

The Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, OCTOBER 30, 1889.

NO. 319.

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Fit and Quality Guaranteed.

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B

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HEYMAN & COMPANY
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ROADS AND ROAD-MAKING.

Exhaustive Treatment of the Subject by a Noted Engineer.

The progress of civilization has everywhere been marked by good roads. It may even be said to be largely due to them. Ancient Rome was not only famous for its own roads, but it carried the art of road-making into all its conquered provinces. As its civilization disappeared in the degeneracy of the Dark Ages, good roads ceased to exist, and they only reappeared when modern nations began to emerge from the Middle Ages. It is often said that the test of civilization in any country is the consumption of iron; but this is true only because railroads are the chief consumers of iron, and they are but one form of roadway.

It is an undeniable fact that while the United States has the finest railway system in the world—the most perfectly adapted to the work it has to do, and the cheapest in charges for transportation—yet its roads and its city streets are far inferior to those of France, England, Germany, Austria and Italy. Doubtless the admirable character of its railways is itself the cause of its bad roads and streets, for the railways serve their purpose so well that there is less apparent need of good carriage roads. All the other countries above named had reached a high degree of civilization before the advent of railways about fifty years ago, whereas about three-fourths of the present area of the United States have been settled and populated during the railway era. The rapid advances in wealth and population of the principal countries of Europe during the latter part of the eighteenth and early part of the nineteenth century would have been impossible without a corresponding and simultaneous improvement in the quality of their roads. The still more rapid advance of America during this century has been accomplished chiefly through the instrumentality of railways, and these have so thoroughly intersected the country in every direction, bringing the merchant and manufacturer at one end and the farmer and miner at the other into such close communication that the necessity for good roads has been overlooked. The opinion is now gaining ground, however, that notwithstanding the excellent and cheap service of the railways, there is a great loss in the unnecessary cost of transportation in hauling merchandise through the mud to reach the railroad, and again over rough cobbles when it leaves the cars at its destination. And independent of the commercial aspect of the question, there is still to be considered the comfort and convenience of those who use roads and streets for pleasure riding and driving, and to whom good road surfaces are absolutely necessary. During the last few years there has been a constant increase in the attention and thought devoted to the question of roads both without and within cities, and the object of this article is to give briefly such information as to the history and present condition of the art of road-making as may be useful in this discussion.

The much-quoted Roman roads were, in reality, far inferior to the best roads of modern Europe, and were much more costly. Hence they may be dismissed in a few words. They were stone pavements with a very thick concrete foundation; or, as described by the writer, they were "masonry walls laid on the sides." The most famous of them was the Appian Way, constructed about 313 B. C., from Rome to Capua, and subsequently extended to Brundisium (Brindisi). The foundation consisted of one or two courses of large flat stones laid in line mortar; next came a layer of concrete made of one part of lime and three of broken stones, thoroughly mixed and consolidated by ramming; on this was spread a thin layer of mortar, in which the stones forming the top course were bedded. These stones were of basaltic lava, about twelve to fourteen inches in width, with smooth upper surfaces but irregular sides and when carefully jointed together they formed a large mosaic. The total thickness of the road was about three feet, and its width varied from twelve to twenty feet. On either side were raised footways, paved with stone, and at frequent intervals were stepping-stones for mounting horses. It was also marked by mile-stones indicating the distance from the forum at Rome.

This road was certainly durable, as is proved by the fact that although it had to be rebuilt by Trajan, at the end of the first century A. D., parts of it are still in existence. 2200 years after it was first constructed; but it was deficient in the other qualities of a good road. Horace is authority for the statement that it was "less fatiguing to people who travel slowly." Similar roads were built in Gaul, in Great Britain, during the Roman occupation, and in Thrace by the Emperor Trajan.

With the decline of Rome, road-making shared the fate of the other mechanical arts, and for the time was forgotten. Good roads were unknown again in Europe until the middle of the eighteenth century. They were revived almost simultaneously in France and England, and soon afterward in the other chief countries of Europe.

Among English-speaking races, the perfection of modern roads is generally attributed to two Englishmen, Macadam and Telford, who rebuilt nearly all the English roads in the early part of this century. Telford was a distinguished engineer, while Macadam prided himself on being nothing but a road-maker. It is also generally believed that to Macadam is due the principle of using small angular fragments of clean stone, which, under traffic, unite into a solid mass. The distinctive feature of Telford's roads was a layer of irregular stone, from six to eight inches in size, carefully placed on the ground as a foundation for the smaller ones, technically called the road

metals. The chief object of this foundation was to afford good drainage, and prevent the metal from being pushed into the ground in places where it was soft; but Macadam always denied its utility or necessity, and engineers are still divided on this question. In regard to the size of the metal, Telford specified that the stones should be as nearly as possible uniform in size, the largest of which should pass, in its longest dimensions, through a ring two and a half inches in diameter. Macadam preferred the test of weight, and insisted that no stone should weigh more than six ounces—which is the weight of a cube of one and a half inches of hard, compact limestone. His overseers were provided with a small pair of scales and a six-ounce weight, in order to test the largest stones.

It is a fact, however, that the correct principles of modern road-building are not due to either Macadam or Telford, but to a French engineer, Tresaguet, who anticipated them in every detail by about thirty years. In a memoir prepared in 1775, Tresaguet advocated the small angular fragments of broken stone of Macadam, and the rough paving foundation of Telford. He built the high-roads from Paris to Toulouse, and from Paris to the Spanish frontier. His views were adopted by all French engineers at the end of the last century, and it was in accordance with them that the Simplon and other great roads over the Alps, as well as the principal roads of France, were built under Napoleon.

The excellence of broken stone roads caused their universal adoption in the first half of this century, and in only two particulars have any improvements been made upon them to the present day. The first is in regard to the manner of breaking the stone. Macadam caused the stone to be broken by hand on the side of the road, the size and weight of the hammer being carefully specified. Now they are much more quickly and cheaply broken by machine. Two classes of stone-crushers have been devised for this purpose. The first, usually known as the Blake, consists essentially of a strong iron frame, near one end of which is a movable jaw of iron. By means of a toggle-joint and an eccentric this jaw is moved back and forward a slight distance from the frame. As the jaw recedes, the opening increases and the stone descends; as it approaches the frame, the stone is crushed. The second class is known as the Gates, and consists of a solid mass of iron shaped somewhat like a bell, which is supported within an iron cone. By means of an eccentric shaft a rocking and rotary motion is given to the bell, so that each point of its surface is successively brought near to and removed from the surface of the cone, which causes the stone to descend and be crushed as before. These machines are driven by steam-engines and are of various sizes, capable of crushing from ten to two hundred tons per day. By regulating the width of opening between the jaws, or within the cone, the size to which the stone can be broken is correspondingly regulated; and by the use of revolving screens with openings of various sizes, the stones of different sizes can be separated and delivered in separate piles of one-half inch, one inch, two and one-half inches, etc.

The other improvement is in the use of rollers to consolidate the road and give a smooth, uniform surface, instead of allowing this work to be slowly and painfully performed by the vehicles using it. Horse-rollers were introduced about 1834 and steam-rollers about 1860. There was for some time a discussion as to the relative economy and merits of the two kinds of rollers, but this has now been settled in favor of the steam-rollers.

Macadam roads are now everywhere constructed on substantially the same principles. The ground is first cleared and levelled of the prescribed width, and, if necessary, excavated to the depth of the road-covering. All roots of trees, and soft and spongy spaces not affording a firm bearing, are removed and their places filled with good gravel or broken stone. The surface is then rolled with a heavy roller, in order thoroughly to compact it. If the Telford foundation is used, it is placed on the rolled earth in the form of irregular stones from six to eight inches in size, carefully placed in position and forming a rough pavement, on which the macadam metal is placed. If the Telford foundation is not used, the metal is placed directly on the earth, in a uniform layer not exceeding six inches in depth. This is then thoroughly compacted by rolling with a heavy roller for several hours, until the metal will yield under the roller. Another layer of broken stone of the same depth is then placed on the first and compacted in the same manner. Finally a layer of from one to two inches in depth of very fine broken stone or gravel, not exceeding three-fourths of an inch in largest dimensions, is spread on the surface, and this in turn is compacted by rolling. The road is then ready for use. The rolling is greatly facilitated and the compactness of the road increased by thoroughly sprinkling each layer in connection with the rolling. In many cases the total thickness of the macadam is only eight inches, instead of twelve to thirteen inches, as above described.

The cost of such roads depends chiefly on two factors, the price of labor and the price of broken stone. In addition to this is the cost of culverts and bridges, which must be provided for any road, whatever the road surface may be. The price of broken stone varies from 70 cents to \$2 per ton, depending on the character of the stone and the distance which it has to be hauled. For a road 30 feet wide and 9 inches thick, about 5,500 tons are required for each mile in length. The cost of the road surface alone is about \$12,000 per mile. The cost of embankment, excavation, culverts, drains, stone gutters, etc., may carry the cost up to \$70,000 per mile.

These figures might even be increased in the case of roads traversing a mountainous district, where expensive embankments, cuttings in rock and earth, retaining-walls, etc., would be necessary.

The laying out of such roads calls for the same surveys and the same engineering skill as in the laying out of railways.

The shape or cross-section to be given to the road has been the subject of much discussion in the past. Roads which are much rounded in the center shed the water very easily, but, on the other hand, they are very uncomfortable for vehicles. There has also been much dispute as to whether the cross shape of the road should be a curve, or should consist of two straight lines meeting at the center. It is now generally conceded that the cross-section should be a curve, and that the height of the road should be about one-sixteenth of its width, i. e., in roads 30 feet wide the center should be 18 inches higher than the sides, in roads 40 feet wide it should be 8 inches, and so on in proportion to its width.

The great cost of macadam roads, and the comparative lack of necessity for them in consequence of the enormous development of railways, has prevented their construction to any great extent in America. The National Road, which was intended to form the great highway across the Alleghenies from the Potomac to the Ohio, was begun under authority of Congress about sixty years ago, but it had only progressed a short distance beyond Cumberland, Maryland, when its construction was abandoned, in consequence of the building of railways for the same purpose. Macadamized roads have therefore been confined to city or suburban streets, and to a few of the older States in the East. Even the turnpikes, or toll roads, originally built by corporations which made their profit by levying toll on each horse passing or vehicle, were macadamized only for a small portion of their width in the center, leaving earth roads on each side. These latter were habitually used in summer, leaving the hard central portion, whose surface was seldom kept smooth, for use during the rains and mud of winter.

With the exception of these few turnpike high-roads, American roads have been built of whatever material was nearest to hand. Frequently, if not generally, they were made by simply ploughing a ditch on each side and throwing the earth into a mound in the center. An improvement on this was to spread a layer of bank gravel containing a large proportion of clay over the road; and on the New England coast, where a rocky soil and clean gravel or beach shingle were everywhere available, these materials were used, and formed a comparatively hard and durable road surface. Through the swamps and clay soils of the South, where stone and gravel were not available, the corduroy road was much used. This consisted in felling trees, stripping the branches, and placing the trunks across the road; and it was probably the most inhuman device ever suggested as a means of communication. In central New York, and in some parts of the West, plank roads were at one time constructed, but their lack of durability caused this system to be soon abandoned. The condition of a road depends not only upon the manner in which it is constructed, but upon the manner in which it is maintained. The best of roads are being constantly worn by traffic, and if they are not quickly repaired whenever any defects appear, they are soon destroyed. Macadam's reputation was made not in building new roads, but in repairing old roads, and keeping them always in good order. To do this successfully, it is result incessant attention is necessary, so as to fill up any ruts or holes the moment they appear, and prevent them from being deepened by travel and rain. The road thus gradually wears down, but always presents a uniform and smooth surface; and when its thickness is reduced to about five inches it is necessary to make general repairs by covering it with a new coating of stone. The amount of wear is proportional to the volume of traffic. On some of the heavily traveled macadam streets of London and Paris it has been as much as four inches in a year, but on high-roads between cities it is often as low as one-half inch in a year.

Nowhere is the art of road-making and maintenance carried to such perfection as in France, where the necessity of constant supervision and prompt repairs is fully appreciated. Her roads have a length of about 200,000 miles, of which more than 120,000 miles are macadamized. They have cost nearly \$800,000,000 for construction, and the sum of \$18,000,000 (or about three per cent. of first cost) is annually spent for their maintenance. Until we are prepared to expend the necessary sums for solid construction and necessary maintenance, we cannot have good roads. With an area of 204,000 square miles, and a population of 38,000,000 inhabitants, France has about one mile of road to every square mile of territory, and to every 190 inhabitants; its roads have cost about \$8,000 for each square mile, and about \$18 for each inhabitant; their maintenance costs annually \$90 for each square mile, and 48 cents for each inhabitant.

The State of New York has an area of 47,000 square miles, and a population of about 6,500,000, the number of inhabitants per square mile being about three-fourths the number in France. On the basis of area, in order that its roads should be equal to those of France, their length should be 46,000 miles; the first cost would be \$138,000,000, and the annual cost of maintenance would be \$4,140,000, or 64 cents for each inhabitant. The railroads of this State have cost nearly \$800,000,000, and the annual expense of maintaining their road-beds is fully 6 per cent. of their first cost. It is evident that it would not be an impossible task to create a system of roads corresponding in excellence to the railroads whenever the necessity for them is fully recognized; and it would not be difficult to prove that the benefits derived in cheapening the cost of transportation to

the railroads, of which the roads would act as feeders, would be more than an equivalent for the expense. Nor would the cost in reality be anything like the large sums above named, for many of the existing roads contain an abundance of stone, which could be taken up, broken, and relaid, after the manner in which Macadam rebuilt the roads of England, the cost of which is stated in his memoir to have been as low as \$600 per mile. Owing to the increase in the cost of labor since Macadam's time, the cost would now be about \$2,500 per mile.

It is worth while to note the manner in which France maintains these splendid roads. The data is all available in the ninth volume of Debaussé's *Manual for the Engineers of the Ponts et Chaussées*. While we have no such large body of trained engineers in the public service, and while our political organization does not permit the adoption of the system as a whole, yet there are many of its features which are not only applicable to us, but are essential to any satisfactory method of road maintenance.

The roads in each department in France are under the general supervision of the prefect of the department, and their construction and repair are entrusted to the engineers of the ponts et chaussées. The necessary funds for this purpose are allotted to each department by the Minister of Public Works. The high-roads are divided into two classes—national roads, running through two or more departments and connecting the chief cities, and departmental roads, connecting the principal cities within a single department. The local roads are divided into three classes—the important local roads, the ordinary local roads, and the by-roads. Each road is thus classified according to its use and the traffic upon it, as determined by actual count at stated periods. The construction and the maintenance are varied according to the use and the volume of traffic. Some of the national roads are paved with stone blocks, like city streets, for long distances; others are macadamized; and the local roads are of gravel. The engineer-in-chief has charge of all the roads in the department; under him are engineers having charge of certain districts, and under each of these are superintendents and overseers, each in charge of a certain length of road, and with a certain force of laborers and the necessary material for keeping the road always in good order. It is, in short, the same system of constant inspection, maintenance, and repair which is in use on every one of our principal railroads, but which is never applied to our roads.

The fundamental principles of maintenance, as laid down in the *Manual of Instruction*, are only two in number, viz.: 1. The removal of the daily wear of the road, whether in the form of mud or dust; 2. The prompt replacement of this wear by new materials.

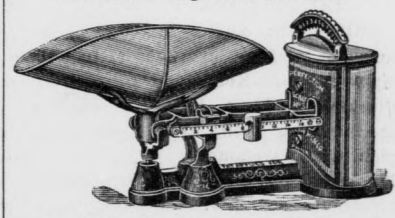
Each road is divided into sections called cantons; on heavily traveled roads a canton may be only 100 yards long, on light roads it may be a mile; and to each canton there is a workman known as a *cantonnier*, who is responsible for the condition of the road in his canton. He lives in the immediate vicinity, and is obliged to be on the road from 5 a. m. to 7 p. m. in summer, and from sunrise to sunset in winter; he can rest two hours for his noon-day meal, but with this exception he must be always at work between the hours above stated. He has the following tools, viz., wheelbarrow, iron shovel, wooden shovel, pick, iron scraper, wooden rapier, broom, iron rake, crow-bar, hammer, and tape-line. His duties are, 1, to keep the gutters clear so that the water can run off freely; 2, to scrape off the mud in wet weather and sweep off the dust in dry weather, so as to keep his canton always clean; 3, to clean off the snow as far as possible, and break up the ice on the surface of the road and in the gutters during the winter; 4, to pick up all loose stones, break them, and pile them in regularly shaped piles on the side of the road, ready for use in repairing ruts and holes; 5, to keep the mile-posts in good order; 6, to take care of the trees bordering the road.

The six adjacent cantonniers form a squad called a *brigade*, which is under a foreman known as a *cantonier-chef*, and forms the unit of working force. Several brigades are placed under the charge of a *conducteur*, or superintendent, who has charge of a section of forty to fifty miles of road, for the good order of which he is responsible, and every part of which he must inspect and report upon twice a month. Several sections are placed under an engineer, who has charge of all the roads in an *arrondissement*, or township, and must inspect every part of them once in three months. Finally, the engineer-in-chief has charge of all the roads in the department, or province, eighty-seven of which constitute the territory of France.

During the winter, when the repairs are heavy, and whenever a general resurfacing of the road is undertaken, the regular cantonniers are assisted by auxiliary labor hired for the time being. The broken stone required for such work is furnished by contract.

[CONCLUDED NEXT WEEK.]

Perfection Scale.
The Latest Improved and Best.



Does Not Require Down Weight.
Will Soon Save Its Cost on any Counter. For sale by leading wholesale grocers.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Theo. C. Harnish has bought out the Peninsular Electrical Co.

Chas. A. Hesse has opened a hardware store at 705 South Division street.

W. W. Empey succeeds Geo. Hermance in the grocery business at 113 West Bridge street.

F. J. & J. W. Trel succeed Chas. Baxter in the grocery business on North Division street.

S. N. Watson & Co. is succeeded by Neil Malloy in the boot and shoe business on Monroe street.

F. B. Sauerbier has opened a grocery store at Big Rapids. Lemon & Peters furnished the stock.

M. E. Lapham, late of Champaign, Ill., has opened a flour and feed store at 163 West Bridge street.

Wm. Mears has engaged in the grocery business on Boyne Falls. Lemon & Peters furnished the stock.

Frank H. Escott's drug store was closed Saturday on a mortgage held by the former owner, Wm. H. Tibbs.

Samuel Lyon has secured a lease of the store at 66 South Canal street, Chicago, where he will locate about the 1st of next month.

John Quigg has engaged in the grocery business at the corner of First and Stocking streets. Lemon & Peters furnished the stock.

The Grand Rapids Fruit and Produce Co. paid out \$8,000 for apples to the farmers in the vicinity of Herrington this season. W. R. Mayo worked the country end of the deal.

A. Hyde, the Summit City lumber manufacturer, has established a lumber, wood and coal yard at the corner of Godwin avenue and the D. L. & N. Railway, placing G. W. Clark in charge as manager.

G. C. Oswald, for the past two years traveling representative in this State for M. Steel, the Milwaukee broom manufacturer, has purchased a one-fourth interest in the wholesale confectionery establishment, of Wm. R. Keeler, at 412 South Division street. The new firm will be known as Wm. R. Keeler & Co.

AROUND THE STATE.

Newaygo—A. V. Thompson has opened a grocery store.

Paris—Lewis Stroup has opened a blacksmith shop.

Detroit—J. D. Ross succeeds T. W. Marr in the drug business.

Cheboygan—G. Jordan has engaged in the restaurant business.

Bedford—Eugene Jordan succeeds O. A. Nichols in general trade.

Maybe—Joseph Klotz, general dealer, has assigned to John Davis.

Iron Mountain—J. W. Hoose has sold his meat business to R. King.

Crystal—H. J. Beach succeeds Hamilton & Beach in general trade.

Muskegon—Andrew Olson has opened a feed store at 23 Hudson street.

Morrice—A. B. Clark & Co. succeed R. Booth in the hardware business.

Sutton's Bay—H. & J. Deuster, general dealers, have made an assignment.

Elk Rapids—Wm. Higgins will open a fruit, confectionery and cigar store.

Lake Odessa—F. E. Sargent has purchased H. L. Bailey's hardware stock.

Battle Creek—J. C. Duet succeeds S. S. Guthrie in the cigar and fruit business.

East Saginaw—Tyler & Secord have purchased Wm. Smith's picture business.

Sault Ste. Marie—Ryan & Baker succeed Ryan & Royce in the drug business.

Bad Axe—L. C. Carpenter succeeds L. C. Carpenter & Co. in the drug business.

Reading—Cook & Mead succeed Cook & Fitzsimmons in the hardware business.

Gobleville—J. H. Harris, of Allegan, has bought L. D. Hiram's stock of groceries.

Buchanan—The Rural flour mill, owned by Rough Bros. and L. F. Fox, burned Oct. 22.

Detroit—The liabilities of A. Loranger & Co. are \$57,803.29 and the assets are \$26,431.93.

Morley—Mrs. Ella Houston, of Kalamazoo, will open a millinery establishment here.

Hershey—J. R. Ladd has closed out his stock of groceries and will clerk for John Finkbeiner.

Cannonsburg—J. P. Deegan is closing out his grocery stock and will move to Grand Rapids.

Bedford—Wm. Doy has purchased a one-half interest in Chas. H. Ederle's tin and hardware business.

Martin—Isaac Austin has bought an interest in the fruit evaporator, in company with Frank Kent.

Clarksville—J. B. Post will erect a large building soon, to be used as an agricultural warehouse.

Muskegon—M. Corey & Co. have moved their general stock from 38 Amity street to 5 East Western avenue.

Allegan—Penn & Seery, manufacturers of fanning mills, have dissolved. A. B. Seery continues the business.

Tustin—Geo. S. Clark has sold his blacksmith shop to Geo. Duell. Mr. Clark will move to Kingston.

Shelby—Hanover & Vandyke will occupy the Twining building with their merchant tailoring establishment.

Cedar Springs—A. E. Gleason & Co. have closed their jewelry stock and will remove the same to Grand Rapids.

Chelsea—The store of D. D. Dury, which has been doing business two weeks, has been closed on mortgage proceedings.

Muskegon—Chas. Mattoon & A. Hitchcock have purchased Wm. Henry & Sons' meat market at 8 Western avenue.

Muskegon—The Heap Patent Earth Closet Co. has awarded the contract for building its new factory to M. W. Decker.

Big Rapids—Proceedings in foreclosure have been begun against the Big Rapids Iron Works Co. on a mortgage for \$3,500.

Berlin—D. E. Copper has closed out his grocery stock to Norman Harris, of Big Rapids, and retired from business.

Lake Odessa—Teepie, Trice & Co., of Cascade, have rented the building of L. Cass and will put in a stock of bazaar goods.

Muskegon—Latimer & Seitzer, lime dealers, have dissolved partnership. The business will be continued by Mr. Seitzer.

Whitehall—Jake Freehling has closed out his dry goods business here and will re-engage in trade at 240 Division street, Chicago.

Plint—The firm of M. E. Carlton & Bro., book and stationery dealers, has dissolved. T. Elmer E. Carlton will go to Washington Territory.

Cheshire—Chas. Schofield is closing out his grocery stock preparatory to engaging in business in the northern part of the State.

Morrice—The hardware stock of P. Booth has been purchased by A. B. Clark & Co., bankers and hardware and furniture dealers.

Allegan—The mill on Swan Creek, which has been run by Marsh & Chichester, has been sold at mortgage sale to F. E. Fish for \$300.

Detroit—The Adams Ear-Phone Support Co., to make telephone supporters, has been incorporated with a capital stock of \$100,000.

Charlotte—Wm. P. Wyman, of Chippewa Lake, has purchased Thos. J. Green's hardware stock. Mr. Green contemplates going west.

Rockford—Dr. A. G. Goodson, formerly engaged in the drug business at Kalamazoo, Allegan, Pierson and a dozen other places, has opened out here.

Cadillac—Geo. A. Cummer has sold his interest in the grocery firm of Cummer & Olsen to John A. Gustafson. The new firm will be known as Olsen & Gustafson.

Hudson—Cal. Richards has associated himself with R. A. Beach in the boot and shoe business. The business will be conducted under the firm name of R. A. Beach & Co.

Grand Haven—Fred A. Hutty has bought the drug stock formerly belonging to Hutty & Dickinson and will continue the business at the old stand under his own name.

Muskegon—N. G. Vonderlinke has purchased the undertaking stock of Hetz & Hohenstein, and will move it to his undertaking store, and combine the undertaking business with that he now carries on.

Charlotte—Geo. J. Barney has sold out his boot and shoe business to C. R. and Fred H. Williams, brothers, formerly of Ypsilanti, but later in business, respectively, in Salina, Kan., and in Chicago.

Howard City—E. G. Pipp has shipped his hardware and tinware stock to Brighton, where it will be consolidated with his father's hardware stock. He will continue the manufacture of boots and shoes at this place.

Cedar Springs—Spooner & Moore, general dealers, have dissolved partnership, each continuing alone. John A. Spooner will carry on the clothing, hat and cap and grocery business, while John M. Moore will carry on the dry goods and boot and shoe business. The double store occupied by the former firm will be converted into two stores by the closing of the archways.

MANUFACTURING MATTERS.

Millett—Woodward & Underhill started their feed mill last week.

Muskegon—A. V. Mann & Co. began running their sawmill Oct. 29.

Holland—Agnes P. Scott succeeds B. L. Scott in the lumber business.

Charlotte—E. Shepherd, jr., succeeds Shepherd & Kimberly in the lumber business.

Deerfield—Chas. Cumming's shingle mill resumed operations the first of this week.

Lake Odessa—King, Quick & King have sold their lumber yard to Horace Robinson.

Ishpeming—After being idle seven years, the Excelsior furnace will resume operations.

Detroit—The Rogers Furniture Co. has been incorporated, with a capital stock of \$68,000.

Freesoil—R. B. Gibson uttered a mortgage for \$15,000 on his shingle mill and then assigned.

Manistee—J. H. Hagaman, of Racine, Wis., succeeds N. W. Nelson as secretary of the Filbertown Manufacturing Co.

Ypsilanti—Hay & Todd are putting new machinery in their woolen mill, which will require an additional force of 200.

Muskegon—The Muskegon Shingle & Lumber Co.'s mill began operations Oct. 28, and will run the remainder of the season.

Hart—John Moore, whose sawmill in Elbridge township recently burned, has bought the B. Moore mill and is fitting it up for business.

Detroit—John Clee, of the Star Mineral Co., operating here and at Wyandotte asks that a receiver be appointed and the company dissolved.

Au Sable—It is intimated that the mill of H. M. Loud & Sons will be kept in operation during the winter months, sawing hardwood lumber.

Detroit—The Ontario Mining Co. of Boston, in which Hoyt Post own 200 shares, has been incorporated with a capital stock of \$250,000.

Lowell—Frank D. Tarleton has sold his creamery to J. O. Chapin, who will operate the establishment all winter, beginning operations Nov. 1.

Chippewa Lake—Wm. Maynard's sawmill and lumber yard has been destroyed by fire. Loss about \$7,500; no insurance. Mr. Maynard will rebuild at once.

Hastings—Bentley Bros. & Wilkins have secured the contract for the building of the wharf factory. The work will be completed in about three weeks.

Saginaw—S. S. Wilhelm will build a small mill in town 21, range 1, west, in Ogemaw county, for the purpose of manufacturing 15,000,000 feet of timber.

Detroit—Edw. Huebner, Jr., has retired from the Huebner Mfg. Co., manufacturing sash, doors and blinds. The remaining partners continue the business under the same style.

Alpena—J. M. Johnson will tear down his old grist mill, move the machinery to Atlanta, Montmorency county, and build here a stone mill with roller process plant, having a capacity of fifty barrels a day.

Bay City—Rust Bros. & Co. will cut at their two mills about the same quantity of lumber as last season, when the output reached 29,330,000 feet, and they will put in a full stock of logs the coming winter.

Marcellus—The full amount has been subscribed for the new flouring mill, and 100,000 brick have been engaged from Lambert & Millman. The mill will be built in early spring, having a capacity of 100 barrels a day.

Gladwin—J. H. Baker, who runs a saw and shingle mill about six miles from this village, lately sold 500,000 feet of basswood, delivered on cars, at \$13 for first and seconds, \$13 for common, and \$7 for shipping culls.

Bear Lake—Hopkins & Bunton, whose sawmill was burned a few days ago, have, on the old site, began a new mill on an enlarged scale, to have a capacity of 50,000 feet and to be ready by next March. Hemlock and hardwood will be saved.

Bay City—A local operator expresses the opinion that there will be but little margin on lumber this year in the cargo market, when the balance is drawn at the close of the year, particularly for small operators. Stumpage is high, and the cost of lumbering will leave little for the small fry.

Big Rapids—J. Stillwell & Son uttered a chattel mortgage for \$3,000 in favor of Wm. Van Loo and the Northern National Bank, to secure them for money borrowed, and the following day their stock was seized on an attachment for \$413.15, issued at the instance of the Crescent Furniture Manufacturing Co.

West Bay City—The Eddy Transportation Co. has contracted for the building of a monstrous schooner by F. W. Wheeler & Co. The new boat will be 240 feet long, 39 feet beam, and 19 feet depth of hold. It will take about 600,000 feet of oak, board measure, to complete her. She will tow behind the steambarge C. A. Eddy.

East Saginaw—Some months ago L. D. Sanborn purchased of Sibley & Bearinger 50,000,000 feet of pine on the Au Gres river for \$325,000. The timber is tributary to the Loon Lake branch of the Detroit, Bay City & Alpena Railway. Mr. Sanborn has built two miles and a half of logging railroad and has commenced cutting the timber. He proposes to cut 25,000,000 feet this winter and next summer, and will begin shipping the logs by rail to Saginaw this week. The entire 50,000,000 feet will be railed to the mill of Green, Ring & Co. here.

Grayling—Salling, Hanson & Co. recently purchased what is known as the Bagley mill property, at Bagley, on the Mackinaw division of the Michigan Central, owned by H. Mellen, of Romeo. The mill has a capacity of about 5,000,000, and the purchasers will remove it next spring to a point in Charlton township, Otsego county, on the Bagley Branch railroad, where they own 6,000 acres, which is estimated to contain 50,000,000 feet of timber, principally hardwood. The new mill of this firm, at this place, has cut about 25,000,000 feet this season.

STRAV FACTS.

Flint—Although this place was once one of the most important lumber pro-

ducing points in Michigan, over 10,000,000 feet is now railed to this city to supply a planing mill and the local trade.

Hermansville—This town, which is owned principally by Hon. C. J. L. Myer and is named after his youngest son, Herman, is having something of a boom just now. Mr. Meyer has invested about \$200,000 here this season in improving his sawmill plant, and expects to build 200 houses for his men this winter, in addition to the seventy-five built this summer. His hardwood mill is now turning out 10,000 feet of flooring and if the output were 30,000 feet it would find ready sale.

Interview with the State Bank Commissioner.

State Bank Commissioner Sherwood was in the city last Tuesday and was seen by a reporter of THE TRADESMAN.

When asked how the state and savings banks were disposed to regard the new law, Mr. Sherwood stated that, so far as he could judge by the attitude of the bankers, the law was well regarded—that the only regret appeared to be that such a measure was not put into effect years ago.

"Will you have any amendments to the law to suggest at the next session of the Legislature?" asked the reporter.

"Yes," replied the Commissioner. "I shall urgently recommend that all private banks be placed under the control of the department, to the end that all financial depositories may have the attention of proper inspecting and examining officers—either state or national. Such an amendment would impel many private banks to become incorporated, especially if the capital stock required in towns of 1,000 population or under was placed at \$15,000 and the number of directors required reduced to three."

"Will you also recommend placing the building and loan associations under the control of the department?"

"Such should be done, unquestionably; but I do not feel like advising it, just at present. The people would probably not favor such a move now, as we have never had a failure among any of these associations, but as soon as a crash occurs, a sentiment will undoubtedly develop in favor of state supervision."

"Is the business of the state banks in a satisfactory condition?"

"Generally speaking, yes. While there are some notable exceptions, the banks, as a rule, are doing a safe business and making money. My clerk met me at the depot as I passed through Lansing this morning and informed me that a compilation he had just completed from the October reports showed that the fifty-eight savings banks of the State had only a fraction less than 98,000 depositors. This I consider an exceptional record, considering the comparative newness of the State and the comparative scarcity of savings banks."

Purely Personal.

Fred Ball spent Sunday with friends in Detroit.

Dr. H. C. Peckham, the Freeport druggist, was in town Saturday.

J. L. Handy, the Boyne City druggist, was in town several days last week, buying winter goods.

Miss Eva Spencer, sister of G. A. Spencer, the Peach Belt general dealer, was in town on Monday.

Chas. Kernan, buyer for the Converse Manufacturing Co., of Newaygo, was in town one day last week.

H. E. Hogan, the South Boardman general dealer, was in town three or four days last week, buying winter goods.

Ashley & Bennett, the new dry goods dealers at Howard City, were represented in this market one day last week.

W. N. Hutchinson, the Ashland furniture and hardware dealer, was in town last week undergoing treatment for rheumatism.

Dr. Chas. S. Hazeltine and wife spent Sunday with Capt. Perkins, at Henderson, Ky. They expect to return home Thursday.

Jno. B. Beavis, of the firm of Jno. B. Beavis & Co., hardwood lumber manufacturers near Hart, was in town last Saturday on his way to Chicago, where he expects to spend a couple of weeks.

Wm. Widdicombe and wife have returned from a three weeks' sojourn at Gettysburg, Fredericksburg and Fortress Monroe, reviving memories of wartime and recalling the incidents of a quarter of a century ago. Mr. Widdicombe was able to locate the positions of his company and regiment in the three days' battle at Fredericksburg, an opportunity which afforded his great pleasure.

The "Patrons of Toll."

A division has already occurred in the ranks of the Patrons of Industry, several of the old-time organizers of the movement having branched out on their own hook with a scheme which they call "Patrons of Toll." It is understood that the organic work of the new scheme is very similar to the old swindle, the only difference being that the charter fees and per capita dues go to another set of fellows than the Port Huron sharpers.

L. M. Mills will extend his Lake shore trip to Bear Lake, Onkama and Frankfort hereafter.

P. of I. Gossip.

P. I. is now construed to mean "Perfect Idiot."

Up around Pierson they call the P. I.'s "Pink I's."

Over around Port Huron they construe P. I. to stand for "Peak at Invoice."

Big Rapids Herald: "A little fracas occurred the other day in front of Haney's store, between two young P. of I.'s. After a few knocks, the pair were separated without having done much damage to each other."

A Mecosta correspondent writes: "Parks Bros. have not been accepted by the Patrons of Industry of this place as hardware merchants. J. Netzorg is endeavoring to capture the P. I. trade in this vicinity by selling for 10 per cent. profit."

Stanwood correspondence Big Rapids Current (which paper pronounces in favor of the P. of I.): "The initiation P. I. dance at the hotel last Friday night was a grand affair, as far as whisky and fights were concerned. We think the authorities had better investigate."

Hilliards correspondence Allegan Journal: "Patrons of Industry are trying to form a branch here, with but little success as yet. It is a matter that all will do well to weigh well before stepping into it, as the old adage might apply here in a number of cases, 'a fool and his money is soon parted.'"

East Fork correspondence Evart Review: "An apostle of the P. of I. held two meetings at the Sage school house last week, but got only six to bite on the golden bait held out by him of only 10 per cent. His harangue was seasoned too much with Anarchist Hay Market slang and denunciation to suit the masses here."

Referring to the recent gathering of the clans at Big Rapids, the Herald remarks: "There seemed to be no head to the gathering, and the expected big parade, through some blunder, made a very poor show, by some being taken for a fair sized delegation. There were enough teams and vehicles in town then to have made quite an imposing gathering."

Palo correspondence Ionia Standard: "The P. of I.'s are running in full blast in Bloomer. Their motto is 'Cash for goods,' but the other night the secretary of the society came to one of our Palo dealers and wanted to get trusted for oil to light their hall with. The dealer thought it a good plan for them to seek credit where they pay their cash. The secretary went out with probably a little more light in his heart, but none for his lamps."

Big Rapids Bulletin: "The P. of I. convention transacted no other business than already mentioned. The same trading committees were continued in force, and instructions given to again invite and consider propositions from certain merchants to sell goods at 10 per cent. above wholesale cost. It cropped out that many of the Patrons are dissatisfied with the present president, and will insist on Wm. Ladner being put at the head of the county organization."

Dorr correspondence Allegan Journal: "There have been one or two men around among the farmers east and southeast of here trying to organize a lodge of the Patrons of Industry. It is certainly a poor move for those who join, and they will certainly find it so. The scheme ranks with the lightning rod and Bohemian oat schemes. Anyone wishing to know the inwardness of the game and where the Grand Lodge dues go to, should read THE MICHIGAN TRADESMAN for September and October. They can see how three men are getting vast sums out of hard-earned cash of the farmers, and what the past record of these three men is. We see no permanent benefit to the farmer in this movement. It only compels him to trade with one merchant in a place and thus drives out all others and this leaves the P. of I. merchant with the whole trade in his pocket. He can then, by duplicate invoices, etc., fill his coffers far faster than when there is plenty of free competition."

The P. & B. cough drops give great satisfaction.

American butter carried off the honors at the Paris exposition. The sweepstakes gold medal for the best butter was awarded to an exhibit from the Green Mountain Stock Farm at Randolph, Vt.

Weatherly and Pulte

(Formerly Shriver, Weatherly & Co.)

CONTRACTORS FOR

Galvanized Iron Cornice,

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Dealers in

Pumps, Pipes, Etc., Mantels and Grates.

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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—AN INTEREST IN SHOE STORE—OR will join stocks with a good shoe man; old established business and best location in city. Address "Shoes," care Tradesman, Grand Rapids, Mich. 524

CASH AND FINE PROPERTY FOR GOOD MERCHANTS—establishment. C. E. Barnd, Fostoria, Ohio. 525

FOR SALE—DRUG STOCK IN NORTHERN MICHIGAN, doing good business; inventory about \$2,000; satisfactory reasons for selling. Address No. 223, care Michigan Tradesman. 526

FOR SALE—THE FINEST DRUG STORE IN THE city of Muskegon at 75 cents on the dollar; reasons other business. C. L. Brundage, Muskegon, Mich. 527

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. 528

FOR SALE—STOCK OF HARDWARE—WITH OR without store building; an excellent chance for a wide-awake party; good reasons given for selling. Address at once Box 99, Fowler, Mich. 529

WANTED—MERCANTILE BUSINESS IN EXCHANGE for cash and prime property. C. G. Barnd, Fostoria, Ohio. 530

FOR SALE—DRUG STORE AND STOCK SITUATED in a lumbering town; go of farming country around a very desirable place for a good physician. Address Box 445, Alpena, Mich. 531

FOR SALE—GROCERY STOCK IN GOOD LOCATION Will inventory \$700 to \$800 and doing a business of about \$15,000. Address No. 502, care Tradesman. 532

MISCELLANEOUS.

FOR SALE—DRAFT TEAM 5 YEARS OLD—DARK gray; well matched; weight 3,100 pounds. Address M. W. Willard, Kinney, Mich. 533

WANTED—TO EXCHANGE KANSAS LANDS AND real estate for a stock of groceries and general merchandise. Address No. 517, care Michigan Tradesman. 534

WANTED—SEND A POSTAL TO THE SUTLUFF CO.—upon 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, progressive merchants all over the country are now using them. 535

WANTED—1,000 MORE MERCHANTS TO ADOPT OUR Improved Coupon Pass Book system. Send for samples. E. A. Stowe & Bro., Grand Rapids. 53

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Michigan Business Men's Association.

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Second Vice-President—C. T. Bridgman, Flint.
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Committee on Building and Loan Associations—N. B. Blain, Lowell; F. L. Fuller, Cedar Springs; P. J. Connel, Muskegon.
Local Secretary—Jas. H. Moore, Saginaw.
Official Organ—THE MICHIGAN TRADESMAN.

The following auxiliary associations are operating under charters granted by the Michigan Business Men's Association:

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President, N. B. Blain; Secretary, Frank T. King.

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TWO THINGS LACKING.

Why the Patrons of Industry Cannot be a Success.

CHAPTER VI.

To make the P. of I. a success, two things are essential—the organization must attract the better class of farmers and the dealers who sign with the Patrons must live up to the spirit of the contract.

The first condition is absolutely essential to the success of the movement, as the Patrons start out with the determination to pay cash for everything they buy, and only the better class of farmers are situated so they can pay cash the year round. Such men are always favored by the dealer, because they are generally desirable customers and are entitled to more consideration than the individual who runs a long-winded book account, which he pays with truck which he cannot dispose of elsewhere, but turns over to his creditor as a last resort. This explains why the better class of farmers have not been attracted by the ingenious clap-net of the Patrons of Industry, but have steadily declined to identify themselves with the organization, being satisfied that they can obtain better prices, quality of goods considered, on their own account than their deluded neighbors can through the medium of a foolish and impotent organization. At rare intervals a representative farmer is wheedled into the ranks, but such cases are about as scarce as hen's teeth.

Hard as it is to find a representative farmer in the ranks of the P. of I., it is very much harder to find a contract dealer who does as he agrees. Supreme Treasurer Krause admitted to a reporter of THE TRADESMAN that it was next to impossible to find a merchant who would not swindle the Patrons unmercifully, whenever he had them so completely in his power, and it is a matter of common knowledge that, in nine cases out of ten, the Patrons are paying more for goods than they ever did before.

Take the case of Henry Strope, at Morley, for instance: He purports to sell goods on a basis of 10 per cent. profit. A dry goods salesman was in the store a few days ago, but the customers were so numerous that he couldn't get a chance to talk with the owner, who asked him to step behind the counter and wait on a customer or two. He did as requested and showed a woman some ticking. Satisfied with the quality of the goods, she asked the price—P. I. price, of course—and was told it was 14 cents a yard. The salesman recognized the goods as the same he had sold the owner of the store for 9 cents a yard. Of course, there isn't so much difference between 55 per cent. and 10 per cent., but there is enough to show the Patron that when he thinks he can beat the merchant, at the merchant's own game, he is handling the gun at the wrong end.

Take another case in point: A certain wholesale grocery house sends out a bundle of blank invoices with each bill of goods sent to P. of I. dealers, thus enabling the dealer to figure the "cost price" anywhere he wants to. A farmer recently entered a P. of I. store in a neighboring town and informed the merchant that he would buy five pounds of tea, if he could be assured that he got it at 10 per cent. above cost. The merchant offered to deliver on that basis, and the farmer picked out a variety which he thought would suit the "old woman." The merchant went behind his desk and billed himself a chest of tea at 50 cents a pound, and the farmer was not shrewd enough to notice that the ink was still green when the bill was shown him. He paid 55 cents a pound and went out as happy as a basket of chips, telling every body what a snap the P. of I. is, and what an advantage he gained through being a member of the organization. That tea cost the merchant 32 cents and his regular price was only 30 cents a pound!

In the light of the above facts, THE TRADESMAN believes that the movement of the Port Huron trio will never be a success for the reasons above given—neither the membership of the order nor the contract merchants are composed of the right material. The leaders of the movement are sharper, and the followers, as a class, are ignorant and unsophisticated. The dealers are taking advantage of their opportunity and fairly skinning the poor devils alive.

Good Words Unsolicited.

C. L. Glasgow, hardware, Nashville: "It's a good paper. Let her keep coming."

W. R. Clarke, attorney, Grand Ledge: "I like the paper."

Shoes for a Family.

Father of a Family—How much? Shoe Dealer (figuring on back of package)—Pair of shoes for the lady \$8, eldest girl, \$5; boy, \$3; other girl, \$3; baby, \$1.50. Just \$20.50, sir. Thanks. Can't I show you some shoes for yourself?

Father of a Family (wearily)—Oh, don't bother about me. I can go barefoot.

Attention is called to the advertisement of sawmill machinery, in another column. The machinery is in good condition and the prices named are certainly very low. The owner of the machinery has no further use for it, on account of its having been supplanted by a mill of much larger capacity.

The Bonus System.

From the Shoe and Leather Gazette.

The principle of granting bonuses for the purpose of securing manufacturing or other business enterprises is receiving a large degree of attention and discussion. THE MICHIGAN TRADESMAN has been publishing the views of representative business men on the subject, and the weight of argument is decidedly against the custom. Governor Luce, of Michigan, writes that "as a whole, it can hardly prove a profitable investment for localities to pay a bonus for the purpose of securing manufacturing establishments, as the system is liable to secure investments which cannot prove to be profitable." Other opinions are to the effect that the custom is, as a rule, "unwise, unprofitable, wrong in principle and encouraging to irresponsible men to seek to obtain something for nothing by posing as public benefactors."

The bonus system has spread all over the country. In New England it flourishes with the greatest vigor; country villages offering liberal subsidies in the shape of exemption from taxation for years, of large sums of money, of building sites and buildings suitable for the purposes desired. In the case of small towns, where the location of a manufacturing industry would greatly augment the population and disburse weekly large sums of money in wages, a bonus may be offered to responsible parties with a fair degree of certainty of receiving profitable returns; but in the rapidly growing towns of the West and South the conditions are entirely different, and no such necessity exists.

Any attempt to secure a manufacturing establishment through taxation of the people, either by a direct tax or by exemption of the proposed establishment from taxation, is wrong in principle and utterly unjustifiable; it is a levying of taxes on the individual for the benefit of a corporation that should not be tolerated, much less encouraged. If such establishments are desired, and require a bonus, the business men of the town and suburbs to the capital of such enterprises as promise satisfactory returns and are permanent in character, and such a policy would produce results more lasting and beneficial than can be secured by any system of subsidies.

It is needless to say, however, that the greatest care must be exercised in determining the responsibility of the proposed enterprise. Scores of towns throughout the country have mourned the sudden bursting of their fond hopes of becoming manufacturing centers, as by their loss of dollars and cents, by deception, have been deceived. Not long since a thriving little city in Kansas donated a valuable building site and considerable cash to certain parties to establish a shoe factory. A cheap building was erected and a few shoes were made, when property began to advance in value with phenomenal rapidity; finally, the subsidized gentlemen were offered \$15,000 for the lot on which their building stood, and they accepted it and made no more shoes in the thriving Kansas town. Instances without number may be cited where giving a bonus has proven a dead loss to the donors.

It may be laid down as a rule, with very few exceptions, that a bonus will not attract the best class of manufacturing enterprises. If a successful concern desires to change its location to obtain cheaper raw material or motive power, or better shipping facilities, or for any other good reason, the matter of bonus would exert no influence, for a bonus without the desired advantages would be valueless, and if a town possesses the required facilities a bonus is unnecessary to secure the enterprise, though, probably, if tendered by the vendor, it would not be refused. If it appears that it will be profitable to locate an enterprise in a town, it will be located there without a bonus; and if not profitable, the town will be better off without it. If a town possesses valuable manufacturing advantages, the most efficient way to secure such enterprises is to judiciously advertise the town and its claims; but the granting of a bonus is a violation of true business principles, and in a large majority of cases will prove detrimental rather than beneficial to any town.

California Prunes and Raisins.

From the Boston Commonwealth Bulletin.

California fruit growers have scored another victory in our American markets. French prune growers are now making sales to American importers at from 25 to 40 per cent. less than the opening prices of last year, as they are thoroughly convinced that higher prices would simply bring disaster on their stock, as it did last year, which was the first year they did not hold a monopoly of our best markets.

The Californians are fast making a good market for their prunes, as they have for their raisins in the past few years, and are taking from the foreigners their best market. The Malaga raisin merchants, like the French prune dealers, are not receiving their accustomed high prices for their goods this year, and will have to be contented with 20 to 10 per cent. less than what they have been receiving in the past few years.

On the Pacific slope are grown unsurpassable fruits, and with improved methods of curing and lower rates, the California raisin and prune cultivators will eventually control the American markets.

The Hardware Market.

There has been an advance in tin, varying from 25 to 60 cents per box. Sheet iron is scarce and higher. The nail market still continues to advance. Steel nails are now quoted by jobbers at \$2.45, and wire nails at \$4.85, rates, but at the present prices asked by manufacturers, another advance is probable.

Only One Book Needed.

Those that have not seen Gringhuis' Itemized Ledger, will do well to send for Price-list and Ledger Sheet, as it covers paper, time, labor and eraser. Address Gringhuis Itemized Ledger Co., Grand Rapids, Mich.

Mrs. Grubb—Have ye any more sugar like the last ye sent me?

Grocer (syringly)—Yes, madam, plenty of it. How much do you want?

Mrs. Grubb—Don't want none.

"TRAVERSE POINT."

The Coming Summer Resort of Grand Traverse Bay.

From the Traverse City Herald.

If there is one thing in this northern country that our people are proud of more than another, it is our beautiful Grand Traverse Bay. And, indeed, there is reason for it. When a stranger comes north to this point, after a long, hot day's ride in July or August—through unattractive, half-burned forests of pine, and over a rough branch road, and as the final whistle blows, and the conductor shouts "Traverse City!" the train sweeps out of the woods and around the curve, and the wide expanse of blue water with its forest covered hills, of shores stretching out to the far horizon line, open before him, and a breath of pure cool air from the north sweeps in at the windows, an involuntary exclamation of delight and admiration bursts from his lips. The great, clean, bright village at the head presents its charms next, and they are appreciated, but the bay soon comes to the front again, and fascinates and draws the new comer with an inexpressible charm. And it is a charm that stays. Over and over have strangers whose experience in summer outings has extended all over the country, declared that they in thought always come back to Traverse City and Grand Traverse Bay as the most beautiful spot of all, the one in which their fancy paints the most enchanting of summer home.

This question is often asked, "If these things are so, why has this point so long been passed by, and why are not the shores of our beautiful bay before this dotted with cottages and gay with resorts, and the great tide of summer travel setting in here, instead of elsewhere?" and the answer has been, "The time is coming, but is not yet here."

But the day for the asking and the answering of this question is drawing to a close, and the time of the location of resorts along the great bay is come. All indications point to a boom in this line, beginning with 1890. Or that date may be corrected and read that 1889 sees the beginning of it already.

A recent purchase of a valuable tract of land on the bay shore, a few miles from Traverse City, by Grand Rapids business men and a resident of our village, and that of an adjoining tract by the Universalists of Michigan, is an important move in this direction.

Eight miles down the bay, and one mile north of Marion island, a point of land extends into the bay in a southerly direction about one and a half miles, and is from a quarter to one and a quarter miles in width, curving to the south to form, with Marion island, a small bay known as Bower's Harbor.

This point was formerly known as Tucker's Point, from its original owner, one of the early Mormon settlers, and afterwards as Emory Point, from Capt. Wm. Emory, whom all old residents remember so well, and remember, too, how he never tired of talking of its beauties and of his intentions regarding it.

The extremity of this point, including 126 acres, is the recent purchase mentioned. One hundred acres is owned by the company, prominent members of which are E. A. Stowe, editor of THE MICHIGAN TRADESMAN, O. F. Conklin, of Grand Rapids, and Frank Hamilton, of Traverse City, who will at once proceed to plat the same, utilizing every point for the pleasure of the prospective owners.

The first thing done will be the making of a beautiful drive around the entire point, all within sight of, and in fact, within a stone's throw of the water, while parks, streets and alleys will cross and recross the point. Following the shore on the east side, southward, the first level is reached at the beginning of this tract, running thirty feet above the water's edge, and twelve rods wide, extending to the extreme point, gradually extending as it runs north, forming one of the prettiest and widest beaches ever seen on inland waters. It is the intention of the owners to plat the lots facing the water around this level plateau, at a distance of twelve rods from the point of beginning.

Another thirty foot rise, rather abrupt, runs around the point, receding from the western shore somewhat. Upon the plateau is the old farm—something like seventy-five acres, partially covered with fine hardwood timber, some of it second growth. This overlooks the water from both sides, with its passing steamers and ships with white sails, and to the south the pretty town with its glistening spires and the rising smoke from its mills, dimly seen in the hazy distance, but still fair to look upon. On either side and across the bay are the beautiful hills with their green forests, and overhead the clear Traverse sky with its golden sunshine, from which is poured the pure bracing northern air, the very breathing of which makes life worth living.

The boating in Bower's Harbor is unequalled. There is no time in the season when the smallest craft will not glide smoothly over the glassy sheet, and the bathing ground is also the best of its kind. Aside from two deep water points, one on each side the point, and with the farther exception of a few rods of rocky reef, the shores for bathing cannot be excelled. One can walk for rods on the sandy and shoal bottom before the knees are touched by the waves. At the same time the deep water points mentioned allow the ordinary steamboats to run their noses to within six feet of the shore on one side, and twenty on the other.

The Universalists will proceed to treat their property in the same manner as the private corporation. Their portion is equally attractive, being, in short, a part of this beautiful point, having about twenty-six acres, on the north and west, along the shore, and also a small tract on the east, coming down to the eastern shore of the point. They propose to gradually develop this into a popular resort for the members of their denomination throughout Michigan and Illinois.

After the platting, the lots will be placed on sale, and we shall not be surprised to see many of our neighbors slip down to one of our popular steamers some day in the near future, take a run to Traverse Point, select a lot and plan them a cottage home there, where most, where sandflies never bite, for indeed there are none. We shall have more to say concerning this matter later on.

Bricks and Hygiene.

Statistics show that people live longer in a brick house than in stone, and that wooden houses are the least healthy.

This suggests the idea of using paint on masonry. An authority states that 100 years ago it was fashionable to paint brick buildings white, and many charming structures remain to attest the value of a coat of paint in preserving the masonry, and its pleasant, home-like effect is a foil to the vines and shrubs with which even city houses are now commonly adorned. If it should prove, as might be easily ascertained, that the painted brick houses preserve their inhabitants more effectively from sickness and premature death than the unpainted ones, it would be worth while to revive the ancient fashion, and, with our greater resources in the way of materials and ideas, exterior coloring might become as important an accessory to the architecture of the twentieth century as it was to that of the twelfth or thirteenth.

No More Canadian Transients.

Resident Michigan laborers who work in the pinneries are liable to receive practical benefit by the enforcement of the alien contract labor law. It is well understood that several thousand Canadian woodsmen invade the Michigan pinneries each winter and return home in the spring with their earnings, but those in authority are now enforcing the law against the admission of foreign laborers, and they are being refused permission to the line at Port Huron. Hundreds of them have been stopped already, and orders have gone forth that this refusal to enter Uncle Sam's domain is to be continued. Whether this movement will affect wages in the woods remains to be seen, but the probabilities are that it will.

Dry Goods.

Prices Current.

Atlantic A. 7 1/2
Atlantic B. 7 1/4
Atlantic C. 7 1/4
Atlantic D. 7 1/4
Atlantic E. 7 1/4
Atlantic F. 7 1/4
Atlantic G. 7 1/4
Atlantic H. 7 1/4
Atlantic I. 7 1/4
Atlantic J. 7 1/4
Atlantic K. 7 1/4
Atlantic L. 7 1/4
Atlantic M. 7 1/4
Atlantic N. 7 1/4
Atlantic O. 7 1/4
Atlantic P. 7 1/4
Atlantic Q. 7 1/4
Atlantic R. 7 1/4
Atlantic S. 7 1/4
Atlantic T. 7 1/4
Atlantic U. 7 1/4
Atlantic V. 7 1/4
Atlantic W. 7 1/4
Atlantic X. 7 1/4
Atlantic Y. 7 1/4
Atlantic Z. 7 1/4

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Atlantic Y. 7 1/4
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Atlantic W. 7 1/4
Atlantic X. 7 1/4
Atlantic Y. 7 1/4
Atlantic Z. 7 1/4

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

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E. A. STOWE, Editor.

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THE LOGIC OF FACTS.

Theoretically, questions of fact can be answered without a possibility of fairly questioning the correctness of the answer. Practically, facts are often as difficult of demonstration as a proposition in moral philosophy. Let any one who doubts it attend, let us say as a juror, a few trials in some civil or criminal court. Again and again do witnesses, equally credible, contradict one another on matters concerning which it would seem that there should be no possibility of two opinions. One swears that the clock struck ten at a given time, another that it struck twelve. One swears positively that he saw the accused commit the crime. Another swears that at the same moment, he, the accused, was ten miles away. Do these witnesses lie? By no means! If it were a question of color and there were a conflict of testimony concerning red and green, everybody would say "color blindness," of course, and the proper tests would be applied. But, if eyes play such tricks under known conditions, what guarantee have we against unheard-of freaks under unknown conditions? There are such things as optical illusions, but does any one pretend to say when or how they occur, except under cover of some wholly inadequate generality—disordered nerves or the like? How do we know what we really see? So in regard to the other senses. The writer hereof knows a person of otherwise quick perceptions who is unable to hear a sound at the receiving end of the telephone, and it is said that to some persons certain common noises are wholly inaudible. Not long since a party of three inspected a New York dwelling with a view to signing a complaint to the Board of Health. Two of them perceived a sickening odor, which to the third was imperceptible, although his nose is not ordinarily impotent.

Where do we stand, then, in regard to facts? Certain undefined dimensions and shapes, standing in certain relations to other undefined dimensions and shapes, are invisible or distorted in certain eyes. Some sounds, under conditions not at all understood, are inaudible to certain ears. Odors which are vile to one set of olfactory nerves are inoffensive to another set. How are we going to prove our simplest statements regarding tangible material things, and are we ever justified in assuming that a fellow-being is willfully a liar? Perhaps he really thinks he saw or heard, or smelled what he says he did—shall we brand him as a falsifier because his senses gave evidence at variance with our own?

That this is a very serious matter goes without saying. Heaven only knows what assumed fact of to-day may be refuted to-morrow, or what apparent impossibility of this year may not prove perfectly simple and practicable next year. It is not a very cheering prospect if we trust alone to individual perceptions, but this at least we know: Society and law and order have survived the process of the ages, and how could this have been, if, as a general thing, Truth had failed to come off victorious in her perpetual conflict with Falsehood?

BANKRUPTCY LEGISLATION.

Since the failure of the excellent Bankruptcy law drafted by Judge Lowell, of Massachusetts, it has seemed almost hopeless to try to overcome the resistance of the West to national legislation on this subject. But the announcement that Col. Torrey, an eminent member of the St. Louis bar, has prepared a bankruptcy law to be submitted to the next Congress, revives the hope that the power to legislate on this subject will no longer lie dormant, or pass to the States through the failure of Congress to come to any agreement. The proposed law enables the creditors of any insolvent debtor to appeal to the United States district court for a legal settlement of his estate. The court then appoints trustees nominated by the creditors, who take charge of the assets and receive in compensation a specified percentage on the sums they distribute to the creditors. They act under the supervision of referees appointed by the court, who are to be paid salaries derived from a tax on all estates thus disposed of. Careful provisions are made to prevent a debtor being forced into bankruptcy without good reason, and the consent of a reasonable number of his creditors is required. Other provisions guard against unjust preferences, the conveyance of property, and the like. Col. Torrey's professional brethren will hardly thank him for proposing a measure which dispenses with their services and cuts down their fees to the lowest figure possible. Indeed, it

is not easy to see how anyone will make a fee out of this mode of settling an estate, unless when there is an appeal from the referee to the district court.

The bill has been approved by the National Board of Trade, and also by several conventions of the business men of the Southwest and West, so that its passage may be reasonably expected from the next Congress.

ANOTHER WORTHY.

THE TRADESMAN has already paid its respects to two of the renegade organizers of the Patrons of Industry, and this week it desires to call attention to a third worthy, in the person of John Chalmers, of Cedar Springs. THE TRADESMAN has it on trustworthy authority that Chalmers is even a worse man than the sainted Elder Payne, whose name once occupied a conspicuous position on a criminal calendar of the Kent Circuit Court. Chalmers, it is alleged, owned a farm which he was anxious to dispose of and asked the Elder, in the capacity of supervisor, to certify that its value was greater than it really was, in order that the owner could obtain a loan for all or more than the land was worth. This the Elder declined to do, but Chalmers managed to secure someone to undertake the job—and the man who loaned the money now owns the farm!

PENNY WISE AND POUND FOOLISH.

Mancelona once had a well-equipped Business Men's Association, but the members permitted it to die from lack of nourishment. Since that time notices similar to the following have frequently appeared in the *Herald* of that place:

Another dead-beat skipped out last week, leaving debts unpaid amounting to over \$300. Our merchants are rapidly getting experience. It comes high, but they must have it.

THE TRADESMAN is assured that it is within bounds when it states that the losses sustained by the business men of Mancelona—losses which could have been avoided had the Business Men's Association been properly maintained—exceed \$1,000. The entire cost of sustaining the organization in the meantime could not have exceeded \$100.

In the State of Iowa not a mile of new railroad has been built for a year past. This is not because Prohibition has checked the advance of the State in prosperity, but because the railroad laws of Iowa have made investments in that kind of property extremely undesirable. Formerly the State was noted for the moderation and good sense shown in its legislation on this subject. It followed the example of Massachusetts in creating a Railroad Commission, in which large discretionary powers were vested, but whose chief function was to give advice backed by public opinion. This arrangement does not seem to have worked as well in the West as in the East, probably because the western roads are owned by people at a distance, while those of Massachusetts are not. Absentee owners generally care little for any public opinion which is not embodied in a law. But Iowa seems to have overdone the business of crystallizing opinion into legislation, so that capital has come to avoid the State in the matter of railroad investments.

For genuine and uncompromising selfishness the inconsiderate consumer of tobacco can give long odds to most of his fellow-citizens and still come out ahead. A notice conspicuously posted to the effect that no smoking is allowed may, it is true, prevent the overt act, but it does not prevent the retention between the fingers of a lighted cigar or cigarette, which is quite as offensive in a close car or waiting-room, as actual smoking would be. The other form of consumption, involving expectation, is often even more obtrusively annoying to the cleanly minded than smoking, but the posters never take it into the account at all, and if they did, would probably be utterly ignored. Justice Morgan, of New York, lately earned the lasting gratitude of non-smokers, as well as of smokers who cultivate a reasonable respect for the comfort of others, by fining two street-car offenders \$10 each and holding them in the sum of \$300 apiece to behave themselves for six months. The managers of the elevated roads in New York have recently made a rule which prohibits burning tobacco in any shape in their cars, and if every other street car line in America would do the same, and the passengers would second these efforts by calling the attention of officials and conductors to infractions of the rule, a nuisance will be abated and a wholesome school of manners established.

Citizenship is not rightly understood or properly regarded by a large number of those blessed with it. They consider its rights regardless of its responsibilities. They are jealous of its favors, but delinquent in the discharge of its duties. It is probably not saying too much to state that if the responsibilities and duties of citizenship were regarded with the same appreciation and interest as are its rights, there would be little need for law or any of its agencies. It is probably too much to expect of human nature, but the contemplation of a full and complete dis-

charge of its duties and responsibilities is most beautiful. The picture is attractive enough to inspire at least some effort in completing the sketch. Let any right secured by citizenship be violated and an effort to redress the wrong is carried to our highest courts. It is cause for international disputes and war. But how lightly is a failure to discharge the obligations of citizenship regarded! This question is not to be looked upon in a high patriotic, fourth-of-July fashion, but in a practical way with regard to the simple affairs of every-day life. A criminal escapes from the custody of the sheriff by the aid of another person, and we are told that the abettor is not legally responsible. This is a most foolish and dangerous doctrine. It leads to such a state of affairs that would destroy all the rights of citizens and make despotism imperative. Every citizen is a conservator of the peace and, in an important sense, an officer of the law. He can be called out at any time to preserve the peace or enforce the law. He could not otherwise be a citizen, and so far as he discharges these obligations so far does he fill the requirements of citizenship. A man is responsible not only for his own unlawful acts, but for every such act of his fellow-men which he can legally prevent, and he surely is not entitled to the rights of citizenship so long as he neglects its duties. Illegal acts of this character are committed every day without a thought of violating the essential principles of that citizenship which secures all the rights enjoyed. Some of our economies and oligies could well devote some space to this subject.

Official definitions are always entertaining when they can be accepted as official—that is, as conclusive—and it would be eminently instructive if we could persuade the great corporations, especially in this country and England—for these, we take it, are the great company-ridden peoples of the world—to give us their ideas as to the purposes for which the individual man exists. All great corporations profess to be actuated by the common conviction that they can do better for man than he can possibly do for himself, but the constant tendency is for them to insist upon doing what no individual at all wants to do on his own account. The individual stockholders of a company are probably as honest as the rest of the world in their personal capacity, and would never think of oppressing their fellow-citizens. But organize them under a president and a board of directors, and the rest, and they will make it exceedingly lively for any one who chances to stand in their way. The court records of nearly every state in the Union abound with instances where individuals have tried to fight corporations and have been disastrously worsted. Indeed, a case of this kind is well nigh hopeless where there are two sides—as there must be almost of necessity—to the question involved, for the strength of a combined purse suffices, in many legitimate ways, to out-manuever abstract justice. Given a large number of stockholders with their money invested for a common cause, and they are at once irresistible and helpless. Irresistible in that their representatives, the directors, can command an enormous aggregate of capital; helpless in that, scattered as they are, it is well nigh impossible for them to unite their votes, should they be dissatisfied with the management, oust the incumbent officials and reorganize on a new basis. This is sometimes done where there is a lack of daring or unscrupulousness on the part of president and directors; but it is nearly impossible where there are no scruples as to using the available means for retaining the balance of power. How to regulate the concentration of wealth and power in the hands of corporations is one of the questions that is sure, sooner or later, to crop out in politics, and there will be room for more wisdom than the average law-maker has habitually shown in legislating—enough, that is, and yet not too much.

The Raisin Industry of California. Fresno county, the geographical center of the fertile and extensive San Joaquin Valley, is the headquarters of this rapidly growing infant industry. The soil and climate prove so well adapted to the growth and curing of the fruit that the production has increased from 25,000 twenty-pound boxes, three years ago, to over 800,000 boxes the current year. New acreage has recently been added to such an extent that it is estimated the crop of 1890 will exceed 2,500,000 boxes.

The muscatel, of Alexandria, and the muscat, of Gorda Blanca, are the two varieties grown. The average yield is three tons of fruit per acre, which is dried for ten days on trays in the vineyard, and hauled in large shallow boxes to packing houses at the railroad, and placed in sweating rooms to complete the curing process. They are then sorted by the nimble fingers of girls. The fine, large bunches on the stems are selected for the first quality, and called London layers. These are worth \$1.90 per box. The remainder are run through a large machine similar to a fanning mill used by farmers for cleaning small grain. This detaches the scattering raisins from the stems, blows away the refuse, runs the fruit over screens and sorts it into two additional grades, called loose. Muscatels are worth from \$1.40 to \$1.75 per box of twenty pounds, according to quality.

The farmer is paid from five to six cents per pound for the fruit in its roughly dried state. Three and one-half pounds of green grapes make one pound of raisins.

At the present prices of fruit, the farmer receives an average of \$175 net per acre. The gross receipts of one small vineyard of two acres, this year, was \$780, out of which \$100 was paid for labor.

The land is irrigated, the water being brought long distances, in canals, by water companies, and costs the farmer about \$10 per acre per annum. So lucrative is the business, that it is attracting general attention. Large tracts are being subdivided into twenty-acre lots, and sold at \$100 per acre and upward, that three years ago could have been had for \$10 per acre.

The combination requisite to success in the business, viz., a suitable soil, a prolonged hot and exceedingly dry atmosphere, bright, sunny days, and an abundance of water for irrigation, is here obtained to perfection, and the industry has received an impetus that threatens to absorb all the available land in Fresno, Tulare and Merced counties, an acreage exceeding that of New England.

An average of ten car loads of raisins are now going forward daily to the Eastern States from Fresno county alone.

Advertising Isabella County.

C. M. C. Cook, of Mt. Pleasant, favors THE TRADESMAN with a pamphlet containing much interesting matter relating to Michigan in general and Isabella county in particular, as a home for settlers. The tables and estimates are condensed as far as practical, while the text is made as plain as possible.

Malta Castle

The Best 5-Cent Cigar on the Market.

MANUFACTURED BY

J. K. DELBRIDGE,

341 So. Division St., Grand Rapids.

Lemon & Peters, WHOLESALE GROCERS.

SOLE AGENTS FOR
Lautz Bros. & Co.'s Soaps,
Niagara Starch,
Amboy Cheese.
GRAND RAPIDS.

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.

PERKINS & HESS
DEALERS IN

Hides, Furs, Wool & Tallow,

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

WE CARRY A STOCK OF CAFE 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.

It will soon be



Very Cold,

TOO COLD TO SHIP RAVEN GLOSS.

Orders should be sent in at once for Raven Gloss, Alma, Gilt Edge, Glycerole and Royal Polish. I sell all dressings at manufacturers' prices and discounts. Lowest prices on all kinds of

Findings, Shoe Store Supplies, Etc.

Whitcomb & Paine's Calf Boots, Rubbers, etc. A Beautiful Smyrna Rug given with each gross dressing.

G. R. MAYHEW,
86 Monroe St., Grand Rapids, Mich.

E. W. HALL PLATING WORKS,

ALL KINDS OF
Brass and Iron Polishing

Nickle and Silver Plating
Corner Pearl and Front Sts., Grand Rapids.

9 Cords in 10 HOURS
Runs Easy
NO BACKACHE

BY ONE MAN. Write for descriptive catalogue containing testimonials from hundreds of people who have saved from \$10 to \$200 daily. 25,000 now successfully used. Agency can be had where there is a vacancy. A NEW INVENTION for filling saws sent free with each machine, by the use of this tool everybody can fill their own saws now and do it better than the greatest expert can with out it. Adapted to all cross-cut saws. Every one who owns a saw should have one. Ask your dealer or write FOLDING SAWING MACHINE CO., 808 to 811 South Canal Street, Chicago, Ill.

K. KNUDSON,

MERCHANT TAILOR

Gents' Furnishing Goods.

Fine stock of Woolen Suitings and Overcoatings, which I will make to order cheaper than any other house in the city. Perfect fit guaranteed. 20 West Bridge St., Grand Rapids.

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.

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.

THE

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 average ten cent cigars on the market.

Michigan Fire and Marine Insurance Co.

ORGANIZED 1881.

CASH CAPITAL \$400,000.

CASH ASSETS OVER \$700,000.

LOSSES PAID \$500,000.

D. Whitney, Jr., President. Eugene Harbeck, Sec'y.

The Directors of "The Michigan" are representative business men of our own State.

Fair Contracts, Equitable Rates,

Prompt Settlements,

Insure in "The Michigan."

GEO. H. REEDER,

State Agent

Lycoming Rubbers and Jobber of

Medium Price Shoes.

Grand Rapids, Mich.

The Best Fitting & Wearing Stocking Rubber.

Illustration of a shoe.

The Michigan Tradesman

WEDNESDAY, OCTOBER 30, 1889.

IDEALISM.

Toil degenerates into drudgery when it loses its poetry. So long as we can see in the labor assigned us any element that impels the mind to an upward movement we can be brave, and smile over our tasks. Do we realize all that idealism means to us in the common avocations as in the higher spheres of activity? Our souls are so permeated with this essence of divinity, we unconsciously gauge life and its forces by its proportion and strength in us. The power to glorify all toil belongs in a degree to each soul—to the kitchenmaid and the mechanic as well as the poet and artist.

When I hear a street-digger whistling cheerily about his work, I say to myself, "That man has some poetry in his life, though it may be nearly choked out by the poverty and lack of mental nutriment." When I hear a maid-of-all-work singing blithely over her dish-washing, I mentally exclaim, "That heart holds some ideal, though in embryo." That thought regarding the eternal existence of truth, expressed so finely by De Quincey, may be applied (by that broad interpretation which construes all thought in its largest sense) to these developed or formless ideals:

"It is the grandeur of all truth which can occupy a very high place in human interests, that it is never absolutely novel to the meanness of minds; it exists eternally by way of germ or latent principle in the lowest as in the highest, needing to be developed, but never to be planted."

But to a thoughtful mind the question arises, Will the soul become satiated by attainment, and relapse into a semi-comatose state of existence, through that law which decrees to each condition its counteraction? Throughout the physical world this law of reflex motion prevails to keep external equilibrium: why not in the psychical? To each spiritual tidal flow must there be a corresponding ebb? For each heaven-aspiring flight of the thrilled soul must there be a retrogression into the gloom of despair? And when, by some mighty pulsation of its divine passion, it touches the region of infinite light, must it become insensible to all after-glow—benumbed by the anesthesia of over-delight? Nay, I think not.

Were there an apex to each spiritual altitude it might be so. But there is height beyond all height, breadth encompassing breadth—immeasurable, illimitable realms outlying all the soul may fathom. Yea, God himself exists as the *Ultima Thule*, and the soul cannot exhaust the infinite!

These tidal-waves of feeling, of impulse, and aspiration, and their corresponding ebbs, are but efforts of the soul to gain its eternal equipoise. They have no significance beyond that which attaches to all motion, and can in no wise affect the spirit's upward flight, if it keep its ideals.

We cannot aim too high; neither is any beginning too small. Each disclosure of truth, each revelation of beauty, should be sacred to the soul, though it come in the disguise of toil, in the mask of poverty. We should seek the ideal in all the forms of life, in each phase of destiny; and, when we have found it, make it the altar whereon we lay our offering to God, the shrine where we kneel in worship of The Infinite.

EVA GORTON TAYLOR.

Rise and Decline of the Guild.
From early medieval times far into the middle ages in England, the line of demarcation between capital and labor so-called, was very indistinct. We are speaking now of that class devoted to reproduction, and not that engaged in warfare and pillage. The line between even so poor a young gentleman as Wilfred of Ivanhoe and Gurth the thrall was undoubtedly sharp and clear, and as good as infinite. But in the artisan class, where there was no necessary employer and employee, the lot of the one was very much the lot of the other. The artisan bought his materials, fashioned his wares, and sold them in his little shop, or hawked them at the fair. As his business grew, he took an apprentice—perhaps even two or three. The apprentices were part of his family. There was rude plenty for all, but opulence for none. The master found the apprentice in food, lodging and clothes, for four years; in the fifth year he paid him twenty shillings and found him in tools, and the apprentice fed and clothed himself. In the sixth year he paid him forty shillings, and the apprentice supplied himself with everything. At the end of the seventh year, he was free to engage in business on his own account, and to take to himself a wife. That is, he was free, after having been accepted by the guild. Without becoming a guild member, he could not engage in any kind of business. To become a guild member he had to furnish proof of his skill in his trade or craft, and of his good moral character. The object of the guilds was to obtain exemption from the thousand and one petty imports and taxes which bore down so heavily upon the common people, and to regulate internal trade. They were not political organizations, but economic. They did not seek to limit the rights of the feudal lords, but to secure to themselves certain exemptions and privileges. The obligations of a guild member enjoined upon him to notify the guild if he discovered in town any merchant not a member.

We can imagine that the guild treated such interlopers with scant mercy. They controlled the trade of the town absolutely. Their further object was to create a fund to aid impoverished members and to hold periodical banquets. They were allowed the right to acquire property, to govern themselves, and to hold conventions with the guilds of other towns to secure rights of free entry and exit, for their members.

The work of all craftsmen was scrutinized, and if found to be faulty, it was confiscated and the culprit was punished. Artisans were compelled to inhabit certain definite portions of the town, so as to be readily found when wanted. In order to prevent fraud and deception in the sale of goods, sales by candle light were absolutely forbidden.

The period during which the guilds exercised these functions appears to date from the eleventh to the fourteenth century. After that, their character gradually changed, and they became mere favorite associations or clubs, with a greatly lessened power to arbitrarily control trade. This change was no doubt due to the amelioration of social conditions, which made it possible for a gentleman to walk abroad without this sword.

But what the guilds lost in physical force they gained in moral. They grew rapidly in worldly wealth and social dignity. They have more than once loaned money to royalty. At the present day, they seem to be the underpinning of England's commercial structure. And yet it is difficult to reconcile this with certain existing facts. Apothecary's Hall, in London, is two hundred and eighty-three years old, and is not lacking in social dignity or worldly wealth, at the present time. They issue all the licenses to apothecaries, and no one who has not served a regular apprenticeship and been admitted a member of the company can obtain a license, so that, to some extent at least, they are a factor in the drug trade of London. But how is it, if this is the case, that they have stood idly by and allowed the co-operative stores of the army and navy, and the civil service, to cut the trade of the apothecary from under his feet? If there is any accusation of inertia, it must be brought equally against all other guilds, as the co-operative stores have worked destruction right and left, and the guilds have had nothing to say. It looks as if the day of their real power had departed.

How to Extend Our Foreign Trade.
A correspondent of *Boots and Shoes* says: "I have been much interested in the matter of exports of manufactured goods for years past, and have striven in every way to ascertain if possible the cause of their being so light. I am convinced that the one great cause is lack of transportation facilities. The buyer of to-day, whether in Buenos Ayres or Chicago, wants his purchases delivered promptly and with regularity. That we are not provided with regular direct communication with South America is the fault of our general government.

If heavy freight is to be sent to South America quickly and cheaply, it must be shipped to some English or German port and then reshipped to port of destination.

Some of the largest manufacturers of boots and shoes in Europe devote exclusive attention to the production of goods for the South American markets. The proprietor of one located in Switzerland has for many years made an annual visit to this country. His factory is stocked with American machinery, he cuts large quantities of American sole leather and has, so far as possible, adopted American methods of working. He has investigated the cost carefully, and he stated to the writer that it cost as much to produce most kinds of shoes in his country as it does like kinds in America. Said he: "If transportation was as direct, regular and cheap between New York and South American ports as it is between German ports and South America, I could afford to remove my factory to America."

What a sorry comment it is on our enterprise as a nation that we make the sole leather from South American hides, sell it to European manufacturers, to be made up in shoes for the people who gather the hides, we having no share in the manufacturing profits, except on the leather, and none on the transportation profits. Other nations encourage commerce by a judicious system of subsidies. As a nation we are now so situated that we can manufacture in competition with other nations. What we need is means for transporting our products as cheaply as they to the various markets. These may be secured if manufacturers and workmen will make a united effort to secure the necessary legislation.

Much is said of the benefits likely to arise from the grand international exhibition in 1893. If steps are taken between now and that time to increase our commercial marine, and the establishment of rapid and regular steam communication with those countries likely to be buyers, then the exposition will benefit our manufacturers by increasing the export trade, but if nothing is done in that direction, the exhibition will be no benefit to our export trade.

A "Saucy" Business Letter.

A story is told of a prominent T—street clothing firm. Looking over their books they discovered an account of long standing. "Write him a saucy letter," said the junior member to the book-keeper. "Yes, make it very strong," replied the senior. The book-keeper followed instructions and penned the following: "Your account is past due. If you do not settle within ten days we will draw on you at sight." This letter was handed to the firm.

"Do you think that is a smart letter?" asked one of them.

"It is a business one," said the book-keeper.

"Well, I don't think so," replied the former.

"Give me your pen, and I'll show you the way to do it," and he proceeded to write the following:

"Who bought my goods? You."
"Who promised to pay for them? You."

"Who didn't do so? You."
"Who is a liar and a thief?"
"Yours."

And, after signing the firm's name, he handed the effort chucklingly to the book-keeper.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun.....	45
No. 1 ".....	45
No. 2 ".....	70
Tabular.....	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.....	1 90
No. 0 Sun.....	2 00
No. 1 ".....	3 00
No. 2 ".....	3 25
First quality.	
No. 0 Sun, crimp top.....	2 15
No. 1 ".....	2 35
No. 2 ".....	3 25
XXX Flint.	
No. 0 Sun, crimp top.....	2 58
No. 1 ".....	2 80
No. 2 ".....	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled.....	3 70
No. 2 ".....	4 70
No. 2 Hinge, ".....	4 70
La Bastie, ".....	4 70
No. 1 Sun, plain bulb, per doz.....	1 25
No. 2 ".....	1 50
No. 1 crimp, per doz.....	1 40
No. 2 ".....	1 60
STONEWARE.—AKRON.	
Butter Crocks, per gal.....	06 1/2
Jugs, 1/2 gal., per doz.....	65
" 1 ".....	90
" 2 ".....	1 80
Milk Pans, 1/2 gal., per doz. (glazed).....	60
" 1 ".....	75
FRUIT JARS.—Per doz.	
Mason's, pints.....	8 50
" quarts.....	10 00
" 1/2-gallon.....	13 00
Lightning, quarts.....	12 00
" 1/2-gallon.....	16 00

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.

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.

Grand Rapids Fire Insurance Co.

Cash Capital, \$200,000.

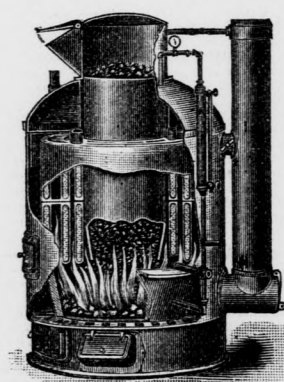
HISTORY.—Commenced Business November, 1882:

Year.	Assets	Total Income.	Total Expend's.	Surplus.
1882	\$100,359	\$ 2,578	\$ 2,675	.....
1883	109,793	25,276	16,505	.....
1884	115,670	40,933	35,142	.....
1885	136,257	51,054	41,168	.....
1886	239,501	57,759	45,660	\$ 5,378
1887	275,595	102,181	66,558	20,695
1888	300,227	123,240	99,249	35,983

DIRECTORS:

Julius Houseman, George W. Gay, Martin L. Sweet, I. M. Weston, H. Widdicombe, J. W. Champlin, D. A. Blodgett, S. F. Aspinwall, James Blair, T. Stewart White, Philo C. Fuller, E. Crofton Fox, A. J. Bowne, Thos. M. Peck, Francis Letellier, Grand Rapids; C. T. Hills, Muskegon; R. A. Alger, Detroit; Dwight Cutler, Grand Haven; F. B. Stockbridge, Kalamazoo; O. M. Barnes, Lansing; W. R. Burt, East Saginaw.

JULIUS HOUSEMAN, President.
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"COLUMBIA" Steam and Hot Water Boiler for warming dwellings, etc.

HUM & SCHNEIDER, Grand Rapids.

CR. Electro-Fdy
ELECTROTYPERS
Stereotypers
Photo & Zinc Engraving
Also Leads, Saws, Brass Rule
Box Wood
Maple, Grand Rapids Mich.

H. Leonard & Sons.

Grand Rapids, Mich.

Near Union Depot.

Cor. Spring and Fulton Sts.

HOLIDAY GOODS

If we have not sent you our new Holiday Catalogue No. 100, we shall be pleased to send one on request. The largest line of Staple and Fancy Goods in this line ever shown in Western Michigan.

Terms on Holiday Goods—Due Jan. 1. Buy early while assortment is complete.

ALSO SEND FOR OUR GLASSWARE AND CROCKERY CATALOGUE NO. 99

AND LAMP AND LAMP GOODS CATALOGUE NO. 101, IF

YOU HAVE NOT RECEIVED THEM.

H. Leonard & Sons.

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY.

ATLAS ENGINE WORKS
INDIANAPOLIS, IND., U. S. A.
MANUFACTURERS OF
STEAM ENGINES & BOILERS.
Carry Engines and Boilers in Stock for immediate delivery.

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

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

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

D. W. ARCHER'S TROPHY SUGAR CORN
DIRECTIONS
We have cooked the corn in this can sufficient. Should be thoroughly warmed (not cooked) adding piece of butter (size of hen's egg) and gill of cream (preferable to water). Season to suit when on the table. Note: genuine unless bearing the signature of Davenport Canning Co., Davenport, Ia.
OPEN AT THIS END * XUM MM S. I. IN CAN

CORLISS THE LANE & BODLEY CO. AUTOMATIC CUT OFF ENGINES
UNRIVALLED FOR STRENGTH DURABILITY AND CLOSE REGULATION.
THE LANE & BODLEY CO., 2 to 48 JOHN STREET, CINCINNATI, O.

DEATH

To the Pass Book.

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

Tradesman Credit Coupon Book,

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

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

\$ 2 Coupons, per hundred.....	\$2.50
\$ 5 ".....	3.00
\$ 10 ".....	4.00
\$ 20 ".....	5.00

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

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

Fac Simile of the Label of



The Best Scouring and Cleaning Soap in the World

Costs as much to manufacture as Sapollo, yet sells at about half the price (\$2.75 per box of 72 cakes). Can be retailed for as much with equal or better value to the consumer, although it is generally sold at 5 cents a cake. Cut this out, and ask your Jobber to send you a box of *Pride of the Kitchen*. It is worth trying.

WM. R. KEELER & CO., Wholesale Confectioners,

412 SOUTH DIVISION STREET.

TELEPHONE 92-3R.

We wish to announce to the trade that we are prepared to meet all competition in our line, which comprises a full line of confectionery, fruit and nuts.

We also carry the *Finest Line of Christmas Goods in the City*. Do not forget that we are agents for Rueckheim Bros.' Penny Goods, which are the best goods made, although sold at the same price as other makes. Mail orders promptly attended to.

EDWIN FALLAS,

JOBBER OF

Butter, Eggs, Fairfield Cheese, Foreign Fruits, Mince Meat, Nuts, Etc.

Oyster and Mince Meat Business Running Full Blast. Butter and Sweet Potatoes Going Like Hot Cakes. Let your orders come.

Office and Salesroom, No. 9 Ionia St., Grand Rapids, Mich.

Grand Rapids Fruit and Produce Co.,

Headquarters for C. WILKINSON & SON'S

Fancy Jersey Sweet Potatoes.

3 NORTH IONIA ST., GRAND RAPIDS.

MOSELEY BROS.,

—WHOLESALE—

Fruits, Seeds, Oysters & Produce.

All kinds of Field Seeds a Specialty.

If you are in market to buy or sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

26, 28, 30 and 32 Ottawa St., - - GRAND RAPIDS.

Alfred J. Brown,

WHOLESALE

Foreign Fruits, Nuts, Dates, Figs, Etc

16 and 18 North Division Street, Grand Rapids.

A. HIMES,

Shipper and Retail Dealer in

Lehigh Valley Coal Co.'s COAL

Office, 54 Pearl St. Grand Rapids, Mich.

THE ABOVE COMPANY'S COAL IN CAR LOTS ALWAYS ON TRACK READY FOR SHIPMENT.

MICHIGAN CIGAR CO.,

Big Rapids, Mich.

MANUFACTURERS OF THE JUSTLY CELEBRATED

"M. C. C." "Yum Yum"

The Most Popular Cigar.

The Best Selling Cigar on the Market.

SEND FOR TRIAL ORDER.

DETROIT SOAP CO.,

Manufacturers of the following well-known brands:

QUEEN ANNE, TRUE BLUE,	MOTTLED GERMAN, SUPERIOR, PHENIX,	ROYAL BAR, MASCOTTE, AND OTHERS,	CZAR, CAMEO,
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For quotations in single box lots, see Price Current. For quotations in larger quantities, address,

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

BLIVEN & ALLYN,

Sole Agents for the Celebrated

"BIG F" Brand of Oysters.

In Cans and Bulk, and Large Handlers of OCEAN FISH, SHELL CLAMS and OYSTERS. We make a specialty of fine goods in our line and are prepared to quote prices at any time. We solicit consignments of all kinds of Wild Game, such as Partridges, Quail, Ducks, Bear, etc.

H. M. BLIVEN, Manager. 63 Pearl St.

Wholesale Price Current.

obl. and Kings and Snows at \$2.50. Or
varieties command \$1.75 per bbl.

obl. and Kings and Snows at \$2.50. Or
varieties command \$1.75 per bbl.

DRIED FRUITS—Domestic.		SAL SODA.	
Apples, sun-dried.....	54¢ 5%	Kegs.....	1½
evaporated.....	65	Granulated box.....	1½
Apricots.....	615	SAPOLIO.	
Blackberries ".....	12	Kitchen, 3 doz. in box.....	2 35
Nectarines ".....	12	Hand, ".....	2 35
Peaches ".....	12	SAUERKRAUT.	
Plums ".....	12	Silver Thread, 15 gallons.....	2 75
Raspberries ".....	20	" " ".....	2 90
CURED FRUITS—		SYRUPS.	
In drum.....	223	Corn, barrels.....	223
In boxes.....	225	one-half barrels.....	223

DRIED FRUITS—Currants.		Pure Sugar, bbl.	260 3/4
Zante, in barrels	50 1/2	" " half barrel	300 3/4
DRIED FRUITS—Figs.		SWEET GOODS.	
DRIED FRUITS—Pines.		Ginger Snaps.	9 XXX
Turkey	44 3/4	Sugar Creams	9
in quantity	40 1/2	Frosted Creams	9
California	34 1/2	Graham Crackers	9
DRIED FRUITS—Raisins.		Oatmeal Crackers	9
Valencias	74 3/4	Boxes	54
Ordanas	9 1/2	Kegs, English	44
London Layers, California	20 50	TEAS.	
London Layers, foreign	20 50	JAPAN—Regular.	
Muscata, California	20 35	Fair	14 @ 16
DRIED FRUITS—Pear.		Good	16 @ 18
Lemon	13	Choice	24 @ 26
Prune	14	Choicest	30 @ 34
PAINKILLER'S GOODS.		Fair	SUN CURED.
Farina, 100 lb. kegs.	30	Good	14 @ 15
Hominy, per bbl.	30	Good	16 @ 18
Macaroni, 15 lb. box	30	Choicest	24 @ 26
" imported	30	Fair	14 @ 15
		Good	16 @ 18

Pearl barley	63	Choice	24	62 1/2
" " " "	63 1/2	Choice	40	63 1/2
" split	63			
Sago, German	63	Fair		63 1/2
Tapioca, 1/2 or 3/4	64 1/2	Choice		63 1/2
" " " " cracked	64 1/2	Choice		63 1/2
Vermicelli, import	60	Extra choice, wire leaf		64
" " domestic	60	Choice		64
PLAID EXTRACTION				
Jennings's C. D. Lemon Vanilla		Common to fair	25	65
2 oz. Pearl, doze	85	Extra fine to finest	50	65 1/2
4 oz. "	140	Choice	75	65 1/2
8 oz. "	225			
No. 3. "	100	Common to fair	30	65 1/2
No. 4. "	275	Superior to fine	40	65 1/2
No. 5. "	400	Choice		
No. 6. "	600	Common to fair	18	65 1/2
4 oz. Taper, "	160	Superior to fine	30	64

1	½ pt., Round, " 4 25	7 50	Common to oldEng.	25	30
2	" " " 8 50	15 00	Superior in flavor	30	35
3			Fine to choicest	55	65
4	FISH—SALT.				
5	Cod, whole	4½ @ 7	ENGLISH BREAKFAST.		
6	" "bonesea"	@ 7	Fair	25	30
7	Halibut	9½ @ 10	Choice	30	35
8	Herring, round, ¼ bbl.	2 75	Best	55	65
9	" "gibbed	2 75	Tea Dust	8	10
10	" "Holland, bbl.	@ 70			
11	" "Kegs new	12	TOBACCO—Plug.		
12	" "Scaled	22	S. W. Venable & Co's Brand		
13	Mack. sh's, " 4 ¼ bbl	12 00			

14	"	12 lb kit.	1.30	Nimrod, 4x12s and 2x12
14	Trout, 1/4 bbls.	1.00	Remond, 2x3x12, 16 oz.	
14	"	4.00	64	
15	"	10 lb kits.	1.00	Big 5 Center, 3x12, 12 oz.
15	White, No. 1, 1/4 bbls.	.55	Wheel, 5 to 1 b.	
15	"	12 lb kits.	1.00	Trinker, 3x9, 9 oz.
15	"	10 lb kits.	.85	Ja. G. Butler & Co.'s Brand
15	"	Family, 1/4 bbls.	2.50	Something Good.
15	"	1/4 b.	.50	Double Pedro
15		GUN POWDER.		Peach Pie
15	Kegs	.55	25	Wedding Cake, blk
15	Half kegs	2.88		

	LAWICKS.	30	Tobacco—Fine Cut.	
75	No. 1.	30	D. Scotten & Co.'s Brands.	
75	No. 2.	50	Hawatha	65
85	LICORICE.		Sweet Cuba	30
00	Pure.	30	TRADEMAN CREDIT COUPONS	
75	Calabria.	25	\$ 2 per hundred.	2
00	Sicily	15	" " "	3
75	MOLASSES.		" " "	4
00	Black Strap.	23	\$20. " " "	5
00	Cake Baking.	22 25	Subject to the following d	
00	Porto Rico.	24 35		

80	New Orleans, 60000.....	25 50	60000.....	25 50
90	" choice.....	26 00	240 or over.....	10 per ce
80	" fancy.....	45 48	1000.....	20 "
9	One-half barrels, 3c extra.		1000.....	20 "
9	OATMEAL.		VINEGAR.	
9	Muscatine, Barrels.....	5 75	40 gr.....	10 "
10	" Half barrels.....	3 12	50 gr.....	10 "
80	Cases.....	2 15 62 25	60 gr.....	10 "
9	ROLLED OATS.....		\$1 for barrel.	
9	Muscatine, Barrels.....	@ 5 75	YEAST.	
90	" Half bbls.....	@ 3 12	Fermentum, Compressed.	
20	" Cases.....	2 15 62 25	MISCELLANEOUS.	

40	Michigan Tea	15	Cocoa Shells, bulk	15
50	Water White	15	Jelly, 30-lb. pails	15
00	PICKLES.	15	Sage	15
10	Medium	5 25	PAPER & WOODENWARE	
15	1/4 bbl	3 00	PAPER.	
20	Small, bbl	6 25		
25	1/2 bbl	3 50	Curtiss & Co. quote as	
30	PIPES.		lows:	
40	Clay, No. 216	1 75	Straw	
45	" T. D. full count	75	Light Weight	
50	Cob, No. 3	40		

	Carolina head	6½	Hardware	
25	" No. 1	5¼	Bakers	
75	" No. 2	5½@	Dry Goods	
	" No. 3	5	Jute Manila	
	Japan	5½@6½	Red Express No. 1	
			" " No. 2	
85	Common Fine per bbl.	76¢80	TWISTES	
90	Solar Rock, 56 lb. sacks	28	48 Cotton	
28	28 pocket	2 06	Cotton, No. 2	
60	60 "	2 15	" " 3	
40	100 "	2 30	Sea Island, assorted	
40	100 lb. bag	75		

00	Higgins "	75	No. 5 Hemp
01	Warsaw "	37	No. 8 B.
08	" ½ bu "	20	Wool
20	SALERATS.		
00	DeLand's "Pump."	5	Tubs, No. 1.
40	Church's, Cap Sheaf.	5	" No. 2.
55	Dwight's "	5	" No. 3.
50	Taylor's "	5	Pails, No. 1, two-hoop.
00	SEEDS.		
00	Mixed bird.	4½	" No. 1, three-hoop.
90	Caraway.	10	Clothespins, 5 gr. boxes
10	CANARY.	4	Bowls, 13 "

00	Hemp.....	4	"	15	"	.....
00	Anise.....	8	"	17	"	.....
00	Rape.....	4	"	assorted, 17s and 18s		.....
00	Mustard.....	7	"	6s, 17s and 19s		.....
12 3/4	snuff			Baskets, market		.....
16 1/2	Jetline, 1 doz. in box.....	.75	"	buschel		.....
	snuff.		"	"	with covers	.....
23	Scotch, in bladders.....	.37	"	willow c'ths, No.1		.....
35	Macabony, in jars.....	.35	"	"	No.2	.....
35	French Rapp, in jars.....	.43	"	"	No.1	.....
38	SOAP.		"	splint	"	No.1
	Detroit Soap Co.'s Brands.		"	"	"	No.2

37	Superior.....	3 30	"	"	"	No. 3
	Queen Anne.....	3 50				
25	German Family.....	3 00				
30	Mixed German.....	3 00				
	Old German.....	2 70				
	U. S. Big Bargain.....	1 57				
	Front, Floater.....	3 75				
	Cocoa Castle.....	3 00				
6 7/8	Cocoa Castle, Fancy.....	3 36				
	Allen B. Wrisley's Brands.					
19	Old Family.....	3 75				
	High Country.....	3 30				
	Patent "sacks".....					

21	Una, 100.....	3 65	" " barrels.....	
22	Bounce, 100.....	3 15	" " MEAL.....	
23	SPICES—Whole.....		Bolted.....	
24	Allspice.....	9	Granulated.....	
25	Cassia, China in mats.....	8		
26	" Batavia in bund.....	11	Bran.....	
27	" Saigon in rolls.....	40	Ships.....	
28	Cloves, Amboyna.....	26	Screenings.....	
29	Zanzibar.....	26	Middlings.....	
30	Mace Batavia.....	80	Mixed Feed.....	
31	Nutmegs, fancy.....	80	Coarse meal.....	
32	" No. 1.....	75	CORF.....	

" No. 2.....	70	Small lots.....	
Pepper, Singapore, black.....	18	Car "	
" " " " white.....	30		
" shot.....	30	Small lots.....	OATS.
SPICES—Ground—in Bulk.....		Car "	
Allspice.....	15		RYE.
Cassia, Batavia.....	30	No. 1.....	
" " " " and Saigon.....	25		BARLEY.
" Saigon.....	42	No. 1.....	
Cloves, Amboyina.....	32	No. 2.....	
" Zanzibar.....	25		HAY.
Ginger, African.....	12½	No. 1.....	

1	25	Coennh.	15	No. 2.	15
1	25	Mace Batavia.	90		
1	50	Mustard, English.	22	HIDES, PELTS and FURS.	
1	50	" and Trie.	25	Perkins & Hess pay as	
2	25	" Trieste.	27	follows:	
2	25	Nutmegs, No. 2.	30		
1	90	Pepper, Singapore.	21	GREEN HIDES.	
1	15	" white.	30	Part Cured.	4
		" Cayenne.	25	Full "	6
7	50	Herbs & Spices, small.	65	Dry.	5
		" large.	125	Dry.	3
				Dr. Kips	3

8	Mystic, 64 lbs.	4 48		"	cured	45 00
6	"	barrels	6		Deacon skins	10 00
6					½ off for No. 2.	
6		SUGARS.			PELTS.	
6	Cut Loaf.	@	7 75		Shearlings	10 00
6	Cubes	@	7 75		Estimated wool, per lb	30 00
7	powdered	@	7 75			
7	Granulated, H. & E.'s.	7 18 75	74		MISCELLANEOUS.	
7	"	Franklin.	7 18 75		Tailow	3 00
6 ½	"	Knight's.	7 18 75		White sugar	3 00
6	Confectionery A.	7 07 00			Switches	3 00
6	No. 1 White E.C.	6 14 00			Ginseng	2 00
6	No. 2 Extra C.	6 14 00				

38	No. 3 C. golden.....	6	②	6½	wool.
	No. 4 C. dark.....		②	5½	Washed.....
24	No. 5 C.....		②	5¼	Unwashed.....

The Michigan Tradesman

END OF A BUSY LIFE.

Death of a Veteran Soap Maker at the Age of Eighty.

B. T. Babbitt, the veteran soap manufacturer, died on the 20th, at the ripe age of 80 years. The New York Tribune thus refers to the principal events of his busy life:

The history of Mr. Babbitt's life is the history of the growth of the manufacture of soap in America. That industry is not popularly regarded as ranking among the foremost pursuits to which men devote their energies, yet to manufacture soap successfully, even when following in the beaten paths of soap-love, requires much skill. For the materials are rarely of exactly the same qualities and the process cannot be reduced to the nice exactness of other chemical manipulations, and much depends upon the judgment and experience of the operator. As in every other line of business, there is always some individual who takes the lead of his competitors and maintains it, so in this the name of B. T. Babbitt was more widely known perhaps than any other, and his manufacturing establishment in this city is probably the largest in the United States, if not in the world, devoted to the production of soap as a specialty. Its yearly production reaches twenty to twenty-five million pounds of soap.

When Mr. Babbitt entered in the business most of the soap used in this country was imported from Europe, and his entire plant was contained in a two-story building, twenty-five by one-hundred feet. He lived to see the trade revolutionized and his gigantic establishment cover twenty-three city lots, with a floor space of 300,000 square feet. One of the sights of New York to people interested in its manufactures has long been Mr. Babbitt's six immense kettles, made of heavy boiler iron, their aggregate capacity being 3,500,000 pounds, while the value of the raw material it takes to fill them before boiling is \$216,000. "What do you think it costs Babbitt to keep the kettle boiling?" was long a venerable joke in the trade. Most of the machinery employed in the great factory is of Mr. Babbitt's own invention. He was possessed of a high order of inventive genius, and a great part of his success in the business of manufacturing, in which a small proportion of those who engage succeed, was due to his ability when a new idea struck him to "turn in" himself and make the machinery necessary to carry it out.

He was born on a farm at Westmoreland, N. Y., in 1809, and had little or no opportunity in his early days for acquiring an education. His boyhood and youth were spent in farm drudgery, but when his frame became well knit and able to endure the harder toil of a blacksmith, he left the farm and began to learn that trade, moving from Westmoreland to Utica. Here he first discovered that he had mechanical genius, and acquired a village reputation as an apt mender of farm machinery, such as there was of it in those days. Saving his earnings here, he moved to Little Falls, Herkimer County, and began to manufacture farm machinery on a small scale, with considerable success, making a specialty of the construction of threshing-machines. Here his inventive ability brought him into prominence, for he manufactured the first mowing-machine that would move ever made in the world. Having accumulated about \$10,000, he desired to extend his operations; so, placing the management of his business in the hands of a friend he thought he could implicitly trust, he came to New York in 1843 and began the manufacture of saleratus.

He had not more than got fairly started when he met with a crushing blow. His manager at Little Falls proved recreant to his trust, and Mr. Babbitt was left literally without a dollar of capital. Nothing daunted, however, he worked away all the harder at his new enterprise. He met with keen competition, and added the production of soap-powder to his business. Still, he was making little progress, when a fortunate discovery by him effected a complete revolution in the manufacture of saleratus. Hitherto it had been made only from pearl-ash, but he managed to produce the same results with soda-ash, a saving in the process of at least 80 per cent. This valuable invention gave him the control of the trade in saleratus over the whole country, and his wealth began to accumulate rapidly.

About 1858 he began to manufacture the various brands of soap for which he is best known and which have made his great fortune. All through his life his inventive faculty was busy with some new mechanical problem. In order to have scope for these ideas he erected extensive works in 1871 in the village of Whitesboro, Oneida County, N. Y., on the line of the Erie Canal. Not less than \$500,000 was expended on these works. They were devoted principally to the construction of the boilers, engines and machinery required in the New York factory, as well as to the building of the various mechanical appliances which are Mr. Babbitt's own invention. Among these may be mentioned a steam canalboat, built to solve the difficult problem of how to use a steam vessel in canals without endangering the safety of the banks by the vessel's "wash;" a rotary steam engine without piston, cylinder or valves, and a combined steam-generator, condenser and steam-heater.

Mr. Babbitt's fondness for invention, and the amount of time he devoted to it, made it necessary to surrender much of the management of his business to employees. He had started to manufacture saleratus with a partner, L. T. Earle, but another, his trusted accountant for many years, C. R. Beckwith, possessed so entirely the old man's confidence, that by a series of embezzlements, he secured \$225,000 of his employer's money without Mr. Babbitt even suspecting it. The thief was unmasked by a detective who came upon Beckwith's trail by accident and the accountant served out a term in Sing Sing for his crime, but refused to give up the money.

Mr. Babbitt's fortune is valued at \$5,000,000, invested in his business plant here, his branches in Philadelphia and Cincinnati, a number of houses in New York, his own fine home, No. 35 West Thirty-fourth street, and his country home and a good deal of village property

about it at Ravenswood, L. I. His fine farm of 100 acres in Westchester County is also worth considerable money. Here he delighted to raise the big Percheron horses that drew his heavy vans through the streets of the city. In appearance Mr. Babbitt was tall and commanding; a fine, open face, clean-shaven, with piercing eyes and hooked nose, was surmounted with a great shock of thinly-curled hair, jet-black in his youth, but for a long time snowy-white. For many years he always wore about the factory, which he personally superintended, a swallow-tailed dress-coat of black broad-cloth and a high hat.

Dana on the Drummer.

From the New York Sun.
So far as this country is concerned, the drummer is a type of character produced since the war; but he has already brought about a radical change in the methods of business and in the body of men pursuing it. He is a distinct individuality, aggressive and irrepressible, who is modifying, not merely business life, but to some extent social life also. In this respect and in the effect of his wonderful habits, he bears a likeness to the sailor of the days before steam had worked its transformations. A very interesting character for the study of the social philosophers is the modern American drummer.

HARDWOOD LUMBER.

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

Basswood, log-run	13 00/15 00
Birch, log-run	15 00/16 10
Birch, Nos. 1 and 2	22 00
Black Ash, log-run	14 00/16 00
Cherry, log-run	25 00/40 00
Cherry, Nos. 1 and 2	50 00/65 00
Cherry, Cull	12 00
Maple, log-run	12 00/13 00
Maple, soft, log-run	11 00/13 00
Maple, Nos. 1 and 2	20 00
Maple, clear, flooring	25 00
Maple, white, selected	25 00
Red Oak, log-run	20 00/21 00
Red Oak, Nos. 1 and 2	26 00/28 00
Red Oak, 1/4 sawed, 6 inch and up	28 00/40 00
Red Oak, 1/4 sawed, regular	30 00/32 00
Red Oak, No. 1, step plank	25 00
Walnut, log-run	25 00
Walnut, Nos. 1 and 2	27 00
Walnuts, cull	25 00
Grey Elm, log-run	12 00/13 00
White Ash, log-run	14 00/16 00
Whiteoak, log-run	20 00/22 00
White Oak, log-run	17 00/18 00
White Oak, 1/4 sawed, Nos. 1 and 2	42 00/43 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.
Take a Specialty of Collections. Accounts of Country Merchants Solicited.

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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.

TIME TABLES.

Grand Rapids & Indiana.		
In effect Oct. 6, 1889.		
TRAFFIC GOING NORTH.		
Traverse City & Mackinaw.	Arrive.	Leave.
Traverse City Express.	7:00 a.m.	7:30 a.m.
Traverse City & Mackinaw.	11:30 a.m.	11:30 a.m.
From Cincinnati.	8:45 p.m.	8:45 p.m.
GOING SOUTH.		
Cincinnati Express.	7:00 a.m.	7:00 a.m.
Fort Wayne Express.	11:45 a.m.	12:45 a.m.
Cincinnati Express.	5:30 p.m.	6:00 p.m.
Kalamazoo and Chicago.	10:40 p.m.	11:05 p.m.
Train leaving for Cincinnati at 6 p. m. and arriving from Cincinnati at 7 p. m., runs daily, Sundays included. Other trains daily except Sunday.		
Sleeping and Parlor Car Service: North—7:30 a. m. and 4:30 p. m. Trains have sleeping cars for Mackinaw City. South—7 a. m. train has chair car and 6 p. m. train Pullman sleeping car for Cincinnati; 11:05 p. m. train has Wagner sleeping car for Chicago.		
Muskegon, Grand Rapids & Indiana.		
Leave	Arrive.	
7:00 a.m.	10:15 a.m.	
11:15 a.m.	3:45 p.m.	
5:40 p.m.	8:45 p.m.	
Leaving time at Bridge Street depot 7 minutes later. C. L. Lockwood, Gen'l Pass. Agent.		

Detroit, Grand Haven & Milwaukee.

GOING WEST.		
Trains	Arrive.	Leave.
Morning Express.	12:50 p.m.	1:00 p.m.
Through Mail.	4:10 p.m.	4:30 p.m.
Grand Rapids Express.	10:40 p.m.	10:40 p.m.
Night Express.	6:40 a.m.	7:00 a.m.
Mixed.	7:30 a.m.	7:30 a.m.
GOING EAST.		
Detroit Express.	6:50 a.m.	7:00 a.m.
Through Mail.	10:10 a.m.	10:30 a.m.
Evening Express.	3:30 p.m.	3:45 p.m.
Night Express.	10:30 p.m.	10:35 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 p. m.		
Through railroad tickets and ocean steamship tickets and sleeping car berths secured at P. & O. H. & M. City offices at 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 Orono 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, Pittsburgh, Creston, Orville and all prominent points on connecting lines.
A. J. FAIRLEY, Gen'l Pass. Agent

OAK-LEAF SOAP,
ABSOLUTELY PURE.
THE BEST FOR THE LAUNDRY, THE BATH AND GENERAL HOUSEHOLD USE.
For Sale by all Grocers. ASK FOR IT.



THE ELOPEMENT.

Elegant reproduction of the famous Water Color by Kaemmerer, issued by us at a cost of over 5,000 dollars. A copy sent free to any address or receipt of 25 wrappers from the

OAK-LEAF SOAP

GOWANS & STOVER, Buffalo, N. Y.

WARRANTED NOT TO RIP.
Lot 796
Size 30-30
Price



Every garment bearing the above ticket is WARRANTED NOT TO RIP, and, if not as represented, you are requested to return it to the Merchant of whom it was purchased and receive a new garment.

STANTON, SAMPSON & CO., Manufacturers, Detroit, 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 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 Mfg Co., CHARLEVOIX, MICH.

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Plumbing,

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

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21 Scribner Street, Telephone No. 1109.

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We desire to call attention to our facilities for producing first-class job printing for the trade.

If you live in a part of the State where you cannot get satisfactory work, write us for estimates. Samples and prices sent on application.

We carry a complete line of stationery, papers—in fact all kinds of printers' stock. Send sample of what you want.

Fuller & Stowe Company,

100 Louis St., GRAND RAPIDS.

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.



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Rubber Boots and Shoes

Manufactured by CANDEE RUBBER CO.

Send for Large Illustrated Catalogue and Price List.

TELEPHONE 464.

No. 4 Monroe Street,

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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.

The Belknap Wagon and Sleigh Co.,

Grand Rapids, Mich.

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Road Logging Delivery Pleasure

SLEIGHS.

SEND FOR CATALOGUE.

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.

Putnam Candy Co.,

JOBBERS 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.,

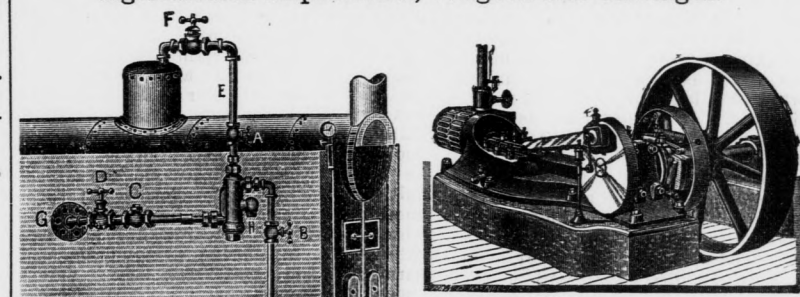
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BROWN & SEHLER,

DEALERS IN

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



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

No Combination Here

It is hardly necessary for us to inform the trade that we do not belong to the Wholesale Grocers' Combination and that we do not sell goods at combination prices.

Telfer Spice Company.

1 AND 3 PEARL STREET.

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.

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Novelties in Perfumery,

Comprising many New Shapes in Bottles, Brass Stands, China Stands, Glass Stands, Wicker Stands, from

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