

The Michigan Tradesman.

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Lake Fish
—AND—
Ocean Fish
Mail orders receive prompt attention.
See quotations in another column.
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Make a Specialty of Collections. Accounts of Country Merchants Solicited.
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Combination Heater is no experiment. Having been on the market five years, it now has a National Reputation as the BEST HEATER in the World.
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Owl, Crown Prince, White Lily, Standard, Rye, Graham.

Bolted Meal,
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MAIL ORDERS SOLICITED.
NEWAYGO ROLLER MILLS.
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 moldings, extra heavy base; sylvia 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 ash, for \$2 per foot. Box and carriage free.
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Base Balls, Rubber Balls, Marbles.

Base Ball Bats, Fishing Tackle, Archery, BOXING GLOVES, STATIONERY.
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At the Grand Rapids Business College, Ed. ucates pupils to transact and record business as it is done by our best business houses. It pays to go to the best. Shorthand and Typewriting also thoroughly taught. Send for circular. Address A. S. PARISH, successor to C. G. Swens berg.


Millers, Attention
We are making a Middlings Purifier and Flour Dresser that will save you their cost at least three times each year.
They are guaranteed to do more work in less space (with less power and less waste) than any other machines of their class.
Send for descriptive catalogue with testimonials.
Martin's Middlings Purifier Co.,
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THE GREAT
Watch Maker
AND
Jeweler,
44 CANAL ST.,
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BUY
Muscatine
ROLLED
OATS
Will not turn bitter to hot weather.
Best the year around.

Muskegon Paper Co.,
Dealers in
FINE STATIONERY, WRAPPING PAPERS, PAPER BAGS, TWINES, WOODEN DISHES, ETC.
Mail Orders Promptly Filled.
44 Pine St., Muskegon, Mich.

Read! Ponder!—Then Act!
OFFICE OF
KING & COOPER,
Fancy Grocers.
St. Joseph, Mich., Feb. 23, 1889.
DANIEL L. HATCH, Grand Rapids:
DEAR SIR—Permit us to congratulate you upon the trade we are working upon your Imperial Baking Powder. We have had it tested by the most competent cooks in the city and they pronounce it fully equal to any powder on the market.
Yours very truly,
KING & COOPER.

BARNETT BROS.
Fruit Commission

159 South Water Street, CHICAGO.
SOLICIT CONSIGNMENTS OF
FRUITS.
Write for information on the markets, etc.

SEEDS!
If in want of Clover, Timothy, Hungarian, Millet, Orchard or Blue Grass, Seed Corn—Early Yellow or Dent, Turnip or Ruta Baga, or, in fact, Any Kind of Seed, send to the
Seed Store,
71 Canal St., GRAND RAPIDS.
W. T. LAMOREAUX.

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.

Dealers
DOUBLE YOUR SALES BY INTRODUCING IN YOUR CIGAR STOCK THE
"Ben Hur"
BEST SELLING 3 FOR 25c CIGAR IN THIS COUNTRY. MADE BY
GEO. MOEBS & CO.,
DETROIT.
Write us a trial order. Mention Tradesman.

Wm. R. Keeler,
JOBBER OF
Fruits and Confectionery,
416 So. Division St.,
GRAND RAPIDS.

I make a specialty of
—FIRE WORKS—
And invite the trade to write me for quotations.
I Can Save You Money.

HEYMAN & COMPANY
Show Case
MAKERS.
Prices Lower than Ever
QUALITY THE BEST.
Write for Prices.
63-65 CANAL ST.

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

LOVE AND SUICIDE.
"I'd die for you."
Now, I love somebody very much—
I'd swear for you,
I'd sigh for you,
The Lord knows what I'd bear for you:
I'd lie for you,
I'd sigh for you,
I'd drink the Potomac dry for you:
I'd "cuss" for you,
I'd "muss" for you,
Kick up a thundering fuss for you:
I'd weep for you,
I'd leap for you,
I'd go without my sleep for you:
I'd fight for you,
I'd die for you,
I'd walk the streets all night for you:
I'd plead for you,
I'd bleed for you,
I'd go without my "feed" for you:
I'd shoot for you,
I'd boot for you,
A rival who'd make "suicide" for you:
I'd kneel for you,
I'd steal for you,
Such is the love I feel for you:
I'd slide for you,
I'd ride for you,
I'd swing 'gainst wind and tide for you:
I'd try for you,
But, d—n me, if I'd die for you.
N. B.—Of any other woman.
A MATTER-OF-FACT POET.

IN A CANDY FACTORY.
Life of the Girls Who Make Bonbons and Caramels.
From the New York Star.
Quite likely there may be a few conscientious women who remember to jot down in their neat, little account books small sums of money spent on so many pounds of candy from time to time. But the great majority of people who indulge in sweets regard the expense as an insignificant item. Now, the fact is that each year New York alone uses hundreds of thousands of pounds of candy, for which she spends considerably over that amount in money, and forgets all about it. Did the world only know how many bonbons the ordinary young woman consumes in one season along with ices, cakes and fruits, we would immediately begin issuing statistics to prove that the next generation cannot escape utter physical depletion or hereditary dyspepsia. But our girls will not be denied their beloved "lumps of delight," and so long as they do not lose their rosy cheeks and round curves, parents seem quite willing to endanger the digestions of the coming generations. So the demand for good candies increases every year, and the candy factories work each season through to regulate the supply.
They are huge, square, red brick buildings, these factories where the whirr of machinery is heard at all hours of the day and the air of the neighboring street is filled with the fragrance of hot chocolate and boiling sugar. They nestle mostly in the thickly settled portions of the East and West Sides, and are not inviting buildings to the ordinary observer. Still, the story of life inside the walls turned out to be a pleasant one. Into one of the big gloomy-looking buildings the writer went, and the walk up three flights of narrow and somewhat dark stairs, past much noisy machinery and barrels of what seemed like sugar was not calculated to give one a favorable impression of the place. But the room which I entered on the third floor was a revelation of light and cleanliness. It was the place where the girls and women wrap and pack chocolate and bonbons. It was a great room set with long tables and cooled by revolving fans. On comfortable, long-legged wooden chairs sat the girls before the table, chatting as they work. Each one wears a simple calico frock and long white apron, with old-fashioned mob caps pinned over the hair. This work consists in wrapping long bars and cakes of chocolate in tin foil and oiled paper. Then other women add the thick, white, stamped paper, seal the ends with glue and add a band or ticket of trade-mark. These are again placed in wooden boxes or piled on trays and carried to the storage room. This is a vast room, with a marble floor, filled with shelves and tables, while cool draughts of air come up through grated shafts set in the wall. Here are great blocks of chocolate as thick and square as paving stones, cooking cakes put up in papers, ground chocolate in pans all prepared for use, and thousands upon thousands of pound boxes and bonboniers ready for the retail shops.
"Well," remarked the forewoman of this floor, "I have been here eight years, and like my business. I began just as you see them doing in the work-room, at wrapping, and now I get a pretty little salary, and my duties are almost light. I overlook the girls' work, initiate newcomers and keep a record of the storage room. We none of us are oppressed by rules and regulations, are fairly paid for our work, and I find that if there are no restrictions to bind one or bosses to insist upon rules, we work quite as well and are twice as cheerful and happy. The girls' fingers must fly, but their tongues may also. At intervals they are allowed to get up, walk about, and often exchange places at the tables, and so learn to be proficient in every detail of the business. At noon we rest for three-quarters of an hour, eat our luncheons in comfort and go back to the tables ready for the two or three hours of work that are required in the afternoon. Then there is nothing dirty or disagreeable connected with it; the rooms, tables, etc., are the perfection of sweet cleanliness, and, if you will notice, most of our women have hands that a dainty lady might envy in their whiteness and softness. No, there is never any talk of

societies for protection of rights among them, and I can hardly explain the reason, but in some way we secure the best girls, and among the great number working in this factory there is not one who, to my knowledge, is coarse or badly conducted; perhaps it is the sweetness of the candies that affects the natures. Do we eat much candy? Well, for my own part, I am very fond of it, and find that my long association with so many sweets has only served to strengthen my liking for it. We may eat a great deal, and to me it is a regular part of my diet, and I would miss it sorely were I obliged to stop. Outsiders imagine that we never touch even a chocolate drop, as the constant working with it soon disgusts the appetite, and physicians will insist that sweets are very injurious; but our constitutions are not yet wrecked, and I am sure we are a far rosier, healthier looking set of women than you will find in other factories. Exercise, fresh air and absolute cleanliness is what keeps the skin clear and eyes bright, and if this were the case in the other great manufacturing buildings, our girls would not be the sallow, dispirited set of most of them."

The pretty little forewoman became very earnest over her small moralization on the wrongs of workingwomen, and then insisted I should go to the next floor, where caramels, nut candies and crystallized fruits were in process of cutting and packing by the women. Thereupon we climbed another flight, and found that a great machine, run by hand, was busy cutting, what seemed to be at first, great muddy, sticky looking slabs of stuff into the delicious and succulent caramel. As the little brown and yellow cubes fell into a receiver, they were carried to tables, where girls with deft fingers wrapped them in squares of oiled paper.
"Doesn't it make you almost dizzy to sit and twirl those little papers?" I enquired of one sweet-looking young woman.
"Oh, no, indeed!" she answered, "for every now and then I get up, walk about a bit, pick out nuts or help dip chocolates; and here comes some one to ask the loan of my place, and I'll show you what they do in the other room. Here, you see, are big, wire baskets full of English walnuts, pistache nuts, pecans, etc., and here are the nut candies ready to be crystallized;" and I caught sight of pans piled high with the tempting sweets. Near by stood jars of stone filled with the cream ready to run in molds, dipped in a chocolate tub and set in the refrigerator to dry into a full-fledged chocolate cream. The chocolate tub is a huge porcelain basin fully five feet deep and ten feet in circumference at the top. This is filled with liquid chocolate and stirred by an enormous stone arm that works by machinery. The girls place the molds of cream, coconut, nuts, etc., on perforated tin trays, and, holding them in one hand, dip up the chocolate in big, tin spoons and pour it over again and again until enough has adhered to form a crust. The trays are then hurried into the refrigerator that is set in the wall and occupies one side of the room. The hot chocolate cools, dries and hardens, so that when the trays are taken out the candy is ready to be boxed.
"Now you must come and see our dressing rooms," insisted my guide, and she exhibited a long room, the walls of which were lined with compartments where each girl's gown and bonnet were carefully stored.
"We have a comfortable lavatory and small room furnished with a cot, etc., where any one suddenly taken ill may lie down. Oh, yes, we like it very much, and up here in these cool, clean rooms we find work easy in the hottest weather. The girls rarely give up their places except for something very much better or to marry, and in the latter case we lose them from time to time. Last month the nicest girl in our room married the proprietor of a little candy shop, and for her wedding gift we all combined to buy a certain French *bonbonniere* she had admired very much. We all went to the ceremony and the breakfast, and, you see, candy girls come in for their share of fun and happiness like the rest of the world."

A Newly Discovered Textile Fiber.
The day, we venture to say, is far from its dawn when one can say that human ingenuity has appropriated all the benefits which nature has so bountifully laid up in store for the use of the human family. The inventions and discoveries of even the past decade not only bear out this, but what is more, they allure us onward with insinuations that the appropriations we have so far made are infinitesimal compared to what is beyond. The latest of discoveries is the use of the leaves of the pine for the making of a textile fiber which can be converted into many articles, some of great commercial importance. These leaves, which are gathered from the felled trees of varieties of pine known as the pitch, long-leaved, and field pine, by women and children, and sold to the factory at fifteen cents per 100 pounds, or \$3 per ton. The process of converting into fiber the pine straw is to first throw the latter into a large tank, and a proper amount of caustic soda added, the mass is then thoroughly cooked by steam, after which it is passed through a "rubber," which cleanses it from soda, pulp, etc., leaving only the clear fiber. This is then passed necessarily through the wringer, the breaker, and carder, finishing up in the dryer. The fiber is now ready for use. Many articles are made from this fiber. The coarser material is in demand for mattresses and general upholstery, being elastic, durable, and exempt from insect ravages. The finest is marked "surgeons' packing," and is used by surgeons in various ways. Mattings, carpets and other flooring material are made out of it. The cloth, it is said, will endure every test.

The Sugar Trust and What It Has Done.
Two years ago fair refining sugar sold at \$4.44 per 100 pounds, granulated at \$5.94, and crushed at \$6.12. The cost of refining then appeared to justify a difference of \$1.50 per 100 pounds between the raw sugar and the granulated, and \$1.68 between the raw sugar and the crushed. Now the prices are \$7.06 for fair refining, \$9 for granulated and \$9.50 for crushed. The refiners now exact \$1.94 per 100 pounds for their services between the raw and granulated sugar, and \$2.44 per 100 pounds between the raw and the crushed.
But that does not tell the whole story. The Sugar Trust made its boast at the outset that it could control the market for raw sugar in this country, and it appears to have done so at times. At other times, opponents of the Trust are supposed to have advanced the price of raw sugar, either in an effort to get a supply or in an endeavor to embarrass the combination. In either case the real cause of the unnatural state of the market is the conspiracy to extort money from consumers, and the facts prove that up to date the amount of money extorted has been large. Roughly, the consumption at fifty pounds per capita cost about three cents per pound more than it formerly did, or \$1.50 for every inhabitant, \$7.50 for every family, and \$97,500,000 for the entire population. The whole revenue derived by the government from the duties on sugar of all kinds was only \$52,000,000 last year. If the government could spare the revenue, and put an end to the sugar combinations by repealing all duties, it would simply present to the people a sum nearly twice as large as it now takes from them by the duties.

The theory that the advance in price has been brought about by natural causes only does not bear scrutiny. There is a vast deal of confusing talk about the statistical position, but there has been no such change in the world's supply of sugar as to excuse a rise of 50 per cent. in price. The International Convention, which was intended to put an end to payment of bounties in Germany and France, has reported sundry propositions, but the British Government has refused to take the responsibility of bringing the matter to a vote, and nothing can come of it in either country without the accession of Great Britain. A proposition to cut off part of the import duty and to substitute a bounty to American consumers was favored in the Senate last winter, but could not pass the House.
When Congress assembles next winter, if the Sugar Trust lives so long, one of the most important duties before representatives of the people will be to consider whether the existing duties on sugar, raw and refined, tend in any way to aid or encourage a combination to extort money from American consumers, and in what way the duties can be so changed as most effectually to defeat that combination. For there is no room for doubt about the hostility of this particular Trust to the public interest. It has, in fact, suppressed production at important works, and it has, in fact, increased the cost of sugar to consumers. Its organizers and defenders have asserted that the existing duties do not help the Trust in the slightest degree, and that their repeal would not lessen its power. Congress will find itself forced by public opinion to look into the matter very closely, and to make it entirely clear that members do not mean to leave any reasonable or proper thing undone that may help to protect the public against extortion.

Had the business of refining sugar been left free, it would have deserved consideration with other industries. A bounty to producers of American refined, as well as of raw sugar, if it can be strictly limited so that no part of it can ever be paid to a concern connected with or controlled or operated by a combination to fix prices and control production, would be justified as a means of effectually encouraging sugar production in this country. That it is possible to render a nation completely independent of all others in this respect Germany has shown.

The Direct Consumption of Coffee.
From the New York Shipping List.
Among the numerous trade problems for which a solution is being constantly sought are those that seek to ascertain the varying relations of supply and demand; for, after all, they furnish the most important and direct influences that shape the course of trade. Apart from speculative influences, which make it possible to artificially advance or depress prices, the direct distributor of merchandise, as well as the manufacturer, are always endeavoring to ascertain the abundance or scarcity of supplies, present as well as prospective, and at the same time to gauge the volume of consumption. To accomplish either with absolute accuracy is well nigh impossible. The actual yield of crops is never known until long after they have been garnered and estimates as to the actual volume of consumption are liable to almost the same uncertainty. In both cases, however, there are well-known guides, which make it possible for intelligent merchants to estimate with a fair degree of accuracy the general drift of trade, but there are times when the situation presents so many contradictory phases that even the best of experiences feel at sea. The anomalous condition of the coffee trade for several months past seems to have presented just such a state of affairs and many have anxiously sought a solution of the complex problem. Various features of the situation have been dealt with from time to time in these columns as they have arisen, which it is not necessary here to rehearse, but in the light of some recent investigation, the result of which has been placed at our disposal, an opportunity is afforded to refer to still another

important phase of the present condition of the coffee trade, and that is the effect of recent prices upon consumption. One of the largest distributors of coffee in this country has within the past few weeks completed, through its salesmen, a very thorough canvass of the coffee trade over an unusually wide section of the West, Northwest and Southwest. The enquiry was directed particularly to ascertaining whether retailers were carrying large or small stocks; whether buyers were looking for higher or lower prices, and whether consumption has been affected by present prices, and to what extent. The thirty-six replies received from these correspondents are brief and bear upon their face the imprint of being the results of keen and experienced observation, which is remarkable for its unanimity and harmony. With regard to stocks; the testimony is unanimous that small dealers are carrying light stocks, in many instances scarcely a thirty-days' supply for their ordinary trade, while one expression is, "They will not buy until near the end of the last case of roasted coffee." The larger dealers, however, would seem to have stocked up a little more freely. The testimony is equally unanimous as to the expectation of lower prices, several particularizing the months of July and August; but what is of greater interest and importance is the testimony of these witnesses as to the falling off in consumption on account of high prices. A majority say that their trade has fallen off fully one-third, a large number find it 25 per cent. smaller, several say they have not sold within 50 per cent. of what they did last year, there are a number that say their sales have decreased from 10 to 15 per cent., two acknowledge a decrease, but not to any great extent, and one finds that consumption has increased. (One reply from Dakota says, "In the extreme Northwest 33 per cent. are substituting tea;" another from Western Michigan says, "Tea is being pushed in my territory for all there is in it;" another from Kansas says, "Farmers are drinking buttermilk;" and another from Minnesota says, "The merchants are selling more green tea than they do roasted coffee.")

This testimony is the result of the observation of men who come in contact constantly with retailers and consumers, and who, therefore, enjoy the best facilities for making just such an estimate. The result of which ought not to surprise those who have not been prejudiced by following the bull lead in recent operations. Here is a definite reply to the often repeated enquiry, Have high prices curtailed consumption? As one of the above salesmen very forcibly remarks, 60 cents a bushel for wheat and 25 cents a pound for coffee is too great a difference.

High prices, therefore, have not only curtailed actual consumption, but, furthermore, have caused small dealers to carry light stocks, partly because they have not cared to take the risk of losing money by a sudden depreciation of their stock, and partly because of the larger amount of capital that the carrying of such stock has required at the enhanced cost. Under these circumstances, the city jobber very naturally enquires, what has become of the increased warehouse deliveries that have been made during the past twelve months? Obviously they have increased what are termed the "working stock" of interior jobbers and roasters, especially in large distributing centers like Chicago, Pittsburg, St. Louis, Cincinnati, Toledo, Cleveland, St. Paul, etc.

The Biter Bitten.
From the United States Economist.
There is a contemptible practice which is becoming more general, but which sometimes leaves the biter bit. It is best illustrated by what a large buyer said to a representative of the Economist: "I had a line of desirable goods offered me by an importer at a proper market value. I informed him that I had bought about all that I could well handle for the season, and I inadvertently dropped the name of the house from whom I had purchased. It was a rival house. When he saw that I would not buy any goods, he asked for an appointment to show some new samples. He came, and among other goods showed me some of the same patterns of which he knew I had a full stock, and he offered them at a price which must have been considerably below cost. He never dreamed that I would buy, but he wished to make me dissatisfied with what I had already bought. I was careful to enquire how much he could deliver and had him mark prices down for me. He was only too glad to do it, for he was sure I wanted to make a claim on his rival. I gave him such an order that it nearly turned his head gray. I got my goods, for he knew that he could never do another iota of business with the house if he didn't keep up to his agreement."

He Was a Sufferer Himself.
"Of course," said Bifkins, "I ain't the man to hesitate for a minute, or complain when it comes to helping those who are in distress, but if you figure it right down, I am a good deal of a food sufferer myself."
"You a food sufferer?"
"Well, I should say so. I've been with my wife to four amateur theatrical entertainments and two strawberry festivals in the past two weeks."
The Future Assured.
"But, Herbert," she said, "think of the future. You cannot surround me with the luxuries to which I have been accustomed."
"But your father—"
"He would do nothing for us."
"Does he play poker?"
"No."
"Then I will teach him. Trust in me, darling, and have no fear for the future."

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

J. L. Strelitsky has engaged in the jobbing of cigars at 126 and 128 Canal street.

The Marine Velocipede Co. has established its factory at 38 North Front street.

Cummings & Yale have taken the agency of the Findlay Flint Glass Co., of Findlay, Ohio.

J. F. Otto has engaged in the boot and shoe business at Saginaw City. Rindge, Bertsch & Co. furnished the stock.

The organization of the Dunham & Chick Furniture Co. has not yet been completed and may be abandoned altogether.

Fetter & Schneider have engaged in the boot and shoe business at Saginaw City. Rindge, Bertsch & Co. furnished the stock.

P. T. Williams has opened a drug store on the corner of Ninth avenue and South Division street. He has bought the drug stock of Stewart & Stewart and the confectionery stock of Wilber Jones.

Peter Volmari and John R. Van Keppel have formed a copartnership under the style of Volmari & Van Keppel and engaged in the grocery business at 27 North Waterloo street. I. M. Clark & Son furnished the stock.

An important change, which has been contemplated for some time, was consummated yesterday, by W. H. Hoops retiring from the wholesale grocery firm of Lemon, Hoops & Peters. The business will be continued by the remaining partners under the style of Lemon & Peters.

Ed. Wright has engaged in the refining of tallow and the manufacture of lard oil, tallow oil and neatfoot oil, at the D. & M. Junction, under the style of the Grand Rapids Refining Co. The factory is located in a two-story building, 24x80 feet in dimensions, erected on purpose for the business, which will be under the management of Mr. Hogle, late of Chicago.

AROUND THE STATE.

Traverse City—A. A. McCoy has opened a restaurant.

Nashville—Geo. A. Selleck has opened a flour and feed store.

Vicksburg—A. Oyer will shortly open a new hardware store.

Alba—J. H. Botsford is erecting a store building on Main street.

Mt. Clemens—Fred Grimm has bought F. A. Drexel's jewelry stock.

Edmore—J. F. Snyder succeeds R. A. Maley in the grocery business.

Sault Ste. Marie—Richard Mitchell has engaged in the grocery business.

Grass Lake—W. B. Silkworth succeeds Silkworth & Ackley in general trade.

Traverse City—Frank Stepan has purchased E. R. Kneeland's meat market.

Traverse City—H. P. Oleson has his new blacksmith shop ready for business.

St. Johns—W. T. Church succeeds Webster & Church in the meat business.

Metamora—Z. L. Stringer & Bro., of Otisville, will put in a general stock here.

Sault Ste. Marie—H. Robinson has purchased the meat business of Wetzler Bros.

Cloverdale—Howard Mosher the general dealer is building an addition to his store.

Mulliken—Will Dillidine moved his jewelry stock into his new store last week.

Flint—Lane Bros. succeed Lane & French in the bakery and confectionery business.

Pompeii—W. Bunday & Co. are erecting a two-story brick store, 22x90 feet in dimensions.

Sturgis—Mullay & Son have removed their stock of general merchandise to Minden City.

Hanish & Eifert is the style of the firm succeeding Anthony Hanish in the harness business.

Hanover—E. A. Bristol & Co. succeed Mary (Mrs. E. J.) Sprague in the hardware business.

Tustin—John E. Perry, of Cadillac, intends to open a drug store in this place about August 1.

Grand Lodge—Reuben E. Wood—not C. C. Wood, as previously stated—is the assignee of C. I. Miller.

Detroit—Daniel Graham's ice cream business has been advertised for sale on chattel mortgage July 8.

Deerfield—Geo. Aiken has purchased the undertaking business of Isaac Palmer and added a line of furniture.

Owosso—Thomas Nelson has been obliged to close up his blacksmith shop on account of failing eyesight.

Lakeview—Dr. J. W. Kirtland will again embark in the drug business here, having repurchased the drug stock he formerly owned at Owosso.

Muskegon—Ed. J. Smith has removed his confectionery store from 24 W. Clay avenue to a location near the drug store of I. F. Hopkins on Third street.

West Haven—John Karr has engaged in the hardware business.

Sparta—S. H. Ballard has sold his general stock to J. R. Aarrison, who will return from Byron Center, where he has been engaged in trade for the past six months.

Sault Ste. Marie—Hynes & McKenna, dealers in men's furnishing goods, are removing their stock from Water street into the new double store on Portage avenue.

Jackson—Longwell & Son sold their drug stock to Longwell & Dahin, when a disagreement among the partners threw the matter in the hands of W. L. Seaton as receiver.

Owosso—John T. Peters has sold his interest in the furniture and undertaking business of Peters & Knapp to F. C. Smith. The new firm will be known as Knapp & Smith.

Tustin—Geo. Skaglin has retired from the firm of Skaglin Bros., dealers in meats and feed. The business will be continued by the remaining partner, Gust Skaglin.

Muskegon—John Torrent has formed a co-partnership with D. M. Stevor, under the style of D. M. Stevor & Co., to continue the dry goods business formerly conducted by Nathan Platt & Co.

Allegan—A. Stegeman will shortly begin the erection of a two-story brick building, 50x110 feet in dimensions. Both floors will be occupied by the stock in what is known as the "grange store."

MANUFACTURING MATTERS.

Gooding—R. Purdy has started his cheese factory.

Cheboygan—Patrick Morrissey and John Noll have begun manufacturing cigars.

Edmore—J. F. Sheffield is adding an elevator and new machinery to his flouring mill.

Detroit—Heck & Hemel succeed Heck, Hemel & Geckhardt in the planing mill business.

Watervliet—Chas. Lederer has engaged in the shoemaking business. He occupies a part of the harness shop.

Hastings—Phillip Lutz, the boot and shoe maker, has moved from G. G. Spaulding's block to corner of Court street.

Presque Isle—John Hey has sent one raft of 2,000,000 feet of logs to Sandusky, Ohio, and has enough logs left to make two more rafts of the same size.

Morley—Charles Cummins will operate his shingle mill for a week or two and then shut down to put in a drag-saw and some other improvements for the winter work.

Owendale—John G. Owen's mill is cutting 30,000 feet of lumber daily, and he has 5,000,000 on hand, all of which is moved to market by rail over the Pontiac, Oxford & Port Austin Railroad.

Aarwood—Moritz & Co. have purchased a planing and matching machine, to add to their sawmill, and will set up their feed mill this fall. They expect to have their mill moved up the river about twenty rods, so as to get more solid ground.

Muskegon—C. L. Housman, who put in about 2,000,000 feet of logs on the Manistee River; has sold his entire cut for the season to a Chicago firm at prices which have not transpired. The lumber is to be taken green as fast as sawed.

Stanton—The whistle at Wright's mill, just north of town, was blown last Friday for the last time, having finished up twelve years' work, a portion of the time the mill being run by N. Slaght and the past years by F. N. Wright & Co.

Bay City—The mills are nearly all running, but the situation in lumber circles is rather quiet. The movement of lumber by lake will make a respectable showing for the month, although vessel men complain of difficulty in obtaining cargoes, and one or two boats have gone to the upper lake after loads.

East Saginaw—As a general thing the mills are fairly supplied with logs, although the suspension of work by the boom company compelled two or three mills to temporarily shut up shop. It is reported that the boom company will not resume operations until after July 4, and there is some kicking in consequence.

Bay City—J. A. Green, who is operating the Keystone plant this season, has decided to build a mill on the Tennessee river in the near future. He owns a considerable body of pine south, and another Bay City gentleman will be associated with him. Mr. Green is of the opinion that the south is the coming lumber country.

East Saginaw—A movement is on foot to induce the Flint & Pere Marquette Railroad to extend a logging branch to the Hurst tract on the Tobacco river, above Coleman. The timber has been sold in parcels, and a portion of it is now being lumbered. Of the timber purchased by Mosher & Fisher and Gebhart & Estabrook, a considerable portion could be handled by rail to advantage.

Manistee—The shingle mill on the river, which was owned by Brooks & Sweet, has changed hands the past few days, William Vincent having bought out John Sweet's interest in that establishment. He will now go on and organize a furniture factory out of it, and push the business for all there is in it. Mr. Vincent is one of our most conservative

lumbermen, having made his money in pine lands, and people will have confidence in anything he takes hold of.

East Saginaw—President Burt, of the Michigan Salt Association, has returned from Kansas, whither he went with the representative of the New York and English capitalists interested in the salt syndicate, to inspect the salt fields at Hutchinson. Unless the production and distribution of the salt product is controlled by the proposed national combine, he thinks Kansas will prove a formidable competitor to the Michigan salt manufacturers. The manufacturers there have an apparently inexhaustible supply of the purest deposits in the country, and are disposed to utilize it for all it is worth.

STRAY FACTS.

East Saginaw—The Toledo, Saginaw & Mackinaw Railroad has a large force at work extending the road from this city north, and it is expected that the road will be completed to West Bay City about October 1.

West Bay City—The case of Handy Bros. against the Michigan Central road, in which damages of \$8,000 had been awarded in Circuit Court on account of a fire in September, 1887, was lately settled on the basis of \$7,000 after an appeal had been taken.

Pompeii—Pompeii is one of the most pompous, pushing, prosperous places in Gratiot county, located on the T. S. & M. Railway, between Carson City and Ashley, in one of the very best agricultural regions in Michigan. Born fourteen months ago, she now boasts of two hotels, a new stove factory running twenty-five hands day and night, one of the best elevators in the country, one drug store, one hardware store, one meat market, one agricultural store, one clothing store, one harness shop, three general stores and several minor concerns, mills, shops, etc., and still more coming.

Bank Notes.

E. W. Pickett has moved his Exchange Bank, at Wayland, into his new brick building.

That is a queer story of E. L. Harper, the wrecker of the Fidelity Bank of Cincinnati. It is to the effect that he has been doing a profitable iron business to the tune of \$850,000 a year while serving his sentence in the Ohio Penitentiary.

Through the efforts of his faithful wife, a joint stock company was formed, and, presumably through the collusion of some of the prison officials, Harper was allowed to direct the movements of this company by telegraph, thus enabling it to make money when other men in the iron business were actually running behind. It is a striking illustration of what a "smart" man with money can do even when he is dead in the eyes of the law. In the meanwhile, the discovery of this little arrangement will be likely to arrest the effort to obtain a pardon for this distinguished criminal.

The Largest Income in the State.

CADILLAC, June 29, 1889.
E. A. Stowe, Grand Rapids:
DEAR SIR—To settle a dispute, please state which has the largest income in the State—David Ward or D. A. Blodgett.

Yours truly,
While David Ward is generally conceded to be the wealthiest man in the State, the largest income undoubtedly belongs to Daniel Scotten. It is commonly conceded that his profit on "Hiawatha" is \$2 per rail and, as his factory turns out an average of 5,000 rails per day, his net income from that one article alone is not less than \$10,000 per day.

A Convenient Place for Farmers.

An innovation in the shape of a combination feed stable and grocery store has been introduced by Volmari & Van Keppel, at 27 North Waterloo street. The firm occupies a building constructed on purpose for their business, having a capacity of accommodating 100 vehicles and stall room for 140 horses. A well-equipped grocery store will be run in connection with the establishment, the stock having been purchased of I. M. Clark & Son, who were given the order in preference to eleven other houses who put in bids on the stock.

A List to Be Proud of.

The list of dealers who handle Pingree & Smith's goods, given on another page, is one of which any house may well feel proud, as it includes the leading shoe dealers in the cities given. Pingree & Smith write THE TRADESMAN that their factory is running to its full capacity on fall goods and that the orders so far received show a decided increase over the same months of last year.

No Meeting To-night.

Owing to the extreme heat, it has been deemed best to dispense with the regular meeting of the Grand Rapids Mercantile Association, this evening. The committee appointed to look after the picnic on July 18 are requested to meet at the store of L. Winternitz, at 2 p. m. Wednesday, July 10.

Children are coupons on the bond of marriage.

Purely Personal.

Fred P. Himes left Saturday for a week's visit among old friends at Oswego, N. Y.

Geo. H. Reeder is enjoying a visit from his brother, Jas. G. Reeder, a leading attorney of Columbus, Neb.

Herbert T. Chase and wife and Mrs. Frank E. Chase and daughter have gone to Cape Cod, where they will spend the summer.

Robert Lamoreaux, of the general firm of Lamoreaux & Beerman, at Fruitport, was in town last Wednesday to attend the Forepaugh show.

S. C. Scott the Howard City druggist, is reported to have peppered a palace car with buckshot, while firing at a thieving tramp a few nights ago. Of course, the tramp was not hit.

John Caulfield finally went out of the wholesale grocery business and Samuel M. Lemon has at last bought a horse. Both events were threatened years before the climax came.

Geo. C. Townsend, formerly engaged in the grocery business at Baldwin, but now the proprietor of a general store and hotel at Kenton, was in town Saturday on his way to Owosso.

In the retirement of Wm. H. Hoops from the wholesale grocery business, the trade loses an aggressive and devoted adherent. As a traveling salesman for eleven years, Mr. Hoops threw into his work such marked individuality that he came to be regarded as the leading grocery salesman of the State. His career as a jobber, during the past four years, has been marked by the same aggressiveness which characterized his work on the road. It is a pleasure to consider that a continuous service for fifteen years has been rewarded by a comfortable competence.

Gripsack Brigade.

Duff Jennings is up the Pentwater branch this week.

Geo. F. Owen has gone to Detroit to get his samples of fall goods. He expects to don the warpaint about the 8th.

Walter E. Cummings has completed a year's work on the road and will rest up a month before picking up his grips again.

John McIntyre binom kinldik al koefon das ellom sito do atitfot itastafis. Kopanal kims apolldol stafis binoms i pafenik vemo.

Steve Sears is on the programme for the Fourth of July oration at Pentwater, immediately following his balloon ascension at Ludington.

N. Stewart McConnell has engaged to travel on the road for Curtiss & Co. He is posting up this week and will start out on his initial trip next Monday.

Responses to the invitation to the annual picnic, sent out by Secretary Seymour, are coming in very freely, giving ground for the belief that at least 200 persons will participate in the event.

Will Campbell has finally memorized the song made famous by the genius of Cornelius Crawford:

You have got to be a lover
Of the landlord's daughter.
Or you cannot have a second piece of pie.

Commercial travelers are often afflicted with skin disease of a more or less serious nature. A physician places the number seriously afflicted at one in fifty, and states that in almost every instance the cause can be traced to the use of hotel soap.

So strenuous was the opposition to Max Mills' repeating his Fourth of July oration at Blanchard this year that the committee having the matter in charge felt compelled to cancel the engagement. Mills is determined to deliver the effort, however, and it is now thought that he will spend the Fourth at Ottawa Beach, in hopes the deluded occupants of that resort will give him an opportunity to be heard.

Fast Trains.

Do you think of taking a Western trip or of going West, Northwest or South-west to Canada? If so, write to Harry Mercer, Traveling Passenger Agent of the Chicago, Milwaukee & St. Paul Railway, 90 Griswold street, Detroit, Mich., for maps and other printed matter. Name the place or section of country you desire visiting and you will be furnished the lowest rates of fare, by the best route running fast trains.

White Mountains and Bar Harbor.

Commencing June 29th, the Michigan Central and its eastern connections will run a through line of elegant, new buffet sleeping cars through from Chicago to Bar Harbor, via Niagara Falls and the White Mountains, without change. Connection will be made at Niagara Falls with through sleeper to Clayton, where connection will be made with steamers to the Thousand Islands, Alexandria Bay, Montreal and Quebec. For full and detailed information in regard to these summer resorts, and the way to reach them, send six cents postage for "A Modern Guide," and summer tourist rates, to W. R. ROGERS, General Passenger and Ticket Agent, Chicago, Ill.

Fourth July Excursion Rates.

Excursion tickets will be sold by the Chicago & Grand Trunk, Detroit, Grand Haven & Milwaukee and Toledo, Saginaw & Muskegon Rys., and Michigan Air Line and Detroit Division of the Grand Trunk Railway on the 3rd and 4th of July, good to return up to and including July 5, at the rate of single fare for the round trip, between stations on their lines and to Canadian points west of and including Toronto and Niagara Falls.

Arrangements for the Picnic.

Another meeting of traveling men was held at Sweet's Hotel last Saturday evening to note the arrangements made for the annual picnic. The Transportation Committee was unable to present a final report, but reported progress. The Committee on Music reported that Shattuck's band of fourteen pieces had been engaged to accompany the party. The Committee on Sports made no report. A meeting of the committees will be held on Saturday evening of this week.

At a meeting of the Committee on Toasts, Geo. Owen was selected to act as toastmaster and the following list of responses was assigned:

1. The Grand Rapids Traveling Men—L. M. Mills.
2. Dry Groceries—Jas. N. Bradford.
3. The Fish Liar—Frank Emery.
4. Belts—Chas. L. Livingston.
5. The Pioneer Traveler—Albert C. Antrim.
6. Music—Quartette.
7. Dry Goods—E. E. Wooley.
8. Sweetmeats—Henry Dawley.
9. The Dining Room Girl—W. H. Herick.
10. The Sawdust City—John Garvey.
11. Flour and Feed—Geo. H. Escott.
12. Music—Quartette.
13. The Spice of Life—H. R. Savage.
14. The Country Tavern—H. Robertson.
15. Recitation—L. C. Remington.
16. The Kicker—A. B. Cole.
17. The Wag—J. H. McIntyre.
18. Cold Steel—P. J. Coppens.
19. The Ladies—Chas. M. McLain.
20. The Occidental—T. P. S. Hampson.
21. Music—Quartette.

All responses are to be confined to five minutes' time, which will bring the literary programme within the space of two hours.

The musical portion of the programme has been voluntarily assumed by James A. Morrison, which is a sufficient guarantee as to its excellence.

Any traveling man who failed to receive an invitation should report the omission to Secretary Seymour.

Every Day Wisdom.

A thorn in the bush is worth two in the hand.

Every dog has its day, and cats have the night.

The policeman is the right man in the riot business.

The happiest man is he who entertains the most delusions.

A man may get roaring drunk on water; and so he can on land.

It is folly working one's self to death in order to make a living.

There is no good in crying over spilled milk, but sometimes it is very consoling.

Man wants but little here below but always wants it just as quick as he can get it.

There's no fool like an old fool, except a young fool who fools with a gun that isn't loaded.

A minister once excused himself from filling one of his regular appointments on the ground that he had recently returned from his vacation and felt weary.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

FOR SALE—A MILLINERY AND FANCY STORE doing a good business; good railroad town; would not sell, but have other business. Address Mrs. C. Calkins, Leslie.

FOR SALE—GREAT BARGAIN, LARGE CARRIAGE factory, with general blacksmith shop; located in best part of Ann Arbor; good stock on hand; sold reasonably in full of undivided half interest; reason, death of one of the partners. Address Henry Paul, Box 1322, Ann Arbor, Mich.

FOR SALE—SMALL STOCK OF DRUGS AND FLY-cures, with house, lot and store, in railroad town; no competition; big investment for right man; small capital only required. T. P. Stiles, Chester, Eaton Co., Mich.

FOR SALE—FIRST-CLASS CREAMERY IN SOUTH-ern Michigan, capacity 1500 pounds per day, will trade for merchandise. Address No. 459, care Michigan Tradesman.

FOR SALE—DRUG STORE—FINEST LOCATION IN Detroit for family and transient trade; cash business; purchaser will require \$2,500. Address, Eugene Rose & Co., Detroit, Mich.

FOR SALE—DRUG AND STATIONERY STOCK IN manufacturing town of 1,200 people; invoice about \$1,000; small competition. Address, No. 449, care Michigan Tradesman.

KEEP YOUR EYE ON THIS—PARTIES ABOUT TO engage in the drug business or any one wanting a stock of drugs and patent medicines, cheap, please address me, as I must dispose of them to make room for other goods; will give some one a bargain, as I am going out of the drug business. Address, G. S. Pittman, Fruitport, Mich.

FOR SALE—AT PINGREE GROVE, KANE CO., ILL., seven miles west of Elgin on main line of railroad; a good store and business, with full stock of general store goods; whole value about \$2,000; reason for selling, failing health. J. B. Shedd, Fruitport, Mich.

FOR SALE—IN CENTRAL MICHIGAN—STOCK OF drugs, medicines and fixtures, valued at \$1,200; daily cash sales; \$15 also store building, stockhouse and residence combined, valued at \$800; reasons, other business. Address, No. 439, care Michigan Tradesman.

SITUATIONS WANTED.

WANTED—SITUATION BY REGISTERED PHARMACEUT, and give best of references. Address, No. 402, care Michigan Tradesman.

WANTED—A POSITION AS CLERK IN A DRY goods or clothing store by a young man who speaks German and English; can furnish good references. Address, Bernhard Port, Fife Lake, Mich.

WANTED—SITUATION AS BOOK-KEEPER BY MAN of eight years' experience, who is familiar with general merchandise. Address, A. E. Chambers, 305 Monroe Street, Grand Rapids, Mich.

MISCELLANEOUS.

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—SEND A POSTAL TO THE SUTLUFF COMPANY Pass Book Co., Albany, N. Y., for samples of the new Excelsior Pass Book, the most complete and finest on the market, and just what every merchant should have progressive merchants all over the country are now using them.

\$620.00. SALES IN ONE WEEK

WANTED—GENERAL AND LOCAL AGENTS TO handle the New Patent Chemical Ink Grinding Pen. Greatest novelty ever produced. Erases ink in two seconds, no abrasion of paper. 300 to 500 per cent. profit. One agent's sales amounted to \$200.00 in Six Days—another \$22.00 in two hours. Territory absolutely free. Salary to good men. No ladies need answer. Sample etc. For terms and full particulars, address, The Monroe Eraser Co., Manufacturers, La Crosse, Wis.



Product of Our Factory at Dixon, Ill.

In view of the fact that we have GREATLY INCREASED our FACILITIES for MANUFACTURING in OUR THREE FACTORIES and owing to the PECULIAR and CLOSE COMPETITION existing in MICHIGAN, C. M. Henderson & Co. have concluded to MAKE A DECIDED CUT on VARIOUS LINES of our goods, which will ENABLE ME to make it to YOUR ADVANTAGE to purchase your stock NEARER HOME the coming fall season.

Our LADIES' FINE GOAT, DONGOLA, GLOVE and OIL GRAINS to retail at \$2, and FINER GRADES of GOATS and DONGOLAS, which consumers can buy at \$2.50 and \$3.00, together with the MEDIUM PRICED lines of MEN'S CALF, DON-GOLA and KANGAROO Shoes of our own make, and all having the MERIT of SOLIDITY and STYLE—with satisfaction guaranteed—will be worthy your CAREFUL CONSIDERATION. Our heavier grades of SPLIT, GRAIN, KIP, VEAL and CALF BOOTS are UNEQUALED, and the "Celebrated Red School House Shoes" AS USUAL takes the "First Place."

C. M. HENDERSON & CO., Chicago.

Headquarters for the Celebrated Wales Goodyear Rubber Goods

Factories:

Fond du Lac, Wis.
Dixon, Ill.
Chicago, Ill.

Willard H. James,

Salesman for the Lower Peninsula.
P. O. address,
Morton House, Grand Rapids, Mich.

We furnish electrotypes of our Specialties to Customers.

S. K. BOLLES.

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.

Subscription Price, One Dollar per year, payable
strictly in advance.
Advertising Rates made known on application.
Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, JULY 3, 1889.

THE SALT TRUST AGAIN.

THE TRADESMAN is in receipt of a communication from a member of the proposed salt trust, strenuously denying that the trust proposes to advance the price of common fine salt from 52 cents to \$1.50 per barrel. He asserts that such an action "would be contrary to all precedent and not in accordance with plans already mapped out for the government of the organization."

THE TRADESMAN is not blessed with unusual powers of penetration, but it can readily see that the term "contrary to all precedent" is wholly without foundation in fact. As previously noted, the English speculators have subscribed \$20,000,000 of the \$25,000,000 trust capital. Although the public is assured that the object of the new organization is not to force up the price of salt to a figure beyond that which will afford the manufacturers a living profit, the action of the English sister union is not calculated to inspire confidence in these professions. The majority of the stock being in the hands of English capitalists leaves small room for doubt that the system of management, which has resulted so favorably from the manufacturers' point of view, on the other side of the Atlantic, will be imitated as far as possible here. The first price list issued by the English Salt Union, after its formation, showed an advance of over 100 per cent. in prices on some grades of salt, including the common salt of commerce. Is there any reason for thinking that the policy of the American organization—dominated by English capitalists—will be different from that of the English union?

Attempts to solve the problem which underlies every manufacturing industry, and which may be expressed in the interrogation—How can a decrease in the cost of production be effected without sacrifice of quality or detriment to service?—have, in most cases, developed a greed in the promoters of the remedial system which has led them to lose sight of the original intention. The character of industrial reformer has been superseded by that of public buccaneer in too many cases, and there is no reason for thinking that the salt syndicate will avoid the pitfall. THE TRADESMAN would like to ask why there is any special necessity, in the case of the salt producers, which calls for the assistance of foreign ideas and foreign money to carry to completion a work which, according to the evidence of its promoters, is a purely American affair, entered into solely for the benefit of the home industry? No one will blame the salt manufacturers for desiring to secure a fair profit on their product and a legitimate return upon capital invested, but the average man will entirely fail to see how the assertion that their interests have been made to suffer by the English salt men "dumping their surplus stock" on this market can be made a valid excuse for future manipulation of prices upon an article hedged around by a prohibitive tariff.

There is little wonder that the English speculators jumped at a chance to get in on the "ground floor" in a project so promising, and small fear that they will need much urging to induce them to discontinue active competition against themselves in a market where their interests will doubtless be well protected by native philanthropists.

THE SAVINGS OF THE PEOPLE.

A government report shows that the aggregate of deposits in the Savings Banks on the last day of June last was \$1,364,196,550 and the number of depositors 3,838,291—an increase of \$22,336 in depositors and of \$290,901,593 in deposits within a year. Could we add to this the savings represented by the accumulations of our beneficiary and building associations, the total probably would be doubled; and all but a small amount is the property of people who are dependent on their own exertions for a living, and most of it is owned by the wage-earners of America. These figures alone are enough to refute the often repeated statement that "while the rich are growing richer, the poor are growing poorer"—a statement easily accounted for when we remember the weakness of our human nature in having its attention fixed on a few great bulks of property, while the aggregate of small fortunes escapes notice. All the great fortunes of America probably do not aggregate half a billion of dollars; and by the first of July approaching there will be three

times that amount in the savings banks of America.

The same report shows that, on the supposition of there being 60,018,000 residents of the United States, the national debt amounts to \$17.71 a head, and the annual revenue of the national government to \$6.32 a head, of which \$4.47 is required for other expenses than the service of the debt. Of this revenue, \$3.47 is collected in duties on imports and \$2.07 in internal revenue taxes. The abolition of the latter, therefore, would leave an annual deficit of about \$60,000,000. THE TRADESMAN agrees with *Bradstreet's* that this estimate of our population is too small, and therefore all these are figures a trifle too large.

OWOSSO'S EXPERIENCE WITH THE BONUS.

There are those who argue that the granting of bonuses to manufacturing enterprises is an unmixed evil, without any compensating advantage. That such is not always the case is attested by the experience of Owosso, which is thus set forth by the *Times* of that place:

The policy of Owosso regarding the further extension of her manufacturing industries demands the attention of every one of her citizens. Ten years ago Owosso numbered less than 2,500 people, and was simply a country trading post, with no prospect of outstripping her neighbors. A decade has witnessed a mighty transformation. To-day we have a population of six or seven thousand and a business exceeding that done in any town of equal size in Michigan. Every piece of property has doubled or trebled in value. This result is due to the enterprise of our citizens in securing manufacturing industries. Large bonuses have been voted from time to time by our city council to induce capital to locate here. Moreover, at times, the older and better established of our larger manufacturers have received aid from the city, that they might further increase their business. The result has, in nearly every instance, proved satisfactory. Should we not continue the plan?

We are led to make the above remarks in view of a proposition from the Owosso Table Co. They have purchased the land between their present location and the railroad, and on this intend to erect a building, 36x96 feet in dimensions, two stories high. This addition will enable them to employ fifty men, instead of twenty, as now. They ask the city to give them \$1,000. Robbins & Son are too well known to Owosso people to require any extended notice, and we can only say that we believe the future prosperity of the city would be enhanced by voting the proposed bonus.

FOREVER UNSATISFIED.

George Elliot's reference to "that hunger of the heart—forever unsatisfied," which she attributed to persons of her own sex, could with equal justice be applied to the farming community in certain sections. In Allegan county, for instance, the farmers have been exceptionally favored by the Stegeman grange store, so-called, yet that does not appear to satisfy their longings, if the following, from the *Allegan Gazette*, is any criterion:

Just as the "grange" store is about to expand into larger apartments and more pretentious style, come rumors of radical dissatisfaction with the management and determination among some of the stockholders and leading members of the Patrons of Husbandry to establish another concern upon the original plan—sale to members of the order only, or on trade permits sold to others. These rumors do not take on very definite form, but one of them has it that the new company will begin business in the present quarters as soon as Stegeman moves out. Some of the brethren think, too, that Stegeman is making too much money himself. Well, who else should make the most of it? Does not Mr. Stegeman do all the work and bear very great responsibility? Did the stockholders really believe that this eccentric but indomitably shrewd man was running that great business for the benefit of his health and their pockets? It really begins to look as though his homilies on selfishness have not had altogether the desired effect.

In Dr. Wayland's "Political Economy," as first published, there is an argument to prove that the United States was making a serious mistake in attempting to make cutlery for home use, instead of buying it from English makers. Thanks to the refusal to listen to this short-sighted kind of Political Economy, American invention has so improved the methods of manufacturing cutlery that it has been cheapened to the whole world. At first our producers confined their attention to making the cheaper grades, but of late they have been adapting their methods to the finer, with great success, so as to get control of the home market and also to beat England in markets abroad, which she has held for decades past. In this they were very much aided by the conservatism of Birmingham and Sheffield, which insist on making cutlery after the same patterns used when Queen Victoria was young. As a consequence, even in the British colonies, there is nothing left them but the prestige of their name; and the superiority of American makes in both quality and design threatens to deprive them of that. An American who went into the most famous of the Birmingham houses found they were filling orders with American scissors, because "nobody will have anything else, now."

The arrest and imprisonment of an itinerant shirt peddler at Bay City, for violation of the city ordinances relative to hawkers and peddlers, is a step in the

right direction. If more cities adopted aggressive measures in dealing with violators of the law—whether peddlers, itinerant merchants or fakirs—it would be better for legitimate merchants everywhere.

The Tomahawk Lakes and Trout Lake Are the very best fishing grounds in the State of Wisconsin. These lakes are located in Oneida county, along the newly completed line of the Wisconsin Valley Division of the Chicago, Milwaukee & St. Paul Railway, and their whereabouts is just being made public. Muscalonge, bass and trout in abundance.

During the season of 1889, necessary hotel and camping facilities will be provided for all sportsmen who are looking for "greener fields and pastures new." Buy tickets to Minocqua, Wis., via the Chicago, Milwaukee & St. Paul Railway. For further information, address A. V. H. Carpenter, General Passenger Agent, Milwaukee, Wis.

Truth is stranger than fiction because, you know, people are not so well acquainted with it.

NOTICE.

Whereas, Default has been made in the conditions of a certain contract made by and between Burrell Tripp, of the first part, and Olney, Shields & Company, of the second part, whereby the said Olney, Shields & Company have become entitled to a certain certificate of bank stock in the Carson City Savings Bank, of Carson City, Nevada, which was assigned to the said Olney, Shields & Company by the said Burrell Tripp, as collateral security; said bank stock being certificate No. 49, of ten shares of one hundred dollars each; the amount due to the said Olney, Shields & Company being \$400 and interest for three months and the cost of this sale.

Now, therefore, notice is hereby given that on Saturday, the 15th day of July, 1889, at 10 o'clock a. m., at the office of Olney, Shields & Company, wholesale grocers, in the city of Grand Rapids, Michigan, the said Olney, Shields & Company will sell said bank stock at public sale to the highest bidder.

Dated at Grand Rapids, Mich., this 28th day of June, 1889.

OLNEY, SHIELDS & CO.

Refrigerators

FOR Grocers and Hotels

The Best is the Cheapest. We offer you a first-class article. Cut shows our No. 62, in Antique Ash, Air-tight Locks, Padded Doors, Patent Interior Circulation of Dry, Cold Air, seven feet high, shipped in sections, constantly in stock for immediate shipment. We pay freight. Send for catalogue. Mention paper. Also LIQUID COOLERS for milk, feed tea, etc.

Grand Rapids Refrigerator Co.,

GRAND RAPIDS, MICH.

FIVE DOLLARS FINE.

Or imprisonment for ten days, is the legal penalty for selling tobacco in any form to a minor without a written order from the parent or guardian. To

Conform to the Law.

Merchants should procure a supply of blank orders, which will be sent postpaid on receipt of postal note, as follows:

250 TOBACCO ORDERS	75
500 "	1.25
1,000 "	2.50

All orders must be accompanied by remittance.

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

HYDRAULIC ELEVATORS

Water Motors and Specialties. Send for New Catalogue. Tuerk Hydraulic Power Co. NEW YORK: CHICAGO: 18 Cortland St. 39 Dearborn St.

TIME TABLES.

Grand Rapids & Indiana.

GOING NORTH. Arrives. Leaves.

Traverse City & Mackinaw	7:00 a. m.	7:30 a. m.
Traverse City & Mackinaw	11:30 a. m.	12:00 p. m.
Traverse City Express	3:05 p. m.	4:30 p. m.
Potosky & Mackinaw	4:45 p. m.	5:15 p. m.
Potosky & Mackinaw City	7:30 a. m.	8:00 a. m.
10:30 p. m. train has sleeping car for Potosky and Mackinaw City.		

GOING SOUTH. Arrives. Leaves.

Cincinnati Express	6:25 a. m.	7:00 a. m.
Fort Wayne Express	11:15 a. m.	12:45 a. m.
Cincinnati Express	5:40 p. m.	6:00 p. m.
Chicago and Sturgis	10:40 p. m.	11:05 p. m.
7:00 a. m. train has parlor car for Cincinnati.		
6:00 p. m. train has Pullman sleeper for Cincinnati.		
11:05 p. m. train has Wagner sleeper for Chicago, via Kalamazoo.		

Sleeping car rates—\$1.50 to Chicago, Potosky or Mackinaw City; \$2 to Cincinnati.

Muskegon, Grand Rapids & Indiana.

Leave. Arrive.

7:00 a. m.	10:15 a. m.
11:35 a. m.	2:45 p. m.
5:40 p. m.	8:45 p. m.

Leaving time at Grand Rapids, 15 minutes later.

C. L. Lockwood, Gen'l Pass. Agent.

Detroit, Grand Haven & Milwaukee.

GOING WEST. Arrives. Leaves.

*Morning Express	12:30 p. m.	12:55 p. m.
*Through Mail	4:35 p. m.	4:50 p. m.
*Steamboat Express	10:40 p. m.	10:55 p. m.
*Night Express	6:50 a. m.	7:00 a. m.
*Dated		7:30 a. m.

GOING EAST. Arrives. Leaves.

*Detroit Express	6:45 a. m.	6:50 a. m.
Through Mail	11:35 a. m.	12:40 p. m.
*Evening Express	3:40 p. m.	3:50 p. m.
*Limited Express	8:45 p. m.	8:55 p. m.
*Daily, Sundays excepted. *Daily.		

Detroit Express has parlor car to Detroit, making direct connections for all points East, arriving in New York 10:10 a. m. next day.

Limited Express has parlor car to Detroit, making close connections for all points East, also makes direct connections at Durand with special Pullman through cars to New York and Philadelphia. Steamboat-express has parlor car to Grand Haven, making direct connection with steamer for Milwaukee and Chicago.

Through tickets and sleeping car berths secured at D. G. H. & M. R. Co., 25 Monroe St., and at the depot. J. A. CAMPBELL, City Passenger Agent.

Toledo, Ann Arbor & Northern.

For Toledo and all points South and East, take the Toledo, Ann Arbor & North Michigan Railway from Owosso Junction. Sure connections at above point with trains of D. G. H. & M., and connections at Toledo with evening trains for Cleveland, Buffalo, Columbus, Dayton, Cincinnati, Pittsburg, Creston, Orville and all prominent points on connecting lines.

A. J. FAIRLEY, Gen'l Pass. Agent

DETROIT SOAP CO.,

Manufacturers of the following well-known brands:

QUEEN ANNE, TRUE BLUE, MOTTLED GERMAN, ROYAL BAR, CZAR, SUPERIOR, PHENIX, AND OTHERS.

For quotations in single box lots, see Price Current. For quotations in larger quantities, address,

W. G. HAWKINS, Salesman for Western Michigan, LOCK BOX 173, GRAND RAPIDS.

LEHIGH VALLEY COAL!

Will furnish at lowest circular prices Lehigh Valley Coal in car lots. All coal of superior quality. Order at once and save advance.

A. Himes, TELEPHONE 490-1. MAIN OFFICE, 54 PEARL ST.

Rindge, Bertsch & Co.

Carry in stock the best line of

Women's - and - Misses' - Low - Cut - Shoes

AT THIS MARKET.

12, 14 & 16 Pearl Street, Grand Rapids, Mich.

AGENTS FOR BOSTON RUBBER CO.

The Best Fitting Stocking Rubber in the Market.

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

W. C. DENISON,

GENERAL DEALER IN

Stationary and Portable Engines and Boilers.

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

Estimates Given on Complete Outfits.

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

Seventeen Years on the Market

With a steady increase in demand.

Jennings' Flavoring Extracts

ARE ALWAYS RELIABLE AND UNIFORM IN QUALITY AND PRICE, BEING MADE EXCLUSIVELY FROM THE FINEST FRUIT THAT GROW CANNOT BE OTHERWISE THAN THE FINEST FLAVORS PRODUCED.

Dealers will always find Jennings' Extracts saleable and profitable goods to add to their stock. Order through your Jobber or direct from

Jennings & Smith, Grand Rapids, Mich.

SEE QUOTATIONS THIS PAPER.

Oranges!

We are wholesale agents for the Fancy California Mountain Seedlings and headquarters for all kinds of Messina oranges.

PUTNAM & BROOKS.

THE OLD RELIABLE

Boxes, Cans, Pails, Kegs, Half Barrels and Barrels.

Send for sample of the celebrated

Frazer Carriage Grease

The Frazer Goods Handled by the Jobbing Trade Everywhere.

TRADE MARK

WARRANTED TO BE THE BEST

PUT UP IN

Boxes, Cans, Pails, Kegs, Half Barrels and Barrels.

Send for sample of the celebrated

Frazer Carriage Grease

The Frazer Goods Handled by the Jobbing Trade Everywhere.

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Frazer Carriage Grease

The Frazer Goods Handled by the Jobbing Trade Everywhere.

P. STEKETEE & SONS,

WHOLESALE

Dry Goods & 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.

STARK, FRANKLINVILLE, AMERICAN, HOOKER, BURLAPS.

Sole Agents for Valley City and Georgia Bags. Mail orders receive prompt and careful attention.

Bags. Warps, Geese Feathers, Waddings, Batts and Twines.

CURTISS & Co.,

Successors to CURTISS & DUNTON.

WHOLESALE

Paper Warehouse,

Houseman Building, Cor. Pearl & Ottawa Sts.,

GRAND RAPIDS, - MICHIGAN.

A HARD NUT TO CRACK—

Which is the best SOAP?

The thousands of good housekeepers who have tried it say

SANTA CLAUS SOAP is the BEST for ALL household purposes.

It saves MONEY, TIME and LABOR.

If your Grocer hasn't it, he will get it for you.

We cracked the hard nut—Hurrah for

SANTA CLAUS SOAP

Made by N.K. FAIRBANK & CO. CHICAGO.

SANTA CLAUS SOAP

N.K. FAIRBANK & CO. CHICAGO.

No Chemicals.

W. BAKER & CO.'S

Breakfast Cocoa

Is absolutely pure

and it is soluble.

To increase the solubility of the powdered cocoa, various expedients are employed, most of them being based upon the action of some alkali, potash, soda or even ammonia. Cocoa which has been prepared by one of these chemical processes can usually be recognized at once by the distinct alkaline reaction of the infusion in water.

W. Baker & Co.'s Breakfast Cocoa

is manufactured from the first stage to the last by perfect mechanical processes, no chemical being used in its preparation. By one of the most ingenious of these mechanical processes the greatest degree of fineness is secured without the sacrifice of the attractive and beautiful red color which is characteristic of an absolutely pure and natural cocoa.

W. Baker & Co., Dorchester, Mass.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 132 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE

NELSON BROS. & CO.,

Wall Paper and Window Shades,

GRAND RAPIDS, - MICH.

The Michigan Tradesman

A Soft-Hearted Grocer.

With a fly-screen under one arm and a bundle of sticky fly-paper under the other, an honest agent entered a grocery store, one day in the summer, and said:

"Why don't you keep 'em out?"

"Who vash dot?" asked the grocery man.

"Why, the pesky flies. You've got 'em by the thousand in here, and the fly season has only begun. Shall I put fly-screens in the doors?"

"What for?"

"To keep the flies out."

"Why should I keep der flies out? Flies like some chance to go aroundt und see der city de same as agents. If a fly ish kept out on der shreet all der time he might ash well be a horse."

"Yes, but they're a great nuisance. I'll put you up a screen door there for \$3."

"Not any for me. If a fly vhangs to come in here, und bhaves himself in a respectable manner, I have nodings to say. If he don't behave, I bounce him outt pooty queek, und don't he forget her!"

"Well, try this fly-paper. Every sheet will catch 500 flies."

"Who vhangs to catch 'em?"

"I do—you—everybody."

"I don't see it like dot. If I put dot fly-paper on der counter, somebody comes along und wipes his nose mit it, or somebody leans his elbow on her and vhangs off mit him. It would be shust like my boy Shake to come in und lick all der molasses off, to play a shoke on his fader."

"Say, I'll put down a sheet, and if it doesn't catch twenty flies in five minutes I'll say no more."

"If you catch dwenty flies, I have to pry dem loose mit a stick und let 'em go, und dot vhangs too much work. No, my agent friendt: flies must have a chance to get along und take some comfort. I vhas poor once myself, und I know all about it."

"I'll give you seven sheets for 10 cents."

"Oxactly, but I won't do it. It looks to me like shmall beesness for a big agent like you to go aroundt mit some confidence games to shwindle flies. A fly vhas born to be a fly und to come intomy shiore ash often ash he likes. When he comes I shall treat him like a shentleman. I gif him a fair show. I don't keep an axe to knock him in der head, und I don't put some molasses all over a sheet of paper und coax him to come und be all shtruck up mit his feet till he can't fly away. You can pass along. I'm no such person like dot."

A Profitable Business.

A circular has just been published in New York which claims to give the profits of the "Sugar Trust." The circular refers to that organization as the "Sugar Refineries Company." The writer says:

"The Sugar Refineries Company has, at the present time, in stock here and in San Francisco and New Orleans and secured for shipment, probably 150,000 tons of raw sugar (we are told 150,000 tons), the profit on which (150,000 tons), owing to the rapid rise now in progress, may be safely averaged at 1 cent per pound, plus the 3/4 cent per pound net refining profit, or say \$4,750,000, which, added to the \$8,230,000 profit already secured, gives \$13,000,000 virtually in hand, or say over \$25 per share on the \$50,000,000 certificates, to which amount, we understand, the stock is limited, and a small amount of which still remains in the treasury, to be distributed, perhaps, to the stockholders later on. The next regular dividend, July 1, it is understood, will be the same as heretofore, say 2 1/2 per cent, or possibly 3 per cent, but it would seem necessary during this year to make an extra dividend. There have been paid, thus far, five dividends, amounting to 10 per cent. in 1888, and 2 1/2 per cent. in April, 1889, with an extra stock dividend of 8 per cent. In view of these facts, which sugar men know to be correct, it is not surprising that "Sugar Trust" certificates have risen from the quotation of \$85.50, in our statistical of March 7, to \$110 at this date, and that very high figures are mentioned by some as likely to be reached by them."

This circular is from a stockbroker's office, however, and may have a speculative meaning attached. It is very doubtful if the Trust has anything like 150,000 tons of sugar in its possession. There is no doubt but that the Trust is making a large profit, but there are two sources from which the consumer may hope for some relief. One is Congress, which could and should remove the tariff on sugar, granting, if necessary, bounties to American producers of raw sugar, and, secondly, they may hope from the gradual increase of production outside the Trust. Sugar refining at present is enormously profitable. There is no great secret in the business. Plenty of people can be secured, without any great outlay, who understand all the necessary steps. It has always been the case, when such a condition existed, that new competitors quickly came into the field who soon forced prices down to a reasonable limit.

Glazed Bricks.

Glazed bricks are now largely used for both interior and exterior decoration. They are manufactured in Philadelphia and elsewhere in the United States. For this purpose, an ordinary, light colored or red brick is used, and a suitable enamel is produced on the surface to be exposed. Some colors are very easily obtained. A simple lead glaze on a cheap, buff brick makes a good yellow. A manganese and iron glaze is used for black. White and blue are the most difficult to produce, since the red color of the brick must first be hidden by an opaque layer of white before the finishing glaze is applied. Green must be made in the same way.

Don't kill the birds, the pretty birds,
That sing about your door,
They'll eat a thousand worms apiece,
And then will hunt for more.

Advertising Cards and Specialties.

We carry a larger stock of these goods than any other house in this country. Are Manufacturers, Importers and Publishers of 7,000 styles. Catalogue free. Samples we charge at cost and allow a rebate after we receive orders sufficient to justify us. AGENTS WANTED. Novelty Card and Advertising Co., 118-57 Monroe St., Chicago, Ill.

TEAS!

Our Own Direct Importations of New Japans,

L & P
CO

Crop of 1889, Are Now Arriving.

That our Japan Teas have met the requirements of the trade of this territory is reasonable to assume, when we say that our increase in sales of Japans was 62,000 pounds in '87 over '86, and our increase in '88 was 74,000 pounds over '87.

The uniform standards of former years will be maintained, and we ask the trade whom we may not be able to visit to send for samples before buying stock of New Japans.

GRAND RAPIDS.

LEMON & PETERS.

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.

WHO URGES YOU
TO KEEP
SAPOLIO?
THE PUBLIC!

By splendid and expensive advertising the manufacturers create a demand, and only ask the trade to keep the goods in stock so as to supply the orders sent to them. Without effort on the grocer's part the goods sell themselves, bring purchasers to the store, and help sell less known goods.

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.

RETAIL GROCERS

Do You Want a Leader?

THEN BUY A BOX OF

HAPPY FAMILY SOAP

OF YOUR WHOLESALE GROCER.

Seventy-five Bars in a Box. Only \$2.95 per Box. 5 Boxes, 5c a Box Less. 10 Boxes, 10c a Box Less.

IT WEIGHS NEARLY A FULL POUND, AND THE BEST AND PUREST LAUNDRY SOAP IN THE MARKET FOR ALL HOUSEHOLD PURPOSES.

MANUFACTURED ONLY BY
ALLEN B. WRISLEY, Chicago, Ill.

Five-box lots and upward delivered free of freight to any railroad station in Michigan.

A List of Retail Distributers of Fine Foot-Wear in Large Cities, of which any Manufacturer Might be Justly Proud.

PINGREE & SMITH, Detroit, Mich.

Manufacturers of Fine and Medium grades of Reliable Foot-wear. All styles Ladies', Gents', Misses', Boys' and Children's Hand sewed, Hand Welts, Goodyear Welts, McKay Sewed and Standard Sewed.

N. B.—We sell nothing but our own manufacture and exclusively to the Retail Trade.

Because we do so large a business, catering to the wants of dealers in Towns of All Sizes throughout the South and West, and making so great a variety of kinds and styles, it is sometimes thought that we cannot compete with manufacturerers of small lines, it being forgotten that Each Division of Our Business is Under the Supervision of Separate Foremen, each of whom devotes His Entire Attention to the line that comes under His Special Care, so, while we reduce the Cost of Manufacturing to a Minimum by concen ration of management, Each Line is a Specialty.

We take pleasure in referring by permission to the following leading retailers of fine goods in cities of the West and South, who, among hosts of others, are handling some of the specialties we make.

CHICAGO—C. W. Lapham (Palmer House Shoe Store), N. B. Holden, DeMuth & Co., Chas. Gossage & Co.

ST. LOUIS—C. I. Aber & Co., Wm. Barr Dry Goods Co., D. Crawford & Co., J. H. Clements (Famous), J. G. Brandt.

CINCINNATI—Mabley & Carew, F. P. Haldy, J. M. Potter.

DETROIT—R. H. Fyfe & Co., Mabley & Co., Valpey & Co.

CLEVELAND—A. H. Marsh & Son, N. O. Stone.

TOLEDO—Wachter Bros., G. F. Tanner.

OMAHA—A. D. Morse, Hayward Bros.

BUFFALO—Barnes, Hengerer & Co.

MINNEAPOLIS—C. A. Heffelfinger.

MILWAUKEE—James Morgan.

PITTSBURG, PA.—D. Carter.

TORONTO, ONT.—H. & C. Blachford.

INDIANAPOLIS—Pettis, Basset & Co.

BURLINGTON—H. A. Brown & Co.

TOPEKA—McLauchlan & Co.

SPRINGFIELD, ILL.—Miller & Powell.

MADISON, WIS.—A. Blind.

CLINTON, IOWA—Raymond & Abbott.

PORTLAND, OREGON—Eggert, Young & Co.

ALLEGHENY CITY, PA.—R. Hay & Son.

DES MOINES—C. L. Kahler & Co.

ATCHISON—Bradley & Ostertag.

LINCOLN, NEB.—B. Parker.

COLUMBUS, OHIO—O'Hara & Sims.

SIoux CITY, IOWA—L. B. Martin.

CHEYENNE, WYOMING—S. Bon.

LOUISVILLE, KY.—J. C. Lewis.

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.

ATLAS ENGINE WORKS

INDIANAPOLIS, IND., U. S. A.

MANUFACTURERS OF

STEAM ENGINES & BOILERS.

Carry Engines and Boilers in Stock for immediate delivery.

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

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

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

CANDY!

We manufacture a full line, carry a heavy stock, and warrant our goods to be STRICTLY PURE and first class.

PUTNAM & BROOKS.

DEATH

To the Pass Book.

Such is the fate of the Pass Book System wherever it comes in contact with the

Tradesman Credit Coupon Book,

Which is now used by over 2,600 Michigan merchants.

The Tradesman Coupon is the cheapest and most modern in the market, being sold as follows:

\$ 2 Coupons, per hundred.....	\$2.50	SUBJECT TO THE FOLLOWING DISCOUNTS:
\$ 5 " " " " " " " " " " " "	3.00	Orders for 200 or over.....
\$10 " " " " " " " " " " " "	4.00	" " " " " " " " " " " "
\$20 " " " " " " " " " " " "	5.00	" " " " " " " " " " " "

SEND IN SAMPLE ORDER AND PUT YOUR BUSINESS ON A CASH BASIS.

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