

The Michigan Tradesman.

105

VOL. 6.

GRAND RAPIDS, WEDNESDAY, DECEMBER 19, 1888.

NO. 274.

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MISS HOITT'S HARVEST.

Miss Hannah Hoitt lived alone in a wide old house that had sheltered the families of her father and her grandfather before her. Its square, low-ceiled rooms were peopled for her with precious memories and tender associations. She would not shut the sunlight quite out of any of them, so that they all retained some pleasant look as of occupancy. And the rooms she really lived in were bright, restful, sunshiny, with enough of the old-time quaintness to give them a peculiar charm, and sufficient subversiveness to newer fashions and fancies of adornment to assure you that the owner lived in to-day rather than yesterday.

Miss Hoitt was much esteemed in the little community of Millton as a woman of means, of sense, of character, of generous purposes and practices. The farm had dwindled from its once broad area of tillage and meadow and pasture and woodland, to less than sixty acres. Yet it was large enough for her to manage, for she carried it on herself, with as careful and capable an oversight as was exercised by any of her neighbors on their domains. It was the standing wonder of the neighborhood and of the little town, "how Miss Hannah could manage" so well. Every spring the boldness and magnitude of her ventures astonished them. Every fall the quantity and quality of crops she produced therefrom amazed them still more. Her beans and corn, her cabbages and cucumbers and onions, her beets and her asparagus, nodded in triumphant luxuriance. Her berries blushed in exultation. Her little orchard dropped its rosy and golden fruit gleefully. In truth, it was the garnering of her harvests that perplexed her. She revelled in the long days when she could dig and tend and water, and "see the things grow." But when the days grew short, and the first frosts came, and the pumpkins and the cabbages and the potatoes, and she began to fear for her tender fruit, then despair and dismay began to fill her soul. For then her housekeeping tasks were more onerous, her neighbors could seldom be hired to help, and "help," proper, was "scarce." And, though Miss Hoitt was no scold, and didn't know how to whine, her voice was apt to grow plaintive as she sometimes related her anxieties.

Here was a bright and busy life, in all its loneliness; and many a weaker or less hopeful heart shared its sunshine. She had not always expected to live thus alone. Once she had looked forward to a far different life. Perhaps it had been all the harder that her own hand had put aside her joys. But she couldn't have done otherwise, she would remind herself. There was only herself to take care of the aging father, the querulous grandmother, the invalid sister—all gone from her long ago. And he, Allen Maynard, had his own brave life to live. She would not let him waste any of it waiting. She had sent him away, and perhaps she had not told him very clearly the reason why. But she had never ceased to think of him and pray for him. When she read that pathetic story of Miss Jewett's, "A Lost Lover," it came to her suddenly that her lover might have been "lost," to her, and the world, to goodness and God, as that man was. But she always said to herself that that could never have been. Wherever Allen Maynard was, she was very sure that he was still good and true and brave and genuine.

Over her low threshold, above which hop-vines grew and morning glories hung from dawn till noon their dewy chalices of purple and crimson and white, came one late September afternoon her nearest neighbor and one of her dearest friends, Mrs. Sterne. She was younger by a few years than Miss Hoitt, but loved, trusted, petted, even sometimes confided in, by the older woman.

"Come in, Lucy! What's the matter, child? Something worries you; and you're tired out, too. Now, just go into the sitting-room and take the easy chair, and I'll be in a minute, just as soon as I slip on my other dress."

"You see," she resumed, a little later, coming back freshly attired, "I've been trying to get in my grapes and pears, and some of my apples. I had to begin in season and keep at it, a little to a time, and I'm woefully behind-hand now; and help I can't seem to get, for everybody else is busy, too. Now, Lucy, what troubles you, and what can I do?"

George Eliot remarks on the widely different meanings that may be given to those last four words by the tone and inflection with which they are uttered—expressing now heartiest sympathy and helpfulness, now the coldest of indifferent courtesy. But the words as Miss Hannah said them were full of the wish to help and to know how to help.

"I don't like to tell you, Hannah; you have ears enough, without our rolling any of ours on to you. But Jotham's sister Emily, she that married a Swift, is sick with typhoid fever, the real, raging typhoid. They live over to Easton, you know, and there's nobody, hardly, to go, but me; and it seems as if I must go right off and stay until she's better. And there's only Mary Nelson, and she so young and heedless, for all I've had her a year and done my best with her to learn her to keep house. She could do well enough for Jotham and John, but Jotham's got men a-coming right away—the threshers, and carpenters to do his barn. That can't be put off. And the new superintendent in the mills, he promised certainly he'd board, because he used to know him, and it would be handy and homelike."

"And you want me to take 'em?" queried Miss Hannah.

"O Miss Hannah! we do hate to ask or let you. But what can we do? And Jotham says he'll get all your apples and potatoes and things in, in good season, and be glad to, and you shall have good pay for the men, if you only think you could do it. And you don't know what

a relief it would be. You see, we've got to take Emily's children home until she's better."

"Well, I'll try it, and if nothing happens I guess I can carry it through."

"How is it, Hannah?" went on the other, "that most lone folks have enough to do to take care of themselves? They think people ought to do for them and look out for 'em, and especially when they get to middle age. But it's always just the other way with you."

"I don't know," returned Miss Hannah, musingly. "Yes, I do try to help other folks what I can. And I don't see that I've ever been any the worse off for it. Really, I think it's just that keeps me up and gives me courage to work. I'm something to think of and plan for, you know. Now, if I could only do for myself, I shouldn't feel as though 'twas hardly worth while always to, though that's something. But when I can do something for some one else, why, it makes me as strong again, and a sight happier."

"I don't doubt it. But now, Hannah, do take care of yourself, and get somebody to come in and help you. We can't let you get worn out yet."

She did not look worn out as she flitted about after her visitor had gone, getting her cosy tea and putting things in order for the night. Energy was in every movement of her trim, spare figure, and a kind of hopeful content and courage blended with the kindness and humor that illumined the brown eyes. She was adjusting herself mentally to the new turn affairs had taken, with that ready willingness characteristic of her. "I couldn't do differently," she was saying to herself. "There wasn't but me to do it, anyhow; and the money will be a real help this fall. The house needs something laid out on it, and I want to send Martha's girls something by and by; and now I shall have a little more for missions to come and foreign, too; and I can get some of those books I've been wanting. And she paused in her fitting to and fro, to look lovingly at the already well-stocked shelves of the massive secretary, and thoughtfully at the empty space in the newer bookcase beside it.

"Yes, I am not so sorry as I might be. 'Twill be quite a piece of work, though, before it's through. However, I guess I can manage."

"Quite a piece of work" it proved indeed to be. The threshers came, stayed a week and departed. Close upon them came the carpenter's crew; and just as they were well settled, came the most dreaded of all, Mr. Sterne's friend, the superintendent at the new mills, Miss Hannah had word that he was coming, and Mr. Sterne drove over with him at supper time. He was in haste, and stopped only to say that his sister was no better; the fever was having a long run. Lucy was about worn out, too. "And this is the gentleman we spoke of, Hannah, that you said might stop here a spell. I think he's an old acquaintance of yours."

And Mr. Sterne had driven off before she had had a good look at the man before her. He lifted his hat then and held out his hand with a smile.

"You used to know me, Miss Hoitt. You can't have forgotten how many times we've trudged up the hill to school together, and how many times you did my sums and helped me out with my parsing, in the little red school-house over yonder. Or, if you've forgotten, I haven't."

"Allen Maynard! I had no idea it was you that was coming! I didn't really know who it was, come to think, but I didn't dream it was you?"

"But I'll take me just the same!"

For answer she led the way into the house, with pink cheeks, shaking off her confusion as best she could.

The little home was very cheery. The slant rays of the setting sun streamed in between the plants in the bay-window and gilded the bindings of her books and made great reflections from the polished andirons. And in the next room was spread the dainty tea-table, with its crimson cloth, its glittering glass, its tempting array, and its vase of flowers in the center. For Miss Hannah was persuaded that even "those men" noticed and appreciated her flowers. And the fragrance of freshly-made tea, and inviting odors of browning biscuit, of baked apples, and other appetizing scents, were in the air. And it was with pleasure not all concealed that the new boarder took the seat she assigned him. It chanced to be opposite her own. It was natural that the days should seem to go by faster than ever, now. They were very short, anyway, and Miss Hannah was very busy. If any other element gave a new, sweet zest to daytime task and evening talk, she did not own it.

Allen Maynard was still "good and true and brave and generous," though his hair was turning gray, and he had been many times across the continent, twice across the sea, once even around the world. He had many things to tell of people and countries and customs known to her only through books. And he liked books as much as she did, too, and brought some of his own for her to read, and sometimes new ones that they read together.

The work on the new barn dragged wearily, though Miss Hannah hardly noticed that October was gone and November was going, till one night she heard the men say that they should just about get done when the ground closed up; in time, maybe, to get home before Thanksgiving. And Mrs. Sterne came home; her sister was convalescent, but she was well-nigh prostrated herself with watching.

And now the carpenters would go in a week or two, at most, and Miss Hannah began to realize that the old life would soon begin again for her, and that it would be lonely. For Mr. Maynard would go, too. How should she let him know it? Her hints fell unheeded, and though the men spoke of going home,

and she of being alone once more, she did not see that he noticed.

But it was her turn to be surprised a little later, when he spoke of his plans for the winter, and of business in Easton.

He would not be near, then, even to drop in at an evening! She began to be a little lonely already. He had had a better position offered him, maybe. And then she heard the men say that Mr. Maynard was owner in the mills, both at Millton and Easton. He had acted as overseer here because he was needed. Some one less capable could do now, for affairs were running smoothly again, and the Easton mills needed his attention. And they said he had much other property there, besides.

One mild, sunny day—an Indian summer afternoon—he came with a carriage to take Miss Hannah over to Easton for a ride. They drove to the mills and around them; then about town. He drove slowly past a large, stately house, suggestive of gracious uses and generous hospitalities.

"I bought the place two or three years ago," he said. "I have never rented it. It would make a pleasant home, would it not? Might it not be our home, Hannah? I have kept it for you. I have waited for you. Shall we not have our Indian summer at last?"

So the question was asked and answered, and a new life began, with brighter and warmer and richer joys, and larger opportunities.

The neighbors had "always known that Miss Hannah was smart; she had done better than ever this year, too; but they hadn't expected, with all the rest, at her time of life, too, she would be harvestin' a husband."

How to Judge Canned Goods.

From Cassell's Magazine.

A hint now about canned goods, meat especially. Note, when about to purchase, the condition of the tin; if bulged outward, don't have it even as a gift! We will explain the process of canning to give weight to our warning.

The meat is packed in tins while raw, then sealed and cooked in an outer vessel of boiling water, with sometimes the addition of chemicals to raise the temperature. When cooked, the can is pierced, and as soon as the air and steam have been expelled, it is soldered. Experts know when it is ready for soldering; a moment too soon and the mischief is done, because if air is left in the tin bulges, and the meat will not be good. On the contrary, if the tin has shrunk, it is an infallible sign of goodness; it proves a vacuum, which is natural, as the meat shrinks when no air is in the can.

Some say, what matter if the air be left in tin? Simply this: Nitrogen, an element of air, imparts to bodies with which it comes in contact a tendency to change and decay.

Often, on opening a can of preserved goods, people are heard to say "the air is escaping," instead of which the slight hissing sound is the result of the air rushing in, another sign that there was a vacuum. Well, we go so far as to say that, assuming the outward sign of goodness above referred to a label bearing the name of a good exporter or importer, and also reliable venter of the article, whether meat, fish, milk, soup or vegetable, the chances are a million to one against any being injured, much less poisoned, by tinned goods.

Another caution, though, always look out for any little globules of solder that sometimes find their way inside of the tin; and take care, especially in the case of salmon and lobster, to empty the contents as soon as open into an earthenware vessel. This is necessary for everything except milk.

The Hotel Clerk's Ingenious Idea.

There was no mistaking his being a farmer. His hay-colored whiskers were unkempt, and one leg of his jeans trousers was crowded into his boot. He walked down the marble-floored corridor of the hotel with a kindly air and a pleasant smile in his eyes. He was about 50, in small change, which he took from a shot-bag, on the counter, and asked for a room, requesting that he be called at 5 o'clock. "Oh, yes, we'll get you up," said the blonde mustached clerk, with a fawning grin. "Don't monkey with the gas up there; you might blow it out. Take this candle along and light it when you go up. Good night, sir."

Very soon the rural visitor was tucked away in the blankets with his boots on. Down stairs the clerk was rubbing his hands in professional glee. Here was the man he was looking for, one upon whom he could test his new invention. At 5 o'clock came. There was a deafening report.

The farmer twisted convulsively in his bed, and then sprang out. He put his legs through the sleeves of his coat, and then buttoned the garment about him in his excitement, and then ran his arms through the legs of his trousers, and, with his gripsack in hand, came down four flights of stairs at a jump. With a look at the clerk that conveyed the idea of its being the "dying wail of a lost soul," he flew down the corridor at the gait of a tornado, and never stopped going until he got tangled up in the running gear of a cable car.

"Guess it ain't a go," ejaculated the clerk. "I invented candles with torpedoes in at different distances, so that when the wicks burned down to them they would explode at the hour at which the guests asked to be called. The experience of that farmer proves that it won't work, and that settles it."

Honest Butter.

Col. Yarger (to grocer)—I want you to come over to my house some day and take a look at a goat I've got.

"Why do you want me to see the goat?" asked the grocer, somewhat mystified.

"Because it's the only honest butter in town, and you ought to see what it looks like."

A Tract-Distributing Traveler.

A tall, full-bearded man, who sat behind a boyish-looking fellow on a Michigan Central train the other day, slyly reached over the stranger's shoulder and dropped a card in his lap. It had cost a deal of caution to accomplish this feat without detection, and the tall man leaned back with a happy smile on his face. Two or three observers glanced at him with wonder, and to each of them in turn he passed a card with a quick motion, as if he wished nobody to see him in the act. Then he smiled again with evident satisfaction. Of course, everybody saw him, and as those who received cards looked surprised and amused, he had presently to dive into his pockets and supply the careful with documents. They were about as large as postal cards, and these words were printed conspicuously on the upper half of one side:

[Please fill this up and place it over your bed before retiring to rest.]

If I die to-night I will go to.....

Signed.....

On the lower half were scriptural texts, and on the other side a similar arrangement of matter, beginning with this:

Thou art traveling to Eternity!

To Everlasting Happiness;

or to

Ending in Misery!

WHICH?

In spite of his secretive methods, the tall man talked freely about himself and his cards.

"I am a commercial traveler," he said; "I live in Crillia, Canada. All my life I had been a wicked scoundrel, much given to lying and profanity. Two years ago I was redeemed and regenerated, and I take this means, as I am traveling almost all the time, to atone as far as possible for the past. I never enter a car or a coach or a hotel without distributing my cards."

"Do you find that people pay any attention to them?"

"Oh, yes. You would probably be astonished to know how many fill up the blanks as requested. Most of them, of course, do it in a flippant spirit. At least half of the replies read that the person will go to Chicago! That doesn't offend me at all, though I am grieved to see it. Young men, too, have a way of signing fictitious names. Last night a card was soberly returned to me with Salt Creek written in the first blank and Grover Cleveland in the second."

The redeemed drummer smiled with condescending pity at the memory, and continued:

"But the cards undoubtedly accomplish some good. The language is startlingly suggestive, isn't it? A great many men take it in real earnest, and write hell in the first blank, and sign their own names. I have no doubt that the cards have been the means of starting some sinners on the road to repentance and redemption."

Tumblers and Their Origin.

The glasses we now know as "tumblers" differ widely from the drinking-vessels to which the name was first applied. These appear to have been of metal or wood, and from their peculiar shape seemed to have served as perpetual reminders to "pass the bottle." One authority says they were called "tumblers" because "they could not be set down, except on the side, when empty," and another derives their name from "their original shape, rounded at the bottom, so that they tumbled over unless they were carefully set down." Professor Max Muller possesses a set of silver tumblers which,

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Retail Trade of the Wolverine State.

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E. A. STOWE, Editor.

WEDNESDAY, DECEMBER 19, 1888.

ALASKAN OUTRAGES.

There is a disposition in some quarters to make light of the complaints which come to us from Alaska with reference to the treatment the natives receive at the hands of the employees of the American Fur and Seal Company. But those who have watched the history of that territory since its annexation to the United States must have reached the conclusion that the company and its servants are the principal obstacles to the civilization of the country, and that they mean to deal with it after their own pleasure as long as they are allowed. They managed to put off for decades that organization of the country under a territorial government, which was our first duty after its becoming an American possession. They seem to have managed, also, that the organization, when it did come in spite of them, should amount to as little as possible for the benefit of the natives, and that its powers should be used to cramp the activity of the Christian missionaries, who are working for the moral and spiritual elevation of the people. And all through the course of this miserable story they have succeeded in keeping the ear of the public through the newspapers, and in persuading the average editor that the chief end of our occupation of the country is to collect from the company the interest on the sum we paid for it.

In this case travelers and natives alike complain that the Company's servants use their opportunities to debauch the wives and daughters of the Aleuts. In the defenses put forward for these white men the fact is calmly admitted, and is asserted that the matter never would have been heard of if it had not been that some of the fathers and husbands had not been paid the price of their dishonor. The essential fact in this case is that the natives have practically no defense against such outrages or, if you will, no safeguard against such temptations. They were far better off under the Russian government, which sent them priests and school-masters to work for their civilization. We have been allowing them to sink back into ignorance and barbarism, and we leave them to the uncontrolled influence of a set of white men who certainly are not selected for their refining or elevating qualities.

It is no doubt true that many of these savages will sell their own daughters to a life of shame. Even the Indians at Sitka are not all of them above that, as Mrs. Macfarland, the first missionary, found. But do we owe nothing to the girls thus ruined and destroyed through our neglect? The girls' home at Sitka, built with the pennies of American Sunday School children, was established expressly to check the traffic of the white miners in Indian girls. In some cases those girls were rescued after their parents had sold them, and only by the exercise of firmness and determination on the part of the good woman who broke ground for civilization and Christianity there. We need the utmost watchfulness along the whole line of our relations with the red race to put a check to these abominations; and it is humiliating to see how coolly they have been discussed by the newspapers and even the Secretary of the Interior in the present case.

There is a movement on foot to secure a repeal of the clause of the Inter-State Commerce Act which forbids pooling arrangements between railroads. We pronounced this clause the chief blot on the bill while it was still under discussion; but in the state of public opinion at that time, it was impossible to bring any general opposition to bear upon it. Recently, however, there has been a growth of feeling and opinion adverse to the clause; and out of a long list of public men who have been asked by *Braintreets* for an opinion on the subject, a very large majority have been found favorable to its repeal. It is admitted that the formation of pools should be placed under some kind of legal regulation, so that the interests of the public may be secured as well as those of the railroads. But it is seen to be impossible by law to prevent pooling, and undesirable if it were possible. Of course there are some people who conceive of the interests of the public as directly antagonistic to those of the railroads, and therefore believe that restriction which hurt the railroads must prove a benefit to the country. But this is a very superficial view, and the intelligence of the people is coming to recognize the fact that in the long run there is nothing to gain by inciting "cut-throat" forms of competition among the great lines which convey the commerce of the nation.

The successful resistance of the people of Queensland to the appointment of Sir Henry Blake as Governor shows how very slight is the authority of the mother country over her Australian dependencies. Blake is a young Irishman, who had the wit to run off with a young lady shortly after her elder sister had been married to a Tory Duke. At that time he held a very subordinate place on "the force," but his titled brother-in-law took him up to save the family credit, and pushed him on from one post to another, until he was Governor of Newfoundland and a baronet. But when he was nominated to the governorship of Queensland, the Irish of that colony called to mind what sort of a magistrate he had been in Ireland in the earlier stages of his advancement, and they raised such a row that the colonial ministry was obliged to ask the home government to cancel the appointment. This would have been called "trucking to the Irish vote" if it had been in America. But of course it is all right in Queensland, and Lord Salisbury hints to Sir Henry that he had better decline the appointment, as something equally good will be got for him. The transaction also illustrates how completely England has been emancipated from "the spoils system" by the establishment of competitive examinations.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Albert Kuppenheimer has sold his cigar business to his brother, Augustus Kuppenheimer.

A. Everse has opened a grocery store at South Blenden. Olney, Shields & Co. furnished the stock.

C. W. Prouty has engaged in the grocery business at Hartford. Lemon, Hoops & Peters furnished the stock.

A. D. Hawley, late of Lake Odessa, has opened a confectionery store and bakery at 602 South Division street. W. R. Keeler furnished the confectionery.

Jay Marlatt will leave his general store, at Berlin, in the hands of Geo. Cook and engage in the grocery business in this city. His father will be associated with him.

J. D. Brown, formerly in the employ of the Sands & Maxwell Lumber Co., has opened a boot and shoe business at Pentwater. Reeder, Palmer & Co. furnished the stock.

It is stated that Mrs. Munson will erect a handsome business block next season, on the flatiron now occupied by the Pavilion stables, at the corner of Fulton and Spring streets.

Matthews & Chappell, formerly engaged in the hardware and lumber business at Hart, are now carrying on a lumber business at West Troy, and have just put in a grocery stock. It was supplied by Olney, Shields & Co.

In consequence of the failure of Tawes & Sterling, at Baltimore, Tawes & Dryden, who have been carrying on a retail oyster business at 84 South Division street for several months past, have been obliged to suspend. Their stock has been absorbed by local dealers.

M. B. Kimm is pushing the construction of a three-story frame building, 26x50 feet in dimensions, at the corner of Spring and Cherry streets, which he expects to have ready for occupancy by May 1, when he will remove his drug stock to that location. The vacated store will be taken possession of by W. H. Tibbs with his drug stock.

AROUND THE STATE.

Ludington—C. L. Tripp is closing out his grocery stock.

Ironwood—R. A. Harris is closing out his jewelry stock.

Imlay City—Brown & Palmer have sold their hardware stock.

Deckerville—J. M. Pennell & Co. have assigned their general stock.

Harbor Springs—Harry Seger will engage in the bakery business.

Fenton—A. Middlesworth has sold his grocery stock to Becker Bros.

Marcellus—M. Marx succeeds M. Marx & Co. in the clothing business.

Oxford—Chester P. Graff succeeds J. D. Hagerman in general trade.

Dowling—Geo. T. Wilson succeeds Wilson & Eldred in general trade.

Ovid—J. J. Bowen succeeds Bowen & McCarthy in the grocery business.

White Cloud—Myers & Burton are closing out their shingle mill business.

Muskegon—Fred Stoner has sold his restaurant business to T. D. Bullis.

Fremont—F. P. Hopper has bought the restaurant business of O. E. Scofield.

Kalkaska—T. D. Hobbs succeeds Parker & Hobbs in the grocery business.

Imlay City—Buck & Palmer succeed H. C. Wells in the furniture business.

Ishpeming—Meilleur & Lavigne, grocers, have dissolved, each continuing.

Leonard—Allen Hazelton succeeds Allen Hazelton & Co. in general trade.

Memphis—Granger & Co., general dealers, have assigned to Fred Coburn.

Kalamazoo—L. C. Langdon has bought the boot and shoe stock of Wm. Fagan.

Borland—Charew & Wiltse succeed Fred I. Nichols in the grocery business.

Ludington—R. E. Wilson is succeeded in the restaurant business by Lewis Costello.

Three Rivers—Seekel Bros. succeed Armitage & Maxfield in the grocery business.

Vandervilt—Geo. Skelton succeeds Berry & Skelton in the hardware business.

Frankfort—The Frankfort Lumber Co. is closing out the balance of its stock at auction.

Lansing—M. D. Rall succeeds Chambers Bros. in the bakery and restaurant business.

Negaunee—Barabee & Sorenson succeed Maynard & Sorenson in the grocery business.

Stetson—Watson Carroll, the Ludington druggist, will soon put in a branch store here.

West Bay City—Jas. A. McKnight succeeds McKnight & Hawkins in the grocery business.

Belding—J. M. Earle's clothing store was relieved of \$700 worth of goods a few nights ago.

Manistee—Will Dunlap has purchased the fruit and confectionery stock of Frank Bostwick.

Laingsburg—Cal. Whitney has removed to Ovid, where he will engage in the furniture business.

Ludington—Jenson & Meiserheimer are succeeded in the grocery business by H. J. McClutchi.

Owosso—C. M. Chatterton & Co. have opened a general variety store on Exchange street, west.

Shelbyville—Briggs & Deuel have rented the Wheeler building and will use it for a flour and feed store.

Vernon—DeHart Bros. have started a branch drug store at Lennon, under the management of Charles Allison.

Grand Ledge—E. J. Stark, general dealer, has closed out his grocery stock and will also close out his entire business.

Lake Odessa—Reynolds & Co. succeed John J. Millbourn & Co. in the crockery business. They will add a full line of groceries.

Boyne Falls—L. F. Davoll has sold his shingle mill and washboard factory to Mr. Judd, formerly landlord of the Boyne Falls House.

Frankfort—A. E. Banks, manager for Bidford, Knox & Co., expects to run the Frankfort Lumber Co.'s mill night and day next season.

Detroit—Kaiser, Webb & Co., manufacturers agents for notions and proprietors of the "Queen" bustle, have assigned to Morris Rohmert.

Battle Creek—J. S. Stauffer has sold his grocery store at the corner of Upton avenue and Washington street to a man named Thompson.

Eaton Rapids—F. E. Turrell has traded his hardware stock to M. B. Field for 600 acres of land in Kalkaska county. Possession of the store will be given on January 1.

Middleville—J. G. Kirchner, Miner Kirchner and E. G. Brown have formed a co-partnership under the style of Kirchner Bros. & Brown and engaged in the meat business.

Bear Lake—Jacob May has closed his branch store and removed the balance of the stock to Frankfort. C. P. Wegner, who had charge of the store, anticipates opening a store here in the near future.

Coopersville—Ed. Ives, formerly engaged in the meat business under the style of Ives & Son, has purchased the grocery stock of Warren Reynolds, and will continue the business at the old stand.

STRAY FACTS.

Clarksville—Wm. Hatch has sold his grain elevator to Wagar, Nims & Co., of Lake Odessa.

Manistee—Mr. Brinkerhust, of Kewau-naw, Wis., is endeavoring to interest the business men here in a roller mill project. He offers to put in \$10,000 and Louis Sands stands ready to add \$25,000 to the fund. About \$75,000 is wanted.

Colon—The stock of clothing formerly owned by A. J. Nieman, and which was taken by a chattel mortgage by N. Frank, of Sturgis, has been replevied by Heavenrich Bros., of Detroit, who claim that Nieman never paid them for the goods.

MANUFACTURING MATTERS.

Casnovia—Armitage & Bunker's new roller mill started up Monday.

Dimondale—Springport business men offer E. W. Hunt a bonus of \$3,000 to move his grist mill to that place.

Muskegon—The North Muskegon Shingle Co. has been organized with a capital of \$20,000, of which \$18,000 is paid in. The new corporation has acquired the property known as the Hitchcock & Mer-nan shingle mill, with standing pine and logs up the Muskegon river. The officers of the corporation are as follows: President, Alex Rodgers; Vice-President, J. J. Howden; Secretary, A. A. Wood; Treasurer, F. Weller.

Saranac—The Local notes: "F. E. Sayles has purchased the undivided one-half interest of M. B. Divine & Co. in the stove factory property in this village, also in the property at Ionia and Belding. The fact that Mr. Sayles has purchased this is significant, as he is connected with the R. Stafford Company, of Milwaukee,

and the indications are that the Company is interested in the concern. We have heard it hinted that the new firm will engage in other manufacturing in connection with the stove and cooperage business. The new firm will be known as Fitzgibbons & Co."

Gripsack Brigade.

J. Fearing Gill is in Boston. Gid. Kellogg, the elephantine belting agent of Chicago, was in town over Sunday.

L. W. Atkins, traveling representative for Heavenrich Bros., of Detroit, spent Sunday in the city.

There will be fewer changes among the traveling men of this market this season than ever before.

W. C. Harper, formerly engaged in the retail grocery business, is now on the road for Granger & Co., the Buffalo wholesale grocers.

The project of a general traveling men's association, outlined in THE TRADESMAN a couple of weeks ago, appears to be growing in favor all over the State.

Olin G. Tarr, formerly a resident of this city, but now on the road for Cooper, Wells & Co., of St. Joseph, with headquarters at Portland, Oregon, is in town for a few days.

M. Kerns, traveling representative for the cigar department of Dilworth Bros., of Pittsburg, is in town for a couple of days. Strange to say, Mr. Kerns takes no further interest in politics.

Lewiston Journal: The drummers want the Inter-state act amended so they can ride at reduced rates as ministers do now. They claim this on the ground that they are commercial evangelists.

The annual ball of the Grand Rapids traveling men will probably be held in February this time, experience having shown that the second month is the most convenient time for all parties concerned.

There seems to be a feeling among the traveling men that, unless all the roads adopt the 5,000 mile ticket, there will be a general move among them to ask the Legislature this winter to make the rate 2 cents per mile in the Lower Peninsula.

Geo. Hannahs, for several years book-keeper in the bank of Hannah, Lay & Co., at Traverse City, has gone on the road for Franklin, MacVeagh & Co., the Chicago wholesale grocery house. As he has the Northern part of the State as his territory, he will continue to reside at Traverse City.

Bank Notes.

John V. Knapp succeeds Knapp & Joslin in the banking business at Marquette.

A. D. Whipple, of Battle Creek, goes to Owosso on January 1 to take the position of Cashier of the Second National Bank.

Charles W. French has been admitted as a member of the banking firm of Webber, Just & Co., at Muir. Mr. French has been their cashier and with them for the past five years. The firm name remains unchanged.

The Controller of the Currency has authorized the First National Bank at Bessemer to begin business with a capital of \$50,000. The First National Bank of Linden has also been authorized to begin business with a capital of \$100,000.

C. D. Beebe, Cashier of the Hastings City Bank, is endeavoring to get the business men of Nashville interested in a bank project. It is his intention to organize a State bank, with a paid-in capital of \$50,000, a majority of the stock to be held by Nashville business men. The project seems to meet with general favor.

An exchange says the importance of publishing a dissolution notice in the event of a change of firm is shown by a case recently decided at Cleveland. A note for \$2,500 was given by a former member of the firm and the firm's name signed to it. It was discounted at the bank and the maker of the note appropriated the proceeds to his own use. Being unable to collect it when due, the bank brought suit against the firm for the amount. They showed that his connection with the firm had ceased before he made the note, but as they had not published the dissolution notice previous to that time, as required by law, judgment was rendered against the old firm.

Purely Personal.

A. Norris, the Casnovia merchant, was in town Monday.

M. E. Pierce succeeds Arthur Graham as book-keeper for Ball, Barnhart & Putman.

Asa Fisher, the Lowell grocer, was married last week to Miss Hattie Power, of Saranac.

J. G. Kirchner, of the meat firm of Kirchner Bros. & Co., at Middleville, was in town Monday.

R. L. Willett, the Altona grocer, was in town one day last week. He was accompanied by his son.

C. P. Brown, the jolly President of the Spring Lake Clinker Boat Manufacturing Co., was in town one day last week.

R. B. Jennings formerly engaged in trade at New Troy, is spending a few days with his brothers, C. W. and W. H. Jennings.

Mrs. G. Miller, the Muskegon dry goods dealer, has returned from Germany,

where she spent several months among old friends and acquaintances.

Arthur Graham has bought the manufacturing property at Plainfield formerly owned by the Ives estate and will engage in the manufacture of handles and cheap furniture.

Frank E. Powers, book-keeper for J. M. Clark & Son, is disconsolate over the extended absence of his wife and daughter, who are at Norwich, N. Y., to attend the wedding of a sister of Mrs. Powers.

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

FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisement taken for less than 25 cents. Advance payment.

FOR SALE.

FOR SALE—CHEAP, SET OF TINNERS TOOLS AND machines. E. A. Hill, Coloma, Mich. 340.

FOR SALE—ONE CHANDLER & TAYLOR STANDARD saw mill, with saw, etc. Entire outfit new. A bargain. Let Box No. 4, Manistee, Mich. 337.

FOR SALE—THE UNDIVIDED ONE-HALF INTEREST in a hardware business in a lively town of six thousand inhabitants, situated in Northern Michigan. Now doing a yearly business of over fifty thousand dollars. Address J. B. Frost, Jackson, Mich. 334.

FOR SALE—AT A BARGAIN, A FINE OF OXEN, mowing, truck, and other good location. Good. Address C. C. Reed, Grand Rapids, Mich. 332.

FOR SALE—THE ONLY DRUG STORE IN A LIVE town of 600 inhabitants on the Michigan Central Railway. In good farming country. Stock about \$2,500. Rent low, with long lease, at \$100.00. Good trade. A bargain for someone. For full particulars, give time for visit with good security. Best of reasons given for wishing to sell. Address "Good Luck," THE TRADESMAN, Grand Rapids, Mich. 331.

FOR SALE—NEW UPRIGHT SIX-HORSE ENGINE and boiler, complete. \$215. New upright six-horse boiler, \$200. Ann Arbor Engine and Boiler Works, Ann Arbor, Mich. 329.

FOR SALE—A CASHIERS DESK ADAPTED FOR use in general business. Will sell for \$10.00, cost \$25. W. W. Hueter, 81 and 83 Camp St., cor. Louis. 324.

FOR SALE—POPULATION, 50,000. Good location, good trade. A bargain for someone. For full particulars, those who mean business, address R. O. Box 203, Chattanooga, Tenn. 314.

FOR SALE—OUR RETAIL STOCK OF GROCERIES at 110 Monroe street, Grand Rapids. Goods are all new. The stand is in the best location in town and can be leased. Bemis Bros. 307.

FOR SALE—A CLEAN, WELL-SORTED STOCK of general hardware, stoves and tinware. Tin shop in connection. Will inventory about \$6,000. Located centrally and one of the best points for retail business in the city. Good reasons for selling. Address Hardware, care Michigan Tradesman. 300.

FOR SALE—CHEAP—A HORSE POWER ENGINE, good as new. Address 228, this office.

FOR SALE—GOOD RESIDENCE LOT ON ONE of the most pleasant streets "on the hill." Will exchange for stock in any good institution. Address 226, care Michigan Tradesman. 286.

WANTS.

WANTED—TO EXCHANGE OR SELL A GOOD BUSINESS property and stock of drugs. Real estate consists of two frame stores well located for business on corner. One store 24 x 30, with nice living rooms above. Other store, 30 x 40 (adjacent) one story. Large lots with garden spot, barn, ice house, etc. Title perfect. No incumbrances. The occupant is now carrying on a general store and doing a good business, but is anxious to make a change. Satisfactory reasons given. Will sell or exchange for a good business property in some lively railroad town in this state. Correspondence solicited. Address 338, care Michigan Tradesman. 328.

WANTED—SITUATION AS CLERK BY PHARMACIST who is registered by examination. Address Robert W. Hazeltine, 22 Henry St., Grand Rapids. 339.

WANTED—A REGISTERED PHARMACIST. GENERAL stock. Best of references. Address Box 183, Morley, Mich. 336.

SITUATION WANTED—A COMMERCIAL TRAVELER is open for engagement. Large acquaintance with grocery trade in Michigan. Address Jackson, care Michigan Tradesman. 325.

WANTED—EXPERIENCED DRUG CLERK. German or Scandinavian preferred. Apply at once giving usual particulars. F. D. Paquette, Ludington, Mich. 319.

WANTED—AN ASSISTANT PHARMACIST WHO IS active, honest and efficient. State price, experience and references. Address A. E. Gates, Crystal, Mich. 322.

WANTED—SITUATION BY EXPERIENCED PHARMACIST. Speaks Holland. Registered by examination. Best of references. Address Box 183, Morley, Mich. 336.

WANTED—EVERY STORE-KEEPER WHO READS a paper to give the public the benefit of a system. 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. Sutcliffe, Albany, N. Y. 213.

WANTED—1,000 MORE MERCHANTS TO ADOPT OUR Improved Coupon Pass Book System. Send for samples. E. A. Stowe & Bro., Grand Rapids. 214.

MISCELLANEOUS.

OUR WONDERFUL KLEPTO-GALVIC POCKET Battery should be owned by every business man, clerk, traveling man, book-keeper. Positively relieves headache or earache in three minutes. Send us one dollar for complete battery by mail. E. Clifton Fisk & Co., Grand Rapids, Mich. Agents wanted. 335.

\$1,200 CASH BUYS MANUFACTURING BUSINESS paying 10 per cent. Best of reasons for selling. Address Chas. Kynoch, St. Ignace, Mich. 323.

RARE CHANCE IN A BOOMING TOWN.

For Sale—A Crockery Store and Bazaar, doing a rushing business. Chance for other goods. Invoice about \$3,000. Reasons for selling, other business. Address A. W. C., Box 256, Owosso, Mich. 318.



TO THE MERCHANTS OF MICHIGAN—We offer Marble and Granite

Monuments

at a closer margin of profit than any concern in the State. Write for estimates or Building Stone or cemetery work. First class material and workmanship only.

SAM'L MOFFEY, Manager.

East Saginaw Jottings.

Owing to a complication of circumstances, J. S. Smart, Jr., & Co., wholesale confectioners, have been compelled to mortgage their stock for \$10,000. They expected to sell out the business and thus realize ready money, but, failing in this, they considered the plan they have pursued the best way to close it out without a heavy loss. Mr. Smart is selling off the stock as fast as possible and hopes to be able to pay the firm indebtedness in full.

MacCauley & Co. report an unusually brisk trade.

Sam Oppenheimer, who has been on the sick list for some time, is out again and attending to business.

Citizens of the Saginaws are justly proud of "Jake's" management of the union street railway. He is building a cosy waiting-room on the corner of Genesee and Washington avenues.

Two Annoying Errors.

Two serious errors crept into THE TRADESMAN last week—one on the editorial, and the other on the association, page. In the first case, the negative was entirely omitted, completely changing the meaning intended to be conveyed. The sentence should have read as follows, the omission being supplied in italic:

Fortified by the masterly opinion of Judge Cooley on the Coldwater peddling case, which was acquiesced in by all the

other members of the Supreme Court, it is difficult to see wherein it is *not* possible to secure convictions in any court, in case the ordinance under which the prosecution is brought is regular.

In the other case, the Alma B. M. A. was referred to as "arousing from lethargy." It should have read Alma B. M. A. instead of Alma.

Holiday Excursion Rates.

The Chicago & Grand Trunk Railway, Detroit, Grand Haven & Milwaukee and Toledo, Saginaw & Muskegon Railways, and the Michigan Air Line and Detroit Division G. T. Ry. have arranged to sell special holiday excursion tickets at one and one-third fare between stations on their lines under the following arrangement:

Christmas tickets will be on sale from December 31, 1888, to January 1, 1889 inclusive, and good to return up to and including January 3, 1889.

New Years tickets will be on sale from December 31, 1888, to January 1, 18

LEISURE HOUR JOTTINGS.

Written for THE TRADESMAN.

BY A COUNTRY MERCHANT.

There are a great many people, of various pursuits and professions, who seem to regard it as a necessary adjunct of their business to chronically exaggerate its volume and importance. The most of us regard the amount of our average day's sales or profits; the monthly or yearly balance of gain or loss, and our financial standing generally, as matters of a private and personal nature—supposing, of course, that our relations with our creditors are amicable and satisfactory. We may, to be sure, sometimes converse with friends upon our personal affairs, but, if we do, the information solicited, or that we volunteer, usually approximates truthfulness, and is not given for public circulation and comment, and, from our own standpoint, we have come to regard the parties who, practically, publish a daily or weekly statement of their business transactions, as foolish braggarts and prevaricators.

But it is debatable whether this "foolishness" is always as foolish as it looks, superficially. If Jackson and Johnson are competitors, and Jackson can make the public believe that he is doing four or five times the business of Johnson, it is more than possible that he may succeed in drawing custom from that party, although Johnson's reputation for honor and integrity is a great many degrees above that of his rival. The "floating vote" is altogether too liable to be captured by noise, bluster and braggadocio.

But, if Mr. Slimmer, for instance, wants it heralded around the country that he is double-discounting his competitor in the way of sales, why should he choose me as an accessory to the unwarranted and unjustifiable claim? It has, let us say, been a depressingly dull week, with hardly a semblance of business visible in any quarter. I can look into Slimmer's door and see him almost *solus* hour after hour, and day after day. Yet, as we wind our way homeward together, Saturday night, and I feel myself impelled to grumble about the state of trade, Slimmer remarks:

"Yes, there has been rather a bad look to business, on the surface, for the past few days, but, really, I've no reason to complain! I've been on my feet so much this week that they're actually blistered, and if I hadn't run out of some lines, I'm afraid I'd have had to call myself worked out before noon, some days."

And then Slimmer gives me some statistics connected with his affairs that make me regard him as a formidable rival of the gentleman who asserted that his house saved \$1,500 a year in ink by merely omitting to dot the "i's" in its correspondence.

I can, perhaps, account for the braggarts of business unloading their prevarications of this nature upon those who have no means of ascertaining the facts, but what can possibly be their object in dumping them upon people who have every reasonable opportunity for knowing their absurdity and "true inwardness?"

"I made a cussed fool of myself, down in Indiana, once," remarked Brown, a day or two ago, while the subject of business braggarts was being discussed. "You see, just after the war, I was lookin' 'round for some kind of an openin', w'en I see a notice in a Chicago paper that a store an' gen'ral stock would be sold terrib'ly low, down near Evansville, 'cause the owner was sick an' wanted to go to California. So I concluded to go down an' investigate. I didn't fancy the place 'tall, but after hangin' 'round for two or three days, an' seein' the feller that wanted to sell terrib'ly rushed with customers all the time, I fin'ly made a sucker for the hull thing."

"It didn't take long to fin' out that the Hoosier had hooked me for a sucker. He had a hull swarm of relations 'round the kentry, an' w'ile I was talkin' trade they wur workin' the snide customer racket fur all it was worth. The town was duller'n a buryin' groun', an' unhealthier'n a swamp in Florida. There wasn't two-thirds of the stock represented, an' half of that was mos' sp'iled."

"Well, I hung on fur a year er so, an' a mighty mis'erable year er so, too. I wasn't makin' profits 'nuff to pay for my board an' quinine, an' I fin'ly concluded to unload on some one like the Hoosier did on me. So I advertised in four or five papers an' waited fur a bite. There wur always a lot of loafers hangin' 'round, an' I 'ranged with 'em to pitch in an' make things lively in the tradin' line w'en I giv' 'em the wink."

"One mornin' w'ile eight er ten of them there shiftless cusses wur settin' 'round on the counters an' boxes, squirtin' tobacco on the floor, an' talkin' 'bout rasslin' an' sich like, a mighty slick, smooth-lookin' feller kim in an' I spotted 'im at oncest for a victim."

"Mr. Brown?" sez he, mighty perlitte. "The same," says I, bowin'.

"Glad to see you, Mr. Brown," he says; 'How's business runnin'?' 'It's jist more'n rushin'!' I replies; 'the only trouble is to git truck in fas' 'nuff.' An' then I winked at the loafers, an' the way they made me fly roun' after loafers' supplies mus' have nade the feller think I wasn't fur out the way."

"Wot do you estimate your yearly sales?" sez my sucker, ez soon ez he could get a chance at me.

"Oh, 'bout \$30,000." I remarks, mighty careless.

"An' wot's your av'rage profits?" "I cal'late between twenty-five an' thirty per cent."

"Yes! Well, callin' it twenty-five gives you an income of \$7,500; now, wot's your store expenses?"

"Oh, mebbe ten or twelve hundred!" "Well, call 'em fifteen; that leaves you an even \$6,000, eh?"

"That's 'bout the size of it!" "I wouldn't thought it!" sez he, lookin' at my stock, 'but of course you ought'er know better'n me!"

"Wot obje would I have exaggeratin'?" sez I. "I've given you the sitti-washun 'bout as I understood it, stranger."

"I thank you very much, Mr. Brown," sez he. "I'm 'round lookin' up income taxes for the gover'ment, and we'll put you down fur 'bout \$4,000." And before I could ketch my breath he had got out doors.

"Well, I had to pay that tax, and my infernal braggin' cost me 'bout \$25 fur stockin' up the loafers with tobacco an' sich like, an' sins then you kin depen' that I haven't talked over my business matters with strangers to any partic'lar extent."

The mercantile braggart is, I think, largely responsible for the unreasonable inflation of the trading community. If the solid facts of the uncertain tenure of business investments were better understood among the people in general, there would be far less efforts being constantly made among farmers, mechanics and professional men, of small but certain incomes, to engage in the easy, profitable (?) and congenial employment of speculating in goods. If John Smith transforms his forty-acre farm into merchandise, and a year or two thereafter invaginates the minds of Brown, Jones and Robinson—his former "forty-acers"—neighbors—with the idea that he is accumulating wealth six or eight times more rapidly than themselves, there is naturally a feeling of dissatisfaction aroused regarding their own slow progress in financial advancement, and a feeling of envy for Smith's superior advantages as a money-maker. Probably either of the three is materially more "solid" than Smith, but, unfortunately, they don't know it, and if a reasonably favorable opportunity occurs they are all behind the counters as soon as possible. And if one of the four—Smith, Brown, Jones and Robinson—survive five years of business experience, he is exceptionally lucky.

If the braggarts of business desire to make atonement, let them use their veracity for the dissemination of truth instead of fiction.

TIME TABLES.

Grand Rapids & Indiana.

GOING NORTH.	Arrives.	Leaves.
Traverse City & Mackinaw.....	9:05 a.m.	7:00 a.m.
From Cincinnati.....	7:30 p.m.	11:30 a.m.
For Petoskey & Mackinaw City.....	3:35 p.m.	5:00 p.m.
Saginaw Express.....	10:30 a.m.	7:00 p.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.		
5:00 p.m. train has sleeping car for Petoskey and Mackinaw City.		

GOING SOUTH.	Arrives.	Leaves.
Cincinnati Express.....	7:15 a.m.	11:45 a.m.
Fort Wayne Express.....	10:30 a.m.	4:40 p.m.
Cincinnati Express.....	4:40 p.m.	5:00 p.m.
From Traverse City.....	10:45 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.		
Sleeping car rates—\$1.50 to Petoskey or Mackinaw City; \$2 to Cincinnati.		
All Trains daily except Sunday.		

Muskegon, Grand Rapids & Indiana.
Leave.
7:05 a.m. Arrive.
11:15 a.m.
1:20 p.m.
4:20 p.m.
Leaving time at Bridge street depot 7 minutes later.
C. L. LOCKWOOD, Gen'l Pass. Agent.

MICHIGAN CENTRAL

The Niagara Falls Route.

DEPART.	Arrive.
Detroit Express.....	6:45 a.m.
Day Express.....	10:00 a.m.
New York Express.....	5:40 p.m.
Atlantic Express.....	10:45 p.m.
Mixed.....	6:30 a.m.

ARRIVE.	Leave.
Pacific Express.....	6:00 a.m.
Local Passenger.....	10:00 a.m.
Grand Rapids Express.....	3:15 p.m.
Mixed.....	10:15 p.m.

"Daily, all other days except Sunday, express 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.
FRED M. BATES, Gen'l Agent.

Lake Shore & Michigan Southern.

Kalamazoo Division.

Arrive.	Leave.
19 3 1	2 4
1:10 3:00 7:45 Dp.	9:45 6:10
3:25 4:12 9:02	4:28 4:55
5:35 10:20 Ar.	7:10 3:52
6:35 11:35 " " " " " "	2:25

Leave.	Arrive.
8:00 12:30 " " " " " "	4:45 1:01
2 50	7:10
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10:25 5:05 " " " " " "	11:25 0:00
1 35	9:40
1:35 9:40 " " " " " "	7:15 5:47
6:20 3:30 " " " " " "	1:00 11:40

Tickets for sale to all principal points in the U. S., Mexico and Canada at Union Ticket Office, GEO. W. LAMSON, Agt., Depot Office, M. BOTTZ, Agt., A. J. SMITH, Gen'l Trav. and Pass. Agt., Cleveland, Ohio.

Detroit, Grand Haven & Milwaukee.

GOING WEST.

Arrives.	Leaves.
Morning Express.....	1:05 p.m.
Through Mail.....	6:35 p.m.
Grand Rapids Express.....	10:10 p.m.
Night Express.....	6:40 a.m.
Mixed.....	7:45 a.m.

GOING EAST.	Arrives.	Leaves.
Detroit Express.....	6:50 a.m.	
Through Mail.....	10:20 a.m.	
Evening Express.....	3:40 p.m.	
Limited Express.....	10:30 p.m.	
Daily.....		

Detroit Express has parlor car to Detroit, making direct connections for all points East, arriving in New York 10:10 a.m. next day. Limited Express, East, has through sleeper Grand Rapids to Niagara Falls, connecting at Milwaukee Junction with through sleeper to Toronto.
Through tickets and sleeping car berths secured at D. G. H. & M. R. Y. offices, 23 Monroe St., and at the depot.
JAS. CAMPBELL, City Passenger Agent.

Best Laundry Starch in the World!
No Sticking to the Iron!

REQUIRES NO COOKING.

MYSTIC STARCH

MANUFACTURED BY THE
MYSTIC STARCH CO.
MINNEAPOLIS, MINN.

Good Seller! Good Profit!
For Sale by all Wholesale Grocers.

We are agents for the Celebrated
--STAG--
Brand FANCY Oranges
grown and packed
by W. R. Hillyer
Orange L'ke
Florida.

We are also agents for the sale of J. G. Lamoreaux's Orange Crop. This fruit will be carefully packed by Mr. L. and will be sold in lots to suit and at lowest possible prices. Ask for quotations before buying.

PUTNAM & BROOKS

A Common Sense Idea.
CANDEE
Double Thick Ball

Two Years TEST.
CANDEE Double Wear on the Sole
Double Thick Ball

E. G. STUDLEY,
Wholesale Dealer in
RUBBER BOOTS AND SHOES
Manufactured by
Candee Rubber Co.

Send for Large Illustrated Catalogue and Price List.
Telephone 464.

No. 4 Monroe Street, - **GRAND RAPIDS, MICH.**

CURTISS & Co.,
Successors to CURTISS & DUNTON.
WHOLESALE

Paper Warehouse,
Houseman Building, Cor. Pearl & Ottawa Sts.,
GRAND RAPIDS, - MICHIGAN.

THE GENUINE ANTI-WASHBOARD
SOAP
QUICK, EASY, CHEAP.
Saves Rubbing, therefore saves Labor & Wear

Cheap in itself it more than saves its cost in saving of the clothes. This Soap may be used in any way and for any purpose that any other soap is used and excels all. YOU will secure COMFORT and make money by its use. Try it once and if the claims made for it are not true don't use it again. If they are true you ought and want to know it. Your grocer will get it if he hasn't it.

JAXON SOAP

NEAL'S CARRIAGE PAINTS
Re-paint your old buggy and make it look like new for LESS THAN ONE DOLLAR. Eight beautiful shades. Prepared ready for use. They dry hard in a few hours, and have a beautiful and durable gloss. They are the ORIGINAL, all others are IMITATIONS. More of our brand sold than all the other brands on the market.

GRANITE FLOOR PAINTS
The Great Invention. Six Handsome Shades. Ready for use. DRY HARD OVER NIGHT, and are very durable. Give them a trial, and you will be convinced that it does not pay to mix the paint yourself.

ACME WHITE LEAD & COLOR WORKS
DETROIT,
Dry Color Makers, Paint and Varnish Manufacturers.
CUT THIS ADVERTISEMENT OUT AND TAKE IT TO YOUR DEALER, IT WILL SECURE YOU A PRIZE.

EDWIN FALLAS,
Proprietor of
Valley City Cold Storage.
Packer and Jobber of the Popular
Solid Brand
AND
Daisy Brand
OF OYSTERS.
Butter, Eggs, Sweet Potatoes, Cranberries, Etc.
Sole Proprietor of
Mrs. Withey's Home Made Mince Meat
Made of the best material. The finest goods in the market. Price, 7 cents per lb. in 25 lb. Pails.
Salesroom, No. 9 N. Ionia Street,
GRAND RAPIDS.

CHICAGO LIGHTS
DAVIS BROS.

The Finest 5-ct. Cigar Manufactured.
LONG HAVANA FILLER.
THEY HAVE NO EQUAL.
A. S. DAVIS,
70 Canal St., Grand Rapids, Mich.

FOREST CITY
FULL WEIGHT AND STRENGTH.
BAKING POWDER
SOLD IN CANS ONLY

FOREST CITY
FLAVORING
EXTRACT
ABSOLUTELY PURE
TRIPLE STRENGTH

THESE GOODS ARE "PAR EXCELLENCE"
Pure, Healthful and Reliable, warranted to give satisfaction in every particular. For sale by wholesale and retail grocers throughout the United States. VOGUE BROS., Manufacturers, Cleveland and Chicago.

JACKSON CRACKER CO., JACKSON, MICH.

BELKNAP WAGON & SLEIGH CO.
Manufacturers of
BELKNAP'S PAT. SLEIGHS
Business and Pleasure Sleighs, Farm Sleighs, Logging Sleighs, Lumbermen's and River Tools.
We carry a large stock of material and have every facility for making first-class Sleighs of all kinds.
SHOP, Cor. Front and First Sts., Grand Rapids.

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.**

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Vertical, Horizontal, Hoisting and Marine Engines. Steam Pumps, Blowers and Exhaust Fans. SAW MILLS, any Size or Capacity Wanted.
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88, 90 and 92 SOUTH DIVISION ST., - **GRAND RAPIDS, 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.

BLIVEN & ALLYN,
Sole Agents for the
The devil, Jack! We've got a Shark. He'll do for
Bliven & Allyn.

Celebrated "BIG F." Brand of Oysters
In Cans and Bulk, and Large Handlers of OCEAN FISH, SHELL CLAMS and OYSTERS.
We make a specialty of fine goods in one line and are prepared to quote prices at any time.
We solicit consignments of all kinds of Wild Game, such as Partridges, Quail, Ducks, Bear, etc.
H. M. BLIVEN, Manager. 63 PEARL STREET.

W. STEELE PACKING & PROVISION CO.,
WHOLESALE DEALERS IN
Fresh and Salt Beef,
Fresh and Salt Pork,
Pork Loins, Dry Salt Pork,
Hams, Shoulders,
Bacon, Boneless Ham,
Sausage of all Kinds,
Dried Beef for Slicing.

LARD,
Strictly Pure and Warranted, in tierces, barrels, one-half barrels, 50 pound cans, 20 pound cans, 3, 5 and 10 pound pails.
Pickled Pigs' Feet, Tripe, Etc.
Our prices for first-class goods are very low and all goods are warranted first-class in every instance.
When in Grand Rapids give us a call and look over our establishment.
Write us for prices
GRAND RAPIDS, MICH.

GROCERIES.

SIGNATURES.

Written for THE TRADESMAN.

A signature is the commonest thing in the world. Everybody has one, and the "sweet girl graduate" often has a great many which, with the sentiments of her friends who have written them, are among her most prized possessions. The dainty book in which they appear, its pages often embellished with beautiful floral designs, and the delightful fragrance of some delicate odor which greets the senses as it is opened, bring a realization of the meaning of the lines.

"A thing of beauty is a joy forever;
Its loveliness increases; it will never
Pass into nothingness."

This natural and innocent custom, among friends and acquaintances, meets the approval of every one; but when young persons—and, we are sorry to say, oftentimes older ones—go about boring strangers, who are generally prominent men or women, for their autographs, merely because they are brought to public notice by real or fancied greatness, they should be gently sat upon.

The feminine friend and the autograph fiend are not the only people who are greatly interested in autographs. The young gentleman who hopes soon to graduate is in many cases much exercised about his signature, and oftentimes prone to part it, as well as his hair, in the middle. For instance, his good parents' name is Smith and he was christened plain John Henry. During his varying career, up to the time of which we speak, he has been John H. Smith; but this becomes too common and he now styles himself J. Henry Smith, much to his own satisfaction and the amusement of his elders, who repress a smile, possibly because they have "been there" and know how it is themselves.

If signatures had no use, beyond such trifling ones as have been mentioned, their legibility to those unfamiliar with them would be a matter of little moment; but inasmuch as they are indispensable to innumerable business transactions, it is of prime importance that they be written in such a way that any one capable of reading the President's English can decipher them without hesitation. That many persons have no regard for legibility in this matter, is obvious to any one who has charge of a large correspondence.

Merchants are unnecessarily annoyed and business delayed by people who write letters, and through their medium order goods which they expect promptly forwarded, but have some peculiar combination of marks which they append in the place where their name should appear. To a stranger, this is often meaningless and would baffle the most expert. An incident which will illustrate this occurred in this city recently. A dealer, located in a small place, who is counted a good business man, and successful, wrote to a wholesale house, placing an order for perishable goods which, by custom and his desire expressed in the communication, should be shipped at once. The recipient of the order, having sold the person before, had an account with him on his ledger. This last feature is mentioned to show how perfectly the writer of the order, whose name

commences with G., succeeded in writing his signature in such a way as to be entirely illegible. The jobber, after studying the name, which to him and his employees appeared to begin with a V., gave it up, and telephoned Mr. G., soliciting information about the spelling of his supposed competitor's name. After assuring the jobber that no such man lived at the place, he called his attention to an order which he had lately mailed, and repeated it by telephone. The two orders being duplicates, the matter was at once understood by our wholesale friend. This, to say the least, is an awkward way to do business; and in the name of margins which are already too narrow in some instances to stand upon, the jobber asks not to be compelled to spend forty cents and one-half hour of valuable time in securing small orders, merely to accommodate people with ultra eccentric signatures.

Merchants are not the only persons who are inclined to emulate Horace Greeley in their chirography. All classes are prone to carelessness in this regard. Especially is this true of those who are obliged to write hurriedly. Thus, prescriptions come to the druggists in such unreadable characters that the wonder is not that mistakes occur, but that there are so few. And as for the signature, it is often omitted or written in such a way as to be meaningless to the prescription clerk, unless he is familiar with it. Lawyers write letters which, unless the receiver have previous knowledge of the business written about, are well-nigh unreadable; and, in replying, the printed heading, and not the signature, is depended upon for the spelling of the writer's name. The other learned professions might also justly come in for a share of this condemnation, many specimens of their epistolary efforts being extant in which everything like legibility is wanting. A formal letter, recently received by a member of a fashionable congregation in this State, in which he may some time be able to decipher it; but the time is not yet, although he is a man of no mean abilities.

Speaking of clergymen, brings to mind missionaries of the various kinds. The ones in mind are not those ardent lovers of their kind who, for board, clothes and traveling expenses, seek red-hot countries and often serve as the main article of diet for the unromantic denizens of those sunny climes, but the home and also foreign missionary who has a liking for good board, ditto clothes and traveling expenses, together with a fat salary. In the judgment of many, the commercial missionary is the most indispensable; but he has a weakness—in fact, a number of them. The one which most frequently annoys his firm is his propensity for omitting many important particulars about new customers, often writing the name and address in such a way that, were it not for gazetteers and other printed lists of business men accessible to his house, no shipment could be made until he returned and verbally gave the necessary information.

Trouble caused by illegibility in writing signatures and proper names is nothing compared with that which arises from varying the name or style of con-

cerns. Every one in business should adopt a name, and never vary it except when the firm or business is changed. If he is a sole proprietor and has numerous Christian names, let him use all of them or their initial letters in connection with his surname, no matter how many syllables or prefixes it contains, write it in full; when those unfamiliar with it are taking it for any purpose, be careful that they make no mistake. If you are a firm or corporation, don't abbreviate your style by leaving out a part.

Care and uniformity in these matters will save untold trouble and vexatious delays.

HENRY ROYCE.

To Maintain Prices on Sugar.

A recent session of the Senate Committee on Trusts is thus described by the Associated Press, under date of December 14:

The Senate trust committee resumed its session to-day in the county court house. Francis B. Thurber, of the firm of Thurber, Whyland & Co., was the first witness. He said that the purpose of the Wholesale Grocers' Association was to maintain uniform prices by the wholesale dealers. The only articles in which any attempt had been made to fix rates were sugar, Baker's cocoa, and Royal baking powder. The witness denied that the Wholesale Grocers' Association was formed to compel the members of the sugar trust to sell to the members of the Grocers' Association at less rates than were charged to merchants who were not members of the Association. There was no understanding between the Association and the trust in regard to purchasing from the trust rather than other refiners. The Association endeavored to get prices which would pay for the cost of distribution. When the Grocer's Association was first organized they tried to induce manufacturers in the sugar trust to fix their prices so that all members of their Association might be allowed a rebate, but were unsuccessful. Recently some of the members of the Association had been able to make such an arrangement. Any member of the Association was at liberty to buy from sugar manufacturers outside the sugar trust, and many members had done so. Wholesale dealers had often a special demand for a certain class of sugar and as a consequence they had to buy from the manufacturers which suited them. When asked if there was a National Wholesale Grocers' Association Mr. Thurber said there is not, but his belief was that before next year such an association would be formed.

Mr. Thurber admitted that the chief reason for the formation of the Grocers' Association was to maintain rates on sugar.

The Wool and Hide Market.

The wool market is strong in foreign and home markets, with manufacturers at a loss what to do, not receiving corresponding advance in cloths, consequently take only for immediate wants. The bulk of the wool is in the hands of speculators.

Hides are the lowest for eighteen years, with outlook for no better prices for the near future, the leather market being equally demoralized and far from satisfactory.

Furs are in demand, especially rat. Tallow is in fair demand, with downward tendency.

D. W. Archer sends THE TRADESMAN a handsome lithographic hanger illustrating his "Trophy" corn and "Red Coat" tomatoes. The design of the hanger is entirely original and its execution decidedly unique.

Politeness of Clerks.

Politeness is an essential requisite to the successful clerk. There need be no cringing or undue deference, but the customer must be made to feel that the clerk's time and service are at his disposal and not, as is often the case, receive the impression that his presence has most inopportunist interrupted a chat with a fellow clerk, and the sooner he buys what he wants the better; or, worse still, the quicker he leaves, whether he purchases or not, the better satisfied the clerk will be. This is entirely wrong. The clerk's employer pays him for his time, and if the employee be an honest man he endeavors to earn his salary by devoting his energies to the sale of goods entrusted to his charge. The daunting salesman will never rise from behind the counter. It is the brisk, alert and attentive clerk who is selected to fill a higher position when a vacancy occurs, and it is the same young man, who as the years roll by, is either admitted to partnership or starts for himself. No fortune has ever been made behind a counter, but it has been the stepping stone for more than one merchant prince.

The Hardware Market.

The agreement among the steel rail manufacturers, foreshadowed last week, has been brought about, all the Western mills having agreed on an advance ranging from 10 to 15 cents per keg. The wire nail combination still holds firm. Stove hollow-ware has been advanced 10 per cent. There is no change in glass, but an advance is looked for daily. There is another advance of 1/4 cent per pound on sisal and manilla rope announced in New York, but jobbers have not yet made the change.

An Oriental Show Window.

From the New York Sun.
There is a remarkable window in Fifth avenue. Several thousand dollars' worth of tiger skins have been taken from the big fur store which owns the window, and they have been draped so that they present a phantasm of jungle dangers. Any tiger hunter who ran against the window at night would receive a terrific shock, for the heads of the beasts have all been preserved, and they look wonderfully life-like.

The Grocery Market.

The market in general remains without particular change all along the line, and there will probably be few fluctuations until after the annual inventories are completed.

Christmas Cards.

The Woolson Spice Co. is out with a new line of Christmas cards, exceeding all previous efforts in that line.

Dettenthaler has placed enormous orders for his celebrated "Anchor" brand of oysters for the Christmas trade, so that no fears need be entertained that he will not be able to fill all his orders. Dettenthaler does not dredge his own oysters, but the promptness with which he treats all shipments leads his patrons to think that he has especially favorable facilities for getting them direct from the beds.

The Philadelphia Call, after going into the pros and cons of the dressed beef business, says: "While it is desirable that we should consider the welfare of our meat producers here, the meat consumers must also have consideration. The quality and price being equal, the home-killed should have the preference, but a class of tradesmen cannot be given exclusive privileges to the detriment of the great bulk of the purchasers."

PRODUCE MARKET.

Apples—Winter fruit is in fair demand at \$1.00 per bbl.
Beans—Handlers are paying about \$1.25 for unpicked and getting \$1.50 for hand-picked.
Butter—Creamery is in fair supply at 30¢.
Dairy is easier, No. 1 readily commanding 22¢.
Cabbages—Home grown command \$2.25 per 100.
Celery—20¢ per doz.
Chestnuts—\$1.00 per bushel.
Cooperage—Pork barrels, \$1.25; produce barrels 25¢.
Cranberries—\$7.50 for Bell and Cherry and \$8.00 for Bell and Bingle.
Dried Apples—Commission men hold sun-dried at 20¢ and evaporated at 15¢.
Eggs—Strictly fresh are more plenty, readily commanding 22¢.
Pickled and cold storage stock are in fair demand at 20¢.
Grapes—Malaga, \$1.50; 25¢ per keg.
Honey—Scarce and hard to get, readily commanding 18¢ per lb.
Onions—Too low to quote, purchases being made only speculatively.
Pop Corn—25¢ per lb.
Potatoes—The market is flat, there apparently being no demand anywhere. Buyers are paying 25¢ per bu. here and 20¢ at the principal buying points out of town.
Squash—Hubbard, 10¢ per lb.
Sweet Potatoes—Kila-dried Jerseys, \$3.50 per bbl.
Turnips—25¢ per bu.

PROVISIONS.

The Grand Rapids Packing and Provision Co. quotes as follows:

PORK IN BARRELS.
Mess, old, new, 15¢
Short cut Morgan, 16¢
Extra clear pig, short cut, 17¢
Bacon, 18¢
Clear quill, short cut, 17¢
Boston clear, short cut, 17¢
Clear back, short cut, best, 17¢
Standard clear, short cut, best, 17¢
SMOKED MEATS—Canned or Plain.
Hams, average 20 lbs., 10¢
" 16 lbs., 11¢
" 12 to 14 lbs., 11¢
" picnic, 12¢
" best boneless, 12¢
Shoulders, 11¢
Breakfast Bacon, boneless, 11¢
Dried Beef, extra, 8¢
" ham pieces, 9¢
DRY SALT MEATS.
Long Cuts, heavy, 8¢
" medium, 7¢
" light, 6¢
Tenderloins, 9¢
5 lb. Tins, 9¢
LARD—Kettle Rendered.
Tenderloins, 9¢
5 lb. Tins, 9¢
LARD—Compound.
Tenderloins, 8¢
5 lb. Tins, 8¢
3 lb. Pails, 30 in a case, 9¢
5 lb. Pails, 12 in a case, 8¢
10 lb. Pails, 6 in a case, 8¢
5 lb. Pails, 4 in a case, 8¢
5 lb. Cans, 8¢
BEEF IN BARRELS.
Extra Mess, warranted, 20 lbs., 7.00
Extra Mess, Chicago packing, 7.25
Plate, 7.25
Extra Plate, 7.25
Boneless, rump, 10.50
" 1/2 bbl., 10.50
SAUSAGE—Fresh and Smoked.
Pork Sausage, 7.5¢
Frankfurt Sausage, 8.5¢
Tongue Sausage, 9.5¢
Blood Sausage, 10.5¢
Bologna, 11.5¢
Head Cheese, 12.5¢
PIGS' FEET.
In half barrels, 3.50
In quarter barrels, 2.00
TRIPE.
In half barrels, 3.00
In quarter barrels, 1.75
In kits, .85
GOOSEBERIES.
In half barrels, 1.40
In quarter barrels, .75
In kits, .40
PEACHES.
Beef, carcass, 4 @ 5
" hind quarters, 4 @ 6
" fore, 5 @ 6
Hogs, 5 @ 6
Pork loins, 8 @ 8
" shoulders, 8 @ 8
Bologna, 8 @ 8
Frankfurt sausage, 8 @ 8
Blood, liver and head sausage, 8 @ 8
Mutton, 4 @ 5

FORESHADOWING.

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Beans—Handlers are paying about \$1.25 for unpicked and getting \$1.50 for hand-picked.
Butter—Creamery is in fair supply at 30¢.
Dairy is easier, No. 1 readily commanding 22¢.
Cabbages—Home grown command \$2.25 per 100.
Celery—20¢ per doz.
Chestnuts—\$1.00 per bushel.
Cooperage—Pork barrels, \$1.25; produce barrels 25¢.
Cranberries—\$7.50 for Bell and Cherry and \$8.00 for Bell and Bingle.
Dried Apples—Commission men hold sun-dried at 20¢ and evaporated at 15¢.
Eggs—Strictly fresh are more plenty, readily commanding 22¢.
Pickled and cold storage stock are in fair demand at 20¢.
Grapes—Malaga, \$1.50; 25¢ per keg.
Honey—Scarce and hard to get, readily commanding 18¢ per lb.
Onions—Too low to quote, purchases being made only speculatively.
Pop Corn—25¢ per lb.
Potatoes—The market is flat, there apparently being no demand anywhere. Buyers are paying 25¢ per bu. here and 20¢ at the principal buying points out of town.
Squash—Hubbard, 10¢ per lb.
Sweet Potatoes—Kila-dried Jerseys, \$3.50 per bbl.
Turnips—25¢ per bu.

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Butter—Creamery is in fair supply at 30¢.
Dairy is easier, No. 1 readily commanding 22¢.
Cabbages—Home grown command \$2.25 per 100.
Celery—20¢ per doz.
Chestnuts—\$1.00 per bushel.
Cooperage—Pork barrels, \$1.25; produce barrels 25¢.
Cranberries—\$7.50 for Bell and Cherry and \$8.00 for Bell and Bingle.
Dried Apples—Commission men hold sun-dried at 20¢ and evaporated at 15¢.
Eggs—Strictly fresh are more plenty, readily commanding 22¢.
Pickled and cold storage stock are in fair demand at 20¢.
Grapes—Malaga, \$1.50; 25¢ per keg.
Honey—Scarce and hard to get, readily commanding 18¢ per lb.
Onions—Too low to quote, purchases being made only speculatively.
Pop Corn—25¢ per lb.
Potatoes—The market is flat, there apparently being no demand anywhere. Buyers are paying 25¢ per bu. here and 20¢ at the principal buying points out of town.
Squash—Hubbard, 10¢ per lb.
Sweet Potatoes—Kila-dried Jerseys, \$3.50 per bbl.
Turnips—25¢ per bu.

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