of goods, they expect the salesman to place before them what they desire—not to suggest they know something a good deal better, which they are sure will give them far greater satisfaction.

Change of Location.

Associated with THE TRADESMAN in the three-story building at 100 Louis street is the Fuller & Stowe Company, wood engravers and job printers, which has now the largest and most complete engraving establishment in the State and the best arranged job office in the city. The company expects to be able to keep all its old customers in its new location and hopes to make many new ones. Those in need of work in their line would do well to give them a call.

On a Chromo Basis.

Skinner Weetpit (to art dealer)—An' how much d'ye say this ere pictur's worth?

Art Dealer—Eight hundred dollars, sir; and you can, of course, select any style of frame that you think appropriate.

Weetpit—Eight hundred dollars! Why, man alive, at that rate o' figgerin' any decent kind o' frame would cost \$1,500! Come on, Mariar! I can't stand this foolin'.

Gripsack Brigade.

John Gale and wife were guests at the Fifer House, at Ludington, last Thursday.

W. A. Mitchell, traveling representative for the Winfield Manufacturing Co., of Warren, Ohio, was in town yesterday.

A. W. Peck, traveling representative for the Hazlett & Perkins Drug Co., was made the father of a son at Manton on the 18th, but was compelled to follow the little one to the grave last Saturday.

Frank L. Kelly, traveling representative for the Spring and Company, is confined to his bed at his home at 51 Shawmut avenue with his old trouble, inflammatory rheumatism. The visits of the boys are appreciated by the sufferer.

THE TRADESMAN has received the following, with a request to publish: Every traveling man who is interested in going to Washington to see Harrison's inauguration is requested to meet at the Morton House on Saturday night at 7:30.

The traveling man who put himself in a compromising position early in the campaign has so far failed to make honorable acknowledgment of his error and set himself right before his fellows. If he can stand the odium attached to such a course, others are willing he should do so.

Jas. N. Bradford made a wager with R. D. Barry, the Lake City liveyman, that if Cleveland was elected he would pay Barry double price for liveries for a year. Barry agreeing to drive him around for nothing for the same period if Harrison was elected. Bradford took his first drive under the new arrangement the last time he was at Lake City.

Capt. Filler, of the Ford Traveling Men's Club, wagered \$25 with Geo. F. Owen a few days ago that his organization contained 192 legitimate traveling men. Isn't it about time that the unfortunate division of the traveling men on the political question was allowed to die a natural death? Why rake over the old embers and expose the live coals of dissention?

The late Mr. Crookston was perhaps best known as the man who carried a box as a sample case for ten years, which was compelled to do duty until it nearly fell to pieces, and is now preserved in the house as a relic. To this box he attributed all manner of good luck, having suffered no accident so long as he carried it, and meeting a severe shaking up on the first trip out without it.

Saranac Local: A female traveling agent was along this line of railroad this week and it was amusing to note the smiling countenances of those she called upon in contra-distinction to the commonly gruff answers that are usually accorded traveling men. From observations around town we have come to the conclusion that if we are ever compelled to become a traveling man, it would be much more pleasant to be one of the female persuasion.

Purely Personal.

T. H. Peacock, the Reed City planing mill man, was in town Saturday.

Wm. T. Hess has gone East on business for the Grand Rapids School Furniture Co.

Mrs. A. A. Sherlock, of the general firm of A. A. Sherlock & Defney, at Otla, was in town Saturday.

It is reported that Sid. F. Stevens will erect a handsome residence on his lot on Sheldon street the coming season.

Wm. Gill, the Northport merchant, passed through the city Thursday on his way to the Hot Springs, where he will spend the winter.

Gus. F. Behr, the elephantine member of the firm of Behr Bros., the Detroit hide and wool men, was in town a couple of days last week.

Robert Hunting, formerly with R. G. Dun & Co. and the Merchants' Dispatch Transportation Co., is recruiting his health at All Healing, N. C.

E. D. Snow, formerly landlord of Snow's Hotel, at Cadillac, has bought the Hotel Bethune, at Ludington, and will change its name to Snow's Hotel.

Edward A. Moseley has returned from Kalamazoo, where he spent a week or ten days in search of a market for Michigan products.

S. M. Lemon has gone to Toledo, in company with W. H. Edgar and W. J. Gould, of Detroit, to attempt to secure the co-operation of the jobbers of that market with the Michigan Wholesale Grocers' Association.

P. Spitz, formerly local manager for the Fermentum Yeast Co., died at the insane asylum at Kalamazoo last Wednesday and was buried at that place on Friday. The deceased was well known by the grocers of this city up to the time he was taken with an incurable malady, four years ago, having had many genial qualities of head and heart.

H. B. Fairchild returned from Palmyra, N. Y., Saturday night, whither he went with the remains of the late Jas. A. Crookston. The funeral was held at the chapel at the cemetery at Palmyra, the sermon being preached by the Rev. Dr. Cone. The burial ceremonies were conducted by the Masonic Lodge of Palmyra, with which the deceased was actively affiliated for over thirty years.

Buy flour manufactured by the Crescent Roller Mills. Every sack warranted. Voigt Milling Co.

Legal Status of the Commercial Agencies.

From the Shoe and Leather Review.

Another case involving the responsibility of commercial agencies for the truth of the reports furnished by them has recently been decided in Philadelphia. Crew, Levick & Co., oil merchants, sued the Bradstreet Company to recover damages for alleged untrue information furnished them. The plaintiffs had asked the agency to give them a report of the Union Refining and Manufacturing Company of New Jersey, and they reported that the company had a paid-up capital of \$600,000, and were in good condition. On the strength of this, Crew, Levick & Co. gave them credit for the amount of \$1,500, which they have never been able to collect. It was alleged that the Union Refining Company was insolvent at the time the report was furnished. The judge, on a motion for a non-suit, granted it, on the ground that the contract was as between two private parties, the defendant corporation being a private and not a public one, and that Crew, Levick & Co., in signing their contract with them, had waived the right to recover on the ground on which they are now striving to get a verdict. He said that if they could have proved wilful or malicious negligence the circumstances would have been different. The same point has arisen in numerous suits, and the result, we believe, has been the same in every instance, except when it was conclusively shown that the employee of the agency who made the favorable report concerning the insolvent firm did it knowing its untruthfulness, and in collusion with the firm to enable the latter to obtain credit. The fact that the commercial agencies cannot be held responsible for losses incurred through trusting to false reports made by them is very unsatisfactory to business men, but there seems to be no help for it. Doubtless too much confidence is often placed in the simple commercial rating given by the agencies, and this is more frequent with great houses than small ones. The agencies seem, for some unknown reason, to be better able to find out the actual worth of a man doing a small business than of the firm or corporation whose business amounts to millions. The great failures, those which startle and surprise the business world, are about all of concerns which have a high commercial rating. But if credit is given on that account, and money is lost, it might as well be understood that the agencies cannot be made to pay it. A credit insurance company has been frequently talked of in the last few years, but the project has never gone further than the talking stage. Such a company would require an enormous capital to inspire confidence, and there are no data in existence upon which it could base the amount of its charges. If a company of that sort could do business successfully it would do away with all the commercial agencies as they are now conducted.

Give the Lady a Seat.

Everybody in the car was sitting down, but there wasn't room to squeeze another in anywhere, not even the thinnest kind of a cigarette dude. Near me sat a middle-aged gentleman with a good-natured face. A small boy sat on his knee. A woman entered, rather young and rather good looking, but with an assertive, equal-rights expression in her eyes. She waited for a moment, but no one moved, and then picking out her victim took up a position directly in front of my neighbor in a way that some women have. They don't say a word, but they feel whole books full. The sledge had hardly commenced when the victim touched the shoulder of the boy sitting on his lap. There was the tone of indignation and severe rebuke in every syllable as he said:

"Freddie, why don't you get up and give the lady your seat?"

The lady went back and leaned against the door.

WANTS.
SITUATION WANTED—A COMMERCIAL TRAVELER is open for engagement. Large acquaintance with grocery trade in Michigan. Address Jackson, care Michigan Tradesman.

WANTED—EXPERIENCED DRUG CLERK, GERMAN or Scandinavian preferred. Apply at once giving usual particulars. F. D. Packard, Ludington.

WANTED—AN ASSISTANT PHARMACEUTIST WHO IS active, honest and efficient. State price, experience and references. Address A. E. Gates, Crystal, Mich.

WANTED—EXPERIENCED MAN TO LETTER GRASS and marble and sell on the road. Will pay good wages to a good man. For full particulars inquire of George Tupper, Plymouth, Mich.

WANTED—SITUATION BY EXPERIENCED PHARMACEUTIST. Best of references. Address Box 153, Morley, Mich.

WANTED—EVERY STORE-KEEPER WHO REALIZES this paper to give the Suttill coupon system a trial. It will hold your pass books, do away with all your book-keeping, in many instances save you the expense of a clerk, will bring your business down to a single book 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 addressing (mentioning this paper) J. H. Suttill, Albany, N. Y.

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

MISCELLANEOUS.
BUSINESS CHANCE—WHO WANTS TO GET INTO a good business? We have a fine grocery stock for sale. One of the best stands in the city, doing a cash trade of \$60 to \$70 per day. Look this up. It is a bargain. Will take farm or city property; must be under \$10,000. To the value of \$1,000 or \$1,500. For particulars, apply to J. H. Suttill, Albany, N. Y.

A 20 ACRE FRUIT FARM NEAR BENTON HARBOR, Mich., handy to Chicago market, will sell on exchange for Grand Rapids real estate worth \$1,800. Address Mr. W. E. Ryan, Chicago, Mich.

\$1,200 CASH BUYERS MANUFACTURING BUSINESS for selling. Address Chas. Kynoch, St. Ignace, Mich.

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OUR COFFEES HAVE A NATIONAL REPUTATION REPRESENTING THE FINEST CROWN.

SEAL BRAND COFFEE

in its richness and delicacy of flavor. Justly called The Aristocratic Coffee of America. Always packed whole roasted (uncircumcised) in air-tight tin cans.

CRUSADE BLEND

The Michigan Tradesman

WEDNESDAY, NOVEMBER 28, 1888.

LEISURE HOUR JOTTINGS.

Written for THE TRADESMAN.

BY A COUNTRY MERCHANT.

An acquaintance of mine once had occasion to go into a banking institution, in a strange town, to get a check cashed. It was drawn for several hundred dollars, and when it was presented to the cashier, that functionary looked at the applicant almost suspiciously, and inquired:

"Are you the party this was given to?"

"I am."

"Well, perhaps you are, but you'll have to be identified."

"But the check is drawn to bearer."

"I had it made that way because I am unacquainted here."

"Can't help that. We don't pay out such amounts to strangers without identification."

"Isn't that a rather unusual rule you've adopted?"

"Look here, sir! When we want suggestions regarding the way to conduct our business, we'll perhaps send for you."

And the cashier turned his back rudely, and left the window.

As luck would have it, just as he was leaving the bank, E—met a traveling man with whom he was well acquainted, who vouched for him to one of the leading merchants, who in turn put him in business relations with the bearish bank official.

In complaining of his grievance to the gentleman who had identified him at the bank, E—learned that such exhibitions of incivility were common at the institution, and that their author was generally disliked among those doing business with him.

In the course of the conversation it was developed that there was a good opening for a rival bank, and that considerable stock had already been pledged to start one.

E—was out of business, and had considerable idle capital. He looked the situation over, reflected a day or two over the matter, and the result was that in less than three months he was, personally, in active competition with the unclivil cashier, and in about two years the stockholders of that individual's institution wound up its affairs, and he found himself thrown out of employment.

This is only a little illustration in proof of the oft-repeated assertion that it pays to be civil. Had E—been used with even reasonable courtesy, during his visit to the bank, it would never have occurred to him, for a moment, to have entered into competition with it, and had the cashier used ordinary civility in the intercourse with his customers the capital employed to render the business of his principals unremunerative would undoubtedly have been diverted to other pursuits.

It is, at times, almost an impossibility for many of us to keep up an appearance of cheerfulness and good nature. Mental or physical trouble often makes us disgruntled with ourselves and our surroundings in spite of ourselves, but when we make this condition the occasion or excuse for using those with whom we come into contact with anything approaching disrespect, or even coldness, we are indulging in a very expensive luxury.

Old Jonathan Bowlsman, of Upnorth, is a rather eccentric, somewhat ungainly and unclean, and always awkwardly apparelled, specimen of the country trader, but as Jonathan is a man of strict integrity, a prompt payer, an individual of rugged common sense, and one more-over who possesses a goodly pile of shekels, his patronage is deemed a very valuable and desirable one among the jobbing fraternity. It may be that the old man is secretly sensitive regarding his personal appearance, and shrinks from contact with those who might indulge in ridicule or sarcasm at his expense, but be that as it may, it is an event of extremely rare occurrence for him to leave his rural community for a visit to the business centers. But, two years or so ago, finding himself in want of a large quantity of goods he donned his best raiment and traveled to the city to make a personal selection of the commodities. Upon entering the house where he designed making his largest purchase he was confronted by a dapper young fellow of the dude species, who, after eyeing him superciliously for a moment, drawled out:

"Hello, Uncle Noah! What's wanting, my venerable patriarch?"

"One of my monkeys has got out of the ark," replied the old man, viewing the clerk with manifest disfavor. "an' 'tother one's eryin' herself mos' to death, an' I kin in to git you to go an' console 'er."

Another salesman came up at a signal from the first one, and asked cordially:

"Well, what's your business with us, old man?"

"I kin in to buy a few traps. Where's Mr. Blank, your boss?"

"Don't know; and 'twouldn't do you any good if I did. We don't retail goods here."

"Seems as if that wasn't exactly accommodating like; but s'posin' we come to wholesalin'. What's your figners on a coffee sugar to-day?"

The clerk winked at his companion, and named a price that was about two cents less than market rates.

"All right," said the old man pleasantly. "I guess we kin dicker. Just have 'em roll me out a hundred barrels."

The jocular salesman began to dimly realize that perhaps he had slightly undervalued the visitor, and observed a little nervously:

"I guess you're joking, Uncle."

"Never's more serious in my life, young feller."

"You'll have to plank the money in advance."

"Just as well, my boy! Git the weights an' we'll fix that in a jiffy," smiled Jonathan, exhibiting the contents of a copious pocketbook.

"B-but," faltered the frightened clerk, "I don't believe we've a hundred barrels in stock to-day."

"Couldn't expect any more'n you've got. Let's go an' count 'em."

"But," gasped the young man, seeking a further excuse, "We sell only to the regular trade and those having a good mercantile rating."

"Perfectly correct," said the old man, perfectly. "An' here comes Mr. Blank, who kin testify that I fit that description pretty close. Hello, Mr. Blank; glad to see you agin, sir. You remember me? Name's Bowlsman, you know, of Upnorth. Your young feller here seem to be a little doubtful 'bout my character an' standin', an' if you'll be kin' enough to sort of put me in good shape with 'em, we'll git back to business."

The proprietor shook the desirable customer cordially by the hand, made a few courteous inquiries regarding trade and personal matters, and then asked the cause of the misunderstanding.

The explanation was given in Bowlsman's eccentric manner, intermixed with apologies and excuses from the clerks. Blank listened attentively and "sized up" the matter accurately. After the old man had concluded he inquired:

"How many barrels of A sugar did you intend purchasing, Mr. Bowlsman, before these young gentlemen gave you the exhibition of their remarkable humor and versatility?"

"Oh, 'bout fifteen or twenty."

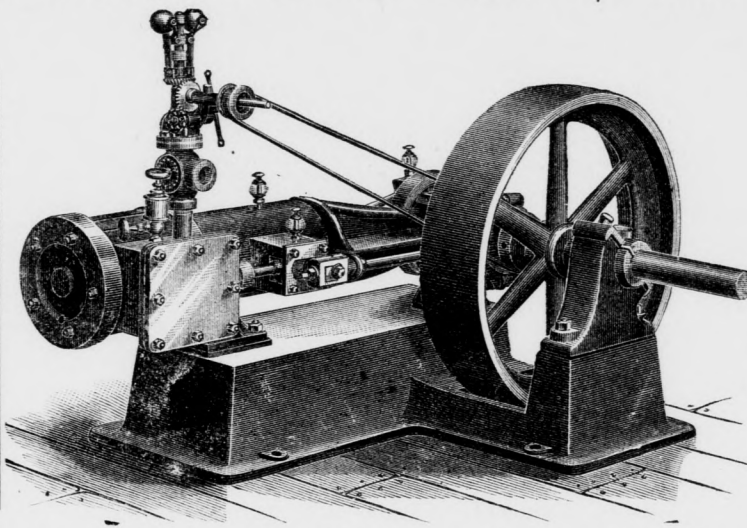
"Very well. Mr. A—, place on the order book twenty barrels standard A, for Mr. Bowlsman, to be billed at the regular price, with a rebate of two cents a pound for spot cash, as per your quotations; and if you desire to remain with us, Mr. A—, see that the difference is charged up to you by the cashier. As for you, Mr. C, I will have some conversation with you hereafter."

But I have got to the reasonable length of an article, and merely chronicled how one individual lost a situation through his want of civility, and another was

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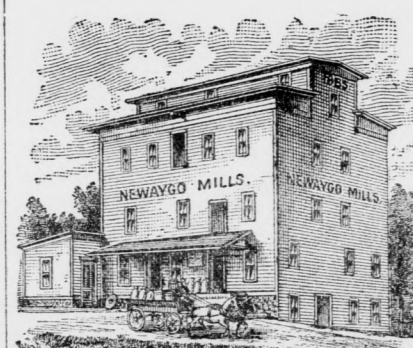
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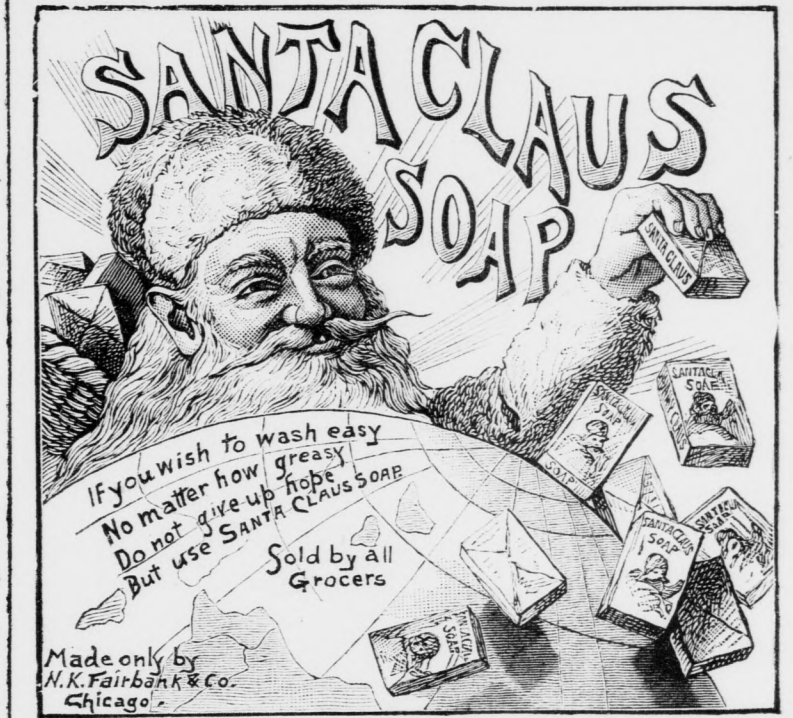
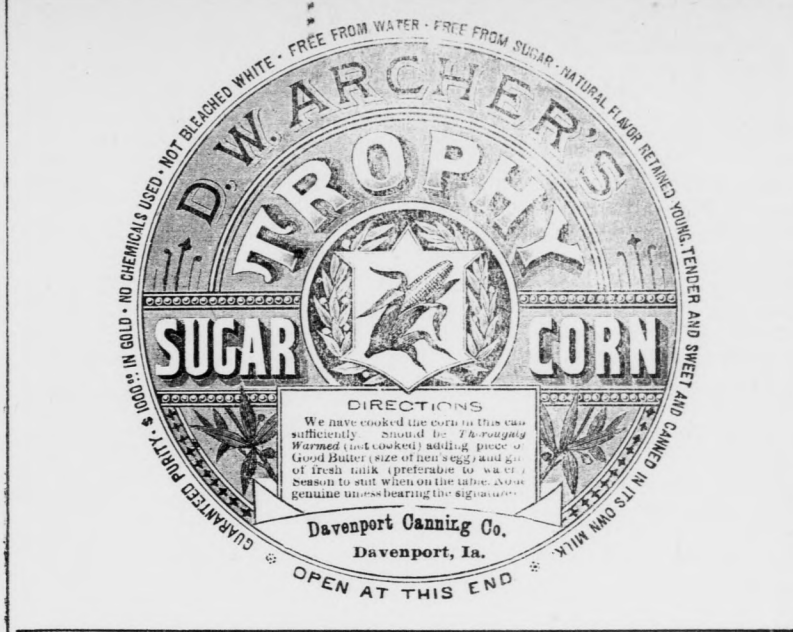
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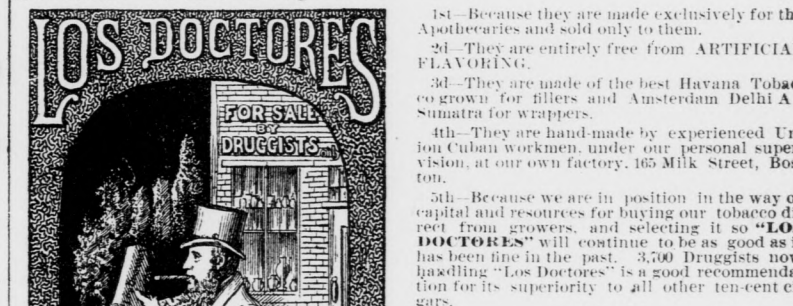
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