

The Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, OCTOBER 23, 1889.

NO. 318.

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A DREAMER'S CRY.

I am tired of planning and toiling in the crowded hive of men; Heart-weary of building and spoiling, And spoiling and building again. And I long for the dear old river, Where I dreamed my youth away: For a dreamer lives forever, And a toiler dies in a day.

I am sick of the showy seeming Of a life that is half a lie: Of the faces lined with scheming, In the throng that hurries by. From the sleepless thought's endeavor I would go where the children play: For a dreamer lives forever, And a toiler dies in a day.

I feel no pride, but pity For the burdens the rich endure: There is nothing sweet in the city But the patient lives of the poor. Oh, the little hands so skillful, And the child mind choked with weeds, The daughter's heart grows wild, And the father's heart, at bleeds.

No, not from the street's rude bustle, From the trodden paths of woe, I would fly to the wood's low rustle, And the meadow's kindly page. Let me dream of the river, And be loved for the dream away: For a dreamer lives forever, And a toiler dies in a day.

THE OLD, OLD STORY.

On a clear, frosty evening in the latter part of October, Hesper Carroll stood leaning against the bars of her father's barnyard, waiting for the return of Jacob, "the bound-boy," who had gone to the pasture to drive home the delinquent cows, which, though paragons of virtue generally, grew a trifle rebellious now that pasturage was becoming limited, and manifested a decided preference for remaining in the meadows to search for dainty patches of green grass that could be found only in sheltered nooks. The sun was sinking slowly down the glowing west, and its warm, slanting beams fell full upon the face and figure of the girl as she stood listening to the distant tinkle of the bells, and looking dreamily away across the broad meadows to the wooded slopes which were glowing with the rich tints of autumn. She made a fair picture as she stood in the gay sunshine, which tinged with gold the dark chestnut curls that were pushed back beneath the broad brim of a large straw hat that shaded but did not conceal the bonny, winsome face beneath it. Her deep violet eyes were fringed with long dark lashes, that swept far down on the rose-tinted cheek. A fair forehead, delicate, clear-cut nose, sweet, crimson mouth, and snowy chin, full of dimples, completed a face which entitled its owner to the palm universally awarded her of being "the belle of the whole country-side." Her figure was perfect, and every movement instinct with grace, and the tiny foot that peeped from beneath her dress was fairy-like enough to have won the slipper of the fabled "Cinderella."

The bells sounded nearer and nearer, and just as Hesper turned to see if the cows were in view, a shadow fell across the path, and the substance thereof appeared in the form of a tall, handsome young man, who advanced toward her, smiling as he held out his hand, saying: "Good-evening, Hesper. I called at the house to see you, but Mrs. Carroll told me I should find you here."

The hand he had grasped, very warmly it must be confessed, was decidedly withdrawn, and he looked surprised at the brief "Good-evening" with which Hesper greeted him.

"I had hoped to find you nearly done milking," he added, as he stood watching the slender fingers energetically plucking to pieces a late clover-blossom.

"Mother sent me over to ask you to come and help her. We have our husking to-night, and she is a little behind-hand with her preparations. The husking will break up with a dance. Will you come?"

"Yes, as your mother wants me; but I cannot go now."

"I can wait for you, then. Mother told me to be sure to bring you."

"You need not wait," said Hesper, quickly, just a tinge of impatience in the usually sweet voice. "I shall be ready for some time, and when I am Jacob can go with me. Tell Mrs. Rayburn, please, that I will come as soon as possible."

And without even a glance at the troubled face before her, she took up her pail and stood tapping her small foot impatiently as she watched the fine, sleek Devons slowly filing into the barnyard.

Harry Rayburn stood a moment irresolute, then, with a quiet "Good-evening, Hesper," turned again into the path by which he had come.

"Good-evening," she answered, and, without even glancing toward him, she began at once to fill her pail with rich, foaming milk.

"Stand still, Blossom. You are so cross that I never shall get through this tiresome milking!" At Hesper's sharp reproof, accompanied by a smart blow from the small hand of that indignant damsel, Blossom turned a mildly reproachful glance upon her, for the delinquency had been nothing more serious than entering an energetic protest when her long, flowing tail against her horse-fly, which, while humming an innocent-sounding tune, was steadily levying "blackmail" from Blossom's most vulnerable and defenseless points, evidently determined upon securing his vesper meal at her expense.

Hesper's little hands worked rapidly, and notwithstanding Blossom's several lapses from obedience, the last pail was soon capped with snowy foam.

"Mother," she said as she entered the kitchen some time afterwards, where Mrs. Carroll was busy with her early supper, "Mrs. Rayburn has sent to ask me to go over and help her; they are going to have their husking to-night, and she wants me, May I go?"

"To be sure, Hesper; get ready and go at once. No doubt she does need help. The 'Squire told me yesterday she had had the rheumatism all the week, and was not able to do much."

Hesper disappeared, and was soon in her own little room arraying herself in

all the bravery of her best attire. Her dress, of soft dark green material, fitted her pretty figure perfectly, and was finished at the throat and wrists with snowy ruffles, while at the throat a cherry-colored ribbon was tied in a shower of loops. Her dark ringlets were brushed back from the fair blue-veined forehead, and kept in place by another piece of cherry-colored ribbon. As she stood before the glass giving the last touches to her dress she glanced for a moment at the reflection of her own bright, pretty face, and tossing her head defiantly, resolved to "make Harry Rayburn's heart ache that night, if, indeed, he had a heart!"

And here the curly head gave a disdainful toss. "To think of how long he had been pretending to care for her, and now to be devoting himself to Fannie Lawson! It was too bad! She always thought Fannie was the prettier, but she did not know that Harry thought so too until now! He had carried Fannie to the fair first, and then actually came back for her, as if he thought she would go with him! No, indeed! He would glad she was to pass him in Joe Wentworth's buggy. Joe loved her, that she was sure of, for he had told her so that very day, and said such beautiful things to her, and told her that it would break his heart if she did not love him; but—Joe was small and she did not care for him; and Harry was so tall and handsome—the very handsomest man she ever saw—and he had said such beautiful things, so deep and mellow, that when he said lovely things it sounded as if they were set to music. But she did despise him; he was so deceitful, so unlike the Harry she used to know!"

And the bright eyes flashed through the tears that a moment before had softened their indignant light, and she renewed her resolve to give him a heartache if he had not grown absolutely indifferent to her, and if he had, why he would see that she too was indifferent.

When Hesper entered the kitchen to say good-night to her mother, Mrs. Carroll asked: "Has Harry Rayburn come for you?"

"No; father says that Jacob may go with me, it is such a short distance, and I shall not want for an escort coming back."

"That you may be sure of," said Mrs. Carroll, looking fondly and proudly at the fair face of her child; "but I wonder that Harry did not come to walk over with you."

"He did, but I was not ready to go."

"But couldn't he have waited? You would not have kept him long, and he generally seems to mind no trouble if he can only be with you."

"I would not let him wait. Jacob will do just as well. Good-night, mother."

And Hesper tripped away in the moonlight in charge of her humble esquire. The pathway wound across the field and into a belt of woodland, and it was after entering the shadowy woods that, hearing voices, Hesper looked up to see Harry Rayburn. Coming forward, he said as he joined her:

"I happened to be coming along the path, and if you have no objections Jacob may go back and I will escort you the rest of the way."

"Did you tell your mother why I could not come sooner?" asked Hesper with quiet malice, determined to find out whether he had been home, or had, as she shrewdly suspected, been waiting to accompany her.

"Yes—that is, no; not yet," replied Harry, startled by the unexpected question.

Hesper gave an audible sniff—how girls luxuriate in that method of expressing disdain!—and they walked on in silence for a few moments. They had reached a dense part of the woods, and the moon was obscured by a cloud.

"It is very dark; won't you take my arm?" said Harry gently.

"No, thank you; I can see well enough."

"But you might fall. I know the path so well—I do lean on my arm."

"It would not be convenient," Hesper said coolly; "you are too dreadfully tall."

"Why, you never thought so before!"

"I never said so, perhaps," she answered dryly.

"Hesper, what is the matter?" asked Harry, now thoroughly conscious of her intention of wounding him. "What makes you so cold and so changed?"

"If I am not pleasant it is a pity you insisted on walking with me," she replied with quiet indifference. "You had better have let Jacob come with me."

"I wish I had," he exclaimed passionately; "I beg your pardon for forcing myself upon you. I was stupid enough not to know that it would be disagreeable to you, but I shall not annoy you any more than I can help."

They soon reached the house, and throwing open the door of a large, well-lighted room, in which Mrs. Rayburn sat, surrounded by estates of every description, Harry said, "Mother, here is Hesper."

Mrs. Rayburn limped forward, and, heartily kissing the cheeks whose roses the frosty air had deepened, said:

"I am mighty glad you have come, my dear. I have had the rheumatism all the week, and it has thrown me a little behind-hand with my work, and I wanted you to help me fix the table. I can't move about quick like I used to do, and the girl don't know about such things, besides being busy. I told Richard Rayburn that it's the first time since I married him—going on twenty-five years ago—that I was ever behind-hand at husking time; and I never wanted help before, either! But I suppose a body can't always keep strong and spry as they were when they were young. I looked for you by dusk, dear; what kept you so late?"

"The cows did not come in from the pasture until after sunset, and the milking was later than usual."

"And Harry waited for you, of course?" said the good dame mischievously.

"Yes, I waited for her," replied Harry doggedly, the color waving over his swarthy cheek as he saw the little red mouth set and the head give just a perceptible toss, as though that waiting had done him but small good!

"Here, my dear," said Mrs. Rayburn, who was blissfully ignorant of this by-play, leading the way into an adjoining room where a long table covered with snowy, home-made linen stood on the floor, "this is the table, and Harry will help you bring the things to put on it. I must go now and look after the girl; she does not know anything, and is little better than no help."

And Mrs. Rayburn limped away to "look after the girl" in part, and, as she thought to herself, "to be out of the way of the young folks' courting;" for having no daughter of her own, and being very fond of Hesper, she hoped some day to see her Harry's wife.

Hesper having laid aside her shawl and hat and tied on the daintiest ruffled white apron, was soon engaged in transferring the appetizing viands into the room where the supper was to be laid.

"What can I do for you?" Harry asked a little stiffly when they were alone.

"Bring in the heaviest dishes, please, and just put them anywhere on the table. I can arrange them afterward." And Hesper tripped away to the other end of the room, where she was busy amidst pies, etc.

Of course, there was no talking done, but Hesper would now and then sing softly to herself tiny snatches of songs, as though utterly oblivious of Harry's presence. When he had brought in the dishes and arranged them in a row on the table, and could see nothing else to do, he went to where Hesper was arranging sundry delicious, green apple tarts and golden pumpkin pies, and asked in a tone half-piqued, half-pleading:

"Can I do anything else for you?"

"Nothing at all, thank you," replied Hesper, so intent upon the exact relation that a pie should bear to a tart that she could not even glance up; and when the young man did not move, but stood irresolute for a moment, supposing, of course, that he had not heard her, she repeated: "There is nothing you can do now. You can go if you wish. If I need your assistance any further I can call you."

"But suppose I wish to stay," he said in a tone of suppressed feeling, "and ask you to tell me what I have done that you should treat me as you are doing?"

"Harry! Where is Harry?" called 'Squire Rayburn's voice, as he came hurrying toward the room in a state of mild excitement.

"Here I am, father," Harry replied, a trifle impatiently, and the next moment the door was thrown open and the 'Squire's bluff, good-natured face appeared.

"Oh, here you are. The boys are coming, my son. You had better go out to meet them, back to the house, how d'ye do, Harry?"

"You look as bright as the berries of the holly-berries!" And with the usual relish that elderly specimens of the genus homo develop for such diversion, the 'Squire imparted a hearty kiss upon the fresh, red lips of the bright face smilingly returned to his. "Busy as a bee, are you?" he continued, looking around upon the confusion that Hesper's deft hands had already begun to reduce to tasteful order. "You will make a jolly wife for some lucky fellow by-and-by. It almost makes an old man like me wish he were young again; but I am a better-looking man now than the most of them—eh, Hesper?"

"A great deal better-looking than any of them," said Hesper quietly; and a moment afterwards she glanced down the room as a pair of very emphatic boots were wending across the floor and out into the piazza, and Master Harry strode off in full receipt of as genuine a heartache as would have amply satisfied Hesper's most vicious desire.

The great heap of corn had been husked, the bountiful supper dispatched, and the long room was cleared and ready for the dancers. Then came the tuning of violins—that sound which instantly "puts music in the heels" of the dancers—the bows were rosined from heel to toe, drawn with a ringing flourish across the instruments, and then they glided off into an old-fashioned reel. A set was formed, and in a twinkling the measured tread of dancing feet kept time to the inspiring strains.

The dancing continued for hours, and Hesper Carroll, the belle of the evening, had been on the floor repeatedly. She was besieged with partners, and even the old 'Squire insisted on "treading at least one measure" with her. "I like to cut the young fellows out," he said, with a merry twinkle of his eye. "It astonishes them so, and then I always had a taste for pretty girls ever since I fell in love with my buxom wife. One set will not weary you, will it, my boy?"

Master Harry most especially, to judge by his looks—and is just about as much as my two hundred and sixty pounds and sixty-five years can stand!"

Harry, who had danced repeatedly with Fannie Lawson and paid her a great deal of attention, had not been near Hesper. Joe Wentworth, to her, and she, to him, was devoted himself to her, and she, to him, was devoted herself to him, and the gathering broke up, just as the gray east was tinted with the rose flush of early dawn, and she walked away across the fields leaning on Joe's arm, he found himself pleading his cause with a hope born of the impassioned love which had met with such unexpected encouragement.

In the early morning, when his chill had cooled the fevered pulse, and one is looking at things by the gray, cold light, and is weary withal, things that were worth the accepting a few hours before grow worthless and are but added weariness! A keen remorse smote Hesper, for she was conscious how much she had

hurt Joe in trying to pique Harry, and she repented the selfish disregard of his feelings. But to further encourage him by even the slightest hope would be but to wound him the deeper. When, therefore, his appeal ended, and he awaited her answer, it came in a passion of tears.

"Oh, Joe, forgive me; I was cruel and selfish to trifle with you as I have done, because I knew that I did not love you and never could."

I doubt if Harry's voice would have sounded sweeter or more manly than Joe's did when he answered gently:

"Don't cry, Hesper; it hurts me. Never mind about me; if

The Michigan Tradesman

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Wm. H. Van Leeuwen has opened his new drug store on Cherry street.

Orange—Wm. Sichelsteel contemplates opening a blacksmith shop at Tremayne's Corners.

O. Van Buren has nearly completed a double store building on his farm on Stocking street.

L. J. Martin, son of S. J. Martin, the Sullivan general dealer, has opened a restaurant at 18 Canal street.

Samuel M. Lemon prophesies that granulated sugar will touch 6½ cents in New York, which is equivalent to 7½ cents in Grand Rapids, between now and Christmas.

H. F. Hastings has been appointed broker for the Spreckels Sugar Refinery, of Philadelphia, and expects to be able to take orders for the new concern by November 1.

E. H. Manley has retired from the firm of Wellington & Manley, grocers at 33 West Bridge street. The business will be continued by the remaining partner, J. C. Wellington.

Dun & Co. have arranged to open a collection office here in connection with their agency business. The department will be superintended by Manager Ferguson, but will occupy separate offices and be conducted by a separate working force.

Clark, Baker & Co., of Jackson, recently took possession of the H. C. Coe grocery stock, at Mason, on a bill of sale. I. M. Clark & Son subsequently purchased the bill of sale and took possession of the stock. Unless a purchaser is found before Monday, the store will be opened for business under the management of J. D. Clark.

AROUND THE STATE.

Owosso—Mrs. M. Troutman has opened a bakery.

Mason—H. C. Coe has assigned his grocery stock.

Shultz—Geo. Wilkinson is building a blacksmith shop.

Prairieville—M. T. Jones is putting in a stock of hardware.

Cedar Springs—N. Gerow has engaged in the meat business.

Bear Lake—E. A. Messer has started a bakery and restaurant.

Evart—Mrs. Benj. Griffith will engage in the millinery business.

Bay City—Chas. N. Ghent has bought Mellow & Co.'s drug stock.

Clarksville—J. Fitcha has his store building nearly completed.

Wayland—W. H. Kimmerling has engaged in the meat business.

Kalamazoo—Ehrman Bros., bakers, are succeeded by Adam Ehrman.

Vassar—S. M. Calvin's general store has been closed by creditors.

Eaton Rapids—Seelye & Facer have engaged in the meat business.

Marquette—N. & A. Johnson, grocers, are succeeded by A. Eckstrom.

Cedar Springs—Mrs. S. Stark has opened a millinery establishment.

Otsego—J. S. Linton, of Peoria, Ill., will engage in the boot and shoe business.

Lisbon—J. F. Mann, the boot and shoe dealer, contemplates building a new store.

Fennville—Alva Smith, of the firm of Hardie & Smith, blacksmiths, has moved to Hart.

Atwood—Wm. Supernaw has sold his stock of groceries to Chas. Randall, of Eastport.

Wayland—J. C. Branch has added a line of crockery and glassware to his grocery stock.

Evart—Davy & Co., general dealers, will occupy the new Lacy store with their clothing stock.

Charlotte—M. Heyman & Son have sold their meat market to V. L. Dibble, of Scott's Station.

Sault Ste. Marie—Geo. F. Old will run a meat market in connection with his grocery business.

Eaton Rapids—J. E. Cupp has sold his grocery stock to Stirling & Crawford, and retires from business.

Owosso—J. J. Davis, the dry goods dealer, is building an addition, 22x25 feet, in the rear of his store.

Sault Ste. Marie—John Grass has closed his fruit and confectionary stands, and left the Soo for the season.

Detroit—The firm of Bacon & Clapp, dealers in hats, caps, etc., has dissolved. A. C. Bacon & Co. succeed.

Cheshire—S. Bush, of Gobleville, is building a store here, which he will occupy with a general stock.

Petoskey—Bower & Barber have located their new drug store in the corner store formerly occupied by Hazlett Foy.

Fennville—Duell & Pierce have sold their fruit evaporator to Harden & Sweeting, whose dryer burned two years ago.

Montague—Rudolph Herren moves here from Clay Bank and will engage in the meat business with his brother, Fred. Herren.

Spring Lake—John Pruim is re-building his brick store, which will be the second structure on the burned district.

Alpena—Creighton & McGregor is the style of the firm succeeding Creighton & Vrooman in the boot and shoe business.

Monroe—The Michigan Nursery Co., with an authorized capital of \$15,000, succeeds E. H. Reynolds in the nursery business.

Shelby—C. H. Rose has purchased Mrs. A. Moore's bazaar stock, which he has added to his own line of tobaccos and confectionery.

Sherman—Gilbert & Sturtevant, general dealers, will build a storehouse near the depot and have it ready for occupancy before winter.

Saugatuck—C. E. Bird has purchased an interest in the drug store of L. A. Phelps, and the firm name now reads Bird & Phelps.

Luther—Kingsley & Gardiner have purchased the Pool Bros. store building and will remove their grocery and bakery business into it about Nov. 1.

Howard City—Fred Ashley and George Bennett have purchased Mrs. M. L. Gaylord's dry goods and notion stock, to which they will add a line of new goods.

Charlotte—E. N. Morgan has retired from the firm of Ellis & Morgan, dealers in agricultural implements, and is succeeded by J. G. Miller, formerly of Kalamo.

Levering—A. D. Loomis has bought the drug stock of Hass & Co., at Clarion, and will remove his drug and grocery stock to that place, consolidating it with the stock purchased.

Lake Odessa—F. E. Houghtalin and C. F. Jameson have purchased the general stock of Houghtalin & Co. and will continue the business under the style of Houghtalin & Jameson.

Rockford—G. H. Spencer has shipped his grocery stock to Cleon, Manistee county, where he will re-engage in trade. He thinks Cleon is destined to be a trading point of considerable importance.

Muskegon—Desky Bros. contemplate closing out their variety stock and, with other parties, engaging in the manufacture of a patent hobby horse. The required capital will probably be \$25,000.

Alma—H. P. F. Schneider, of Wright Schneider & Stultz, has cut loose from the firm and gone west. He and Mr. Stultz had been together twenty-one years and had been room-mates for sixteen years.

Bay City—Craig Bros. are succeeded in the retail grocery business by I. R. Brainerd—not by Brucker, Craig & Co., as stated last week. The latter firm is engaged in the wholesale produce and commission business.

Howard City—John B. Quick has sold his drug stock and fixtures to Henry Baar, who has shipped the same to Grand Haven where he was recently burned out. Mr. Quick will probably move to St. Joseph, Mo.

Kalamazoo—Dr. C. P. Sayles has received \$510 insurance on his damaged drug stock. The store is being repaired and in two weeks will be reopened with a fresh stock of drugs, owned by the former owner.

Big Rapids—G. Dale Gardner's C. O. D. grocery was closed on chattel mortgage held by W. J. Gould & Co., of Detroit, one day last week. Gould's mortgage is for \$500, a mother of Gardner having been previously secured on the stock to the amount of \$600.

MANUFACTURING MATTERS.

Dorr—Brautigam Bros. will build and operate a turning factory.

Saranac—Olmstead & Myers have started a chain pump factory.

Enslay—The portable saw mill of Bush & McConnell started up Oct. 22.

Excelsior—The Excelsior Lumber Co., James Greacen, proprietor, has closed out.

Evart—M. Belanger & Sons have placed a new engine and boiler in their handle factory.

Smyrna—W. R. Tebbel has built a new penstock and added a new roller to his grist mill.

Tustin—T. E. Stevens has rented the Bullock saw mill in this village for the coming winter.

Hartford—T. T. Bratton will remove his cigar manufactory to this place from Chesterton, Ind.

Fremont—The Darling Milling Co. is putting in new process machinery for making buckwheat flour.

Lowell—The Michigan Cutter Co. began operations Oct. 14 and is turning out thirty complete cutters per day.

Detroit—A. Loranger & Co., manufacturers of extracts and baking powders, have assigned to A. L. Hitchcock.

West Bay City—Fred L. Gilbert has been elected Secretary of F. W. Wheeler & Co., the shipbuilding corporation.

Evart—John Devitt has added a steam engine to the water power of the Standard Mills, and proposes to run eighteen out of twenty-four hours.

Manistee—The Manistee Knitting Works will commence work about Nov. 1, and will give employment to forty or fifty persons, mostly girls.

Tustin—Brett Bros., of Ashton, contemplate moving their sawmill to this place and running a planer, shingle machine and band-saw in connection with the mill.

Eaton Rapids—F. A. Montgomery's new feed mill is completed and will be ready for operation as soon as the water wheels and machinery are in position.

Greenville—J. S. Crosby's sawmill shut down for the season Oct. 16. If Mr. Crosby sells his standing pine near Edmore, the mill machinery will be moved to Kentucky.

Bear Lake—Hopkins & Co. have begun building a sawmill on the site of the Bunton & Hopkins' mill, recently burned. The mill will have a capacity of 50,000 feet per day and be ready for work March 1, 1890. It will saw hard wood and hemlock.

North Muskegon—The North Muskegon shingle mill, known as the Hitchcock & Mernan mill, started up Oct. 16 with a small crew and will run to the end of the season. The mill pays the regulation wages.

Whitehall—The Eagle tannery is being enlarged by an addition as high as the main building, to accommodate eight new vats and a long shed built over the leaches. When the improvements are completed, the tannery will employ seventy-five men.

Chippewa Station—Morgan & McKeever, who have about finished their shingle cut here, are preparing to resume operations at Trout Lake, where they propose to cut lumber as well as shingles. Some of their camp equipment has already been shipped to the new location.

Pentwater—The Pentwater Bedstead Co. now employs 100 hands and is running to its fullest capacity, turning out more work than at any other period of its history. During the month of September, it shipped \$10,000 worth of goods, and this month will do even better.

Muskegon—The Heap Dry Earth Closet Co. will build a new factory adjoining the present one, 48x150 feet in dimensions and three stories high. The addition will cost \$20,000. The company will also add an additional story to the present factory. The capacity of the factory will be increased five times and will employ seventy-five men.

Palmyra—Jacob Mitchell is putting new foundations under his paper mill and building an addition, thirty feet long. The new machinery will consist of three dryers, an iron beater, a winder, and a new boiler and engine. The mill will then have a capacity of thirty tons of paper per week. The estimated cost of the improvements will exceed \$6,000.

East Saginaw—The venture of R. G. Peters, in bringing his Canadian logs to the Saginaw river for conversion into lumber, has demonstrated the wisdom of his conception concerning the advantage inhering in the Saginaw valley market. He has disposed of his entire cut at exceedingly satisfactory figures, and is ready to start next season with a clean balance sheet. The fact is, that a point has been reached at the point named, when there are sufficient mills dependent on a saw-bill to keep them in operation, to make it quite advantageous to timber-owners who are desirous of marketing their pine.

Muskegon—The Sargent Manufacturing Co. is being organized with a capital stock of \$100,000, \$75,000 to be paid in, of which \$53,000 has been already subscribed. The Sargent Manufacturing Co., of New York, will combine with the Geo. F. Childs Chair Co., of Chicago. The Sargent factory makes all kinds of invalid chairs, beds, etc., and the Childs Chair Co. manufactures reclining chairs. A factory will be built at once. The building will be 50x150 feet in dimensions, two stories high and of brick. It will be ready for operation early next year and will employ seventy-five to 100 skilled mechanics. Muskegon men interested in the enterprise are Messrs. Mason, Hackley, Hume, Holbrook, Outhwaite, Kanitz, Smith, Nims, Hoyt, Erwin, Heap, A. W. Miller, Barney and Stevens.

Bank Notes.

H. N. Hovey has been elected a director in the Muskegon Savings Bank.

The Citizens' Savings Bank of Detroit will open its doors for business at 147 Griswold street and its branch bank at 461 Gratiot avenue on Thursday of this week.

T. C. Sherwood, State Banking Commissioner, spent last week among the banks of the Saginaw Valley and will put in this week with the banks of Grand Rapids.

H. N. Keys, O. B. Campbell and T. P. Steadman have formed a copartnership to engage in the banking business at Elsie. The institution will be managed by Mr. Steadman, who has been with the First National Bank at Ovid for several years.

Here Until Nov. 9.

Chas. E. Watson, Michigan representative for S. A. Maxwell & Co., is quartered at Sweet's Hotel with his full line of fall, winter and Christmas goods and will take pleasure in showing either staples or novelties to all merchants who will favor him with a call.

Carriage manufacturers are predicting that in the not distant future wooden wheels will be done away with, and steel wheels substituted, on account of the increasing scarcity of lumber for wheels.

MERCANTILE BONDSMEN.

Dealers Who Sign the P. of I. Contract No Longer Freemen.

CHAPTER V.

It is generally considered contrary to good business policy to have two sets of prices in any kind of a store, or to favor one class, clique or clan at the expense of another. Such, however, does not appear to be the guiding star of the P. of I. dealer who is foolish enough to sign the following contract:

This agreement, made and entered into by and between ———, dealer in ——— of the first part, and the Patrons of Industry, of the second part, witnesseth, that the said party of the first part, for and in consideration of the covenants to be performed by the parties of the second part, hereby agree with the parties of the second part as follows:

1. To sell goods to members of said Order as follows, to wit: ——— will sell all lines of goods in ——— store, or that ——— may hereafter offer for sale at ——— store, at the following named prices (and furnish invoice of same if required) for cash or its equivalent in produce to be taken at the market price:

2. In case that any goods are sold to persons not members of the Order as a "leader" or "specialty," or for other cause at less than the above rate, then the same kind of goods shall be sold to all members of the Order at such special price.

3. The party of the first part agrees to show the invoice of said goods to any member of said Order having authority of said Order to be copied by said member if he so desires. And the said party of the first part further agrees that ——— will not sell goods to persons not members of the Order, at the prices aforesaid.

And the Patrons of Industry, parties of the second part, agree to and with the said parties of the first part, to patronize said part— of the first part in ——— line of goods, and to protect ——— by their efforts and influence. And the parties of the second part further agree that they will not make known to persons not members of said Order the prices they pay for goods.

Should any member of the Order feel himself wronged by any deal he shall furnish the president of his association with the bill and a description of the goods purchased, giving kind, marks, etc., sufficient to identify them, and said president shall investigate the same and if he cannot satisfactorily arrange the matter he shall refer the same to the proper committee who shall take action thereon.

And it is further agreed by and between the parties that this contract shall be and remain in force for ——— from this date, to be renewed if desired by the parties. Witness our hands and seals the ——— day of ——— A. D. 18—.

[L. S.]

[L. S.]

The dealer who signs the above contract ties his hands pretty effectually and becomes party to agreements which no honorable man would abide by. No more iniquitous provision could be conceived than the last paragraph of article 3, to the effect that low prices are not to be granted anyone not a P. of I. In other words, the mechanic who goes into the store with the money in his fist is not to receive the same consideration as the farmer who brings in a basket of poor butter or ancient eggs. Any merchant who agrees to such an arrangement should not receive a cent's worth of trade from persons not members of the Patrons of Industry, and the chances are that he will not be troubled with their patronage as soon as it comes to be understood that he is making fish of one class of customers and flesh of another. The usual experience of the village merchant is that the signing of the contract deprives him of the better part of his village trade, as well as the loss of the better class of farmers—a class which is seldom seen identified with the P. of I.

Building and Loan Associations. The Frankfort association, after deciding to resume operations, has reconsidered the decision and concluded to retire from the field. THE TRADESMAN feels that the people of Frankfort have made a serious mistake in relinquishing an organization which would be capable of rendering so much assistance in the development of the town.

A number of Grand Rapids gentlemen are organizing a new association, to be known as the Fidelity, which will do business through local boards in all parts of the State. A. E. Worden will probably serve the association in the capacity of President, A. E. Yerex as Secretary and Homer W. Nash as Treasurer.

The Michigan Savings and Loan Association has been organized at Detroit, to conduct an agency business throughout the State. O. W. Shipman is President and John Western Secretary. The shares will be \$100 and payments will be \$1 per month. Pledges for 5,000 shares have already been secured.

The American association, of Minneapolis, does not thrive wherever the report of the Commissioner of Statistics of California is circulated. That officer punctures the bubble so completely that no amount of talk on the part of windy agents will overcome the objections to the scheme.

Advertising That Does Not Pay. Moneybags—Advertising, my dear boy, always pays. Young Blood—It hasn't paid me. "What do you mean?" "Nothing, except that father advertised me in the papers a while ago, and I haven't been able to get tick anywhere since."

P. of I. Notes.

A. P. of I. lodge in the vicinity of Rockford started in the spring with 132 members. When it came time to pay the second quarter's dues, the membership had shrunk to thirty-four.

A Carson City correspondent writes: "The P. of I.'s have two dealers here, but the other merchants are selling goods of all kinds so much cheaper than they do at the P. of I. stores that the farmers who do not belong to the order are getting the best of it. Some of the P. of I.'s begin to 'smell a mice.'"

Mary A. Brice, at St. Louis, contracted to sell the P. of I.'s on a 10 per cent. basis, but it proved so unsatisfactory that she quit it. She was honest and carried out her part of the agreement to the letter, but the Patrons did not support her as they had agreed to. She lost her village trade, and, take it all around, it about ruined her business.

Evart Review: "An apostle of the Patrons of Industry having failed in forming organizations in Districts No. 1 and 2, Oseola township, and Avondale school district, Hartwick township, another of the same sort, with a difference, has tackled the job. He calls his order the 'Patrons of Toil,' but he failed to realize on his investment in District No. 2 last night, and will move on to the Warson district to-night. From what we hear of his talk last night, we should judge that the last organizer is a cull from the cheap campaign speakers of a year ago."

A Remus correspondent writes: "Last Friday was a day long to be remembered by the Patrons of Industry. As early as 1 o'clock, delegations began to arrive, and shortly after 4 o'clock about 100 had gathered at the Town Hall, whence they proceeded to parade the streets. Headed by a martial band, and bearing banners, they marched through the principal streets and back to the hall. Following are a few of the inscriptions which were carried: 'Forward the Cause,' 'Unity is Strength,' 'Live and Let Live,' 'Ten Per Cent. or Bust,' 'Remus Association,' etc."

A P. of I. organizer went to Pewamo the other day and began to preach the false doctrine to the farmers of that vicinity and wanted to organize them, but the most of them had heard the history of the order from their merchants, and were not on the organize. He had to stay two days to drum up enough to get a quorum, and then took \$8 for the job, instead of \$13.50, the regular price. The better class of farmers would have nothing to do with it. The merchants would not contract with them and now the few dupes whom he did get are bewailing their fate and consider the whole thing a swindle.

Big Rapids Herald: "Did you ever stop to consider the possibilities of the money to be made out of the P. of I.'s by the man who set the thing running?" queried Mayor D. F. Comstock. The Herald man assured him he had never looked at the matter from that standpoint. "Well, I have," said his honor, "and I can see where the man who runs the machine will make a million dollars. Now see here. It is given out that in Mecosta county there are three thousand members. At least calculation \$500 of the membership dues from these goes to grand or head lodge that is to be. You will notice that the time set for the grand, supreme, national or whatever it may be called lodge is in 1892. An average of \$500 from each county going to the grand mogul for three years will crowd a million dollars. By that time there will be no grand lodge, because the lodges proper will have died out. The head ones know what they are doing."

Fortune knocks once at every man's door, but she doesn't go hunting through beer saloons for him if he happens to be out.

A. D. Spangler & Co. WHOLESALE DEALERS IN

FRUITS AND PRODUCE

And General Commission Merchants. □

EAST SAGINAW, MICH.

We buy and sell all kinds of fruit and produce and solicit correspondence with both buyers and sellers.

ESTABLISHED 1870.

CHAS. SCHMIDT & BROS.,

Manufacturers and Dealers in Foreign and American

Granite and Marble

Monuments and Statuary

Having erected a New Granite Factory with the Latest Improved Machinery, we can Guarantee all Work First Class and Fill Orders Promptly.

WORKSHOP AND POLISHING MILLS: Cor. West Fulton and Straight Streets.

OFFICE AND SALESROOM: 93 Canal Street.

GRAND RAPIDS, - MICH.

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—DRUG STOCK IN NORTHERN MICHIGAN, doing good business. Inventory about \$2,500; satisfactory reasons for selling. Address No. 525, care Michigan Tradesman.

FOR SALE—WELL-SELECTED STOCK OF DRY goods, groceries, boots and shoes, hats and caps, clothing and hardware, situated in a lively lumbering town of 1,500 population; stock will invoice about \$6,000; rent of store reasonable; purchaser will be favored with the trade of over 100 men, employed in the mill of present owner. Address No. 521, care Michigan Tradesman.

FOR SALE—THE FINEST DRUG STORE IN THE city of Muskegon at 15 cents on the dollar, reasons other business. C. L. Brundage, Muskegon Mich.

FOR SALE—A GOOD GROCERY BUSINESS HAVING the cream of the trade; best location in the city; stock clean and well assorted; this is a rare chance for any one to get a good paying business; poor health the only reason. Address S. Stern, Kalamazoo, Mich.

FOR SALE—STOCK OF HARDWARE—WITH OR without store building, an excellent chance for a wide-awake party. Address Geo. M. Sayles, 516 Address at once Box 99, Fowler, Mich.

FOR SALE—DRUG STORE AND STOCK SITUATED IN a lumbering town, go of farming cost. Send for a very desirable place for a good physician. Address Box 442, Alpena, Mich.

FOR SALE—GROCERY STOCK IN GOOD LOCATION. Will inventory \$700 to \$800 and doing a business of about \$13,000. Address No. 502, care Tradesman.

FOR SALE—A GOOD PAYING BUSINESS—GOOD reason for selling out. Inquire of F. J. Detten thaler, 117 Monroe St.

MISCELLANEOUS.

FOR SALE—A CINCINNATI SAFE, WITH BURGLAR proof chest; will be sold at two-thirds first cost, although used but two months. E. A. Stowe & Bro., 100 Louis St.

FOR SALE—DRAFT TEAM 5 YEARS OLD—DARK gray, well matched; weight 3,100 pounds. Address E. W. Willard, Kalamazoo, Mich.

WANTED—TO EXCHANGE KANSAS LANDS AND real estate for a stock of groceries and general merchandise. Address No. 517, care Michigan Tradesman.

WANTED—WIDE-AWAKE MERCHANTS TO CORRESPOND with the "Gobleville Sign Works," high way signs a specialty. Address Gobleville Sign Works, Gobleville, Mich.

\$500—THE COMPLETE MACHINERY OF A first class custom grist mill; two run of stones, one feed, the other for feed; all in good order; ready to deliver on cars. Address Geo. M. Sayles, Attorney-at-Law, Flint, Mich.

WANTED—SEND A POSTAL TO THE BUTLIF CO., on 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.

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 236, care Michigan Tradesman.

WHOLESALE

Carpets,

Oil Cloths,

Rugs,

China Mattings

Draperies,

and

Parlor Screens

Smith & Sanford,

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

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E. A. STOWE, Editor.

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THE IDLER.

Unless some unlooked-for change takes place in our social conditions, we shall, before many years, be burdened with a very useless type of young man, in numbers sufficiently formidable to give him far more influence than he deserves. When wealth accumulates and concentrates as it is now doing in this country, the class which is not obliged to work for its living naturally increases in numbers. The father who has earned his own way to fortune, sends his boys to college, usually gives them too much spending money, and expects them, after graduation and two or three years of European travel, to take their places in the counting-house and become steady workers. That he is often disappointed, we all know. The boys, now grown to young manhood, have enjoyed themselves too well in idleness to take kindly to regular hours at desk or counter. When the old folks are gathered to their fathers, there is usually in the case of large fortunes an assured income large enough for all reasonable and often for many unreasonable needs, which can be had simply for the trouble of drawing checks or getting coupons cut off and cashed at the banker's. That the class of utterly good-for-nothing idlers is not already larger, speaks well for our republican influences, but at best it is too large, and must, in the nature of things, increase, unless something can be done to check its development. One mistake that is made on the part of parents is that they expect their children to adopt the same line of work in which their own successes have been achieved, forgetting that this may not be calculated to attract them or afford them congenial occupation. It is a mistake, too, for every man who has an independent fortune to assume that he must needs engage in a fixed commercial or professional career. Why should one who has ample means secured to him through safe dividend-paying investments do work which some poor man can do as well and earn his living thereby? Wealthy men have no business still further to crowd markets that are already over-crowded. If one has a special gift, and can do a certain thing better than any one else can, let him do it. He may find abundant employment in supervision and organization. Why should he do mere routine work when there are so many needy young fellows who can do it quite as well?

But supposing this rich young fellow has no talent for supervision, or has nothing to supervise—nothing, in short, but his income to spend. What shall he do with his time? To one who hates idleness and has abundant natural resources for the employment of all the spare time he can command, such a question seems absurd. But it is by no means absurd in the eyes of a matured cub who has dawdled his way through school and college, and has never given his supposed mind to anything more profound than making up a betting book. There lies the trouble—those long years nominally devoted to education! If the lad falls under influences which stimulate his intellect and develop his natural bent, his after life will not stretch out in an endless perspective of years which he knows not what to do with. Has he but a love for horses, let him have his stock farm and improve the breed. Very likely he will spend a good deal of his time on or near the race track, but at least the stock farm is a redeeming feature in his career. Has he mechanical or scientific tastes, there are unexplored lines of investigation which only await the encouragement of capital to develop untold wonders of discovery. Is he literary, there are a thousand ways in which he can employ his time in research and publication, ways which will give remunerative employment to others of like tastes. Is he a philanthropist, he can hardly take up a newspaper that does not offer suggestions. Let him, for example, interest himself in founding a society whose object shall be to help ex-convicts in earning an honest livelihood. Does he love the sea, let him keep his yacht, and instead of making aimless voyages for pleasure, let him correct soundings, report errors in charts and try experiments in navigation or marine architecture. Then there is politics—but this, in its present condition, does not offer a very alluring field. Still, to one who has a turn for statecraft, it presents noble opportunities for honorable effort. In all these ways and a hundred others, a young man who is good for anything at all may find employment for himself and others, and may keep his money moving in ways that will, upon the whole, make the world better.

Of course there will always be some who are capable of nothing beyond faultless attire, the exertion of sitting in club windows and hanging about the saloons and pool-rooms. For these, perhaps, there is no hope, save that they will go to ruin as swiftly as possible. They cannot be made boys again and re-educated, and except there befalls a most unusual awakening of spirit and physique, they are emphatically "no good." The whole matter depends upon early training. If that cultivates manly virtues, no income can be too large. If the reverse be the case, no amount of preaching can ordinarily avail.

THE CREDULITY OF CYNICISM.

The threatened collapse of the Sugar Trust recalls several occurrences in our recent history in which the cynicism which thinks itself wisdom is found to be quite another thing. The Sugar Trust, like others of the kind, was a big experiment on the credulity of the business and investing public. Like the Cheap John's razors, it was "made to sell." Its projectors united a large number of refineries in a single corporation, and issued stock to represent the value of their property, and placed these certificates on the stock market. Nobody in his senses would have thought of paying such a price for the separate establishments as these certificates represented. But the idea that a great monopoly would have the power to enrich its stockholders by exacting of the public such prices as it pleased, was one which commended itself to a great body of investors. None of them, probably, would justify such an exaction as morally right. They would have admitted that it was achieving a gain without rendering a service, and that this, when taken in connection with the large element of risk, made the whole transaction of the same moral quality with those which take place across the table covered with green cloth. But the conviction that the thing most likely to succeed in this world is "sharp practice" is so deeply rooted in the minds of many that the certificates of the trust were bought at excessive prices, in the face of its condemnation by the courts and the organs of public opinion.

The collapse of the job, therefore, is not to be deplored, since the heaviest losses will fall upon men who are least to be trusted with the use and control of money. The makers of the trust may have made their turn, in time; and that is a matter for regret. But there is no need to mourn over the losses of those who bought into it in the belief that nothing could be so remunerative as a big conspiracy to fleece the public. The "lamb" who have been shorn in this case were caught in trying to play the wolf, and nobody need weep over their losses.

That this transaction should have taken place chiefly in New York is not surprising. No city of this country, unless it be San Francisco, has so much of this cynical confidence in the profitability of fleecing the public. The case of the Grant and Ward firm is in point. The foolish credulity with which that bubble was floated grew out of the belief that the management of the business of the national government was corrupt from top to bottom. General Grant and his son were used as decoys by an unscrupulous rascal, who spread the report that the new firm was to make millions out of the manipulation of government contracts, and that, in fact, it could tap the national treasury by the clever use of the ex-President's political connections. This gave Ward his fulcrum to move men having money in the direction he required; and they trusted their millions to him in the faith that public corruption would secure their gains. The result proved that there were no such openings for profitable rascality; and once more the lambs who would fain have been wolves were fleeced.

Yet this did not shake the cynical disbelief in general honesty, and especially in the honest handling of public money. That disbelief was a large factor in the campaign of 1884, when the rallying cry of one of the great political parties was "Turn the rascals out!" "Let the other side see the books!" Everybody knows what was the result. The management of the nation's finances, its expenditures and its contracts were laid bare to hostile scrutiny, with the result that no abuse of any magnitude was discovered. Four years later the same tactics were employed by the other great party, with a result equally as fruitless.

This cynical estimate of public life and those who take part in it, is a very widely diffused error. It is strongest in those who know the least about government and its affairs. A new and green member often goes to Washington or to Lansing with the conviction that he is going into a den of thieves. If there be an unsound spot in his own honesty, it is just this belief that jobbery, bribe-taking, and theft are ordinary and even safe transactions which lay him open to the tempter. When scandals of that kind occur in our legislatures, it is apt to be this inexperienced and cynically credulous element which is found involved. The drag-net of investigation hauls up the greenhorns, who for the

first time make the discovery that such practices are not so common as to be safe.

Cynical disbelief in the general honesty is of itself an indication of untrustworthiness. It is equally an indication that the cynic is out of touch with the facts of life. Public life and business life alike hold together because honesty and truthfulness are the rule, and the contrary vices are exceptional. It is quite true that these and similar sins cling to both to a deplorable extent, and furnish abundance of scope for moral reform. But it is not true that they are the ruling element in either. If they were, "the eternal smash" of the Down-Easter would not be far off. We are not so bad as to make it useless to essay a reformation.

THE EIGHT HOUR MOVEMENT.

There is every reason to expect another general movement in favor of fixing eight hours as the legal limit of a day's labor in mines and factories in both this country and England. The great labor organizations of this country have the proposal under consideration, and in one trade at least—that of book-printing—there is an organization to resist the demand. In Great Britain, the miners are to lead off, and to begin a general strike if the demand is refused. But it will not stop with them. The British Congress of Trades' Unions has been taking the suffrage of the working classes on the subject, and the published returns—which are very imperfect as yet—indicate a majority nearly four to one in favor of the eight hours limit, and nearly six to one in favor of agitating for a law to establish it.

In the general revival of business and industry in both countries, the agitators think they see their opportunity for a successful effort. We think the signs of the times indicate that they will meet with less resistance from public opinion generally than they did formerly. The belief that all such questions are settled by natural economic law has grown distinctly weaker with every year of recent history, and the disposition to lean on specific arrangements of law or contract has increased proportionally. And along with this there has been a growth of the feeling that the working classes generally have to spend their lives under circumstances unfavorable to both mind and body, and that a shorter tale of hours spent in "wasting fatigue in bad, overheated air" is desirable unless the race of mankind is to be sacrificed to industrialism. When we find this opinion not only in the writings of those who especially are characterized by the philanthropic spirit, but in the writings of economists, artists and others, we think it indicates that society has been thinking out this problem.

Mr. George Rice, of Marietta, Ohio, continues his manful struggle with the Standard Oil Company and the railroads it subsidizes. One of his last steps was to ask a *duces tecum* subpoena against all the railroads embraced in the Transcontinental Association, which would have required them to bring before the Inter-State Commerce Commission all their account books and other papers, which exhibited their transactions in shipping petroleum and its products. In justification of this, he alleged the tariff sheets of the Association which show an advance from 72 cents per hundred weight to 82½ cents in September, 1888, and \$1.25 in January, 1889. He charged this last rate with being exorbitant, and alleged that special facilities were furnished to the Standard Oil Company which placed competing refiners at a great disadvantage. The Commission ruled that he had not made out a *prima facie* case against the railroads in question. But, as they announced their readiness to compel them to furnish the books and papers he asked for, whenever he did so, they cannot be said to have decided against him. On the contrary, their decision is a decided gain to those who are laboring to correct the abuses of railroad management. It very distinctly notifies those corporations that their books must be opened to inspection, whenever a *prima facie* case is made out against them, and that they no longer enjoy the immunity from inspection which belongs to private firms and to corporations engaged in a purely private business. Since the Granger decisions were pronounced by the Supreme Court, these corporations have had no more emphatic reminder of their true position as public servants. And, as the law requires the United States courts to enforce the order of the Commission, they will have no alternative but to obey.

The tour of inspection of the Congress of the Three Americas is being carried out very nearly as originally planned. As so much of the discussions of the conference will turn upon the formation of closer business relations between the southern countries and our own, nothing could be better than to familiarize the members with the extent and character of our industrial development, and its consequent sufficiency as a basis for the supply of very much that our neighbors are now purchasing from more remote countries, and at terms no more favor-

able than we could offer, if we had direct communication by steamship lines. Statistics tell us something of this development, but to most people they convey little more than a faint and shadowy impression of the facts for which they stand. Far more impressive is the inspection of the great establishments where the gigantic energies of disciplined natural force are converting crude substances into commodities fitted for human use. As the commissioners watched the process by which rough lumber was converted into furniture of elaborate finish and unique design in the mammoth furniture factories of this city, last Friday, they learned more in an hour than the printed page could inform them in a year.

THE TRADESMAN has frequently commended the administration of Governor Luce, believing it to be one of the best ever given the people by any Executive. In no respect has the Governor been more particular than in the making of appointments, which have generally been such as to commend themselves to the people of the State. Such, however, is not the case in the appointment of I. R. Wadsworth, Supreme Secretary of the Patrons of Industry, to represent the farming interests of the State at the national convention of farmers, to be held at Montgomery, Ala., next month. Mr. Wadsworth is neither a farmer nor the son of a farmer, that part of his time not spent in the employ of a railway company having been devoted to originating and propagating a crusade which has already cost the farmers of Michigan thousands of dollars, placed many of them in compromising positions, and left the adherents of the movement wiser only in point of experience. Governor Luce has undoubtedly been imposed upon in making the appointment and will probably be glad to revoke it as soon as the true character of the man is made plain to him.

One great trouble the people have about the new inventions and great discoveries of the age is to readily obtain the use of them at anything like a comparatively moderate cost. Combinations of men and capital control telegraphs, telephones, electric lights, electric railways, natural gas, etc., and furnish them to the people at just enough less the cost of the things they supersede to induce the public to use them. It is true, the public pays less for electric light than for illuminating gas, and natural gas is cheaper than coal, and the people are so much better off, but they do not begin to get them at the price they ought to. In other words, the people are prevented from realizing the full benefits of inventions and discoveries as long as it is possible for capitalists to help it. Competition will reduce the cost to the public in time, if it is not strangled by combination. These things could be furnished to the public at much less cost and still pay a reasonable interest on the capital invested.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

WE CARRY A STOCK OF CAME TALLOW FOR MILL USE.

Putnam Candy Co.,

Wholesale

Manufacturers.

BEN. W. PUTNAM, Pres. JAMES M. BARNETT, Vice-Pres.
FRED B. ALDRICH, Sec'y and Treas.

Lemon & Peters,

WHOLESALE
GROCERS.

SOLE AGENTS FOR

Lautz Bros. & Co.'s Soaps,

Niagara Starch,

Amboy Cheese.

GRAND RAPIDS.

The Patrons of Industry talk loudly of trusts, corners and combinations, and proceed on the assumption that the way to abolish them is to cut off all competition by diverting trade to a single channel. That is not the way the backbone of the sugar trust was broken. That result was brought about by the competition of the refineries which refused to go into the trust. If all the wholesale grocers of the country had agreed to buy sugar of but one refiner—and he had been a member of the trust—the trust certificates would not now be quoted at a discount of 40 per cent. from the highest point.

Then and Now.

Written for THE TRADESMAN.
He was a man of some account
And well among the jobbers stood;
For any reasonable amount
His name was good.

He took to drink, and soon his nose
Assumed a tint as red as blood,
And now, as far as credit goes,
His name is Mud.

S. A. SHELDON.

Knew Her Business.

Lady (in intelligence office)—Have you ever minded children before?
Nurse—No, mum; but I've made many a choild mind me.

SEEDS!

If in want of Clover or Timothy,
Orchard, Blue Grass, or Red Top,
or, in fact, Any Kind of Seed,
send or write to the

Seed Store,

71 Canal St., GRAND RAPIDS.

W. T. LAMOREAUX.

SPROUL
AND MCGURRIN

Plumbing,

Steam and Hot Water Heating,
Brooks' Hand Force Pump, In-
stantaneous Water Heater, Hot
Air Furnaces, Mantels, Grates
and Tiling, Gas Fixtures, Etc.

Wholesale and Retail Dealers in

Plumbers' Supplies.

184 East Fulton St., Head of Monroe,

Telephone No. 147.

21 Seribner Street,

Telephone No. 1109.

GRAND RAPIDS, - MICH.

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.

Selected Herbs and Spices!

Prepared by

THOMSON & TAYLOR SPICE COMPANY,
Chicago.

Is a Combination of

The Finest Ingredients for use in
Seasoning Meats, Poultry,
Game and Fish.

SOLD BY ALL GROCERS.

S. K. BOLLES.

E. B. DIKEMAN

S. K. Bolles & Co.,

77 CANAL ST., GRAND RAPIDS, MICH.

Wholesale Cigar Dealers.

"TOSS UP!"

We will forfeit \$1,000 if the "TOSS UP"
Cigar is not a Clear Long Havana Filler of
excellent quality, equal to more than the aver-
age ten cent cigars on the market.

Headquarters for Syrups and Molasses!

We began handling Syrups and Molasses on Feb. 11, 1889, since which time we have received

Nineteen Carloads

Of these goods. Our goods are right and our prices are low, and merchants will consult their best interests by comparing samples and prices before placing their orders for fall stocks.

Telfer Spice Company.

1 AND 3 PEARL STREET.



The Best Fitting & Wear-
ing Stocking Rubber.

GEO. H. REEDER,
State Agent
Lycoming Rubbers
and Jobber of
Medium Price Shoes.
Grand Rapids, Mich.

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.

GROCERIES.

Purely Personal.

Oren Scotten, nephew of the millionaire tobacco manufacturer of Detroit, was in town last Thursday.

Wm. L. Hallenbeck and wife, of Coldwater, have been spending ten days with their relatives, Wm. H. Downs and family.

Oscar F. Conklin spent a couple of days at Traverse City last week. The Grand Traverse region appears to have remarkable attractions for O. F. of late.

Jas. M. Barnett, W. R. Shelby, C. E. Olney and L. H. Withey have returned from Park City, Utah, where they spent a week inspecting their silver mine.

Dr. Chas. S. Hazeltine left last night for Indianapolis, where he will attend the annual convention of the National Wholesale Druggists' Association. He is accompanied by his wife.

A. O. Halsted, of the firm of A. J. Halsted & Son, grocers at Ryerson, passed through the city Saturday on his way to Grand Lodge, where his father conducts a grocery store under the same firm style.

E. H. Manley has gone to Owen Sound, Ont., where he will visit a number of relatives and accompany a party of friends on a four weeks' hunting trip to the north shore of Lake Superior. He will re-engage in business on his return to Grand Rapids.

Kirk Kimball will be married on Thursday to Mrs. Bentum, relict of the late Dr. Bentum, and in about two weeks he will embark in the drug business on his own account in the new store built by Jas. Rooney, on East Fulton street, near Centennial street.

Geo. P. Gifford has purchased seven acres of land on the east shore of the west arm of Grand Traverse Bay, about four miles northeast of Traverse City. The land has a water frontage of 600 feet, commanding a view of nine miles of shore. Mr. Gifford will erect a cottage on the land next season, and will probably induce several friends to do likewise.

Wool, Hides, Pelts and Tallow.

Wool does not change materially, but is more firm in tone. Manufacturers who usually buy in 100,000 pound-lots, take but 5,000 or 10,000 pound-lots, and come often, waiting for the goods market to open at remunerative prices. There has been a good retail trade in these goods, which sends jobbers into the market to replenish. This gives manufacturers more hopes, and, being out of stock, are ready to buy when the price of wool or goods will warrant. On the whole, the outlook is better for higher prices for wools.

Hides are in fair demand, at the decline for light weights, and in good request for heavy. The leather trade is in good condition for good stock, which sells readily. The supply of both hides and leather is ample and only conservative prices will move either. Low prices have apparently come to stay.

Tallow is firm and in good demand.

Gripeack Brigade.

Geo. E. Preston, of the firm of E. B. Preston & Co., of Chicago, has leased W. F. Blake's residence, on South College avenue, for the winter.

Three additions to the hotel list of the K. of G. were made last week, as follows: Albion House; Albion; Commercial House; Homer; Farwell House, Farwell.

Dr. W. G. Nesbitt, who represents the C. H. Phillips Chemical Co., rendered timely service in attending to the injuries of the engineer who was so badly burned in the C. & W. M. accident, Saturday.

M. Kerns, traveling representative for Dilworth Bros., of Pittsburg, was in town a couple of days last week. He is getting up a new brand of cigar, styled "El Puritano," the label of which bears a photographic representation of his royal highness.

Thanks, Brother.

We congratulate our esteemed contemporary, THE MICHIGAN TRADESMAN, upon the completion of its sixth year of usefulness. It is a paper which commands the highest respect among the trade, and deservedly so. It has in the person of Mr. Stowe, its editor, a staunch defender of the rights of the retail merchants, and an unyielding foe to corruption, dishonesty and chicanery. It has been the means of uniting the merchants of Michigan in a strong, compact and powerful body, and one which is using its power year by year judiciously, yet progressively. May THE TRADESMAN and its present editor both live for many years, to continue the work they have so well begun.

The Grocery Market.

Sugar has sustained another 1/4c decline and is weak at that—so weak, in fact, that still another decline is inevitable this week. The corn syrup market is firm, owing to the new combination of the manufacturers. Cheese is stiffening up. Teas are firm. Coffee is steady. Salt is weak, and a decline to 50 cents at the factory is by no means improbable.

Going Out of the Grocery Business.

Mr. Scripps, who is a leading stockholder in J. H. Thompson & Co., of Detroit, was in town last Thursday. He stated that his house would shortly discontinue the wholesale grocery business, hereafter devoting its entire attention to the coffee and spice business. There is

PRICE CUTTING.

As Great an Evil in the Wholesale as the Retail Trade.

At the banquet which followed the meeting of the New York Wholesale Grocers' Association, President G. Waldo Smith delivered an address on the subject of price-cutting, which is as applicable to the retail as it is to the wholesale trade.

According to Webster's unabridged, the meaning of the verb cut is to separate, to sever, to shunt, to cut off, to cut short, to cause to fail, to check, to wound, to lacerate, to humble, to hurt, to put an end to, to destroy, to debar, to interrupt, to lessen, to remove. If Mr. Webster had been a wholesale grocer, and if he had suffered from the effects of cutting, as all grocers have, he could not have found shrewder or more incisive or more fitting words to describe the effect of cutting as it has been practiced for many years. It has cut off, removed, destroyed the entire net profits of a large portion of the business. It has caused many a merchant to feel greatly humbled and wounded and hurt when his balance sheet has been made up at the end of the year. It has cut short the career of some and caused some to fail. And what have been the corresponding advantages? I think that if you should search for them with a fine-tooth comb you would utterly fail to find them. Long years ago some one cut the price of sugar, and not only gave away all the net profit, but also put the entire cost of handling it upon the innocent and suffering grocer. This cut has cost the merchants millions upon millions of hard-earned money. But money, the original cutters found it any easier to sell sugar at cost than they would have found it to sell at a profit if no one had cut? Did anyone succeed in building up a prosperous business by this means? While the twelve hundred wholesale grocers of America have been greatly injured, has anyone been benefited by it? If anyone here in this representative gathering of this chief distributing point of America has received any benefit from it, let him hold up his hand. I should like to see him. I do not like to feel that I have been at loss and that there has been no compensation in the whole business. But I see no hands; it must be true. As with sugar, so also with baking powder and some chocolates, and a great variety of other goods. When they were first put upon the market they were handled at a profit. But grocer No. 1 cut, grocer No. 2 followed, and grocer No. 3 fell into line, and then there was a rush to see who could be most successful in ruining the entire trade. If it had been a question of the survival of the fittest, or if there had been a purse to be given at the end of the year, there might have been some sense in it; but as it was a question of building up a remunerative business and of finding a net profit at the end of the year, I fail to see where the benefit can be found. But this is all ancient history. Let us come down to modern times, and see if we have grown any wiser in the latter days. Last spring a certain milk company put a brand of milk upon the market at \$4. Now, it is conceded that the lowest estimate of the cost of doing business is 5 per cent. This would make the actual cost of handling a case of this milk twenty cents. If sold at \$4, there would be five cents left to add to the capital account at the end of the year. If sold at \$4.20, it would contribute its portion to all the various expenses of doing business without leaving any net results. When it gets down to that point our interest in the business is entirely lost, and the work is being done entirely for the benefit of manufacturers, salesmen, clerks, landlords, etc. If sold at \$4.10, it would actually net a clean loss of ten cents per case, which would have to be taken from the capital account at the end of the year. Is there anyone here who has permanently improved his business by this means? So with salt-soda. The price has recently been cut to the point of cost, and, if we believe what we hear, to even a lower point than that. Has anyone gained any valuable trade by it? Thanks to this Association and to the co-operation of the manufacturers, it has now been put upon a paying basis and will furnish a little net profit. It must be remembered that the conditions of trade have greatly changed in the last twenty-five years. Then our stock consisted of raw sugars, molasses, family soaps, tea, coffee, etc. The specialty house was a thing almost unknown. As these goods had no absolute standard of quality, and as prices were constantly fluctuating on such goods, it was always easy to get a fair profit; and if the price was occasionally shaded, it would not be universal and could be soon restored. Now a very large and constantly increasing proportion of the goods we deal in are special goods and proprietary articles. The price seldom varies, and if the price is once cut it is cut for all time, and instead of a profit accruing, a loss occurs. If merchants would open a new expense account and charge up the loss on all goods sold at a less profit than 5 per cent., I think that they would soon begin to realize that their losses in this way were much greater than they had supposed. If one house had all the cutting to itself, and was ambitious to work for glory alone, and did not care for net results, there might be some excuse for that house cutting. But as it is well known that when one cuts all out, it is time to call a halt, and to set our faces resolutely against it. All my experience and observation proves that most cutting is not done in that way. I am very certain that the man who sold the first case of \$4 milk for \$4.10, whoever he may be, has not gained any permanent advantage over his fellow-merchants by doing so. That same experience and observation has fully convinced me that there is no royal road to success but by the way of hard, continuous, faithful labor; good goods, not at ruinous, but at reasonable prices, the faithful performance of every honorable obligation, promptness in doing business, close attention to details, and with all these courtesy and tact. I think that I can congratulate the Association on what I am assured is the fact, that more has been done during the last year to counteract this dangerous and destructive system than has been done before for many years. There is

no doubt but that the firm price and rebate system has come to stay. Manufacturers have come to see that if they wish to have responsible distributors of their goods, they must assist them to maintain a living margin of profit. Manufacturers are beginning to recognize the fact that it is as unfair for them to go into competition with the wholesalers for the trade of retailers as it is for wholesalers to go into competition with their customers, the retailers, for the trade of consumers. Much has been done to cultivate a friendly spirit among merchants, and all have been impressed with the truth that a "live and let live" policy is the best policy. The fact has been fully proved that our members are covenant-keeping men, who need not to be bound by fines and forfeitures; that they are men whose word is as good as their bond, and that they prize their honor more than they prize unlawful gain. Much has been done that without this Association could not have been done to secure a reasonable compensation for a year of toil and effort. And all has been done in strict accordance with the teachings of the golden rule. "Whatsoever ye would that men should do to you, do ye even so to them," or, in the words of the couplet, "Unto others you should do as you would have others do unto you."

Progress in the Grocery Trade.

From the Merchants' Review.

The remarkable progress that has taken place in the retail grocery trade during the past score of years must strike every observant person who has reached middle life. It is perhaps most marked in the appearance of the stores, the greater neatness and cleanliness of those of the present day; but almost as important a difference to be noticed is in the class of goods handled now and then. The consumption of fancy groceries has increased enormously since the war, many articles in this line having been entirely unknown in the sixties, staple groceries in those days being exclusively handled by many retailers. Now, however, not a few dealers rely mainly upon a trade in only the finer descriptions of groceries, goods that pay a good profit, and are easily handled as well as attractive in appearance. Too many retail grocery stores a couple of decades past were redolent of other than the spicy odors of the best modern establishments, a bar being a conspicuous feature of a great number, which being generally separated from the grocery department only by a slight screen, was displeasing to customers of the fair sex, owing to the free circulation of tobacco smoke and the profanity with which bar room conversation is so largely garnished. The delivery system in the times we speak of was in its infancy and inadequate, except in a few stores, for the transaction of business on the present basis, and goods were either carried home by the purchaser or reached their destination through the medium of a boy and basket. The system of supplying customers with posts bearing the address of the dealer, for the purpose of ordering by mail, was not dreamt of then. As for the telephone, that great convenience to the customer and the dealer, the old-time retailer managed to jog along contentedly without it. Then, most of the present useful inventions in grocers' tools and utensils were, like the telephone, still in the womb of the future, the scales being of the old-fashioned balance variety, the apparatus for measuring oils, molasses and other liquids expeditiously and accurately were lacking, and the tea, coffee and spice caddies, as well as the coffee mills, were far less attractive than those of the present age, and their inferiority was as marked in point of utility. There are still to be found in the cities, chiefly in the most thickly populated districts, a

good many stores which show some of the characteristics of the establishments of twenty years back, one of which is the receptacle for coal on the curb, facing the widely extending rows of barrels containing fruits, vegetables, etc., and leaving the passerby barely room to walk. But, on the whole, the progress in the retail grocery trade in the period mentioned has been great, and the model modern store is indeed a delight to the senses of smell and sight. Despite the large consumption of adulterated and cheap food, the increase in the sale of pure goods, especially of the finer descriptions, and of luxuries, has been remarkable and has kept pace with the improvement in the dealer's facilities and business methods. During the remainder of the nineteenth century there is every reason to believe that a still greater advance will be made. With the increase of population and wealth that is reasonable to expect in the future, in view of the remarkable strides in these directions in the past, the demand for fancy groceries will probably increase in a greater ratio than ever, while with the advance of science the improvements in the retailer's facilities may be trusted to keep abreast of the ever increasing demands upon them. It is to be hoped that the early future will bring more equitable legislation by which retailers may obtain their honest dues from delinquent debtors with a minimum of trouble and expense, for it is extremely doubtful if the end of the century will find the trade any nearer the solution of the cash vs. credit question. Nor can competition be eliminated from the problem of making both ends meet, with which so many dealers are at present struggling. Competition may be expected to survive as long as merchandise exists; the expedients by which producers have temporarily staved off its effects cannot be used by merchants for manifest reasons. The reckless slashing of prices, however, will probably grow less common as the disastrous effects of the practice become more and more widely known, and the rivalry of trade show a healthier tone than during the past. The doctrine of the survival of the fittest may be trusted to receive a more thorough exemplification than ever, how thorough exemplification that ever how merchant must inevitably fall behind in the general progress of the trade.

Over Buying.

"To depart from regular business is to lose money," is a maxim among business men, and is so old that its parentage is lost. "A legitimate business fairly attended to," says a well-known merchant, "will rarely fail to bring a competence, if not wealth; and yet it is estimated that only four or five merchants out of 100 are able to keep their names out of the bankrupts' list. At first sight, it does not seem possible that this can be true, but it appears to be borne out by statistics, and if one runs over the list of business men whom he knew twenty years ago, he will be surprised to see how many of them were closed out by their creditors.

"The haste to be rich is given as the primary cause of half the failures, and the first step on that road is reached through speculation. A shrewd merchant will always scan the market closely, and anticipate advances or declines in the cost of goods. This, when carried to a proper business limit, is thoroughly legitimate. But when a man buys many more goods of a kind than he can possibly dispose of to his trade within the season, or at most within the year, he has stepped out of business and has become a speculator."

Benzonia-Packard & Betts succeed J. O. Packard in general trade.

You can make more money by using Perfection Scales - Why don't you?

For Sale by Leading Wholesale Grocers.

NEW HOUSE AND NEW GOODS.

A. E. BROOKS & CO.,

WHOLESALE

Confectionery, Nuts and Figs.

Our Specialty—Candy made from sugar and good to eat.
CODY BLOCK, 158 EAST FULTON ST., GRAND RAPIDS, MICH.

Buy a Case of

TIGER



COFFEE.

Sold Under Our Personal Guarantee.

I. M. CLARK & SON.

PRODUCE MARKET.

Apples—Dealers pay 25¢ per bu. for fall and winter fruit, holding Kings and Pippins at \$2.25 per bu. and Kings and Snows at \$2.50. Ordinary varieties command \$1.75 per bu. Beans—Dealers pay \$1.25 for unpicked and \$1.50 for picked, holding at \$1.75¢ per bu. Butter—Dairy is held steady at 19¢ per lb. Creamery is firm at 24¢ per lb. Corn—Wheat Flour—\$5.75 per bu. for New York stock. Cabbages—\$3 per 100. Charcuterie—Held steady at 11¢ per lb. Cider—10¢ per gal. Cranberries—Cape Cod readily command 8¢ per bu. Dried Apples—New evaporated are held at 8¢ and new sundried at 5¢. Eggs—Jobbers pay 15¢ for fresh and hold at 20¢. Picked and cold storage stock commands about 19¢. Field Seeds—Clover, mammoth, \$4.35 per bu.; medium, \$4.25. Timothy, \$1.50 per bu. Grapes—Concord, 4¢; Catawbas, 6¢; Delaware, 10¢. Hams—In small demand. Clean comb command 15¢ per lb. Honeys—Dealers pay 35¢ for clean stock, holding at 45¢ per lb. A few late varieties are yet in market. Pop Corn—4¢ per bu. Potatoes—The market is weak. Dealers pay 25¢ per 30¢ and sell at 35¢. Squash—Hubbard, 2¢ per lb. Sweet Potatoes—Fancy Jersey stock commands \$3 per bu. Muscadines, 83¢ per bu. Tomatoes—Green command 75¢ per bu.; ripe, \$1 per bu. Turnips—30¢ per bu.

PROVISIONS.

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

BAKING POWDER.
Royal, 10¢ can, 95¢
Borden's, 10¢ can, 95¢
Armour's, 10¢ can, 95¢
Pillsbury's, 10¢ can, 95¢
Wheat Flour—10¢ can, 95¢
Cocoa—10¢ can, 95¢
Sugar—10¢ can, 95¢
Milk—10¢ can, 95¢
Butter—10¢ can, 95¢
Eggs—10¢ can, 95¢
Apples—10¢ can, 95¢
Oranges—10¢ can, 95¢
Lemons—10¢ can, 95¢
Pineapples—10¢ can, 95¢
Bananas—10¢ can, 95¢
Grapes—10¢ can, 95¢
Raspberries—10¢ can, 95¢
Strawberries—10¢ can, 95¢
Blackberries—10¢ can, 95¢
Rhubarb—10¢ can, 95¢
Cucumbers—10¢ can, 95¢
Peas—10¢ can, 95¢
Beans—10¢ can, 95¢
Lentils—10¢ can, 95¢
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The Michigan Tradesman

THE OLD, OLD STORY.

[CONTINUED FROM FIRST PAGE.]

"Yes; and, oh, I have been so unhappy!"

"Then, my darling, why did you treat me so coldly?"

"Because I was jealous. I thought you did not care for me as you used to do."

Harry Rayburn, laughed a low, sweet laugh, and lifting the flushed face gently and kissing the trembling lips, asked, smiling, "Jealous of whom, Hester?"

"Of Fanny Lawson. I thought you loved her best?"

"Oh! silly little girl. Not to know that I could not love any one else in the whole world as I love you. I was only taking care of Fanny while Will was away, and this has been the cause of my long heartache, has it?"

"But Harry, you took her to the fair first?"

"So I did, sweetheart, but I started early, so that I could return in time to take you, meaning to tell you that morning that Will had put her in my care, though I never for one moment thought it possible that you could misunderstand my attentions to her. When I returned for you I met you with Joe Wentworth, and from that day you have been so changed that I have been miserable. I could not imagine at first what could be the cause of it, but afterward I thought that you did not care for me, and so meant to show me your indifference. The night of our husking you were so cold, so unlike what you had been before, that I made up my mind it would be useless to say anything to you. I thought then that you loved Wentworth, and I was a wretched man. When Will said he was going West I determined to go too. I could not have stayed here believing that you cared for another man; but now I am the happiest man alive! Will can go West if he wishes; I cannot imagine anything that would induce me to go now. But Hester, sweetheart, one thing more"—Harry smiled mischievously—"and then I think the clouds will all have been swept away; am I so dreadfully tall now, and is father 'a great deal handsomer' than I am?"

"Oh! Harry, why do you recall those spiteful speeches that I have been so sorry for, and that were not true; for there is no one in all the world half so handsome or so good as you are. Forget all of that dreadful time, and I promise that I will never give you another heart-ache, and forgive an unkindness that has cost me as much sorrow as it has done you."

The moon peeped down curiously into the porch—the moon has not a particle of manners, and is just as curious about lovers to-day as she was about their ancestors hundreds of years ago!—doubtless she was grieved that she had not sped westward sooner, for looking in through the climbing roses and honeysuckle vines that wreathed the porch she only saw a man's arm around the slender figure of the woman whose sweet face lay hidden on his breast, while his bearded cheek rested lovingly against her soft chestnut hair.

The Danger in Handling Gasoline.

Many merchants who handle gasoline and many housekeepers who use the substance have no idea how dangerous an article they are dealing with. Could the writer have his choice, he would prefer to deal with the same number of pounds of dynamite. Dynamite, as now made, is not dangerous unless subjected to shock or intense heat. Gasoline, on the contrary, will vaporize at any temperature above the freezing point and whenever the vapor of gasoline comes in contact with flame, an explosion is the inevitable result.

An article lately published in the Philadelphia Enquirer stated that gasoline could be exploded sixty feet from a flame, provided a breeze wafted the vapor in the direction of the flame. It is not safe to have a naked light in the same room with an open can of gasoline. Any person who doubts this assertion may make a few simple experiments which will give him a better idea of how gasoline burns, and, at the same time, teach him more respect for that substance.

Procure a two-ounce vial filled with gasoline. This quantity is enough—don't run the risk of having any more of it around to get on fire during the experiment. Pour a little of the gasoline upon a board, table or floor; see how near a lighted match can be brought before the gasoline ignites. The distance at which it will take fire may be a surprise to the experimenter. Usually the gasoline will burn entirely up and not even scorch the board upon which it is placed.

Next, place the open vial of gasoline in a window or other place where there is a draft; approach with a lighted match or candle from the leeward, and see how many feet distant the light will be when the gasoline bursts into flame.

There is no such thing as a fire test, as far as gasoline is concerned. Kerosene oil vaporizes anywhere from 65 to 180 degrees. Gasoline is always ready to vaporize. As before stated, the freezing point alone prevents vaporization and danger. When gasoline must be handled, give it no chance to get on fire. It will take all the chances and do it every time.

Very Laudable.

"Do you want to hire a man, mister?"

"No; I can't say that I do. Are you looking for a situation?"

"Yes, sir."

"Then I hope you will get one. I like to see a man with aspirations toward a hire life."

A tin peddler who travels through Canada can exhibit forty-one scars where farmers' dogs have interviewed him.

HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock, measured merchantable, mill culls out:

Basswood, log-run	13 00	215 00
Birch, log-run	15 00	210 00
Birch, Nos. 1 and 2	15 00	220 00
Black Ash, log-run	14 00	210 00
Cherry, log-run	25 00	240 00
Cherry, Nos. 1 and 2	30 00	245 00
Cherry, Cull	12 00	210 00
Maple, log-run	12 00	213 00
Maple, soft, log-run	11 00	213 00
Maple, Nos. 1 and 2	11 00	213 00
Maple, clear, flooring	25 00	220 00
Maple, white, selected	25 00	220 00
Red Oak, log-run	20 00	221 00
Red Oak, Nos. 1 and 2	20 00	228 00
Red Oak, 1/4 sawed, 6 inch and up w'd	38 00	240 00
Red Oak, 1/4 sawed, regular	30 00	232 00
Red Oak, No. 1, step plank	25 00	225 00
Walnut, log-run	25 00	225 00
Walnut, Nos. 1 and 2	25 00	225 00
Walnut, cull	12 00	213 00
Grey Elm, log-run	14 00	216 00
White Ash, log-run	20 00	222 00
White Oak, log-run	17 00	218 00
White Oak, 1/4 sawed, Nos. 1 and 2	42 00	243 00

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

GEO. C. PIERCE, Vice President.

H. W. NASH, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

F. Raniville,

Manufacturer of

LEATHER BELTING

JOBBER OF

Rubber Goods and Mill Supplies.

1 to 5 Pearl Street,

GRAND RAPIDS, MICH.

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.

THE ACME OF UTILITY AND

ECONOMY

STORE SHELVING

IS REACHED

WHEN THE SAME IS RUN 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.,

45-50 Lake St., Chicago, 114 Water St., Cleveland

TIME TABLES.

Grand Rapids & Indiana.

In effect Oct. 6, 1889.

TRAINS GOING NORTH.

Arrive. Leave.

Traverse City & Mackinaw..... 7:30 a m

Cincinnati Express..... 5:30 p m

From Cincinnati..... 8:45 p m

GOING SOUTH.

Cincinnati Express..... 7:00 a m

Fort Wayne Express..... 11:45 a m

Cincinnati Express..... 5:30 p m

Traverse City & Mackinaw..... 3:30 p m

From Cincinnati..... 8:45 p m

Train leaving for Cincinnati at 6 p. m. and arriving from Cincinnati at 6 p. m., runs daily, Sundays included. Other trains daily except Sunday.

Sleeping and Parlor Car Service: North—7:30 a. m. and 4:10 p. m. trains have sleeping parlor car for Mackinaw City. South—7 a. m. train has chair car and 6 p. m. train Pullman sleeping car for Cincinnati. 11:35 p. m. train has Wagner sleeping car for Chicago.

Muskegon, Grand Rapids & Indiana.

Leave. Arrive.

11:15 a. m. 10:15 a. m.

5:40 p. m. 5:45 p. m.

Leaving time at Bridge street depot 7 minutes later.

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

Detroit, Grand Haven & Milwaukee.

GOING WEST. Arrives. Leaves.

Morning Express..... 12:50 p m

Through Mail..... 4:10 p m

Grand Rapids Express..... 10:40 p m

Night Express..... 7:00 a m

Mixed..... 7:30 a m

GOING EAST.

Detroit Express..... 6:50 a m

Through Mail..... 10:30 a m

Evening Express..... 3:30 p m

Night Express..... 10:30 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.

Grand Rapids express has parlor car Detroit to Grand Rapids. Night express has Wagner sleeping car to Detroit, arriving in Detroit at 7:20 a. m.

Through railroad tickets and ocean steaming tickets and sleeping car berths secured at B. & O. H. & M. R. office, 28 Monroe St. and at the depot.

Jas. CAMPBELL, City Passenger Agent.

Jno. W. LOUD, Traffic Manager, Detroit.

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. PAISLEY, Gen'l Pass. Agent



F. J. DETTENTHALER,

JOBBER OF

Oysters

—AND—

Salt Fish.

Mail Orders Receive Prompt Attention. See Quotations in Another Column.

CONSIGNMENTS OF ALL KINDS OF WILD GAME SOLICITED.

Ionia Pants & Overall Co.

E. D. Voorhees, Manager.

MANUFACTURERS OF

Pants, Overalls, Coats, Jackets, Shirts, Etc.

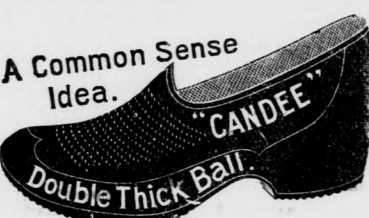
Warranted Not to Rip.

Fit Guaranteed.

Workmanship Perfect.

Mr. Voorhees' long experience in the manufacture of these goods enables him to turn out a line especially adapted to the Michigan trade. Samples and prices sent on application.

IONIA, MICH.



No. 4 Monroe Street,

GRAND RAPIDS, MICH.

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

We carry the VEBY BEST double or single bit, hand-shaved ax handle ever made.

Houseman Block,

Grand Rapids, Mich.

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.,

GRAND RAPIDS, MICH.

S. P. Bennett,

The "Live COAL Man."

Wilkesbarre and Pittston Anthracite Coal, Cumberland Blossburg Smithing Coal, 72-hour Connellsville Coke.

A large supply of the above coals on track the year around. Write for prices.

S. P. BENNETT, Grand Rapids, Mich.

Special Notice!

All smithing coals sold by us we guarantee to be mined from the BIG VEIN in the Georges Creek District. This is the coal so favorably known as Piedmont or Cumberland Blossburg, and stands unrivalled for smithing purposes.

Something New

Bill Snort

We guarantee this cigar the best \$35 cigar on the market. Send us trial order, and if not ENTIRELY SATISFACTORY return them. Advertising matter sent with each order.

Charlevoix Cigar M'fg Co.,

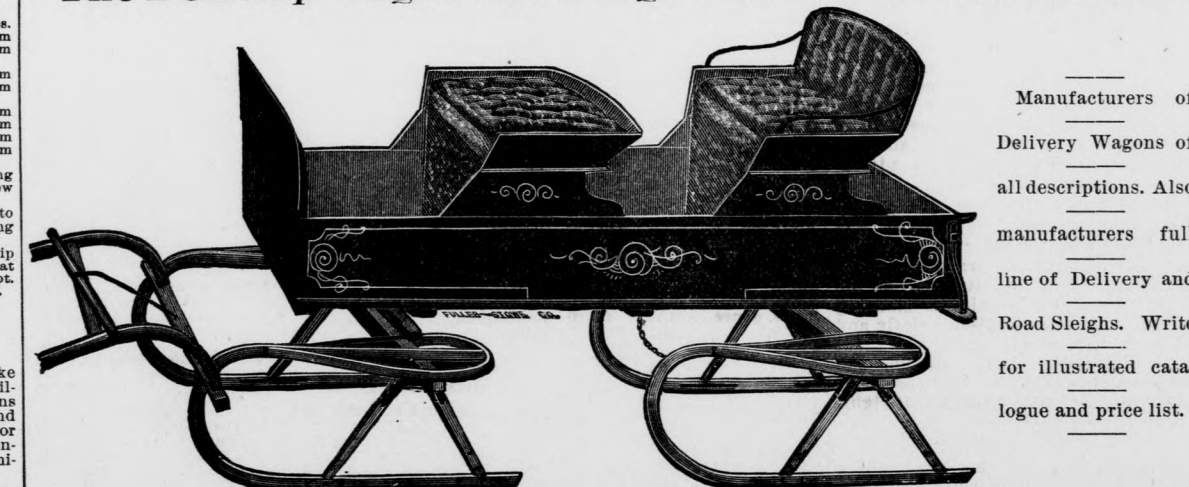
CHARLEVOIX, MICH.



OAK-LEAF SOAP

A copy of the KLOPENT after the painting by Klammer, issued by them at a cost of over 5,000 dollars.

The Belknap Wagon and Sleigh Co., Grand Rapids, Mich.



Putnam Candy Co.,

JOBBER OF

Foreign Fruits, Nuts and Oysters.

BEN. W. PUTNAM, Pres. JAMES M. BARNETT, Vice-Pres.

FRED B. ALDRICH, Sec'y and Treas.

WM. SEARS & CO.,

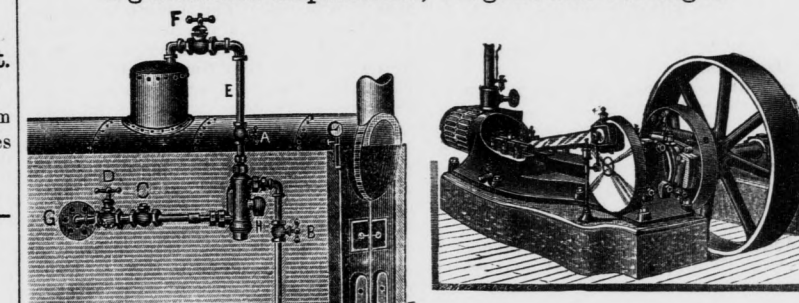
Cracker Manufacturers,

37, 39 and 41 Kent St., Grand Rapids.

BROWN & SEHLER,

DEALERS IN

Engines, Boilers and Mill Machinery, Farm Machinery, Agricultural Implements, Wagons and Carriages.



Corner West Bridge and North Front Sts., GRAND RAPIDS.

P. Steketee & Sons,

WHOLESALE DRY GOODS.

Sell the following well-known brands of calico:

ALLEN'S, AMERICANS, SIMPSON'S, HAMILTON'S, WASHINGTON'S, WINDSORS, MERRIMAC, COCHECO, RIVERPOINT, STEEL RIVER, ST. LEDGER, EDYSTONE, CHARTER OAK, ANCHOR, FRANKLIN, HARMONY, IMPERIAL BLACK, BERLIN SOLIDS, SLATER SOLIDS, COCHECO SOLIDS, SUTAN SOLIDS, SATIN STYLES OF SIMPSON & GARNER. Also Comforts at All Prices.

83 Monroe and 10, 12, 14, 16 & 18 Fountain Sts. Grand Rapids.

Rindge, Bertsch & Co.,

MICHIGAN AGENTS FOR THE



BOSTON RUBBER SHOE CO.

We carry a full line in stock and guarantee terms and prices as good as any house selling the line. Correspondence solicited.

12, 14 AND 16 PEARL 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.

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.