

# The Michigan Tradesman.

217

VOL. 6.

GRAND RAPIDS, WEDNESDAY, MARCH 27, 1889.

NO. 288.

## CREOLE STRAIGHT CUT.

To all Merchants Handling Cigarettes:  
A new era has been reached whereby all dealers selling cigarettes may now make a larger profit than heretofore on any other brand. The

## CREOLE STRAIGHT CUT.

Which has recently been introduced into the State is becoming very popular. It being the only straight cut sold for five cents, thus giving the dealer a cigarette with which he may please all classes of cigarette smokers. The same are nicely put up in packages of ten and packed with actresses' photos. There is also a variety of other inducements, a notice of which is contained in each package.

Give the CREOLE a trial and you will find it a big seller.

Sold by all Grand Rapids jobbers, and manufactured by

S. F. HESS & CO.

ROCHESTER, N. Y.

Manufacturers of High Grade Cigarettes.

F. J. DETTENTHALER,  
JOBBER OF



And Salt Fish.  
Mail orders receive prompt attention.  
See quotations in another column.  
GRAND RAPIDS.

## FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWSE, President.  
GEO. C. PIERCE, Vice President.

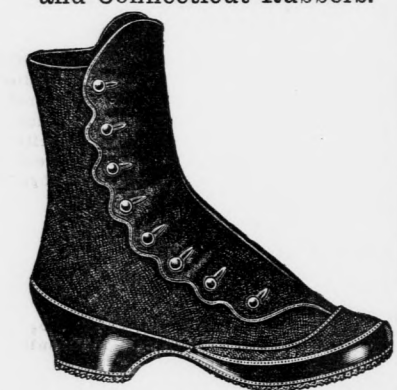
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CAPITAL, - - - \$300,000.

Transacts a general banking business.

Make a Specialty of Collections. Accounts of Country Merchants Solicited.

## WALES - GOODYEAR and Connecticut Rubbers.

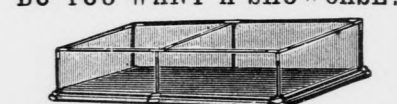


## THE PARAGON

in Ladies', Misses' and Children's, Heels and Spring Heels.

G. R. Mayhew,  
86 Monroe St., Grand Rapids.

## DO YOU WANT A SHOWCASE?



**SPECIAL OFFER.**—This style of oval case; best quality; all glass, heavy double thick; panel or sliding doors; full length mirrors and spring hinges; solid cherry or walnut frame, with or without metal corners, extra heavy base; silveta trimmings; 6 feet long, 28 inches wide, 15 inches high. Price, \$11. net cash.  
I make the same style of case as above, 17 inches high, from walnut, cherry, oak or pine, for \$2 per foot. Box and cartage free.

D. D. COOK,  
106 Kent St., - Grand Rapids, Mich.

**ACTUAL BUSINESS PRACTICE** at the Grand Rapids Business College. Educates pupils to transact and record business as it is done by our best business houses. It pays to go to the best. Short-handling, Typewriting also thoroughly taught. Send for circular. Address A. S. PARISH, successor to C. G. Swensberg.

## BLANK BOOKS

Stationery,  
TABLETS, STEEL PENS,  
**INKS.**

OUR NEW LINE OF

Valentine Samples

are ready for inspection.

Eaton, Lyon & Co.,  
20 and 22 Monroe St.

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For

Geo. T.

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GRAND RAPIDS.

Successors to Allen's Laundry.

Mail and Express orders attended to with promptness. Nice Work, Quick Time Satisfaction Guaranteed.

W. E. HALL, Jr., Manager.

## WANTED!

We want stocks of goods in exchange for \$100,000 worth of productive real estate in Lansing city property and improved farms.

R. A. CLARK & CO.

Real Estate Brokers Lansing Mich

## DANIEL LYNCH

Successor to FRED D. YALE & CO.,

Manufacturer of

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Baking Powder,

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## FINE FRESH AND FRAGRANT.

Sold by Dealers Everywhere.

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## A FARMER'S SORROW.

The clouds look low and heavy, as if there would be rain; It always means bad weather when you hear the brook so plain. The wet won't make much trouble now, for all the crops are in, And yet I somehow hate to see the long fall rains begin.

I couldn't sense the half I read, the air is close and still, If I were young as once I was I'd go up on the hill. It isn't as it used to be when I could come and go, And keep upon my feet all day, now I am stiff and slow.

There's nothin' in the paper; you can take it if you choose; I can't make head nor tail of half they nowadays call news. I use to think the *Farmer* was head of all the rest; 'Twas full of solid common sense; I tell you that's the best!

What does a plain, old-fashioned man care whether stocks go down? My stock is all four-footed—but 'twill please the folks in town. Here's new machines preached every week, to help the folks that sell; And fashions for the women folks, and other trash as well.

'Twas readin' all this nonsense here, in winter by the fire, That made my boy get notions of the schools and climbin' higher. It used to be so snug and warm a stormy winter's night, With snow-clicks at the windows, and the roarin' fire for light.

But there he set, all doubled up, a-storin' this away; Readin' and readin' till I said 'twas more like toll than play; Readin' and readin' till I found he couldn't work a stroke, And couldn't hold the plow an hour, or hardly lift a yoke.

It stole his mind from farmin', and he run up tall and thin; I thought him hard enough at first, but afterward gave in. They got the minister to come, his mother took his part, Until I let them have their way, although it broke my heart.

'Twas well enough for them to talk, and I wan't going to fight; And then my mind got so distressed, I couldn't sleep at night. Folks talk of education as if the Latin showed A farmer how to eist accounts or how to stack a load.

But, as I say, I had to cope with mother and with Dan, And then they got the minister, a good, well-meanin' man. And Dan, he said, must have his chance, and pretty soon I see The book folks and the women folks would be too much for me.

So Dan he got his schoolin', and never no complaint; When I give in I don't take back, but 'twould have tried a saint! I never knew the crops to fall as fall they did those years, Or money be so hard to get, and I was full of fears.

I never grumbled at his bills, but paid them one by one; And when the boy came home again with all his schoolin' done, I couldn't ask him out a-field or let him do a stroke, He looked just a white-skinned birch, and I felt like an oak.

But that was twenty year ago, and here we be to-day, And I've got old and stiff, you see, and what was once like play I have to live strange folks to do, or else must let alone—Silas is willin', wants to work, but he's a boy half-grown.

Now, he's the kind of lad I like; his cheeks look bright and warm; If I could have my way, I know, I'd let him have the farm. Although he's but a cousin's son, he does seem near to me—Yes, nearer, I must say it straight—than Dan could ever be.

Dan's a professor, and they say he knows as much as most—But he don't know, and never will how much his learnin' cost. 'Twas him that should have had the place; 'twas father's 'fore 'twas mine. I'd like to keep it in the name; but I ain't goin' to whine.

Mother she's had it pretty hard; we needed Dan, that's true; And I would keep him right at home if I began life new. Farmin's the honest work of men; if other folks must thrive, Some of us ought to stay at home and keep the farms alive.

Dan's kind of disappointed—he sees he ain't the first; There wan't the makings of the best, and yet he ain't the worst. They call him a good scholar; but there's much he's learned in vain, If he don't think he'd farm it, if he could start again.

SARAH ORNE JEWETT.

## WHAT CAME OF A KIT OF MACKEREL.

It is not often that a kit of mackerel has been made the theme of story or romance, nor is it in itself an object likely to excite aesthetic interest. But I claim for the kit of mackerel in question that its story is so unique (with the added advantage of verity) that it is entitled to stand forever upon an eminence of historic importance in the bloodless annals of the war, clothed with a halo of romance never before or since attained unto by kit or by mackerel. Not that the "kit" was in itself any larger, stronger or superior in any respect to the average kit, or that the mackerel imprisoned in its briny depths were worthier of immortal record than any other fish of kindred nature. Simply by accident of time and locality must that kit of mackerel be numbered among the things of this world which have had greatness thrust upon them.

The events I am about to relate occurred in the year 1863—a year which must forever remain memorable in my recollection because of that kit of mackerel, and because it marks a period of revelation to the average Southern mind. By the strange logic of events we became convinced that Southern chivalry was manufactured out of common clay, and not out of a sort of celestial porcelain, as some of us had fondly imagined, and that their arms were not invincible! The possibility of defeat was our revelation! I was one of five girls, all of us (principally by reason of locality and environment) fierce rebels, as a matter of course. Our mother was an invalid widow. We had neither father, brother, uncles nor male cousins, in consequence of which we out-Heroded Herod in our patriotic determination to send every man to the front, zealously bent upon urging them to make targets of themselves. It is instructive to observe the philosophic equanimity which one brings to bear upon the sorrows of one's best friends. Sustained by this very common species of stoicism, we bore the trial of seeing other folks' kin enlist in the army with Spartan fortitude. Even at this remote period, I can recall the sensation of Roman matronish firmness with which we helped equip everybody else's fathers, brothers and cousins in garments that were fearfully and wonderfully made. Buckling their metaphorical shields over some remarkably funny looking gray jackets, we heroically conjured them, with tearless eyes (eyes presumably too sternly adorned with the fires of intense patriotism to admit of a quenching tear-drop) "to return with it or on it," a somewhat unreasonable request, seeing they had no shields, adding our frenzied supplications that they would never permit our flag to trail in the dust; quite, you know, as if dust were the only thing fatal to its honor or to ours. (Poor old bonny blue flag! The

dust of oblivion lies thick upon its faded folds now, in garrets where moth and rust corrupt.)

Our home was in Tensas Parish, Louisiana, immediately on the river, about midway between the two towns of Natchez and Vicksburg, on the Mississippi side of the river. The first mentioned town, although garrisoned, had made but nominal resistance to the demands of Admiral Farragut for surrender and was then in possession of the Federals. Vicksburg stubbornly resisted. The river from New Orleans to that (now) classic spot was in a state of blockade. No peaceful merchantmen, freighted with their down-going cargoes of cotton or their "up-freights" of sugar and molasses, churned its waters with busy wheels. No floating palaces, alive with passengers on business or on pleasure bent, sped gaily by the envious eyes of the lonely dwellers in lonely plantation homes. No strong-lunged tobacco puffed and panted its way southward with a long, trailing line of grain or coal barges in tow. No craft, but the dark-browed, gloomy gunboats that sentinelled the river in their sullen flow to the sea. Occasionally a crowded transport, conveying troops from New Orleans to some point in the vicinity of Vicksburg, sped by, in uneasy apprehension of ambushed sharpshooters on either bank. But for purposes of navigation, so far as we were concerned, the river was absolutely valueless.

Our dear mother was rapidly hastening toward that bourne where neither wars nor rumors of war would ever again mar the serenity of her soul. Our chief care was to render her few remaining months (or days, as it might be) with us as comfortable and quiet as the hard conditions of those turbulent times would admit. What it cost us to gratify one of her wishes is the gist of the story I have to tell.

"Mamma says she believes she could relish a bit of mackerel," one of our number said, one morning, with a hopelessness born of the fact that mackerel was a delicacy that had not been seen for eye of rebel man or tickled rebel palates for at least two years. It could not possibly be procured at any point nearer than the sutler's store, which had been opened in the recently fallen city of Natchez by some of those enterprising commercial patriots who always followed closely in the wake of the conquering army, zealously bent upon taking advantage of that tide in the affairs of the conquered, which, taken at its turn, should lead on to their own fortune. But Natchez was twenty-four miles further down the river! The river was in a state of rigid blockade. The land route lay through a region of country apparently forsaken of God and man! To you, dear reader of to-day, who, if

appetite suggests mackerel for your breakfast, have but to send around to the first corner grocery to procure it, the momentousness of that desire of our beloved invalid can hardly be conceived. But in those iron days we grew so accustomed to facing difficulties and forcing issues that we did not for an instant relegate her wish to the realms of can't-be-done.

So an overland trip to Natchez was immediately put into animated discussion, and promptly decided upon as necessary. "There's Aggie's christening cup!" was the apparently irrelevant suggestion of one of us, as the discussion veered unsystematically from ways to means and back again.

"Yes; of course, those horrid sutlers wouldn't touch Confederate money."

"And Dr. Sell says she must be kept in brandy."

"And my bracelets!"

"And, girls, we can all give up our gold thimbles. It really doesn't seem right, somehow or other, that we should be indulging in such luxuries and so many of our poor soldiers absolutely without shoes!"

"Considering that our gold thimbles are all ante-bellum possessions and could not without the aid of magic be converted into shoes for the shoeless, your remark, dear, is more creditable to your heart than to your head."

Having extinguished our youngest (temporarily) by this "snub," we resumed the enumeration of articles which could be converted into greenbacks, which were things that up to that period we had accepted by faith and not by sight. Contributions rained in from all sides and ranged from the gold bracelet that had been the last gift of a lover "gone to the wars," to the coral bracelet that had tied up its owner's "baby sleeves" on the occasion of her christening.

From our go-as-you-please discussion was evolved the decision that we had ample means to victual the whole Confederate army with mackerel, if we could only succeed in getting to the mackerel.

"I'll tell you!" said our gold thimble, emerging from under her extinguisher. "Mrs. Snowden is crazy to go to Natchez. You know her daughter's husband's brother lives there and is said to be high in favor with the Yankees." She offered this bit of information with the energy of inspiration.

How the fact that Mrs. Snowden's daughter's husband's brother lived in Natchez and was in high favor with the powers that were, was to assist us out of our difficulties, may not seem quite clear to the reader not familiar with the fact that in those solemn times the purchase of a pair of shoes or a kit of mackerel was a matter of national importance and the occasion of a vast amount of diplomacy.



# 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.

WEDNESDAY, MARCH 27, 1889.

## RAILWAY INTOLERANCE OF LAW.

The new clauses of the Inter-State Commerce Law, which punish with heavy fines and severe imprisonment both the parties to a fraudulent contract for transportation, have made an unpleasant sensation in the railroad world. As Charles Francis Adams showed in his Boston address, the law had not succeeded in suppressing transactions, by which some shippers and some localities were favored to the disadvantage of others. It merely had caused an additional veil of secrecy to be thrown over those transactions. The penalty incurred by breach of the law's provisions against these kinds of favoritism was a fine whose amount was trifling to persons engaged in large transactions. But now that a fine of \$5,000 and two or three years' imprisonment has been substituted, there is much more unwillingness on the part of railroad men to put themselves within the reach of so severe a penalty.

There has been especially sharp practice in the matter of carrying goods to the seaboard for export. A voluntary agreement as to all charges to the seaboard among the roads was reached; but those of them which adhered to its terms lost their export business. Thus the Lake Shore & Michigan Southern Railway has only a fifth as much of this traffic as before the agreement was made. So the National Dispatch Company lost heavily. In fact it has been ascertained that some lines have put freight for export lower by 12 per cent. than other freight to the seaboard. This is in clear violation of the law; and the commission very properly refuses to accept this plea of loss of business as justifying departures from the law on those who have suffered. Judge Cooley very plainly reminded the freight agents that "one crime in railroad circles is no more to be excused by another than one theft is to be justified by another; and it ought to be just as discreditable to violate a criminal law which affects railroad managers in order to make money for their roads, as it is to violate a criminal law in the appropriation of private property."

No corporations are so much dependent for their safety upon the general respect for law and justice as are the railroads, because no other have so much defenseless property. And yet none show so many and such cynical examples of indifference to the law. The open violence they so constantly employ to prevent a rival crossing their tracks is no worse in this respect than their manipulation of courts and of legislatures, their notorious indifference to the terms of bargains made among the roads themselves, and their hardly concealed breach of the legislative restrictions which the community imposes upon their traffic. It is not wonderful that railroad strikes are attended by greater lawlessness than any others. "Like master, like man."

## EVOLUTION OF THE WEALTHY SENATOR.

The resignation of Senator Chace, of Rhode Island, is to be deplored as depriving our national Senate of one of the most valuable of its members. As the reason is understood to be that Mr. Chace cannot afford to retain an office whose salary barely pays the cost of spending the session in Washington, it opens up freshly the old question as to our general policy in this matter. Everybody knows that the standard of living has risen greatly since the war, and that a salary which was amply adequate in that time, is far from it now. This we recognize in raising the President's salary from \$25,000 to \$50,000 a year, although the President has an official residence and escapes other forms of outlay which fall upon Congressmen. The increase of "millionaire Senators" in the last twenty years may have been due to other causes than their use of the influence which wealth brings with it. Their success as candidates may have been facilitated by the slackening of the competition of poorer men, of greater abilities, who found they "could not afford" to go to the Senate when places far more remunerative were open to them. Of course, if there were an urgent and visible necessity for their going, other and higher motives might be expected to come into play. But in sober and ordinary times, when there seems little to be lost by their accepting the presidency of a corporation instead of a Senatorial nomination, they are not unlikely to think that "the post of honor is the private station."

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

Foster & DeSabe succeed G. A. Townsend in the floral business on Monroe street.

The Grand Rapids Leather Co. is arranging to double its present capacity, making its output 1,000 hides of sole leather per week.

Louis Engbrenghof has engaged in the grocery business on Grandville avenue, just south of the city limits. Hawkins, Perry & Co. furnished the stock.

John P. Finnegan has resigned his position as Manager of the Grand Rapids Cabinet Co., to take effect April 1, having disposed of his stock in the corporation to M. C. Burch.

Chas. Glasgow sold his general stock at Lake Odessa to Geo. Weed one day last week, subsequently disappearing from the locality. Having sold him goods on certain representations, Rindge, Bertsch & Co. attached the stock on the ground that the sale was fraudulent. The stock inventories about \$1,500, while the liabilities aggregate \$3,700.

F. W. McKinney, Secretary and Manager of the Gladstone Dock and Warehouse Co., was in town Saturday in the interest of two new transportation lines which could be made of considerable benefit to Grand Rapids shippers. C. W. Caskey will run his *Cyclone* between Harbor Springs and Gladstone, making three trips a week, while the Burns Transportation Co. will run the *Nelly* between Gladstone and Manistee, making two trips a week. Mr. McKinney was assured that a line making Manistee the terminal point would be of no benefit to Grand Rapids, as it would be impossible for her shippers to get low enough rates over the two roads leading to that place—that the making of Muskegon the terminal point would enable Grand Rapids merchants to use the line largely and also give the company the benefit of considerable Muskegon business as well. Mr. McKinney, who is also Secretary of the Burns Transportation Co., was so favorably impressed with the representations of the Grand Rapids jobbers that he will recommend the change from Manistee to Muskegon.

### AROUND THE STATE.

Farwell—Geo. L. Hitchcock, the miller, is dead.

Wixom—B. D. Burch succeeds M. L. Stringer in general trade.

Ionla—Murner & Henke succeed Geo. Childs in the meat business.

Alpena—Maier & Blooms' meat market has been closed by creditors.

Crystal Falls—J. E. Bower has sold his drug stock to Metcalf & Butts.

Flint—W. F. Todd & Co. have bought out E. M. Morse drug store.

Cohoctah—C. H. Miner has sold his general store to Murray Nelson.

Bancroft—R. Sherman & Son succeed Obert & Sherman in general trade.

Menominee—Frank Hornick succeeds Gus Nowak in the meat business.

St. Louis—Nellie F. Von Scriver has removed her grocery stock to Lapeer.

Battle Creek—Jos. P. Reukes succeeds R. E. F. Baxter in the bakery business.

Howell—E. L. Parker succeeds Parker & Cook in the second hand goods business.

Charlevoix—L. L. Carr has closed out his grocery stock and retired from business.

Fowler—Ellenburg & Feldpausch succeed Fred J. Ellenburg in the drug business.

Trufant—C. M. Philo, the hardware and agricultural implement dealer, is dead.

Elsie—H. Chambers will return to Cheboygan with his general stock about April 1.

Eau Clair—Jenkins & Flewellen have sold their grocery stock to Puterbaugh & Davis.

Lake Linden—E. Brule has sold his stationery and confectionery stock to F. J. Green.

Muskegon—C. Mundt & Co. are succeeded in the floor and feed business by Wm. Witt.

Negaunee—Fred Luke succeeds Fred B. Trathen in the cigar and confectionery business.

Grand Ledge—Geo. B. Griswold's clothing stock has been closed under chattel mortgage.

Reed City—Robt. F. Armstrong succeeds D. M. McClellan & Co. in the clothing business.

Lansing—Spor & Tooker have opened their commission and fruit house at 229 Washington avenue.

Portland—The meat market and provision store of Dudley & Wait has been closed on attachment.

Oxford—H. C. Ide & Co. had \$300 worth of jewelry stolen from their store last Wednesday night.

Ypsilanti—Jacob Terns & Son have assigned their grocery stock to John Terns, of Ann Arbor.

West Bay City—H. W. Sage & Co. are succeeded in general trade by J. H. Marvin & Co., late of Hillsdale.

Middleville—H. L. Moore's clothing stock was closed on a chattel mortgage Saturday by a Boston creditor.

Hartford—Roberts & Packer succeed Butler & Roberts in the produce business. Grand Ledge—Winnie & Burnham have bought the Harry Snow drug stock. Battle Creek—Jas. P. Snow succeeds Snow & Gould in the clothing business. Mulliken—O. A. Halladay has bought a half interest in A. Skinkle's meat market.

Kendall—Geo. Knapp, who recently sold his grocery stock to L. A. Mack, will return to rural pursuits.

Muskegon—C. L. Brundage has sold his drug stock to O. C. & W. A. Padley, who will continue the business.

Big Rapids—Robert Telfer, who has been a prominent merchant here for several years, died Friday of congestion of the lungs.

Bellaire—Ira Adams, who was shot by the burglar, Frank Howard, has grown worse, and his recovery is now believed to be doubtful.

Mulliken—Austin Hart has bought the drug stock of E. L. Halladay and now occupies one half of the Whelpley & Cogswell store.

Bessemer—L. M. Watson has sold his interest in the drug and wall paper firm of Jones & Watson, and is temporarily sojourning at Holton.

Durand—L. R. Acker, of Vermontville, and J. F. Stover, of Charlotte, have formed a copartnership to engage in the hardware business here.

West Bay City—Bernard & Gougeon have engaged in general trade. Both partners were formerly in the employ of Bancroft, Thompson & Co.

Clio—E. L. Beeman has been admitted to partnership in the general business of Isaac M. Beeman. The new firm will be known as I. M. Beeman & Son.

Adrian—Albert A. Fitzgerald has retired from the grocery firm of Stowers & Fitzgerald and will go to Quincy, Ill., to engage in the novelty business.

Mulliken—Mr. Cogswell has bought a half interest in B. I. Whelpley's hardware stock. The new firm will add a line of agricultural implements.

Bay City—Fred O. Liever, the grocer who was alleged to have been drowned in the Saginaw river, has come up as dry as a bone on a farm near Monroe.

Battle Creek—J. F. Gould, formerly of the firm of Snow & Gould, has purchased the merchant tailoring stock of N. H. Winins and will continue the business.

Vermontville—Chas. Hull and Harry Hull have formed a copartnership under the style of Chas. Hull & Son to succeed to the hardware business formerly conducted by L. R. Acker.

Byron Center—J. R. Harrison & Co. succeed M. S. McNitt & Co. in the dry goods, boot and shoe and stationery business. McNitt & Co. will continue handling groceries, drugs, crockery and hardware.

Manton—Northrup & Williams, who recently assigned their grocery and hardware stock, attribute their failure to a too intimate acquaintance with the credit business. The assets comprise \$1,275 worth of stock, 250 cords of excelsior bolts, 300 telegraph poles and \$2,500 in book accounts—worth about ten cents on the dollar. The liabilities are \$3,000, none of the creditors being secured.

### MANUFACTURING MATTERS.

Kalamazoo—S. A. Browne succeeds Browne & Murray in the carriage business.

Ionla—The Michigan Overall Co. has absorbed the business of the late Adrian Overall Co.

Sault Ste. Marie—Speck & Shannon have sold their wagon business to Hurst & Sullivan.

Constantine—The Constantine Milling Co. has become incorporated with a paid-in capital of \$30,000.

Saranac—Benson & Crawford are now turning out their patented vine sprinklers at the rate of 200 per day.

Tekonsha—T. W. Tucker has sold his flouring mills to Randall Bros. for \$8,000. They will put in full roller process.

Sherman—Maqueston & Co. suffered a loss of \$400 by the giving away of the flume at their grist mill, a few days ago.

Charlotte—The Steam Heat Evaporator Co. has arranged to manufacture and put on the market a line of pumps, oil tanks, garden sprayers, etc.

Medina—I. N. Colvin has sold his half interest in the old grist mill to J. Desher, who has been running the Canandaigua mill for a year or more past.

Holly—S. S. Wilhelm & Bro. are succeeded in the lumber and planing mill business by the Holly Manufacturing and Lumber Co., with a paid-in capital of \$15,000.

Charlotte—J. P. Perkins has purchased the interest of N. A. Johnson in the furniture manufacturing business of Johnson & Houck. The new firm will be known as Houck & Perkins.

Detroit—The Detroit Umbrella Co. has become incorporated with a capital stock of \$5,000 paid in. The stockholders are John Owen, Jr., 198 shares; Benj. L. Mason, 1, and Walter L. Brown, 1.

Lansing—A card to THE TRADESMAN from Northrop & Robertson states they are not the Lansing Medicine Co., but have dropped the retail drug business and will hereafter devote their entire attention to the manufacture of the "Great American Remedies."

Cadillac—Henry Fair has retired from the cigar manufacturing firm of Fair Bros. and removed to Prescott, Arizona. The business will be continued by the remaining partner under the style of John C. Fair.

Lansing—The firm of L. Price & Co. has been dissolved, Mr. Price having organized the Capital Lumber Co., with a paid-in capital of \$50,000, which is offered as follows: President, Jos. S. Ayers, of Detroit; Vice-President, Lawrence Price; Secretary and Treasurer, H. W. Riker. The company has bought the planing mill and sash, door and blind factory of John Chamberlain (D. M.) and the lumber yard of A. D. Hensel, and will conduct two yards.

### Gripsack Brigade.

Geo. W. Gage is headed East on an extended tour for the Alabastine Co.

D. G. Kenyon is handling the city trade of H. S. Robinson & Burtenshaw exclusively.

E. E. Lamoreaux, formerly on the road for V. R. Steglitz, of Eaton Rapids, has engaged to travel for Morris H. Treusch & Bro.

Valda A. Johnston has traded his 2:28 mare for the cozy residence at 19 Powell street, but anticipates great things from a colt bred by the same mare.

Geo. P. Cogswell, formerly on the road for H. S. Robinson & Burtenshaw, is now the proprietor of a retail shoe store on Michigan avenue, Detroit.

Captain Jim could not be bribed to call on a customer April 9. He will be engaged that day in welcoming the surviving members of his old regiment at their annual reunion at Lowell.

Travelers who are anxiously awaiting the return of a couple of travelers—too green to burn—who persisted in carrying on a flirtation with a pair of hotel girls in such an open manner as to excite the disgust of everyone cognizant of the matter.

J. Kipp writes THE TRADESMAN as follows: George Hallam, traveling salesman for Barnes Bros., of Detroit, made a wager with one Lynn, of Big Rapids, on the result of the last presidential election. George got left and now he has demanded and received back the amount of his wager from the stake holder.

### Excursion to Detroit Floral Exhibition.

The Chicago & Grand Trunk Railway, Detroit, Grand Haven & Milwaukee Railway, Toledo, Saginaw & Muskegon Railway, Detroit Division and Michigan Air Line Division of the Grand Trunk Railway will sell special excursion tickets for this interesting exhibition at single fare for round trip, with 25 cents added for admittance coupon to the exhibition. Tickets will be sold on Wednesday, April 3, and Thursday, April 4, good to go on all trains on these dates, and will be valid to return on all trains up to and including following day of issue.

The Detroit rink, in which the exhibition is to be held, is located on Larned street, between Bates and Randolph streets, about four blocks from Brush street depot, or a block and a half from corner of Woodward and Jefferson avenues, on the same spot where the 1883 Art Loan was held. This exhibition has been fully noted through the press of the State, and will be one of the finest ever held in the country.

### Mr. Jenks' Close Call.

Mr. Jenks (who came home after a hard day's work, carried three trunks down stairs, bumped his head against the door, and hurried five squares to the depot to see some relatives off)—"I feel tired to-night."

Mrs. Jenks (anxiously)—"Tired? Have you a tired feeling?"

"Yes."

"Mercy! Does your back ache?"

"Yes."

"And head ache?"

"Some."

"And fleeting pains around your body?"

"Well, now I think of it, I do have them occasionally."

"Oh, my husband, you've got the very symptoms described in Dr. Quack's medical almanac, and you are on the verge of Bright's disease, liver complaint, consumption, insanity and death! Run right down to the drug store, and buy a dozen bottles!"

# C.G.A. Voigt & Co.

PROPRIETORS OF



Star Roller Mills,  
Grand Rapids, Mich.

### Bank Notes.

Sherman & Son succeed Obert & Sherman in the banking business at Bancroft.

The Exchange Bank at Gladstone has been merged into a State bank, with a paid in capital stock of \$50,000, under the style of the Gladstone Exchange Bank. The stockholders are as follows: John Plankinton, Frederick T. Day and Wm. Plankinton, of Milwaukee; Henry D. Smith, Appleton, Wis.; J. Frank Colloom and Wm. H. Keller, Minneapolis; Paul W. Giebel and Capt. Chas. E. Burns, Escanaba; W. M. Carruthers, Corinne; Wm. A. Foss, Edwin S. Tice and F. W. McKinney, Gladstone; Sarah McKinney, Brooklyn, N. Y.

T. C. Crane, now with the Tecumseh Creamery Co., and J. W. Crane, traveling representative for the Western Dairy Supply Co., have formed a copartnership under the style of Crane & Son and will put in a creamery at Burr Oak, beginning the season's work about May 1.

### FOR SALE, WANTED, ETC.

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

### BUSINESS CHANCES.

FOR SALE—A CLEAN STOCK OF HARDWARE AT Rockford, Mich., will invoice about \$2,000. Enquire of J. Frank Mead, Aet., Rockford, or S. F. Stevens (Foster, Stevens & Co.), Grand Rapids.

FOR SALE—DRUG STOCK, FIXTURES AND SODA Fountain, good location. Enquire 79 Plainfield Ave.

FOR SALE—FULL SET OF TINNERS' TOOLS, SAFE, shoe cases and hardware fixtures—all in good condition and cheap for cash. Will sell one or all. J. Vander Voort, 122 Monroe street, Grand Rapids.

DRUG STORE FOR SALE—ESTABLISHED NINE years; nearest drug store 6 miles; in one of the best growing towns of 400 in Southern Michigan; a rare bargain for right man; best of reasons given for wishing to sell. If you mean business, address, W. R. Mandiga, Sherwood, Mich.

FOR SALE—HOTEL IN GOOD RESORT TOWN, WITH nineteen beds; house furnished complete; price \$2,500, \$8,000 down, balance on time to suit; poor health reason for selling; barn, 34x60; sample room and livery office, 16x34; good livery; mail and stage line in barn; house paying \$100 per month now. For particulars, address "Hotel," care Tradesman.

FOR SALE—A GENERAL STOCK OF MERCHANDISE, will invoice \$10,000, including fixtures; business of 1888 was over \$40,000; located in thriving town of 1,500 in Central Michigan; buildings for sale or rent; to parties purchasing, we will give our trade, which amounts to from \$600 to \$1,000 per month; reasons for selling, other business. Address M. care Michigan Tradesman.

FOR SALE—STOCK OF DRY GOODS, CLOTHING, boots and shoes in live town in Central Michigan; will invoice about \$7,500, fixtures included; trade of 1888 about \$25,000; will rent or sell building; our trade will be given to buyer; reasons, too much business. Address B. care Michigan Tradesman.

FOR SALE—A BARBAIN—ONE STEAM BOILER 4x12 feet, 45 3-inch flues, fire front, breeching, smokestack, safety valve, water gauge and inspirator; was replaced by larger boiler; all in good order. J. E. Greilick, Lock Box 18, Traverse City, Mich.

A SNAP—GROCERY STORE IN EAU CLAIRE, WIS., that pays for itself twice a year; will be sold to the right party for cash, if it can be sold at once; it will pay to look into this. For particulars, address Box 465, Eau Claire, Wis.

FOR SALE—BRIGHT, CLEAN STOCK OF GROCERIES, crockery and glass-ware, in growing town of over 1,200; stock and fixtures will invoice about \$2,500; business averages \$1,500 per month; store building is one of the finest in the State for business and will be rented or sold; reasons, other business needs our attention. Address A. care Michigan Tradesman.

### HELP WANTED.

WANTED—ACTIVE, HONEST YOUNG MAN WHO has had two years' experience in the drug business. Address No. 38, care Tradesman.

### SITUATIONS WANTED.

WANTED—SITUATION AS BOOK-KEEPER BY MAN of eight years' experience, who is familiar with general merchandise. Address A. E. Chambers, 95 Monroe Street, Grand Rapids, Mich.

WANTED—SITUATION—BY REGISTERED PHARMACEUT, thorough qualifications; excellent references. Address Box 187, Sherwood, Mich.

WANTED—SITUATION—BY A PHARMACEUT, registered by examination; best of references. Address No. 40, care Michigan Tradesman.

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

SALESMAN WISHES TO REPRESENT GRAND RAPIDS manufacturer to the trade in Chicago, or on the road after April 1st. Address 396, care Tradesman.

### MISCELLANEOUS.

TO EXCHANGE—HAVE A NEW, BRIGHT, WELL-kept little stock of hardware to exchange for a farm or city real estate. Address No. 401, care Michigan Tradesman.

\$1,200 CASH BUYS MANUFACTURING BUSINESS paying 100 per cent. Best of reasons for selling. Address Chas. Kynoch, St. Ignace, Mich.

I HAVE SOME FIRST-CLASS PROPERTY, WELL improved and nicely located, in South Dakota; also some other property to exchange for a stock of goods. J. C. McKee, 25 Fountain St.

WANTED—TO EXCHANGE—PRODUCTIVE REAL estate in the thriving village of Bailey on the C. & W. M. Railway for house and lot in Grand Rapids, worth about \$1,000. Address, D. B. Valentine, Canandaigua, Mich.

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

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

WANTED—EVERY STORE-KEEPER WHO READS this paper to give the Sulfur coupon system a trial. It will abolish your pass books, do away with all your book-keeping, in many instances save you the expense of one clerk, will bring your business down to a cash basis and save you all the worry and trouble that attend going 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.

### CASH SALE CHECKS.

Encourage your trade to pay cash instead of running book accounts by using Cash Sale Checks. For sale at 50 cents per 100 by E. A. STOWE & BRO., Grand Rapids.



# LION COFFEE



Merchants,  
YOU WANT THIS CABINET  
Thousands of Them

Are in use all over the land. It does away with the unsightly barrels so often seen on the floor of the average grocer. Beautifully grained and varnished and put together in the best possible manner. Inside each cabinet will be found one complete set of castors with screws.

Every Wide-Awake Merchant  
Should Certainly Sell

# LION, THE KING OF COFFEES.

An Article of Absolute Merit.

It is fast supplanting the scores of inferior roasted coffees. Packed only in one pound packages. Put up in 100-lb. cases, also in cabinets of 120 one-pound packages. For sale by the wholesale trade everywhere. Shipping depots in all first-class cities in the United States.

# Woolson Spice Co., TOLEDO, OHIO.



Product of Our Factory at Fon du Lac, Wis.

You can buy a better \$3 Men's Calf Shoe and other grades made by C. M. HENDERSON & CO. near your own door than other manufacturers can offer, and this is true of our Ladies' Fine Dongola and Goat \$2.50 Shoe and our \$3 Henderson French Kid, and other grades made at our Dixon Factory, where our celebrated "Red School House" Shoes are produced. We have special advantages for manufacturing them and make them all on the theory of merit and style. "The proof of the pudding is in chewing the string," and if you will test them we shall highly appreciate it and are sure it will prove to your advantage. Our heavier grades of goods made at our third factory are also acknowledged to be unequalled.

C. M. HENDERSON & CO., Chicago.

Factories:

Fon du Lac, Wis.

Dixon, Ill.

Chicago, Ill.







BUSINESS LAW.  
Brief Digests of Recent Decisions in  
Courts of Last Resort.

**NATIONAL BANK SHARES—TAXATION.**  
According to the decision of the Supreme Court of Nebraska in the recent case of Bressler vs. Wayne County, the owners of shares of national bank stock having no other credits or moneyed capital are entitled to have their bona fide debts deducted from the value of such shares in the assessment and taxation of the same.

**MARRIED WOMEN—KENTUCKY LAW.**  
In Kentucky, property purchased with money earned by a married woman during the existence of the marriage and conveyed to her, is subject to the husband's debts created before the purchase, the husband being entitled to the proceeds of the wife's labor. So held by the Kentucky Court of Appeals.

**BOND—SURETIES—SUBSEQUENT LEGISLATION.**  
The liability of the sureties in a bond given in pursuance of a statute to secure the payment of such fines and penalties as may be imposed upon the principal obligor thereunder cannot be enlarged by subsequent legislation creating new offenses or establishing new penalties, according to the decision of the Supreme Court of Pennsylvania in the case of Crawley vs. The Commonwealth.

**CONTRACT—PURCHASE—MEASURE OF DAMAGES.**  
A person who fails to comply with his contract to furnish goods is liable for the value of the goods in the open market at the time of the failure, but when similar goods cannot be purchased in the open market the measure of damages is the actual loss sustained by the purchaser in not receiving the goods according to contract. So held by the Supreme Court of Indiana.

**INSURANCE—INCREASED RISK.**  
A policy of insurance on a stock of goods provided that if the risk should be increased by the erection or occupation of neighboring buildings without the assent of the plaintiffs indorsed thereon the policy should be void. After the contract of insurance was made one of the insured, who was the owner of the building in which the goods were insured, bought a farm building located a short distance from the storehouse and moved it up to and connected it with the storehouse, making an opening from the storehouse into it, and used them both as one building, forming an ell. The company had no notice of this. A fire occurred, destroying the building and the goods contained in the ell formed by the storehouse and the farm building. The Superior Court of Kentucky held that under the circumstances the risk was increased and the policy rendered void.

**TRADE-MARK—UNION LABEL.**  
The Supreme Court of Minnesota has rendered a decision in the case of The Cigar Makers' Protective Union vs. Conhain et al., holding that the device adopted by the Cigar Makers' Union, to be used by their several members on boxes of cigars made by such members, was not a valid trade-mark. The court said: "Such device not indicating by what persons the cigars are made but only that they are made by some member of one of such unions, the right to use the device belonging equally to each of all the members and continuing only while the person remains a member, it is not a legal trade-mark."

**TRADE-MARK—MEANINGLESS WORD.**  
The question was raised before the Chancery Division of the High Court of Justice (England) in the recent case of Burgoyne vs. Powall, whether the word "Oomoo" could be registered as a trade-mark in respect of wine and spirits. The defendant opposed the application on the ground that the word was a colorable imitation of the mark Emu, and calculated to deceive, that the word was not "an invented word, or a word having no reference to the quality of the goods," and that it was not a fancy word in common use. It was shown that the word "Oomoo" was an adjective in the aboriginal language of Australia, signifying "choice." Mr. Justice Chitty, before whom the case was tried, permitted the registration. He said that in Great Britain the word "Oomoo" was obviously a meaningless word. Granting that "Oomoo" did mean "choice" among the aboriginal inhabitants of Australia, it carried no linguistic meaning to an ordinary Englishman, or to Englishmen in any numbers, and was therefore to all intents and purposes a meaningless word.

**A Necessary Precaution.**  
"Say," said the proprietor of a big hotel in Connecticut, to a commercial traveler who was dancing a jig in his room, on the fourth floor: "don't kick up such a racket here. You must keep quiet while in this house."  
"I am disturbing no one," pleaded the traveling agent.  
"Perhaps not," admitted the proprietor; "but you may shake out the front of the building, and we have no boiler in the basement to which to attribute the disaster."

**Short and Sweet.**  
She—Did your uncle leave you anything, Henri?  
He—He did.  
She—Henri, I am yours.  
He—He left me his blessing.  
She—Henri, I am not yours.

**Tit for Tat.**  
Teller—"I cannot pay that, check unless you get me one to identify you."  
"Why, my name is on the check."  
"Yes, but I don't know you."  
"Neither do I know you; but I trusted you with the check just the same."

**His Own Diagnosis.**  
Mother—And do you really feel so very bad, Bobby?  
Bobby—Yes, ma. I ain't quite sick enough to need any medicine, but I'm a little bit too sick to go to school.

ORANGE CULTURE.

How the Crop is Raised and Disposed of in Florida.

Marion county, in the center of Florida, is celebrated for producing one-fourth of the orange crop of that State. It has large groves of natural growth situated in the midst of rich hummocks, those adjacent to Citra, its principal shipping point, covering over 2,500 acres, and containing 75,000 full bearing trees. J. A. Harris, a resident of this district, and known throughout the State as the "Orange King of Florida," has been visiting New York, and furnishes some interesting data to the *Tribune* concerning the cultivating of this and other fruit. He said: "Marion county will furnish over half a million boxes of oranges this year, or more than any other three counties put together. The crop of the State averages from two and one-half to three million boxes. The majority of the groves are of spontaneous growth, and stand just where nature planted them; hence are fruit, being of wild origin, is sour and bitter. This stock is the best to graft upon, and when budded to the best sweet varieties the new wood is all sweet above the graft and produces the most luscious fruit, a tree taking three to four years to bear. I was born and brought up at Lake Harris, and when at the age of twenty-one I moved to Citra and bought a grove, the country was a wood, boasting one pine cabin and four inhabitants. All of the oranges were of wild growth and consequently sour, so I grafted them and made them sweet, studied the nature of the fruit, kept the ground clean and well-fertilized, and for eighteen years have diligently pursued the business, and as a result my grove of 200 acres this year yields 50,000 boxes of oranges, which is greater than the yield of any other grove in the State. Bishop, Hoyt & Co., my neighbors, have a grove of 175 acres and are the second largest, and the Lindsay or Crescent Orange Company, also in this district, are the third largest growers. At Citra we confine our labor to men as far as picking, packing and shipping are concerned, but boys do the wrapping, and at some groves girls also assist at wrapping. The wages of the men average from \$1 to \$3 a day, yet as they do the bulk of the heavy or outdoor work they, as a rule, command the latter figure, the boys earning all the way from 50 cents to \$1.25 a day. The busy season begins in November and lasts until April. The force is about equally divided between the colored and white people, the former doing the picking and the latter the packing and shipping. What do they do during the remainder of the year? Why, new groves have to be laid out, and cultivated, weeded and kept clear to prevent the trees from becoming diseased, and this takes all summer. This, of course, does not require as many men as during harvest season, still there is always plenty of work between opening up the new and keeping the old groves in proper condition. Some of the hands hire out on farms, orchards, cotton, tobacco or sugar plantations. You ask if many bananas or pineapples are grown in this district. Only a few, for table use. At Indian River, further south, bananas, pineapples and coconuts, which are largely tropical or open-air plants, are grown extensively. Oranges are more profitable to us, and next to them lemons, lemons, citron and grape fruit. By the way, tobacco growing is attracting great attention and becoming a considerable industry, especially the finer grades, which flourish on hummock land, and in quality are equal to any brought from Cuba. Speaking of the fruit culture in Marion county, it has only one drawback, namely, lack of water. April and May being the dry season, the young fruit drops off; hence, there is some waste, and an improved system of irrigation is needed. Wells have been sunk successfully along the Atlantic coast and St. John River, but in the interior, although borings have been made to a depth of 1,000 feet, the flow of water is insufficient for practical purposes. The only disease prevalent is that of scale insects of many kinds, which sap the life out of the fruit, but by keeping the trees well trimmed, and the land clear and well fertilized, the business cannot fail to be successful. Of one thing I am strenuously in favor, and that is confining our shipments to one or two Eastern markets, where all consignments would be sold at an exchange. This would guard against an overstocked market and the loss incidental to perishable goods, and the advantage gained would be this, at least, that goods would sell on their merits, and prices could be regulated. Citra has now 500 inhabitants and ships 250,000 boxes of oranges annually, and in other portions of the county there are numberless groves that ship from 100 to 10,000 boxes of the fruit with the return of every season."

HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock, measured merchantable, mill culls out:  
Basswood, log-run ..... 13 00@15 00  
Birch, log-run ..... 15 00@16 00  
Birch, Nos. 1 and 2 ..... 22 00  
Black Ash, log-run ..... 14 00@16 00  
Cherry, log-run ..... 25 00@35 00  
Cherry, Nos. 1 and 2 ..... 30 00@35 00  
Cherry, cull ..... 12 00  
Maple, log-run ..... 12 00@13 00  
Maple, soft, log-run ..... 11 00@13 00  
Maple, Nos. 1 and 2 ..... 20 00  
Maple, clear, flooring ..... 25 00  
Maple, white, selected ..... 20 00@21 00  
Red Oak, log-run ..... 24 00@25 00  
Red Oak, Nos. 1 and 2 ..... 24 00@25 00  
Red Oak, 1/4 sawed, 6 inch and up w'd. 38 00@40 00  
Red Oak, 1/4 sawed, regular ..... 30 00@35 00  
Red Oak, No. 1, step plank ..... 25 00  
Walnut, log-run ..... 12 00@13 05  
Walnut, Nos. 1 and 2 ..... 14 00@16 00  
Walnut, cull ..... 25 00  
Grey Elm, log-run ..... 12 00@13 05  
White Ash, log-run ..... 14 00@16 00  
White Oak, log-run ..... 17 00@18 00  
White Oak, 1/4 sawed, Nos. 1 and 2 ..... 42 00@43 00

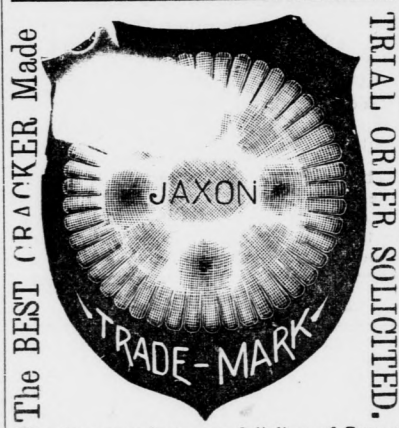
WANTED.

POTATOES, APPLES, DRIED FRUIT, BEANS and all kinds of Produce.

If you have any of the above goods to ship, or anything in the Produce line, let us hear from you. Liberal cash advances made when desired.

**EARL BROS., COMMISSION MERCHANTS**  
157 South Water St., CHICAGO  
Reference: FIRST NATIONAL BANK, Chicago.  
MICHIGAN TRADESMAN, Grand Rapids.

**HYDRAULIC ELEVATORS**  
Water Motors and Specialties  
Send for New Catalogue.  
**Tuerk Hydraulic Power Co.**  
NEW YORK: CHICAGO:  
12 Cortland St. 39 Dearborn St.



We also manufacture a full line of Sweet Goods. Write for quotations and samples.  
**JACKSON Cracker Co., MICH.**

**"Our Leader"**  
The Finest 5-Cent Cigar on the Market.  
MANUFACTURED BY  
**J. E. Kenning & Co.,**  
56 CANAL ST

**THE ACME OF UTILITY AND ECONOMY IN STORE SHELVING**  
WHEN THE SAME IS HUNG ON THE KOCH PAT

**ADJUSTABLE REVERSIBLE BRACKETS**  
Liberal discount to the trade. Special inducements to parties introducing this system of store fitting in any locality.  
Manufactured by  
**KOCH A. B. CO.,**  
354 Main St., PEORIA, ILL.  
BORDEN, SELLECK & CO., Agts.,  
48-50 Lake St., Chicago, 114 Water St., Cleveland

**ALFRED J. BROWN,**  
WHOLESALE DEALER IN  
**Foreign, Tropical and California FRUITS.**



Headquarters for Bananas.  
16 AND 18 NORTH DIVISION ST. GRAND RAPIDS, MICH.

**Voigt, Herpolsheimer & Co.,**  
Importers and Jobbers of  
**Dry Goods**  
STAPLE and FANCY.  
Overalls, Pants, Etc.,  
OUR OWN MAKE.  
A COMPLETE LINE OF  
**Fancy Grockery and Fancy Woodenware**  
OUR OWN IMPORTATION.  
Inspection Solicited. Chicago and Detroit prices guaranteed.

**HARVEY & HEYSTEK**  
JOBBER IN  
**Wall Paper and Paints, Oils, Etc.**  
We are Offering to the Trade some SPECIAL BARGAINS in Wall Paper at Less than Manufacturers' Prices. Your Correspondence is Solicited.  
**74 and 76 Ottawa St., Grand Rapids, Mich.**

**P. STEKETEE & SONS,**  
WHOLESALE  
**Dry Goods and Notions,**  
83 Monroe St. and 10, 12, 14, 16 & 18 Fountain St.,  
**Grand Rapids, Mich.**  
New Line of Prints, Seersuckers, Toile Du Nord, Gingham, Dress Goods, Hosiery, Underwear, White Goods, Laces, Embroideries and Full Line of Neck Wear.

**Bags.** Warps, Geese Feathers, Waddings, Batts and Twines.  
Sole Agents for Valley City and Georgia Bags. Mail orders receive prompt and careful attention.

**NELSON BROS. & CO.,**  
**Wall Paper and Window Shades,**  
**GRAND RAPIDS, - MICH.**

**Detroit Soap Co., SOAPS**  
DETROIT, MICH.  
Manufacturers of the following well-known brands of  
QUEEN ANNE, TRUE BLUE, MONDAY, AND OTHERS. MOTTLED GERMAN, SUPERIOR, PHENIX. MICHIGAN, CZAR, WABASH, ROYAL BAR, MASCOTTE, CAMEO.  
For quotations address  
**W. G. HAWKINS,** Salesman for Western Michigan,  
Lock Box 173, - GRAND RAPIDS

**CANDY!** We manufacture a full line, carry a heavy stock, and warrant our goods to be STRICTLY PURE and first class.  
**PUTNAM & BROOKS.**

**WM. SEARS & CO.,**  
**Cracker Manufacturers,**  
**AGENTS FOR AMBOY CHEESE.**  
37, 39 and 41 Kent St., Grand Rapids.

**ATTENTION, RETAIL MERCHANTS!**

Increase your Cigar Trade by selling the  
**B BMA A B. M. A BMA A**  
Named in Compliment to the  
**Michigan Business Men's Association,**  
And especially adapted, both in Quality and Price, to the requirements of the  
RETAIL GROCERY TRADE.

**Absolutely THE BEST 5 Cent Cigar on Earth!**  
**PRICE, \$30 PER THOUSAND.**

**The Telfer Spice Company,**  
MANUFACTURERS' AGENTS, GRAND RAPIDS.

**Nuts** Putnam & Brooks.  
We carry a large stock of Foreign and Domestic Nuts and are at all times prepared to fill orders for car lots or less at lowest prices.

**HEAVENRICH BROS.**  
Wholesale Clothiers  
MANUFACTURERS OF  
**Perfect-Fitting Tailor-Made Clothing**  
AT LOWEST PRICES.  
138-140 Jefferson Ave., 34-36 Woodbridge St., Detroit.  
MAIL ORDERS sent in care L. W. ATKINS will receive PROMPT ATTENTION

**LEMONS!** Our lemons are all bought at the cargo sales in New Orleans and are as free from frost or chill as in June.  
**PUTNAM & BROOKS.**

**HESTER & FOX,**  
Manufacturers' Agents for  
**SAW AND CRIST MILL MACHINERY,**  
Send for Catalogue and Prices.  
**LATLAS ENGINE WORKS**  
INDIANAPOLIS, IND., U. S. A.  
MANUFACTURERS OF  
**STEAM ENGINES & BOILERS.**  
Carr Engines and Boilers in Stock for immediate delivery.  
Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.  
And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.  
Write for Prices. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

**WHY BE A SLAVE**  
**To the Pass Book System**  
With its attendant losses and annoyances, when you can supplant it by so inexpensive and labor-saving a system as the

**Tradesman Credit Coupon Book,**  
Which is now used by over 2,000 Michigan merchants.

The Tradesman Coupon is the cheapest and most modern in the market, being sold as follows:  
\$ 2 Coupons, per hundred ..... \$2.50  
\$ 5 " " ..... 3.00  
\$10 " " ..... 4.00  
\$20 " " ..... 5.00  
SUBJECT TO THE FOLLOWING DISCOUNTS:  
Orders for 200 or over ..... 5 per cent.  
" " 500 " ..... 10 " "  
" " 1000 " ..... 20 " "

SEND IN SAMPLE ORDER AND PUT YOUR BUSINESS ON A CASH BASIS.  
**E. A. STOWE & BRO., Grand Rapids.**



LEISURE HOUR JOTTINGS.

Written for THE TRADESMAN.

BY A COUNTRY MERCHANT.

No matter what avocation is followed by an individual, and no matter how superficial and heedless he may be in noticing the peculiarities of people with whom he comes in contact, it is perfectly safe to wager that he always has more or less of an assortment of disagreeably odd and absurdly unreasonable acquaintances, whose personal actions and language are continually keeping him disgruntled.

And if even the careless and heedless and unthinking have a mental catalogue of these undesirable, what must be the relative size of the list of those unfortunate who are afflicted with an irritable nervous system, and a keener realization of what constitutes the mutual moral rights of the human family? And then the latter class, usually, from habits, education and association finds itself without one comforting recourse that not unfrequently assists the former material in evaporating his disgust and indignation, and while its members often find it difficult to conquer and control an all-pervading desire to indulge in withering and blasting personalities, intermingled with emphatic "cuss words," and suggestions of muscular belligerence, the undignified satisfaction is very rarely indulged in.

Assuming myself to be neither nervous, irritable or belligerent, let me introduce a very common character, which very frequently stirs up the gall ducts of people who unfortunately are. This particular character, or type of it, is a man of some importance and influence in the community because of a goodly accumulation of shekels, but there isn't a business man who listens to his absurdities, winks at his rudeness and swallows his impertinences, who doesn't know that the average day laborer is a more desirable customer, and is more congenial and satisfactory company than he. He came into my store, this morning, and went through his usual programme. Finding the "pauper tobacco box" empty, he coolly requested me to open a new paper, which I did. While smoking he obtained stationery and a couple of postage stamps—which he forgot to pay for—and used my desk for an hour. After using up five or six pipes of my tobacco, he pronounced it "vile stuff," and said he must go over to S—'s and get some that was "half-way decent." After smoking, he wanted to see some plug tobacco, and after biting a quarter section out of a ten cent plug, concluded he didn't want any, but did want a couple of pounds of twenty cent roasted coffee. On being informed that the market didn't afford any such luxury these days, he suggested that I should keep my twenty-five cent grade—cost twenty-three—for people who were anxious to pay a hundred per cent. profit. Then, after soliciting a capacious cheek full of fine-cut, I was informed that my fifty cent tea could be bought of peddlers for thirty, and all my other commodities in like proportion, and that he, the informant, didn't propose to patronize dealers who persisted in sticking to war prices.

Dishonest dealers, through dishonest advertising, have much to do in "bracing up" these disagreeable pests of trade. About a week ago a man came in after a bill of spices, which he would buy of me provided I could duplicate the prices of a neighboring town, and he pulled out a paper of that city and pointed to a retailer's advertisement. I give the announcement in substance, as printed: "Why pay cut-throat prices for spices, when I offer you strictly pure goods as follows: Choicest ground pepper, 13 cents; best ginger, 13 cents; finest cinnamon, 20 cents; imported mustard—strongest quality—25 cents; allspice, 13 cents; cloves, 25 cents; cream tartar, 25 cents, and all goods in proportion."

The intelligent dealer can see at a glance that "straight" goods could not be sold at these quotations without absolute loss, yet my would-be customer believed in the statement implicitly, and broadly hinted that to such honorable and philanthropic parties as the advertiser was due the growing immunity of the public from the sharks and vampires of traffic.

Notwithstanding the proverbial hospitality of the Arabs, you and I would reflect long and carefully, and feel of our windpipes tenderly, before venturing to interfere in a horse or camel trade between our host and another of these nomadic gentlemen, yet it is not an extremely rare case for one of these human excrescences in question to use your fire, your chairs and your tobacco, *ad lib.*, and during the brief intervals not employed in decorating your floor, occupy himself in extolling the bargains to be had at your competitors, or in extolling the superior business attractions in your line offered in another community. I once had an individual unload and pile up on

my floor two or three superannuated trunks, as many more emaciated carpet bags, and a variety of disreputable looking bundles, and when he and a companion carried them away after a week's storage, and the latter manifested a disposition to transact a little business, I heard the owner of the "traps and calamities" suggest that he could probably do better at another establishment.

I have often thought that the influence of this class of "patrons" might be secured and retained by a system of arranging and exhibiting goods so that liberal "sampling" could be successfully indulged in under the pretense of prospective purchases, but, as yet, I have never given the matter a really fair trial.

Luckily the female members of this class, as compared with the other sex, are in a decided minority, yet Mr. Slimmer, the dry goods man, informs me that there are still enough of them to make existence, at times, seem undesirable, unprofitable, and seemingly unbearable, and to almost solve the mooted question whether life is worth living or not, but I often think that if Mr. S. would devote a little more time to keeping the "Old Adam" of his nature in subjection, outside of church as well as in it, he could traverse the inevitable rough and thorny paths of this life with materially less personal discomfort.

The Corner in Grain.

Wife—I see that our neighbor, Bonds, is down again.  
Husband—What is it this time? Wheat, I suppose.  
Wife—No, I think from his appearance it was rye that has felled him now.  
And I don't want you to dabble with it any more, either.

BUY  
Muscatine  
ROLLED  
OATS  
IF YOU WANT  
THE BEST!

TIME TABLES.

Grand Rapids & Indiana.		
GOING NORTH.		
Traverse City & Mackinaw.	Arrives.	Leaves.
Traverse City & Mackinaw.	9:45 a.m.	11:30 a.m.
From Cincinnati.	7:30 p.m.	
For Petoskey & Mackinaw City.	3:55 p.m.	5:00 p.m.
Saginaw Express.	11:30 a.m.	7:20 a.m.
Saginaw Express.	10:30 p.m.	4:10 p.m.
Saginaw Express runs through solid.		
Saginaw Express 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.		
Cincinnati Express.	10:30 a.m.	7:15 a.m.
Fort Wayne Express.	10:30 a.m.	11:45 a.m.
Cincinnati Express.	4:40 p.m.	5:00 p.m.
From Traverse City.	10:40 p.m.	
1:15 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 N. 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.	Arrive.	
7:05 a.m.	10:45 a.m.	
11:15 a.m.	4:45 p.m.	
4:30 p.m.	7:45 p.m.	
Leaving time at Bridge street depot 7 minutes later.		
C. L. Lockwood, Gen'l Pass. Agent.		

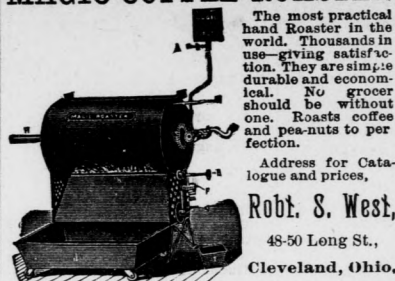
Detroit, Grand Haven & Milwaukee.		
GOING WEST.		
Morning Express.	Arrives.	Leaves.
Through Mail.	1:05 p.m.	1:10 p.m.
Grand Rapids Express.	1:50 p.m.	5:10 p.m.
Night Express.	6:40 a.m.	7:00 a.m.
GOING EAST.		
Detroit Express.	6:50 a.m.	7:00 a.m.
Through Mail.	10:30 a.m.	10:30 a.m.
Evening Express.	3:40 p.m.	10:30 p.m.
Limited Express.	10:30 p.m.	10:30 p.m.
Daily, Sundays excepted. *Daily.		
Limited 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 New York.		
Through tickets and sleeping car berths secured at D., G. H. & M. R.'s office, 25 Monroe St., and at the depot.		
Jas. Campbell, City Passenger Agent.		

TO MONTANA, OREGON AND WASHINGTON.

If you are going west bear in mind the following facts: The Northern Pacific Railroad owns and operates 98 miles, or 57 per cent of the entire railroad mileage of Montana; spans the territory with its main line from east to west; is the shortest line to Helena; the only Pullman and dining car line to Butte, and is the only line that reaches Miles City, Billings, Bozeman, Missoula, the Yellowstone National Park, and, in fact, nine tenths of the cities and points of interest in the territory.

The Northern Pacific owns and operates 621 miles, or 56 per cent of the railroad mileage of Washington, its main line extending from the Idaho line via Spokane Falls, Cheney, Sprague, Yakima and Ellensburg, through the center of the Territory to Tacoma and Seattle, and from Tacoma to Portland. No other trans-continental through rail line reaches any portion of Washington Territory. Ten days stop over privileges are given on Northern Pacific second class tickets at Spokane Falls and all points West, thus affording intending settlers an excellent opportunity to see the entire Territory without incurring the expense of paying local fares from point to point.

MAGIC COFFEE ROASTER



The most practical hand Roaster in the world. Thousands in use—giving satisfaction. They are simple, durable and economical. No grease should be without one. Roasts coffee and tea—quite to perfection.

Address for Catalogue and prices, Robt. S. West, 48-50 Long St., Cleveland, Ohio.

Why you should send us your orders. We handle nothing but BEST and CHOICEST BRANDS; Sell Manufacturers' and Importers' Prices; Ship at ONE DAY'S NOTICE, enabling you to receive goods day following; Full orders for ALL KINDS of GLASS, VIZ: Imported and American Polished Plate, Rough and Ribbed French Window, American Window, English 6 oz. Enamelled, Cut and Embossed, Rolled Cathedral, Venetian, Muffled, Frosted, Bohemian, German Looking Glass Plates, French Mirror Plates. The quality, variety and quantity of our stock is exceeded by no house in the United States.

WM. REID, 73 & 75 Larned Street West, DETROIT, MICH. Grand Rapids Store, 61 Waterloo Street.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun.	50
No. 1 "	55
No. 2 "	75
Tubular "	75
LAMP CHIMNEYS.	
6 doz. in box.	1 90
No. 0 Sun.	2 00
No. 1 "	2 25
No. 2 "	3 00
First quality.	
No. 0 Sun, crimp top.	2 15
No. 1 "	2 25
No. 2 "	3 25
XXX Flint.	
No. 0 Sun, crimp top.	2 58
No. 1 "	2 80
No. 2 "	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled.	3 70
No. 2 "	4 70
No. 2 Hinge.	4 70
La Bastic.	
No. 1 Sun, plain bulb.	1 25
No. 1 crimp.	1 50
No. 2 "	1 40
No. 3 "	1 60
Butter Crocks, per gal.	
Jugs, 1/2 gal., per doz.	65
" " " "	90
" " " "	1 80
Meat Tubs, 10 gal., each.	
" " " "	75
" " " "	1 00
" " " "	1 05
" " " "	2 25
" " " "	2 25
Milk Pans, 1/2 gal., per doz. (glazed 60c)	
" " " "	60
" " " "	75

\$1,000 REWARD!!

THE LARGEST AND BEST CLEAR LONG HAVANA FILLED SUMATRA WRAPPED CIGAR SOLD FOR 5 CENTS.



We agree to forfeit One Thousand Dollars to any person proving the Filler of these Cigars to contain anything but Havana Tobacco. DILLWORTH BROTHERS.

Amos S. Musselman & Co.

SOLE AGENTS, GRAND RAPIDS, MICH.

AWNINGS

AND TENTS.



Horse and Wagon Covers, Water Proof Coats, Buggy Aprons, Wide Cotton Duck, etc. Send for Illustrated Catalogue.

Chas. A. Coye, Telephone 106, 11 Pearl St.

CHICAGO LIGHTS

DAVIS BROS.

The Finest 5-ct. Cigar Manufactured.

LONG HAVANA FILLER. THEY HAVE NO EQUAL.

A. S. DAVIS, 127 Louis St., Grand Rapids.

Electro-Fox

ELECTROTYPERS

Stereotypers

Photo & Zinc Engraving

Also Leads SUGS, BRASS RULE

BOXWOOD WOOD & METAL FURNITURE

MAPLE, ELGIN, GRAND RAPIDS MICH.

COAL! --- COKE! --- WOOD!

Wholesale A. HIMES. and Retail

Office under Nat'l City Bank. Yards, Shawmut Avenue, Winter and W. Division Sts.

Telephone Call 490-2. CAR LOTS A SPECIALTY.



The Best Fitting Stocking Rubber in the Market.

Geo. H. Reeder, Sole Agents, Grand Rapids, - Mich.



SHAFTING, HANGERS, AND PULLEYS A SPECIALTY.

FIRST-CLASS IN EVERY RESPECT. Send Specifications for Estimates before Contracting.

THE LANE & BODLEY CO. 2 to 48 JOHN ST., CINCINNATI, O.

H. Leonard & Sons.

Crockery, Glassware and Grocers' Sundries

—AT—

Popular Prices

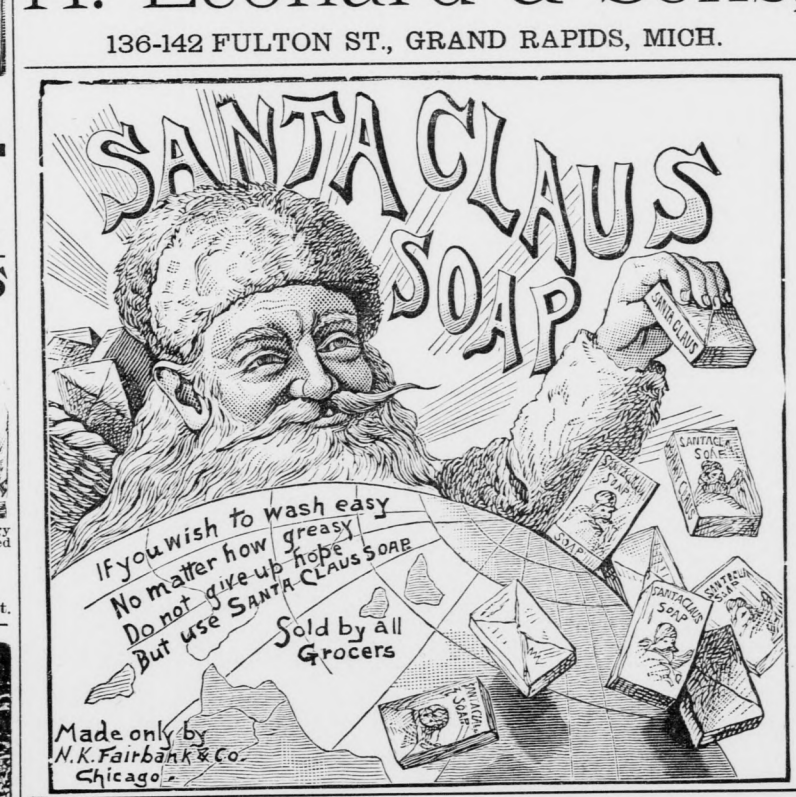
Ask for our Price List on the following goods. Don't pay fancy prices for our Staple Goods. We are Headquarters for Grocers' Notions:

Baskets.	Blank Books.	Stove Polish.
Blacking.	Composition Books.	Perfumery.
Liquid Dressing.	Cash Books.	Pins.
Brushes.	Day Books.	Rat Traps.
Playing Cards.	Ledgers.	Toilet Paper.
Combs.	Pass Books.	Tacks.
Clothes Lines.	Student Note Books.	Wicking.
Curry Combs.	Time Books.	Butter Bowls.
Cattle Cards.	Writing Paper Tablets.	Butter Laddles.
Harmonicas.	Note Paper.	Carpet Sweepers.
Jelly Tumblers.	Fools Cap and Legal Cap.	Stoneware.
Fruit Jars.	Lead Pencils.	Clothes Pins.
Lamp Chimneys.	Pens.	Keelers.
Lamp Burners.	Papeteries.	Mop Holders.
Lanterns.	Pen Holders.	Mouse Traps.
Street or Mill Lamps.	Funnels.	Pails.
Lantern Globes.	Measures, Tin & Wooden.	Sieves.
Marbles.	Oil Tanks.	Step Ladders.
Oil Cans.	Tea and Table Spoons.	Tubs.
Slates—Noiseless.	Knives and Forks.	Wash Boards.
Slate Pencils.	Pocket Cutlery.	Window Cleaners.

H. Leonard & Sons,

136-142 FULTON ST., GRAND RAPIDS, MICH.

SANTA CLAUS SOAP



If you wish to wash easy No matter how greasy Do not give up hope! But use SANTA CLAUS SOAP Sold by all Grocers

Made only by N.K. Fairbank & Co. Chicago.

D.W. ARCHER'S

TROPHY'S

SUGAR CORN

DIRECTIONS

We have cooked the corn in this can sufficient to season the "Zaronghi" brand—(not cooked) adding piece of butter (size of hen's egg) and fresh lard (preferable to water) season to suit when on the table. Avoid opening the can before the signature.

Davenport Canning Co. Davenport, Ia.

GUARANTEED PURELY & SOLELY IN GOLD—NO CHEMICALS USED—NOT REPEATED WHITE—FREE FROM WATER—FREE FROM SUGAR—NATURAL FLAVOR RETAINED—TENDER AND SWEET AND CAN BE KEPT IN PERFECT CONDITION FOR TWO YEARS

OPEN AT THIS END

**THEO. B. GOOSSEN,**  
WHOLESALE  
Produce Commission Merchant,  
BROKER IN LUMBER.  
Orders for Potatoes, Cabbage and Apples, in Car Lots, solicited.  
Butter and Eggs, Oranges Lemons and Bananas a specialty.  
33 OTTAWA STREET, Telephone 269.  
GRAND RAPIDS, MICH.

**Oranges, Lemons and Bananas!**  
**GEO. E. HOWES & CO.,** Headquarters for **MESSINA FRUIT.**  
No. 3 Ionia Street, GRAND RAPIDS, - - MICH. SPECIAL PRICES TO JOBBERS.

**MOSELEY BROS.,** —WHOLESALE—  
Fruits, Seeds, Oysters and Produce.  
All kinds of Field Seeds a Specialty.  
If you are in market to buy or sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.  
26, 28, 30 and 32 Ottawa St., - - GRAND RAPIDS.

COLBY, CRAIG & CO.

MANUFACTURE



THE BEST DELIVERY WAGON ON EARTH.

We Manufacture to Order Hose and Police Patrol Wagons, Peddlers, Bakers, Creamery, Dairy, Furniture Builders, Dry Goods, Laundry, and Undertakers Wagons.

Repairing in all its Branches.

COLBY, CRAIG & CO.,

West End Fulton St Bridge. Telephone No. 867.

Buy the Best.

It Is the Cheapest.

And you can always find the Largest Variety of the Best Goods at

Samuel Lyon's

Mill Supply Store,

Corner Waterloo and Louis Sts.

GRAND RAPIDS, - MICH.

LEMON, HOOPS & PETERS,

Wholesale Grocers

AND

-TEA-

IMPORTERS.

GRAND RAPIDS, - MICH.







# Drugs & Medicines.

**State Board of Pharmacy.**  
One Year—Ottmar Eberbach, Ann Arbor.  
Two Years—Geo. McDonald, Kalamazoo.  
Three Years—Stanley E. Park, Kalamazoo.  
Four Years—Jacob Jesson, Muskegon.  
Five Years—James Vernon, Detroit.  
President—Geo. McDonald.  
Secretary—Jacob Jesson.  
Treasurer—James Vernon.  
Next Meeting—At Star Island House, near Detroit, Tuesday and Wednesday, July 2 and 3.

**Michigan State Pharmaceutical Ass'n.**  
President—Geo. McDonald, Kalamazoo.  
First Vice-President—F. M. Alsdorf, Lansing.  
Second Vice-President—H. M. Dean, Niles.  
Third Vice-President—O. Eberbach, Ann Arbor.  
Secretary—H. J. Brown, Ann Arbor.  
Treasurer—Wm. Dugan, Detroit.  
Executive Committee—A. H. Lyman, Manistee; A. Bassett, Detroit; F. J. Wurzburg, Grand Rapids; W. A. Hall, Greenville; E. T. Webb, Jackson.  
Local Secretary—A. Bassett, Detroit.

**Grand Rapids Pharmaceutical Society.**  
President, J. W. Hayward, Secretary, Frank H. Escott.  
President, J. W. Caldwell, Secretary, B. W. Patterson.

**Detroit Drug Clerks' Association.**  
President, Geo. L. LeFevre, Secretary, J. W. Hoyt.

**Muskegon Drug Clerks' Association.**  
President, Geo. L. LeFevre, Secretary, J. W. Hoyt.

## Is the State Board Capable of Improvement?

Editor Michigan Tradesman:

The druggists of this State have had an opportunity, during the past few months, to devote some time and attention to the many interesting questions connected with their profession, for business has been universally quiet all over the State, and such an opportunity necessarily sets us a thinking, what can be done to improve not only our own individual business, but the business in general. Among the questions which have suggested themselves to us, in view of the recent session of the State Board of Pharmacy held in Grand Rapids—I say us, for I know that the same feelings have agitated other druggists and demand the thoughtful consideration of all—is, how can the efficiency of the State Board be increased and its value enhanced?

That the benefits derived under the present law are many; that the Board since its creation has accomplished much good; that it has controlled and in a measure stopped many injurious and evil practices—no one for a moment who thoughtfully considers will deny. But the question before us is, how can the Board be improved, so as to receive the hearty and cordial support of all intelligent and fair-minded pharmacists throughout the State? Many differ as to what is needed or what is lacking to increase its strength and power for good, and I know of many who denounce the whole institution, claiming that it is controlled by a ring, managed by machine methods and has lost its importance—if it ever had any—and like sayings. We find ranters and people dissatisfied with the existing order of things, possibly not without just cause, in every sphere of life, but they are too ready and by their wholesale iconoclasm of entire systems to give an unqualified support to institutions which they are aware need reforming, which, however, they do not wish to see demolished. I shall not attempt to point out all the flaws and mistakes of the Board, its mismanagement and impracticability in many ways, but rather give a simple formula for a greatly-needed cement to stop up some of the cracks, which, if not soon mended, will allow all the good nourishment that is in the bowl to escape us.

At the fifth annual meeting of the Michigan Pharmaceutical Association, President Wurzburg, in his admirable address, said among other good things: "The appointment of Jacob Jesson to succeed himself as a member of the State Board of Pharmacy will meet the approval of this Association. In this connection, however, I desire to put myself on record as favoring a return to the original intent of the law, when it was enacted, that this Association recommend three or more eligible persons for appointment to the Board, and that such recommendations be forwarded to the Governor with a request to make his selections therefrom."

That was a point well taken and if President Wurzburg's bugle sound had been adopted at the creation of the Board, I firmly believe that its efficiency would have been greatly improved, and much of the dissatisfaction now prevalent would never have originated. The fact of the State Board deriving its existence from the efforts and work of the State Association is a potent reason why the present organization should have some influence in determining its composition.

This plan, if adopted, would give every pharmacist of this State, for every pharmacist should belong to the Association, an opportunity of expressing by ballot his choice for members of the commission which controls his welfare and existence, both professionally and financially. I believe that in over 2,000 druggists in this State there are more than five men who are competent of occupying a position on the State Board, and I say this, not intending to reflect on any member, for I believe there are some of them it would be difficult to replace; but no matter how capable and efficient the members of the Board may be, if they are continually reappointed to office, they represent less and less every year the opinions and ideas of the great body of druggists. The reason is obvious. Public position exalts a man above his fellows and he is not able to feel the heart beat of the body politic the same as before. Another thing in this republic of ours, it is democratic for every man, no matter how humble his origin, to aspire to any office appointive or elective, in the gift of the people; but if the feeling prevails that such aspirations are useless, it takes away the incentive, the ambition to acquire knowledge and compete with others for the honors to be gained. What applies to the public at large, applies to the druggists of Michigan, and what applies to the druggists in a body is equally applicable to the honors and emoluments to be gained after a membership on the State Board is obtained. I can best illustrate this point by a reference to the office of Secretary of the Board. The present honorable occupant is Jacob Jesson, of Muskegon. We all know him, and no doubt when the summer of his day passes to the evening of his life, taking him from active interest and participation in his profession, we shall miss not only his face and voice from among us, but his counsel and advice. We all know what an active interest he took in the organization of

the State Association, and that his first appointment as a member of the State Board was received with approval by all, nevertheless, Mr. Jesson is the cause of a great deal of the existing opposition to the Board. He has continually held the only salaried position in connection with the Board since its organization, which is decidedly wrong, both in principle and practice. Are there not other gentlemen on the Board capable of acting as Secretary? If not, to how many earnest, hard-working but poor druggists \$800 a year would be like a "boom from the gods." In the heart of almost every American citizen there is a patriotism sufficient to serve his country for a cash consideration and this applies to members of a particular trade or profession, as well as to politicians. Such patriotism is not necessarily ignoble, but the old adage relative to passing the good things of this earth around, is applicable. The best of us are apt to become rusty and grow bilious, if we imagine we have a life tenure of any particular position, and the oil of popular criticism is wholesome and almost always beneficial.

If the plan advocated by Mr. Wurzburg should be adopted, I believe a member of the Board would hold his position just as long as he represented the ideas and kept progress with the pharmacists of the State, in the advancement of their art, but no longer. When he ceased to represent them and give satisfaction, some other man would take his place. Why should not the Governor of the State be guided and accept the recommendation of a non-political, non-partisan body of men who represent the intelligence of the druggists of the State, instead of being influenced by the whims of a few, anxious to rule or ruin.

## Druggist.

**Detroit Drug Notes.**  
Mr. Wilson, formerly of Muskegon, realizing the great scarcity of drug stores in this city, has opened a new store on Griswold street.

Many inquiries are being made about the proceedings of the last meeting of the M. S. P. A. It is more than six months since the meeting was held.

Dr. Raymond, who is well known to Michigan druggists as representing Seabury & Johnson, has left the road and is now practicing medicine in this city.

The Anderson Manufacturing Co. have kindly offered the use of a pleasant room, nicely furnished, to the Detroit Pharmaceutical Society at a very low rate. The offer has been accepted.

J. C. Mueller, the well-known Woodward avenue druggist, will move from his present store, where he has been for many years, to the corner of Woodward avenue and Congress street.

One of our druggists offers a 25 cent cake of soap with every patent medicine purchase of 25 cents or more. Another gives a copy of a well-known book with each 25 cent cake of a particular brand of soap.

Clarence G. Stone, the popular representative of McKesson & Robbins, has been laid up for a few days, but is rapidly improving. It breaks him all up to think of starting out again and leaving Clarence, Junior.

## Interchange of Certificates.

The Michigan Board of Pharmacy has taken an initial and decisive departure in the matter of interchange of certificates by State Boards of Pharmacy, in accordance with adopted resolutions reading as follows:

**Resolved,** That the Michigan Board of Pharmacy will register, without examination, upon the payment of the regular fee for registration by examination, the licentiates by examination of such other Boards of Pharmacy in the United States as can show by a certified transcript from the record of such boards that they have passed such examination not less than ten points above the percentage required at the same.

**Provided,** That such board shall first have given notice to the Michigan Board of Pharmacy that it will register its licentiates under the same conditions.

**Resolved,** That the Secretary is hereby instructed to transmit to each Board of Pharmacy in the United States a copy of these resolutions, together with a specimen of the transcripts of the records of this Board, which it will issue to its licentiates, and a set of the examination papers used by this Board; and also to mention the fact that in addition thereto the candidates are given fifty specimens of drugs for recognition.

## A Port-Wine Trust.

A bill has been introduced into the Portuguese Cortes by the ministerial party giving to a native company practically the right to establish a monopoly of the port-wine trade, which means the exclusion of foreigners now engaged therein. This will be aided by an annual subsidy, a guarantee of interest to the stockholders for thirty years, and by the exemption of the company or monopoly from all taxation and various other privileges. If the bill becomes a law, it is expected to practically drive all the foreigners, mostly Englishmen, now engaged in the trade out of business. Leading members of the present government are said to be interested in the scheme. It is generally denounced by English papers, which foresee the elimination from the trade of many English houses if the plan succeeds. One effect of the proposed monopoly would probably be to advance prices considerably.

## The Drug Market.

Citric acid has declined and is tending lower. Gum camphor is easier. Oil anise has declined. Quinine, foreign brands, are lower. Domestic is unchanged. Opium and morphia are steady. Linseed oil is lower. Turpentine has declined.

John B. Graves left last week for a trip through the Eastern states in the interest of the plaster pool.

## BAD FOR BOOK-KEEPERS.

An Accountant Thinks the Prospects are Gloomy.

Referring to the present status of book-keeping as a calling, an old accountant said, the other day: "The market is glutted with men who aspire to keep books. They jostle, crowd and underbid one another, and then, doubtless, wonder why there is no opening for them. The worst of it is that the present condition is but a premonitory. Talk with the managers of commercial colleges and they will tell you that the present congested state of affairs is solely due to the condition of trade, and that when business picks up the demand for accountants will be as brisk as ever. This, I am satisfied, is not a fact, and I will venture to say that, with whatever rapidity new enterprises and business houses spring up, there will be little difference in the ratio of supply and demand."

"In a measure—and that not a small one—the commercial colleges are to blame for this. These institutions are all private money-making concerns, essentially different from ordinary colleges. Academic schools and universities are dignified and perhaps unbusiness-like enough to let young men and women seek them. They offer no special inducements and guarantee no lucrative positions. With the business schools, however, the matter is different. There is a scramble for patronage. Situations, if not guaranteed out and out, are at least practically assured. Circulars of a more or less extravagant and distorted character are sent out by the thousands, the one aim being to make the schools, paying institutions, and would-be accountants pour in and pay their money for the privilege of being called what they are not—professional book-keepers."

"There is to my mind—and I believe merchants will agree with me—a great deal of foolish reasoning about the so-called business education that now amounts almost to a popular craze. The chief things of value that are acquired are penmanship and order. Apart from these attainments, that should be learned in the public schools, I regard the business colleges as money-making snares and delusions. Most merchants would prefer to take a green man and break him into their special service. Most banking establishments are themselves graduates up from subordinate positions, and I am inclined to think it would be better for all concerned if business houses were to follow the same plan. It would certainly tend to check the influx of new men, which would be desirable."

"If young men would stop to weigh well the tendencies of the times, they would hesitate, I think, in taking up book-keeping as a life's calling. Gentility of avocation is doubtless one of the motives at work filling the ranks. Book-keeping is only a quasi-business life. It is short of the opportunities which specialization is making the profession more and more a mere clerkship and gradually lessening pay because minimizing responsibility. The well-paid men are now few and far between, and this reduction of salaries is bound to continue, because in the new plan of dividing labor a single man of ability can direct the work of a score of clerks or assistants. The master mind will get the lion's share of the pay, and the undermen will do the drudgery. Long hours, wearisome work, a living merely—and that year after year—is about all that the average book-keeper can look forward to. If more of the young men who now flock from the country—it is from the country that the commercial colleges are largely filled—had a better comprehension of this fact, fewer of them would be so ready to become clerks in disguise."

## Purely Personal.

Gaius W. Perkins and wife still tarry at St. Augustine, Fla.

Mr. and Mrs. Will A. Rindge are the happy parents of a nine pound daughter.

Geo. A. Cummer and Andrew Olsen, who are about embarking in the grocery business at Cadillac, were in town Monday.

Geo. Sinclair, the Hudsonville cheese box manufacturer, was in town Monday. He has lately added a circular sawmill to his plant.

E. P. Wilhelm, manager of the dry goods department of the Hannah & Lay Mercantile Co., was in town one day last week on his way home from Chicago.

John G. Shields has returned from Colorado Springs, where he has been since early winter. His family will follow him as soon as the weather becomes settled.

Anyone in search of an engagement to play ball during the coming season would do well to communicate with Geo. R. Perry, President of the Grand Rapids Base Ball Club.

Henry Smith, tea buyer for W. F. McLaughlin & Co., of Chicago, was in town Saturday, calling on old friends and acquaintances. He looks as though Chicago water agreed with him.

Geo. H. Smith, General Western Agent of the Merchants' Dispatch Transportation Co., and Fred D. Stow, General Central Agent of the same line, spent last Friday in Grand Rapids in the custody of Local Manager Hill.

A. T. Kellogg, who has acted as local buyer for Kellogg & Wooden, the Kalkaska grocers, for three years past, has concluded to return to Kalkaska, the condition of his partner's health rendering such a change necessary. Mr. Kellogg has come to be a familiar figure among the jobbing and commission houses and his departure will be generally regretted.

Sullivan—Peter Beyer, the druggist, was arrested on the 19th on a charge of violating the liquor law. He gave bail in the sum of \$250 for his appearance before Justice Barsley at Muskegon.

## Wholesale Price Current.

Declined—Citric Acid, Gum Camphor, Oil Anise, German Quinine, Linseed Oil, Turpentine.

ACIDUM.		Carb.	120	15	Antipyrin	1	360
Aceticum	80	Chlorate, (po. 20)	180	20	Argent Nitras, ounce	1	360
Benzotium, German	80	Crescentum	50	7	Arsenicum	1	360
Boric acid	40	Iodide	2	50	Balm Gilead Bud.	3	360
Carbonium	40	Potassa, Biart. pure	280	36	Bismuth S. N.	2	150
Citricum	50	Potassa, Biart. opt.	20	10	Cera Flava, 1 lb. (45	1	360
Hydrochloric	100	Potassa Nitras, opt.	80	10	11; 14; 12.	3	360
Nitricum	100	Prussiate	70	9	Cantharides Russian,	1	360
Oxalicum	100	Sulphate po.	150	18	Capsici Fructus, af.	1	360
Phosphoric dil.	100		150	18	" " po.	1	360
Salicylicum	100	RADIX.				1	360
Tannicum	100	Aconitum	200	25	Caryophyllus, (po. 48)	2	360
Tartaricum	100	Althaea	250	30	Carmin. No. 40.	1	360
		Anchusa	150	20	Cera Alba, S. & F.	5	360
AMMONIA.		Arum	200	50	Coccos	1	360
Aqua, 16 deg.	30	Calamus	200	50	Cassia Fructus.	1	360
Yell. 18 deg.	40	Gentiana, (po. 15)	100	12	Cerebri Sulph.	1	360
Carbonas	110	Glycyrrhiza, (pv. 15)	100	18	Cetaceum	1	360
Chloridum	120	Hydrastis Canadensis	100	18	Chloroform	500	360
		Maranta	30	5	Croci	1	360
ANILINE.		(po. 53)	50	50	Cudbear	350	360
Black	2 00	Hellebore, Ala. po.	150	20	Dextrine	100	360
Brown	40	Ipecac, po.	400	20	Emery, all numbers.	100	360
Red	40	Iris plox (po. 20)	200	20	Ergota, (po. 45)	400	360
Yellow	2 50	Jalapa, pr.	150	20	Flake White	120	360
		Maranta	30	5	Galla	100	360
BACCAR.		Podophyllum, po.	150	18	Gambier	70	360
Cubebae, (po. 1.00)	1 80	Rhei	150	18	Gelatin, Cooper	100	360
Juniperus	80	Rhei cuticula	150	18	Glassware flint, 75 & 10 per cent. by loss 70 less	100	360
Xanthoxylin	25	" pv.	750	13	Glue, Brown	90	360
		Spigelia	480	33	" White	100	360
BALSAMUM.		Sanguinaria, (po. 25)	300	35	Glycerina	220	360
Copaiba	65	Serpentina	100	12	Grana Paradisi.	320	360
Peru	65	Senega	300	35	Hemina Sulph. (bl)	100	360
Tolutan	50	Similax, Officialis, H	100	12	Hydragra Chlor Mite.	100	360
		M	100	12	" Ox Rubra	100	360
CORTEX.		Scillae, (po. 35)	100	12	" Ammoniat.	100	360
Abies, Canadian	18	Synclaparus, Foti-	100	12	Hydragra	450	360
Cassia	18	Valeriana, Eng. (po. 30)	100	12	Ichthyobolia, Am.	1250	360
Cinnamon	18	German.	150	20	Indigo	100	360
Eunomium atropurp.	18	Zingiber	100	12	Iodine, Resubl.	4000	360
Myrica Cerifera, po.	12	Zingiber j.	100	12	" Borax	100	360
Quillaia, grd.	12	SEMEN.				100	360
Sassafras	12	Anisum, (po. 20)	10	15	Lupulin	850	360
Ulmus Po (Ground 12)	10	Apium (graveolens)	100	12	Lycopodium	500	360
		Bird, Is.	40	6	Macer	500	360
EXTRACTUM.		Carul, (po. 18)	100	12	Liquor Arsen et Hy-	100	360
Glycerin	240	Cardamum	1 00	25	drarg lod.	100	360
Hamamelis	100	Corallum	100	12	Liquor Potass Arsenitis	100	360
Hamamelis	100	Cannabim Sativa	100	12	Magnesia Sulph. (bl)	100	360
Hamamelis	100	Cyanum	100	12	" 14)	100	360
Hamamelis	100	Chenopodium	100	12	Mannia, S. F.	40	360
Hamamelis	100	Dipteris Odorata	1 75	00	Morphia, S. P. & W.	250	360
Hamamelis	100	Foeniculum	100	12	" S. N. Y. Q. &	250	360
Hamamelis	100	Galbanum	100	12	C. Co	250	360
Hamamelis	100	German	100	12	Moschus Canton.	250	360
Hamamelis	100	Juniperus	100	12	Myrica, No. 1.	600	360
Hamamelis	100	Liquor	100	12	Nux Vomica, (po. 20)	600	360
Hamamelis	100	SPIRITUS.				600	360
Hamamelis	100	Frument, W. D. Co.	2 00	25	Os, Sepia	270	360
Hamamelis	100	" D. F. R.	1 75	00	Pain Sac. H. & P. D.	270	360
Hamamelis	100	Juniperis Co. O. T.	1 75	00	Picis Liq. N. C. 1/4 gal	100	360
Hamamelis	100	Sacharum N. E.	1 75	00	Picis Liq. N. C. 1/2 gal	100	360
Hamamelis	100	Urtica	1 75	00	Picis Liq. N. C. 3/4 gal	100	360
Hamamelis	100	Vini Oporto	1 25	00	Piper Hydragr. (po. 20)	100	360
Hamamelis	100	Vini Alba	1 25	00	Piper Nigra, (po. 20)	100	360
SPONGES.					Piper Alba, (po. 20)	100	360
Florida sheeps' wool	2 25				Pulvis Burgun	100	360
Nassau sheeps' wool	2 00				Pulvis Ipecac et opl.	100	360
Vellux extra sheeps' wool	1 10				Pyrethrum, boxes H	100	360
Extra yellow sheeps' wool	85				Pyrethrum, sub	500	360
Grass sheeps' wool car	65				Quassia	500	360
Hard for slate use	75				Quina, S. P. & W.	400	360
Yellow Reef, for slate use	1 40				Rubia Tincturum	120	360
SYRUPS.					Sacharum Lactis pv.	2 40	360
Acecia	50				Selenium	100	360
Zingiber	60				Sanguis Draconis	2 40	360
Ipecac	60				Santonine	100	360
Ferri lod	60				Sapo	100	360
Turanti Cortex	50				" M.	100	360
Rhei Arum	50				" G.	100	360
Similax Officialis.	50				Sedidum Mixture	100	360
Senega	50				Sinapis	100	360
Senega	50				" opt.	100	360
Tolutan	50				Snuff, Macabrey, De	100	360
Prunus virg.	50				Snuff, Scotch, De Voes	100	360
TINCTURES.					Soda Boras, (po. 2)	110	360
Aconitum Napellis R.	60				Soda Potass Tart.	300	360
" F.	60				Soda Carb.	300	360
Aloes and myrrh	60				Soda, Bi-Carb.	300	360
Araucaria	60				Soda, Potass Tart.	300	360
Arnica	60				Soda Sulphas	300	360
Astrofeidia	60				Spts. Ether Co.	300	360
Astrope Belladonna	60				" Myrica Dom.	300	360
Benzoin	60				" Vini Rect. bbl.	300	360
Sanguinaria	60				" 2 60	300	360
Scilla	60				Strychnia Crystal.	300	360
Cardamum	60				Sulphur, Subl.	300	360
Castor	60				" Boll.	300	360
Catechu	60				Tamarinds	300	360
Cinchona	60				Terebenth Venice.	300	360
Columba	60				Theobromae	300	360
Cubeba	60				Urtica	300	360
Digitalis	60				Zinci Sulph.	300	360
Opium Veride.	60				OILS.		360
Gentian	60				Whale, winter	70	360
Gualia	60				Lard, extra	80	360
Zingiber ammon.	60				Lard, No. 1.	80	360
Zingiber	60				Linsed, pure raw.	60	360
Hyoscyamus	60				Linsed, boiled	60	360
" Colorless	60				Neat's Foot, winter	60	360
Ferri Chloridum	60				Strait's Foot	60	360
Lobelia	60				Spirits Turpentine.	58	360
Myrrh.	60				PAINTS.		360
Nux Vomica	60				Red Venetian	13	360
Opil	60				Ochre, yellow	13	360
" Camphorated	60				" Ber.	13	360
Deodor	60				Putty, commercial.	24	360
Aurant Cortex.	60				" Strictly pure	24	360
Quassia	60				Urtica	24	360
Rhatany	60				Vermilion, English.	24	360
" 1000	60				Less Peninsular	24	360
Liquida, (gal. 35)	100				Lead, red	63	360
" 1000	100				" white	63	360
" 1000	100				Whiting, white Span.	63	360
" 1000	100				Whiting, red Span.	63	360
" 1000	100				Whiting, Paris American	63	360
" 1000	100				Whiting, Paris Eng.	63	360
" 1000	100				Pioneer Prepared Paint	63	360
" 1000	100				Swiss Villa Prepared	63	360
" 1000	100				Paints	63	360
" 1000	100				VARNISHES.		360
" 1000	100				No. 1 Turp. Coater	100	360
" 1000	100				Extra Turp.	100	360
" 1000	100				Coch Turp.	100	360
" 1000	100				Urtica Turp.	100	360
" 1000	100				Extra Turp. Dryer.	100	360
" 1000	100				Japan Dryer, No. 1	100	360
" 1000	100				Turp.	100	360



## The Michigan Tradesman

WHAT CAME OF A KIT OF MACKEREL

(CONTINUED FROM FIRST PAGE.)

"But the mules don't need watering and we don't need—"

"Milking!" I conclude her sentence for her with hysterical levity.

"Wot fur you axe fur it, den, back yender, when yer was a chokin' wid yo' dry bread. You ain't got de crumbs out in yer voice yit. Whoa, Jinny! Whoa, Bet!"

"He is an imbecile!" Mrs. Snowden groans into my ear.

"Or a traitor?" I groan back.

Uncle Jim had deliberately pulled rein in front of one of the most crowded cabins. As "to stop" in all its moods and tenes is a verb the mule has acquired *con amore*, our mules stopped as suddenly and determinedly as if they never meant to go again.

No one moved! A hundred pair of eyes were leveled upon us in idle curiosity. The beating of our own hearts seemed audible in that moment of silent suspense. The familiar impulse to utter a general greeting of "howdy-do-boys," was silently voted impolitic. It might give offense to the uniforms that looked almost grotesque upon the nation's wards. Uncle Jim cut the gordian-knot of our difficulties.

"Hyer, some 'un you niggers, hump yerselfs an' fotch out some uv yo' rich-ess milk fur dese wite folks!"

For one awful palsied second we wondered if blood instead of milk would flow. Presently a female voice from the rear gave shrill response.

"Ain't no milk in dis yer quarters."

"Cows all dead?" Uncle Jim demands, peremptorily.

"Not jis' 'zackly; but we milks 'em wen we feels like it, an' we leff 'em alone wen we don't," says the same voice, boastfully.

"Cissens all dry?"

"No. Lots uv water."

"Hyer, you! Fuss one gits a bucket uv water to dese ere mules is the one dat'll git a chaw 't'backer."

Which demand on the part of our dauntless driver caused a tumultuous and emulous scrambling to water our mules, a service which Uncle Jim recompensed liberally with home-cured tobacco twist, throwing in a little supplementary advice about not "fotchittin' dat dey was niggers yit, an' bound to arn dey own livin' if dey wur free an' dress up in solger clothes."

Then we got slowly under way again. "Jinny" and "Bet" protesting against the folly of "gittin' furer" at Uncle Jim's stentorian demand, by a disrespectful flitting of their short tails and a dejected dropping of their long ears.

We had proceeded about a mile at our best pace (a superior order of snail-trot), when a furious galloping of hoofs behind us, a clamorous outcry of voices, preceded by clouds of dust, which rendered the number of our pursuers conjectured, startled the blood from our cheeks and the courage from our hearts. Uncle Jim gave one surprised backward glance and then resumed his usual bow-backed position.

"Please drive faster," I say, imploringly.

"Honey chile, dese ere mules is a-doin' uv der level best' now. Ole Jinny done mos' gin out, an' ole Bet wotn't never no 'count, no how."

"They have repented letting us off so easily and are whispering to rob us," Mrs. Snowden whispers agitatedly.

"Or to murder us," I reply, with the calmness of despair.

Repeated orders to "halt!" "stop dem mules!" "hol' on dar!" came to our ears distinctly above the clatter of hoofs; but Uncle Jim prodded his mules stolidly forward with the butt end of his whip, and we—well, we simply awaited the outcome dumbly.

"Can't yer hyear, ole man?" shouted a voice so immediately into the back of the carriage finally that further inattention was worse than useless.

"Kose I kin!" Uncle Jim answered, turning a face dark with wrath upon the questioner.

"Wot fur you make me mos' kill my guv'ment mule, den?"

"Wot you want, nigger, stoppin' uv my wite folks in dis uncommanly fashion?" was the retort courteous.

"Aunt Rhody, say," said our pursuer in an altered voice, taking off his military cap as he addressed himself immediately to us, "how as ef you'll hol' on, misses, tell she ken sen' little Bob t'de long fief t'drive up de cows, she'll milk yer some milk fur to squinch yer thirst!" "Jim! I loved dat plug 't'backer 'd fotch 'em," Uncle Jim muttered, while we with hysterical cordiality thanked Aunt Rhody through her ambassador, and assured her that nothing but lack of time prevented us from accepting her kind offer. With lightened hearts and faith in our "darkeys" completely restored, we resumed our line of march.

Nightfall found us once more within the pale of civilization, which we reached when we had passed the Federal pickets at the entrance to the little town of Vidalia, lying in the Louisiana lowlands, just across the river from Natchez.

Leaving Uncle Jim and our turnout on the swamp side of the river, we crossed to the little city set upon a hill in a skiff, manned by two jolly blue-coated tars, who quite patronized us in a good-natured, protective fashion, dismissing us finally after placing us on shore as carefully as if we had been crates of brittle china, with a wise admonition to "lay low fur ducks, and not be too peert with reb talk."

Making our way direct to the house of Mrs. Snowden's daughter's husband's brother, we disposed of our first evening in mapping out, with his aid, a plan of action.

In accordance with this plan, the first thing we did was to convert our silver utensils and golden trinkets into legal tenders, which we did, at even a more ruinous rate of sacrifice than we had prepared our minds for. But our extremity was old Isaac's opportunity. The second step was to make out a list of such articles as we desired to purchase of the Federal sutler. The third was to submit that list to the general in command for inspection, and ask for a "permit" to purchase and to pass our purchases through the line. It was in the obtaining of this permit that we expected to

utilize Mrs. Snowden's daughter's husband's brother.

It was with no slight degree of trepidation that we penetrated into the august presence of General Gresham the next morning, piloted by that individual, holding in our trembling hands the modest lists of necessities we wanted to procure, which had to be submitted to his inspection before we could hope for his potent signature to the permit, which was to enable a sick woman to gratify her fancy for broiled mackerel. This man was our foe! We hated him! At least we believed that fealty to our own heroes and would-be heroes demanded that we should try to hate him.

My conscience smote me at discovering how slight my feeling of personal animosity was to such of our mortal foes as I had been brought into contact with. But I did cordially resent, with all a woman's instinctive resentment at the invasion of her private liberty of action, the (to me) absurd necessity for enumerating my small necessities to this conquering hero.

We found the general's antechamber, but, owing to the popularity of Mrs. Snowden's daughter's husband's brother, we were promptly admitted to The Presence and granted an immediate audience.

Besides our own party of three, there was no one in the room when we were admitted but the general, the "orderly" who ushered us in, and, leaning in graceful idleness against the low mantel-shelf, paring his nails, a young man, who, with a girl's instinctive appreciation of masculine beauty, I mentally declared "would have been the handsomest man I had ever seen if he had not been a Yankee."

A courteous inclination of a splendid head, a swift, bold glance from a pair of large, calm gray eyes, was all the notice we elicited as we passed him on our way to the general's desk.

The male member of our party had been selected to present our case. He did it graphically and succinctly. Mrs. Snowden followed him, with a feeling of the rending of the ragged mantle of her more palatable nourishment than okra coffee and sassafras tea. I "did" the emotional on the occasion, and shall always consider my failure to impress General Gresham favorably, as an indication of lack of dramatic taste on my part, rather than any failure on my own. He treated us with "marked courtesy"—that marked courtesy which freezes one's very heart's blood, and crushes one with a sense of utter insignificance. He took our lists from our fingers with looks of austere dignity. We stood before him very much in the attitude of criminals who had just presented petitions for life pardons, numerous signed, our empty hands folded in a contrite and humble fashion, as we awaited the doom of our scratched and blotted lists of items. A somber silence pervaded the atmosphere. The orderly shifted uneasily from one leg to the other, crane-wise. The young man at the mantel-shelf pried his penknife as if he were the possessor of ten-times-ten finger nails. Mrs. Snowden's relative by marriage coughed an apology for the whole Southern Confederacy at intermittent seconds. After what seemed to us an eternity of awful self-communion, the conquering hero stretched forth his hand, took up his pen, and with the solemnity of a judge signing a death warrant drew two ominous black lines through two items on my list. With unbroken solemnity he then returned it to me. He had scratched out the brandy and the mackerel! The main objects of my pilgrimage! The things which mother must have.

In vain we three represented and re-represented the exigencies of the case. Upon that kit of mackerel the general in command had taken his stand, and was not to be driven from it. A final frigid motion of his all-powerful hand intimated to us that he was aware of us and our importunities. Mrs. Snowden's daughter's husband's brother suggested to us, *ad hoc*, that further insistence might imperil such concessions as we had already gained. We yielded the point and turned our backs upon the odorous commandant. I drew my veil down as we emerged from the house, to conceal the tears of disappointment that I could not repress. That was why I did not see a tall form appear suddenly from behind a tub that stood on the gallery, containing an oleander in full blossom. (The general had selected one of the loveliest homesteads in that aristocratic little city for his headquarters.)

A voice close at my elbow asked: "You were making a truthful statement when you said that brandy and mackerel were for a consumptive mother, were you not?" "Of course I was," I answered indignantly; "do you suppose I expect to feed the whole Confederate army on one kit of mackerel?" I tore my veil from my face to emphasize my indignation, thus bringing my red nose and wet eyes into unfavorable contrast with the calm, handsome face of the young officer we had seen in the general's room.

He looked down into my distressed countenance, with a kind gravity that struggled with evident amusement. The gravity controlled his voice, but the amusement twinkled in his splendid eyes as he held out his hand. "I was too stanch a rebel to take it."

"You shall have them to take home with you," he said, in an unaltered voice, though his face flushed slightly. "Oh, thank you!" In my ecstatic gratitude I would have given him both hands then, but he had turned quietly on his heel with the last word and disappeared. The next morning as we were recrossing the river in a skiff, I fell into bitter denunciation of every one in the most remote degree responsible for the hardships of Southern women at large and the cruelty of my disappointment in the matter of mackerel, not excepting one, for, clinging to hope until the last moment, we had finally embarked without one more word from my self-appointed ally.

"So much for your spunky patriotism," Mrs. Snowden said, after the consoling fashion of Job's comforters. "It serves you quite right. The idea of refusing him your hand!"

"He was a Yankee!" I answered with lofty decision.

"And you are a goose!" my friend retorts with equal firmness. Open hostilities between us were averted by the sudden appearance athwart our stern of

another skiff propelled by the long, swift stroke of experienced oarsmen. They hailed us oarsmen and brought us to a standstill midriver. Then He (I began to capitalize him from that very moment) stood up in the little craft and, looking kindly down upon me, said:

"I had some little trouble in managing it. That is why I am so late. You doubted me. I see it in your face."

I began a confused and stammering apology, which only elicited an incredulous little laugh. He signed to his men to transfer the demijohn of brandy and kit of mackerel at their feet from his boat to ours.

"Ask him about the pay," Mrs. Snowden hissed into my ear. He heard her better than I did.

"I have taken care of that," he said quietly; then, while he held the two boats united by one strong hand, he extended to me a piece of paper. "Your signature and address written on that will adjust matters for the present," he said in a masterful sort of voice.

Mrs. Snowden read it over my shoulder. "It is a due-bill," she said sharply.

"Exactly," he answered quietly.

"Made payable at the close of the war," I add, looking up from the bit of paper to him.

"Is not that long enough time?" he asked with commercial hardness.

"Oh! quite."

I seized the lead-pencil he extended, and, dropping my eyes before something incomprehensible in his gaze, I signed my full name, adding my address, so that he might know where to send it for collection when it fell due.

I handed it back to him and held out my hand. He was too stanch a Yankee then to take it. With a grave bow and a queer little smile he loosed his hold upon the gunwale of our boat, gave his men a signal, and was soon out of reach of thanks or apologies.

From that hour I never prayed a whole-hearted prayer for the success of the Confederacy. My heart was riven with faction, my patriotism was questionable. My one prayer was, "God grant a speedy restoration of peace."

In the fall of the year 1866 I sat alone in the gloaming, that hour when memory runs riot and fancy weaves her subtle webs. The surrender was yet so recent, that it and all its attendant humiliation was still a matter for somber reflection. The mother for whom we had made so many efforts had ceased from suffering. The girls had all married off, during the matrimonial boom that succeeded the return of our soldier boys. I felt uncommonly like one who had alone some banquet hall deserted. My whole existence seemed to have become tinged with the "gray" that had pervaded life in the South for four bitter years. I wondered if I could ever come to forget the trials and hardships of my war experience. There were some incidents of it I knew I never could forget, which I knew I did not desire to forget. Memory held in reverential keeping one photograph: The broad expanse of a majestic river—two skiffs, held side by side on its swelling bosom by a firm brown hand, a pair of grave, calm eyes, down glancing, a sensitive mouth, about which played a smile of amusement, a bare head, about which the short brown hair clung in waving masses.

Whenever I thought of Him, it was as I had seen him last.

I wondered if he had lived to see the end of the war! I wondered if he held the due-bill still. He had had more to make him forget than I, waiting and watching alone!

A quick, firm footfall on the gravel of my front walk put to flight all my reveries. It was the footfall of a stranger; and in my loneliness I had grown timorous. A tall form loomed into sight, approaching me with long, swinging stride. In spite of me, a nervous cry broke from my lips. With hat in hand, and in a hard commercial voice, he spoke: "I hold a due bill against a young lady who lives in this house. It was made collectable at the close of the war. I have come to collect it."

I held out my hand.

"For the due-bill," he asked, folding his own behind his back, "or for me?"

I held out both hands.

And then he gathered me close to his great, strong, true Yankee heart, and collected his due-bill from the unresisting lips of his rebel sweetheart.

And never did the blue and gray of contending factions mingle in a truer or more abiding harmony.

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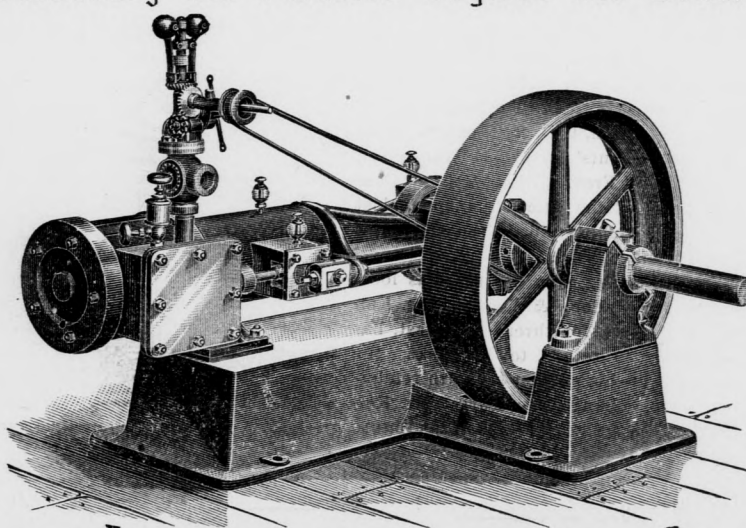
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