

The Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 6, 1889.

NO. 320.

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Satisfactory boarding places secured for all who
apply to us. Do not go elsewhere without first
personally interviewing or writing us for full
particulars. Investigate and decide for your-
selves. Students may enter at any time. Address
West Michigan Business University and Normal
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Sec'y and Treas.
J. L. LEAN,
Principal.

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rooms have been especially designed in ac-
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is composed of the most competent and practical
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Potatoes,
Onions.**

FOR PRICES, WRITE TO
BARNEY BROS., Wholesale Dealers,
CHICAGO.

ROADS AND ROAD-MAKING.

Exhaustive Treatment of the Subject
by a Noted Engineer.
(CONTINUED FROM LAST WEEK.)

It should be borne in mind that this is not a mere paper organization, or code of forgotten statutes, but an actual working system in full operation to-day. It is the result of 120 years of thought and labor devoted to an important subject by some of the best minds in France, and the result is the most superb system of roads to be found anywhere in the world. The cost is surprisingly small, considering what is accomplished. The actual cost per mile of maintaining the national roads (all macadamized) is given in Devaux's Manual for each of the eighty-seven departments. It varies from \$60 to \$500 per mile, with an average of \$150, of which about half is for labor and half for materials. For maintaining less important roads the average cost per mile is as follows: departmental roads, \$135; important local roads, \$92; ordinary local roads, \$57; by-roads, \$42.

It would seem as if some what analogous system might be devised in America, by which the roads in each State might be placed in charge of the State Engineer, the repairs in each county to be made by the county surveyor, or according to the instructions of the State Engineer, a uniform road tax of say five mills to be levied throughout the State, but the amount of taxes raised in each county to be expended in that county. With an estimated valuation in the State of New York of \$1,200,000,000 (exclusive of city property) for the census of 1880, such a tax would yield \$6,000,000 per annum for the roads of the entire State; and this sum judiciously expended, according to well-digested plans and under competent supervision, would in a few years rebuild nearly all our important roads and maintain them in good order. The present system of independent action or inaction by each board of county commissioners is known to be a complete failure. What it costs for the entire State cannot be stated, for there are no statistics on the subject. Possibly, if the statistics were available, it would be found that the total cost is fully as great as the sum above stated, although the result is almost nothing. As for toll roads, and compulsory labor or a tax in lieu thereof, they are both out of date at the end of the nineteenth century.

In brief, then, the only system for good country roads, as shown by universal experience, is a bed of stone, broken into small angular fragments and thoroughly rolled, and maintained in good order by a small force of laborers, under proper organization and supervision, constantly at work summer and winter in cleaning of the road and repairing any defects as they appear; to which must be added from time to time, according to the amount of traffic and resulting wear, a general renewal of the road surface with the same materials.

City streets are simply roads of very heavy traffic, and the problem of paving is road-making designed to meet certain special conditions. A vast amount of ingenuity has been expended in the effort to make pavements that would be indestructible, but the effort is entirely futile. In the constant attrition of wheels and pavement something must be worn, and if the pavement is indestructible the wheels will soon be destroyed. That pavement is the cheapest which affords the least wear to its own surface and to the vehicles combined. A good pavement should be durable, smooth, cleanly, as nearly noiseless as possible, and afford a good foothold for horses. Every form of construction material—iron, brick, stone, and wood—has been tried in every conceivable manner of application during the last fifty years. The results of this large experience—as to cost and durability, ease of traction and cleanliness, noiselessness and slipperiness—have been carefully studied by French and English engineers, and to a certain extent much less extent by American engineers.

While it cannot be said that the exact amount of wear in terms of the traffic has been fully determined, nor that the effect of different pavements upon the wear of vehicles and the cost of transportation has been mathematically demonstrated, yet certain fundamental principles are now generally admitted by all who have given careful thought to the matter, viz.: 1. A foundation is necessary, which constitutes the real pavement, and which is indestructible. 2. On this foundation a suitable wearing surface should be laid, and renewed from time to time. 3. The only suitable wearing surfaces are stone blocks, asphalt and wood.

In reality, these principles are only a development of the macadam road. Since the surface of macadam is worn too rapidly by heavy traffic, it must be protected with a renewable surface, leaving the body of broken stone as the permanent road-bed. As broken stone and cement mixed with sand will acquire in a few days the solidity that macadam will attain only after several months or years, the bed of macadam metal has naturally given place to a bed of concrete. This is a bill of a somewhat similar character is now pending in the Pennsylvania Legislature. It provides for a uniform road tax of seven and a half mills, to be raised in each county by a board of road commissioners, and expended under their direction by a county engineer, provided that not less than forty per cent. of the road tax shall be expended in macadamizing or other permanent improvement. The act further provides that the county engineer shall be appointed by the Court of Common Pleas, that the roads shall be classified into highways, roads and lanes, and that the county shall be subdivided into districts, each in charge of a supervisor, and that he shall make plans and specifications for all work upon roads and report at stated periods concerning the same. The only defect in the proposed plan is its failure to provide some central supervision for the entire State, so that the roads should be constructed and maintained on a uniform system in the different counties.

*Asphalt pavements are really a form of stone. The asphalt which they contain acts as a cement to hold together the limestone or sand which forms the body of the material, being from 55 to 95 per cent. of its weight.

universally conceded to be the proper foundation for any good city pavement. A thickness of six inches has been found by experience to be amply sufficient; in cases of exceptionally heavy traffic it should be made of Portland cement, but in all other cases the ordinary American cements are quite strong enough.

In selecting the wearing surface, due regard should be had to the gradient, the traffic, and the climate. Stone blocks are the most durable, but they are the most expensive the most noisy, and offer the greatest resistance to traffic. Asphalt is the smoothest and cleanest, but it should not be used on grades of more than 4 1/2 in 100. Wood is the least durable, but it is smooth and noiseless. Among different kinds of stone, sandstone and limestone are not sufficiently durable, and trap is so hard that it polishes and becomes very slippery under traffic. Hence, granite is considered the best stone to use. Of asphalt there are two varieties, the natural bituminous limestone of France, and the artificial bituminous sandstone, made by mixing sand with pure asphalt, which is largely used in many American cities. Of wood, many varieties both hard and soft have been used, but the best wooden pavements of London and Paris are made of Baltic fir.

Acting on these general principles, engineers have usually recommended granite blocks in streets of heavy traffic or steep grades, and asphalt or wood for residence streets. They have for many years condemned macadam as a city pavement on account of its lack of durability, and because it cannot be kept clean, being always muddy when watered and dusty when dry. There are still large areas of macadam in the cities of Europe as well as of New England, but the expense of maintaining them is so great that they are being replaced as rapidly as possible.

The wood pavement on a concrete foundation has not been popular in America on account of its lack of durability, the wood surface requiring renewal every five or six years; but it is largely used in London and Paris.

The granite block surface has been used more largely than any other, an undue importance having been attributed to the element of durability regardless of all other qualities. But of late years the questions of noiselessness, cleanliness, and ease of traction have been more fully considered, and the result has been a large development of smooth-surface pavements, i. e., asphalt and wood.

The limits of this article do not admit an exhaustive statement of the relative merits of the different kinds of road surfaces, but certain facts in relation to them may be briefly stated.

1. **As to Durability.**—The average life of granite blocks under heavy traffic, in London, is fifteen years, during which time the wear is about two inches, and the edges become so rounded that the pavement is as rough as cobblestones. They can then be taken up, redressed, and laid on streets of lighter traffic, where they will last for twenty years more, during which time the wear is another two inches. The blocks are then so worn that they have not sufficient depth for a pavement surface, but can be sent to the crusher and broken up for concrete.

The average life of asphalt as laid in London and Paris is seventeen years. Cheapside was paved with asphalt in 1871, and after sustaining the heaviest traffic for seventeen years, it had worn down about one inch when it was resurfaced in 1878. The life of asphalt as laid in America is not yet fully determined. The first good asphalt pavement was laid on Pennsylvania Avenue, in Washington, in 1876, and it is reported that it will be resurfaced this year after thirteen years' use. On the other hand, several streets laid in Washington in 1879 are in perfect order, and do not show any apparent diminution in thickness after ten years' use. It is probable that the average life will prove to be about fifteen years.

The average life of wood in London and Paris is from six to seven years, as shown by the experience of large numbers of streets.

2. **Ease of Traction.**—Elaborate experiments have been made by Morin, MacNeil, Bamford, Gordon, and others, to determine the force required to draw a given load on various surfaces. The results agree fairly well, and show that the force is from 1-20 to 1-133 of the load, depending on the surface. The result of all the experiments as regards the relative value of different surfaces, is as follows:

Force required to draw one ton.	
Iron	10 lbs.
Asphalt	21 " "
Wood	21 " "
Best stone blocks	33 " "
Inferior stone blocks	50 " "
Average cobble stone	90 " "
Macadam	100 " "
Earth	300 " "

i. e., if a certain amount of force is necessary to draw one ton on iron rails on level ground, it will require additional force in the proportions above stated to draw the same load on the other surfaces. The importance of these facts is, in the absence of accurate statistics as to the number of vehicles, the amount of tonnage, and the distance traveled in large cities, it is impossible accurately to demonstrate their effect; but it can be approximately estimated. For instance, in the city of New York it is estimated that there are 12,000 trucks, carrying an average load of 1 1/2 tons for twelve miles on an average of 300 days in the year, at an average daily cost of \$4 for each truck. The result is about 65,000,000 tons transported one mile in every year, at a total cost of \$24,000,000, or at the rate of over 22 cents per ton-mile. The excessive nature of this charge is seen when it is remembered that the same goods are now carried by rail at 6-10 of one cent per mile. On asphalt or wood pavements the same horses could transport a load three times as heavy as on the present rough stone pavements. If the saving in transportation is proportional to the load carried it would amount to nearly \$10,000,000 per annum. It is safe

to say that at least one-half of this amount would be saved by substituting smooth pavements for those now in use in New York.

3. **Cleanliness.**—The joints of a block pavement are receptacles for manure, urine, and all other street filth, and these joints can never be perfectly cleaned. The only remedy is to make the joints as small as possible. This is easily accomplished in wooden pavements where the blocks are sawed to exact shape. In stone pavements it is more difficult, but the dirt spaces are reduced to a minimum by filling the joints with gravel and hot tar, which renders them water-proof, and fills them up flush with the surface. When this work is carefully done with proper materials the filling is very durable, and remains in place for many years. It can easily be replaced when worn or broken by travel, by raking out the joints and refilling them. On asphalt pavements there are no joints, the surface being continuous, and for this reason the asphalt is the cleanest of all pavements.

There are two methods of cleaning streets. The cheapest, and the most commonly used, is to clean the pavements (preferably at night, and after being sprinkled to lay the dust) by revolving brooms attached to carts. The broom is set at an angle, and revolved by cog-wheels connecting with the main wheels. The dirt is thus brushed into the gutter, where it is collected into piles and removed by carts. The other method consists in removing by hand every particle of manure or dirt the instant it is placed on the street. Boys or men are stationed on every block, and provided with a broom and dust-pan, or canvas bag, into which they brush the dirt, and deposit it in a receptacle placed on the sidewalk, whence it is removed every few hours by carts. Broadway between Seventeenth and Twenty-third streets, and Fourteenth and Twenty-third streets between Fifth and Sixth avenues, in front of the large dry goods stores, are thus cleaned by private enterprise. In London, this work is done at public expense by large numbers of boys between ten and fourteen years of age, whose dexterity in darting between the horses and wheels in the most crowded thoroughfares is quite remarkable. Iron boxes are placed on the curb-stones at intervals of about one hundred and fifty feet, into which they empty the contents of their dust-pans, and the boxes are in turn emptied into carts, and hauled away every few hours. The expense of this hand labor is much greater than a daily sweeping with machines, but it is very much more effective. Where the streets are not properly cleaned, sprinkling is resorted to in order to lay the dust, and the result is only to substitute one evil for another, for the sprinkling turns the dust into mud, and renders all pavements very slippery. Pavements of all kinds should be kept dry and perfectly clean.

4. **Noise.**—The asphalt and wood pavements have a great superiority over stone in the matter of noise. Wood is probably the most noiseless of all, as the only sound is a low rumbling, due to the wheels passing over the joints of the blocks. On asphalt there is a click of the horses' feet, but no noise from the wheels; this is hardly noticeable in summer, but is observed in winter, when the pavement becomes harder. But both the rumbling and the click are insignificant in comparison with the roar caused by the mingling of countless blows of iron shoes and wheel tires on stone blocks. Several eminent physicians have expressed the opinion that this incessant noise is the chief cause of the nervous diseases which have come to be such a feature of modern city life.

5. **Foothold.**—The opinion generally prevails that granite block pavements are less slippery than smooth pavements, but careful observations show that this is not the fact. The best foothold for a horse is afforded by the soft dry soil of a race-track; next to this is a gravel road, and then macadam. But all of these surfaces are out of the question on heavily traveled streets. Exhaustive experiments, conducted by Colonel Haywood, in London, showed that the relative proportion of falls of horses on different pavements, under the average conditions of weather, was as follows: On asphalt, 1; on granite, 1.47; on wood, 0. Similar observations in American cities established the following: On asphalt, 1; on granite, 1.40; on wood, 0.

It is thus evident that under ordinary conditions, such as exist on probably three hundred and fifty days in a year, the number of accidents to horses is much greater on stone pavements than on either asphalt or wood. In fact, the surface of granite, or of any stone sufficiently hard for use on streets, polishes under traffic and becomes very slippery. The only foothold afforded to the horses is in the joints between the blocks. On the other hand, under certain conditions, such as a light, dry snow, or a fine rain on a dirty surface, asphalt and wood are more slippery than stone. The surface of these materials is not so slippery even under these circumstances as the stone, but they have no joints to prevent the horse from completely losing his footing. The number of accidents on stone pavements, under the circumstances named, is very great, but not so great as on the smoother pavements. But when kept dry and clean, both asphalt and wood afford a perfectly good foothold for horses, if reasonable care is exercised in turning corners. It is the practice in London and Paris to sprinkle sand on the smooth pavements, when the conditions are unfavorable, and the same practice is followed daily under all circumstances by the street car companies in New York on the stone pavements used by their horses.

6. **Cost.**—The prices of labor and materials differ so widely in various cities and at times in the same city, the conditions of traffic and cleanliness are so different on different streets, and the character of the maintenance is so different, that it is extremely difficult to form comparative tables of cost of the different road surfaces that can be relied upon as accurate. It is evident at a glance that the cost of construction is only one factor in the problem, and not the most important one. The main question to be determined is the cost of construction and interest on the same added to cost of maintenance during a long term of years. And by maintenance is meant maintaining the surface in a condition practically as good as when first laid. Of course if stone blocks are placed upon a street and become full of ruts and depressions at the end of five years (as has happened on Broadway between Seventeenth and Twenty-third streets), these defects will not become very much worse in another twenty or even thirty years, even if no repairs are made. The cost of maintenance under such circumstances would be very different from the figures obtained from the experience of Paris, London, Manchester, or Liverpool, where the surface is always kept in good order. In the following statements the comparison is made between different pavements laid in the best manner, with concrete foundations, and maintained at all times in a condition substantially as good as when first put down.

In Law and Clark's *Treatise on Roads* are given a great number of tables of first cost and maintenance of pavements in English cities, and in Debaux's *Manual* and the notes of the engineers accompanying the annual budgets of Paris are given similar data in regard to French cities. They differ widely, according to varying circumstances, but all agree in showing the excessive cost of macadam under city traffic, which ranges from fifty cents to over two dollars per yard in every year. They also agree in the general statement that of pavements proper the granite is the cheapest, asphalt, next, and wood the most expensive. The only scientific attempt to reduce these varying data to a uniform basis of cost for a given traffic is that made by Mr. Deacon in a paper read before the Institution of Civil Engineers in 1879, and since widely quoted. He had extensive statistics of cost and traffic in several English cities, and he reduced them to a uniform standard of 100,000 tons of traffic per year on each yard of width of the pavement. This is equivalent to about one hundred tons per day on each foot of width, and would be produced on a street forty feet wide by about 5,000 vehicles of an average weight, including load, of 1800 pounds each. This is substantially the traffic of Fifth Avenue, in New York. He counted interest at three per cent., sinking fund at five years, and maintenance at actual cost. His figures are as follows:

For 100,000 tons annual traffic per yard of width: granite blocks, 26 cts. per yard per year; bituminous concrete, 45 cts.; wood, 52 cts.; macadam, 71 cts.
The "bituminous concrete" referred to in his tables was a mixture of coal-tar and gravel used in Liverpool. Data now available for asphalt streets would place their cost about midway between granite blocks and bituminous concrete, i. e., about 35 cts.

In America, owing to the absence of accurate statistics on the cost of maintaining granite, it is difficult to give exact figures, but it is believed, from present experience, that the relative expense of the granite block pavement on Fifth Avenue and the asphalt pavement on Madison Avenue in fifty years will be as follows, per square yard per annum:

Granite, Asphalt,	
Interest at 3 per cent. on sinking fund at fifty years.....	\$4.60
Annual maintenance.....	.27
Three renewals of surface at \$2.50.....	.04
Four renewals of surface at \$2.25.....	.18
Total per year.....	.46

In the above statement the cost of renewing granite surface is taken at \$2.00 per yard. The actual cost, on the basis of the contract price for Fifth Avenue, would be \$3.75, from which should be deducted the value of the old stones, estimated at \$1.25, which would be available for redressing and use on the lighter streets.

There are no statistics in America as to the expense during a term of years of wood pavement on a concrete foundation. In Paris the current contract for eighteen years, and the entire cost, both of construction and maintenance, is paid in annual installments during that period of eighty-nine cents per yard for each year. It is stipulated that the surface is to be renewed every six years.

In brief, then, of the three wearing surfaces granite block is the cheapest, but at the same time the noisiest, and the most destructive to vehicles, and the most expensive for transportation. Asphalt is the smoothest and cleanest, and is slightly more expensive than granite; wood is the most noiseless, is quite smooth, but is the most expensive.

There are various other pavements, such as brick, wooden blocks on plank, macadam, etc., which are useful in villages and small towns, but are incapable of standing the traffic of large cities, and hence are not discussed here.

A story is told about one of the members of the Flint Union Blues while the Michigan State troops were in camp. The story is also vouchered for by its veracity. One of the members of the F. U. B.'s was doing guard duty, and while at his post a gentleman came along, and the boys along the line did their best at saluting the passer-by. Noticing that the Flint youth gave no salute, the man asked him why he did not salute as the other soldiers had done. "Didn't have to," came the unsatisfactory reply. "But you saw your comrades do?" "Well, I don't salute every god damned farmer that passes along these parts, sir, if they do," came the reply. "Do you know whom you address that way? I am Governor Luce." "Oh! oh! gosh! Excuse me, Governor, just once."

The Michigan Tradesman

AMONG THE TRADE.

GRAND RAPIDS GOSPI.
A. E. Brooks & Co. are out with a new candy wagon.

Alfred J. Brown has handled over 15,000 baskets of New York grapes so far this season.

Lindsay has opened a grocery store at Milton Junction. The stock was purchased here.

Delmore Hawkins has opened a grocery store in Paris township. The stock was purchased here.

Gleason Bros. have opened a jewelry store at 44 West Bridge street. They hail from Cedar Springs.

Samuel Lyon will open up for business at Chicago on December 1—not November 1, as stated last week.

Baer & Bolt have engaged in the grocery business at Grand Haven. Olney, Shields & Co. furnished the stock.

F. B. Richardson & Co. have engaged in the grocery business at Owosso. I. M. Clark & Son furnished a portion of the stock.

B. Schell, formerly of Spring Lake, but recently in the grocery business on Bridge street hill, has sold out to G. H. Cummings.

S. W. Glover has engaged in the grocery business at the corner of Jefferson and Griggs avenues. Amos S. Musselman & Co. furnished the stock.

M. D. Weeks has purchased a half interest in the cigar business of J. K. Delbridge, at 341 South Division street. The new firm will be known as Delbridge & Weeks.

Wm. H. Tibbs bid in the Frank H. Escott drug stock at chattel mortgage sale, last Saturday, and immediately resold the stock to the Hazeltine & Perkins Drug Co., which is now in possession.

Hyman Brown, formerly engaged in the clothing business on Canal street, but for the past year and a half at Cadillac, has removed to this city and re-engaged in the same business at 19 West Bridge street.

AROUND THE STATE.
Cadillac—Geo. Hotelling has opened a restaurant.

Detroit—Karrer & Phillips, grocers, have dissolved.
Sand Lake—M. Crothers will engage in the meat business.

Berlin—M. Fuller has bought J. Monroe's meat market.
Montague—Austin & Warnick, general dealers, are closing out.

Decatur—Mrs. Geo. Kelley has opened a restaurant establishment.
Dorr—M. Herp and Frank Track have engaged in the meat business.

Sault Ste. Marie—Mr. Crawford has engaged in the meat business.
Harrison—J. Silverstein is succeeded by J. Lev son in general trade.

Jackson—Geo. W. Watrous has removed his shoe stock to Lansing.
Charlevoix—G. W. Jefferies has bought Carr's fruit store near the bridge.

Morrice—A. B. Clark & Co. have purchased P. Booth's hardware stock.
Chesaning—G. M. Peet & Co. succeed Peet & Wagner in the meat business.

Albion—Graff Bros. succeed Lounsbury & Graff in the lumber business.
Jackson—Q. Walker, Jr., has opened a grocery store at 792 East Main street.

Davisburg—Howard Seeley has purchased J. O. Shepard's hardware stock.
Gooding—Wilmer Heath, of Sparta, has engaged in the hardware business.

Reed City—J. M. Cadow succeeds Cadow & Gow in the dry goods business.
Boyne Falls—F. M. Chase will open an agricultural implement warehouse here.

Sunfield—Geo. Davis contemplates building a blacksmith shop at Woodburg.
Alton—John Bergin has moved to Grand Rapids to engage in the meat business.

Kalkaska—G. W. Wooden succeeds Kellogg & Wooden in the grocery business.
Holland—Mrs. Bertsch succeeds Vandenberg & Bertsch in the millinery business.

Gobleville—F. D. Herman has sold his bakery and grocery stock to S. R. Harris, of Allegan.

Norway—O'Callahan Bros.' store burned Oct. 26. Loss, \$2,500; insurance, \$1,000.

Howard City—Mrs. M. L. Gale, of Lakeview, will engage in the millinery business here.

Jackson—Homer D. Fisher is succeeded by Morrell & Smith in the grocery and bakery business.

Coloma—E. A. Hill has added a line of hardware to his furniture, wagon and harness business.

Rapid River—The general stock of Hibbard & Co. is being closed out on chattel mortgage.

Charlevoix—Misses Effie Berdan and Lottie Mason have bought Byron See's dry goods stock.

Fremont—W. Harman, general dealer, contemplates moving to Lima, Ohio, on account of his health.

Ironton—J. G. Peterson, whose store and grocery stock recently burned, has commenced rebuilding.

Dorr—Jas. Riley has his new store building nearly completed and will move his grocery stock into it.

Hastings—Townsend, Blinston & Co. succeed Smith & Blinston in the agricultural implement business.

Dexter—David E. Waite has opened a hardware store in the building formerly occupied by Devine & Quish.

Sparta—Shelby Field and Will Ballard have opened a new hardware store under the firm style of Field & Ballard.

Sutton's Bay—The liabilities of H. & J. Deuster, who recently assigned, aggregated \$9,000, and assets \$13,000.

Big Rapids—Mrs. J. Stillwell has opened a second-hand furniture store under the management of J. Stillwell & Son.

Hastings—O. D. Spaulding has purchased of Ike Hendershot the business block now occupied by Hams & Van Arman.

Hastings—C. D. Beebe has purchased the business lot of O. D. Spaulding and will erect a three-story brick structure thereon next spring.

Big Rapids—The grocery stock of N. Scott, who succeeded C. F. Mynning, has been taken possession of by Darrah Bros. on a chattel mortgage.

Cheboygan—The Reliance Milling Co., of Vassar, has rented the double store of Mr. Moloney, and will open a flour and feed store in the near future.

Detroit—H. S. Robinson & Co. will succeed the present firm of H. S. Robinson & Burtenshaw on December 1, when the copartnership expires by limitation.

Vermontville—John DeWitt has sold his store building and general stock to Jones & Co., of Chicago. A. L. Jones assumes the management of the business.

Hudson—Ham. Harlan has purchased an interest in the boot and shoe stock of John George & Son. The business will be continued under the style of John George & Co.

Edmore—Frank Dreese will close out his general stock by January 1, when he will remove to Centralia, Washington Terr., where he already has a store in successful operation.

Traverse City—M. Winnie has disposed of his crockery stock, and will go out of that branch of the business to enable him to add to and enlarge the hardware department of his store.

Cadillac—M. O. Call has purchased the restaurant of Edwards Bros. D. A. Edwards will teach school at Hobart during the coming winter. John Edwards is undecided as to his future movements.

MANUFACTURING MATTERS.
Lucas—John Scholten is putting up a charcoal kiln.
Allendale—Jas. Phillips has started his shingle mill.

South Haven—A. M. Prouty is erecting a new stove factory.

Hastings—H. L. Newton will move the old carding mill to a better location and put in machinery for a planing mill.

Muskegon—The L. L. Arms Shingle and Lumber Co.'s mill started up November 4, for the remainder of the season.

Eaton Rapids—Harden & Sweeting's hot air dry house burned Oct. 28. Loss \$1,000, with no insurance. They will rebuild at once.

Hudson—Geo. H. Avis retires from the firm of the Hudson Milling Co. John K. and John H. Boies continue the business under the same style.

Muskegon—W. J. Danforth will erect a one-story factory building on Pine street and engage in the manufacture of screens, doors, sash and blinds.

Muskegon—Newcomb & Massey have begun work in their new cigar factory. They will put out a new brand to be known as "Charley and Bob."

Dorr—Brautigam Bros.' new turning factory will be ready for operation this week. They will run a band saw and carving machine in connection with it.

Allegan—Streeter & Son have turned their paper and sawmills over to Bayce & Hayes, who will conduct them and receive a certain price from the owners for the output.

Gobleville—A. B. Clark & C. W. Springer have engaged in the manufacture of advertising and store signs of all kinds under the style of the Gobleville Sign Works.

Cheboygan—Aldrich & Kedzie, shingle makers, have dissolved partnership. Mr. Aldrich will engage in the lumber business and Mr. Kedzie will continue the manufacture of shingles.

Scottsville—Powers & Young, of Ferris, have purchased a site and will build and operate a blind, sash and door factory, combining with it machinery for the manufacture of other woodware.

Owosso—Melvin & Berry, wagon makers, need additional factory room and will give a bond to employ fifteen men and manufacture 1,000 carts before March 1, if the necessary bonus is forthcoming.

Luther—At a meeting, held one evening last week, the business men of this place agreed to furnish a site and erect a two-story building for a manufactory that will employ forty men and work up hardwood.

Shelby—The organization of a stock company with a capital of from \$10,000 to \$20,000 to establish a novelty manufactory—making baskets, toothpicks, clothespins, Dr. Sabin's, baths, etc., is under advisement.

Big Rapids—The Big Rapids Furniture Manufacturing Co. has taken possession of the J. Stillwell & Son furniture stock on a chattel mortgage, paid the Crescent Furniture Co.'s claim and assumed the other mortgaged indebtedness.

Muskegon—The erection of a new rolling mill for steel and iron, employing seventy-five men, is in contemplation, if a bonus of \$10,400 cash, \$20,000 loan and a ten acre site on Muskegon Lake, with 400 feet of water frontage, are provided.

Gripsack Brigade.
M. D. Weeks continues on the road for the new firm of Delbridge & Weeks, cigar manufacturers.

Cornelius Crawford is happy over the advent of a lusty son, who put in an appearance last Friday.

E. Bullock, city salesman for J. H. Thompson & Co., of Detroit, spent Sunday in the city, the guest of Thos. Ferguson.

W. O. Montgomery, traveling representative for the oyster firm of H. F. Hemingway & Co., of Baltimore, is in the city this week.

Jas. B. McInnis has engaged to travel for Ricker & Co., proprietors of the McCullough Soap Co., of Milwaukee. He will cover the entire State.

L. F. Delahunt, who represents Burnham, Stoepel & Co., of Detroit, in the western portion of the State, will take up his residence in Grand Rapids with the beginning of the new year.

E. E. Wooley recently engaged a liveryman at East Jordan to take him to Boyne Falls in time to make a north-bound train. One of the horses was known by Wooley to be addicted to balking, but the driver assured him that the animal never balked when driven double. Notwithstanding the assurance of the driver, however, the horse demurred at pulling up the first hill, whereupon Wooley mounted a stump and proceeded to read the riot act to both man and horse—a programme which he repeated, with variations, at the base of every hill on the route. So exasperated did he make the driver, that on one occasion the latter drove on without him and he was compelled to trudge along in the sand several miles to the next stopping place. A treaty of peace was thereupon agreed upon, and the journey was without further incident, except that the party arrived at Boyne Falls two hours after the train had gone. Geo. Alden and a fleshy implement man, who were members of the party, laughed so much at the antics of the dry goods salesman that their clothes were wholly devoid of buttons before the trip was half over.

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

P. of I. Gossip.
Parks Bros. have signed with the P. of I.'s at Mecosta.

Detroit News: "The Patrons of Industry have made contracts with four Lansing merchants who are trying to keep the matter secret. The foolish fellows will learn it can't be done."

L. A. Gardner, the Cedar Springs druggist, whose contract with the P. of I.'s expires on Nov. 23, announces that he will not renew it under any circumstances. Instead of being a benefit, the contract is a source of serious loss.

The first lodge of the P. of I. was organized in September, 1886, in Greenleaf township, Sanilac county. The lodge originally numbered about 100, but is now a thing of the past, the charter having been voluntarily surrendered on Oct. 25.

Hastings Banner: "An effort is being made to organize a lodge of Patrons of Industry here. Members of the order have endeavored to make arrangements with some of our merchants to sell goods to the P. of I. at 10 per cent. above cost. So far, they have been unsuccessful. No merchant can sell goods at a profit of only 10 per cent. and make both ends meet."

A White Cloud correspondent writes: "Am pleased with your stand regarding the P. of I.'s. The dealers here all agreed to have nothing to do with them, but by some means J. C. Townsend was induced to contract with them, and, now that they have got a dry goods store here, they are using every means in their power to get other lines to sell them, and so hold a mass meeting here-to-day. What the result will be I cannot say, will advise you later."

A Minden City correspondent writes: "It is thought here that the Patrons are about played out. Prices have not been cut to any extent. They will have to devote themselves to a higher object than boycotting village merchants, or the amount of good they do in the world will not be perceptible. It makes an easy life for the grand officers. The amount a Patron pays to the grand lodge does not hurt him much, but it does the leaders a great deal of good."

Seyffeldt & Waltz, the East Saginaw hardware dealers, write: "We have been approached by agents of the Patrons of Industry to get special prices, but did not entertain any of the propositions made. You cannot do business successfully on their terms, and if you gave credit it would knock the profit off very quickly. We have a large farm trade, and find no diminution of it since the organization has been at work. It may do so for small places, but not for here."

Saranac Local: "Organizers of the Patrons of Industry have been at work in Keene township, with poor results, so we are informed. It looks to us as though the grange, which is now thoroughly inaugurated and on a substantial basis, is able to successfully grapple with all the questions that the P. of I. can deal with. The grange, however, having been established, affords no fat fees for organizers, which makes quite a difference to the originators of the latter scheme.

W. H. Clark, the East Saginaw dry goods dealer, writes: "The Patrons of Industry may do well enough for a country place, but they cannot do much in a city. We have no time to truck with them, and don't propose to spend a moment showing them invoices of the special line of goods they wish to buy. It is too pecuniary a way of doing business and wouldn't pay. They ask too much and I don't believe will gain anything by it. Competition between merchants does all for them that they ask."

A Minden City correspondent writes: "There is at the present time no Patron store in this village. About a year ago, I. Springer & Co. entered into a contract with several lodges in Minden and Paris townships. The contract seemed to have no binding effect upon the members. For a time they partially patronized Springer & Co., but gradually strayed away. They next made a contract with F. O. Hetfield & Son, and the same result followed. It was a new thing, and somewhat demoralized trade, but it is now flowing in its old channels, and you seldom hear of the Patrons."

Big Rapids Herald: "Yesterday a party called on a certain young Justice of the Peace and wanted to know what his charge would be to go up in the Fourth Ward and marry a couple. His honor replied that the regular fee was two dollars. The caller wanted to know if he could not get the job done for less. 'No sir! Not a cent less!' was the reply. 'Well, I will give you \$1.75, and no more!' 'All right,' said his honor, 'you can get some one else to do the job—I am not a P. I. and don't propose to opt out on matrimonial prices.' This ended the controversy, and the caller left to hunt up some other J. P."

Dr. Hamilton, of Minden City, claims to have originated the idea of the P. of I., to have consulted with F. W. Verticant as to its objects, to have traveled with him through Sanilac county and to have borne the chief expenses of the first efforts in the association. He says that the object was to elect men to the State Legislature and to Congress who would put forth

their best efforts for the suppression of trusts and monopolies, but instead of doing this, the lodges have made war on village merchants, some of whom they have slightly benefited and some slightly injured, but have ruined none.

Hilliards correspondence Allegan Tribune: "The Patrons of Industry have succeeded in establishing themselves here; though not large in numbers there are enough of them to organize a club. Brother Bullock and his mate, from Mecosta county, were here and said that all the farmers, except a small portion, belong to our order and they will join as soon as they can sell their potatoes for forty-two cents a bushel, just the same as the P. I. got for theirs. We think that the gentlemen imposed on the credulity of their audience. About the waning of the moon will see the collapse of the affair. Then the brethren will have the money and the club the experience."

A Caro correspondent writes: "Nearly the first of the lodges of the Patrons of Industry were organized in this county, and for a time the merchants of this place were fearful of the result, but like most organizations of the kind, where all are accepted as eligible to membership, one gets distrustful of another, or jealous of the prominence or forwardness of some neighbor over himself, and it causes dissension and gets the discordant elements to wrangling, which soon ruins the effectiveness of the combine. That's the case here. An interview with the leading merchants of Caro develops the fact that while their trade was injured somewhat at first, the effect is hardly perceptible now, as many of the leading farmers—those who pay promptly and whose trade is valuable—have deserted the organization, or at least the Patron's stores, so that the tendency of the organization is downward. The better class of our merchants, those with the best financial backing, have steadily and firmly declined to become a party to the combine, and a local collector for one of the largest agencies in the state is authority for the statement that nine-tenths of the failures in the State during the past year were patron stores. The manipulators of the scheme seem to realize that their prosperity depends upon pushing it in new localities and taking in new material."

Lee correspondence Allegan Tribune: "The so-called Patrons of Industry have organized a club at the Brown school house, in Cheshire, and another at the Star school house in the same township. They talk of starting a store at Bloomington. They have also organized a club at Bangor and appointed a committee to visit the storekeepers and ask them to agree to sell their goods at a price not to exceed a certain per cent over cost, under the threat of their opening another store if they refuse to agree to this. It seems to your correspondent that this is a step in the very direction that the farmer has most to fear, viz: trusts and corporations. If the farmers all trade at one store, the others must go to the wall, competition is crushed and the monopoly thus built up has the farmer at its mercy and by means of false bills can charge what it pleases, and pay as little as it pleases for our farm and garden truck. I advise my farmer friends to go slow in this matter and consider well what they are doing. It costs \$1 to join and \$2.40 a year dues, and a good deal of this goes to enrich the getters up of the order. It looks to me as though there was very little cohesiveness about the order and as soon as these originators have lined their pockets the order will fall to pieces. There is chance of great harm being done while there is very little promise of good, and I, for one, am well enough satisfied that the storekeepers with whom I deal are treating me fairly and I do not see that many of them are getting so rich that I need to envy them or accuse them or overcharging me."

Purely Personal.
J. D. Clark is closing out the H. C. Coe grocery stock, at Mason, for I. M. Clark & Son.

Spencer Arnold, Treasurer of the Grand Rapids Felt Boot Co. is seriously ill of pneumonia at his rooms at the Livingston.

C. W. Caskey, the Petoskey grocer, and M. B. Harner, of the firm of Harner Bros., clothing merchants at the same place, put in several days in the city last week.

T. A. Jamison, the South Boyman druggist, spent Sunday in the city and left Monday for Lansing, where he will participate in an examination session of the State Board of Pharmacy.

The organization of the Union Loan and Trust Co., with a capital of \$500,000, has about been completed at Detroit. The company will take charge of estates and mortgages and transact other similar business. It is backed by all the banks in Detroit, and its board of directors includes many prominent business men. Officers have been secured in the new Hammond building.

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 will be taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.
I HAVE SEVERAL FARMS WHICH I WILL exchange for merchandise. Grand Rapids city property, or will sell on easy payments. These farms have the best of soil, are under good state of cultivation, and located between the cities of Grand Rapids and Muskegon. O. F. Corbin, Grand Rapids, Mich. Address dress 529, care Tradesman.

FOR SALE—DRUG STORE—FIRST CLASS—IN DAY-ton, Ohio; others in various locations. If you want to buy, sell or exchange, write W. E. Donson, Dayton Ohio.

FOR SALE—AN INTEREST IN SHOE STORE—OR will join stocks with a good shoe man; old established business and best location in city. Add: see "Shoes," are Tradesman, Grand Rapids, Mich.

CASH AND FIRE PROPERTY FOR GOOD MERCHANTS—the establishment, C. E. Barnet, Fostoria, Ohio.

FOR SALE—THE FINEST DRUG STORE IN THE city of Muskegon at its own price, for the reasons other business. C. L. Brundage, Muskegon Mich.

FOR SALE—A GOOD GROCERY BUSINESS HAVING the cream of the trade; best location in the city; 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.

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

FOR SALE—DRUG STORE AND STOCK SITUATED in a lumbering town, good farming country around, a very desirable place for a good physician. Address Box 442, Alpena, Mich.

FOR SALE—GROCERY STOCK IN GOOD LOCATION at about \$1000. Address No. 602, care Tradesman.

SITUATIONS WANTED.
WANTED—SITUATION—BY REGISTERED PHARMACIST of twelve years' practical experience; best of references; salary moderate; if permanent situation is offered. Address Pharmacist, 731 West Main St., Kalamazoo, Mich.

EXPERIENCED SALESMAN WITH 17 YEARS' BUSINESS experience in the retail trade would like a position on the road as traveling agent for wholesale drug or grocery business. Address J. P. W., 731 West Main St., Kalamazoo, Mich.

MISCELLANEOUS.
FOR SALE—DRAFT TEAM 5 YEARS OLD—BARK grey, well matched, weight 3,100 pounds. Address, M. W. Willard, Kinney, Mich.

WANTED—SEND A POSTAL TO THE SUFFLUFF 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 should have progressive merchants all over the country are now using them.

WANTED—1000 MORE MERCHANTS TO ADOPT OUR Excelsior Pass Book System. Send for samples. E. A. Stowe & Bro., Grand Rapids.

FOR SALE—GOOD RESIDENCE LOT ON ONE OF the most pleasant streets in the hill. Will exchange for stock in any good institution. Address 256, care Michigan Tradesman.

FOR SALE.

Portable Sawmill with Engine and Boiler, capacity 5 000 to 10,000 feet per day, \$600. One stationary boiler and engine, 30 horse power, \$600. One set Stearns' eccentric head blocks with winged knees, \$100; or with both wing and single standard knees, \$150. One top saw rig, adjustable, \$25. All of the above in good condition and offered for sale for want of use, not because they are worn out. Terms, cash, or time with good security. Address No. 527, care Michigan Tradesman.

F. A. Wurzberg & Co.,

Exclusive Jobbers of

DRY GOODS, HOSEIERY,

NOTIONS, UNDERWEAR,

19 & 21 SOUTH DIVISION ST.,

GRAND RAPIDS, - MICH.

ESTABLISHED 1870.

CHAS. SCHMIDT & BROS.,

Manufacturers and Dealers in Foreign and American

Granite and Marble

Monuments and Statuary

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

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

OFFICE AND SALESROOM: 93 Canal Street.

GRAND RAPIDS, - MICH.

WHOLESALE
Carpets,
Oil Cloths,
Rugs,
China Matting
Draperies,
and
Parlor Screens
Smith & Sanford,
Ottawa and Pearl Sts., Ledyard Block.

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

Every Wide-Awake Merchant
Should Certainly Sell
LION, THE KING OF COFFEES.
An Article of Absolute Merit.
It is fast supplanting the scores of inferior roasted coffees. Packed only in one pound packages. Put up in 100-lb cases, also in cabinets of 120 one-pound packages. For sale by the wholesale trade everywhere. Shipping depots in all first-class cities in the United States.

Woolson Spice Co.,
TOLEDO, OHIO.
L. WINTERITZ, Resident Agent, Grand Rapids.

IF YOU WANT
The Best
ACCEPT NONE BUT
Silver Thread
Sauerkraut.
Order this brand from your wholesale grocer.



ASSOCIATION DEPARTMENT.

- Michigan Business Men's Association. President - C. L. Whitney, Muskegon. Vice President - V. B. Bridgman, Flint. Secretary - M. C. Sherwood, Allegan.

Association Notes.

Chairman Conklin, of the Insurance Committee, is arranging to send out a second appeal to the local bodies, asking for further subscriptions for stock.

Percentage and Other Matters for the P. of I.

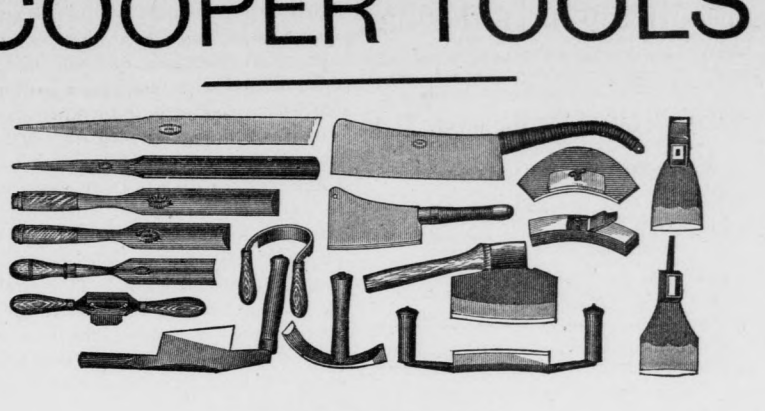
DUSHVILLE, Oct. 28, 1889. Editor Michigan Tradesman: DEAR SIR—Through your paper I wish to submit a few thoughts for the consideration of the P. of I's.

Why Oysters are Scarce this Year.

From the Baltimore Trade. Because of the difficulty of getting a supply of good oysters for the fall demand, the price of shell stock has been steadily advancing since the first of September.

The Evil of Endorsing.

The system of endorsing is all wrong, and should be utterly abolished. It has been the financial ruin of more men than, perhaps, all other causes.



We endeavor to carry a full assortment.

Foster, Stevens & Co., 10 and 12 Monroe St., 33, 35, 37, 39 and 41 Louis St., GRAND RAPIDS, MICH.

HARDWARE.

Table with columns for various hardware items like NAILS, MOLASSES GATES, STUBBIN'S PATTERNS, and their respective prices.

BRIGHT TEXT

THE PRICE OF SUCCESS.

Very often the hard things said about men who have made a success and achieved wealth is but a very severe and unjust criticism regarding personal effort, ability, wisdom and industry. In this country wealth is accumulated oftener than inherited. Among our wealthiest men of to-day, those who inherited what they have, as compared with those who have labored for and achieved riches, are too few to form even a notable exception to the general rule. We were to consider the well-to-do we would find that the rule obtains with still fewer exceptions. The wealthy and well-to-do of to-day were the poor of a generation ago. They have come into possession of what they have by means that were open alike to all men. They possessed no advantage which their fellow-men did not, and won their way by and beyond them through watchfulness, industry and energetic perseverance. Yet we find them abused and maligned for achieving that in which their defamers failed. Are our successful men in the schools, churches, the State, in the professions of all kinds, thus traduced? Are they not rather extolled and honored? The successful man, outside of business transactions, is praised, while in business the failures are shunned and the successful are vilified. This is not all-embracing, but it is true to a great extent, so much so that it has given rise to peculiar social problems and created discontent and a schism that is perplexing and even menacing. The truth of the whole matter is, that, for various reasons, many men fail to meet with the success desired and fail to look at the real cause of their failure. They look entirely beyond self, imagine that the successful have caused their misfortune, and cry out that they are oppressed. They fail to recognize that this is a progressive age; that it is a very busy one filled with new enterprises, new methods, new industrial operations and business adventures and practices. The methods applicable to business affairs a few years ago are out of date and new ones continually arise. Competition is greater, trades and industries are more crowded, a new condition of affairs exists, and he who is slow to recognize this is the one who fails to succeed. The successful man of to-day is ever watchful. He is fully awake to the demands of the times and the means through which they are to be met. He is always abreast of the age, and keeps pace with the changing condition of affairs. He seeks the new and best methods, applies the principles suited to the rushing, crowded, ever-changing, advancing times. He catches the spirit of the general progress and keeps up with it, or in advance of it. He educates himself in the principles of his business, and becomes acquainted with its minutest ramifications. With the change of conditions he changes his methods, and is quick to utilize the advantage his alertness discloses to him. In short, he pushes his business, he works, he rushes. The fable of the tortoise and the hare is out of date. That one race taught all hours a lesson, and they do not sleep now till the race is won. This is so true in this day that there can be found no tortoise silly enough to challenge a hare for a race. The successful man recognizes that we are living in the last quarter of the Nineteenth Century, and not the first, second, or even the third. He succeeds, not only because he works for it, but because he works in the right way. Where there was one man pursuing certain business methods and adventures ten years ago, there are now thousands of men in competition with him. Business tact grasps new methods, and when the old currents of commerce become crowded, cuts new channels through the country, and, if necessary, into new lands. There is no patent on any of this. Everything is open to all alike, and that some do not succeed is no fault of those who do. There are instances in which wealth becomes an oppressor in certain directions. There can be no defense made for the abuse of the power wealth may bring, but even that wealth once consisted of the brain and brawn of its possessor. Would not this so-called problem be eliminated of a very troublesome quantity were all to properly use the means about them and within them to provide themselves with at least a competency? What is in the way of an effort? What is in the way of success? If there be nothing found to prevent this, who are to blame for the failures if not those who fail? Aside from the lack of effort, there is prodigality too often observable

which is never a part of the successful man. Many men can now look back upon their lives and discover that they have wasted what could have proven the basis of a comfortable fortune. No one would willingly part with any portion of his physical ability to make money, yet many recklessly waste their wages which is as much a part of their financial strength as their right arm is of their physical. Wasted or idle money is as wasted or idle strength. This problem of bread-getting on up through the various degrees of fortune, has its solution in the individual, and his fault and the cause of his failure lie in his seeking it elsewhere.

THE RESTORATION OF OUR OCEAN FLAG.

The hope which seems to be indulged in some quarters, that the United States can be permanently fooled and balked in the matter of its foreign trade, must be set down as one of the delusions with which people are fond of entertaining themselves. Yet it is easy to see how many interests are alarmed at the awakening interest in the subject, and the increase of intelligent knowledge as to the remedy for our present disabilities. The steamship lines of Europe, which now practically control the trans-Atlantic trade of the three Americas; the owners of the "tramp" ships, which pick up a mean and precarious living on the edges of the legitimate commerce of the regular lines; the foreign interests of all sorts which are quartered upon us in the United States, for their own gain; all these, as they have voices to oppose every rational and sensible step toward re-establishing our lines of ships on the Atlantic, have also the hope that the American people will fail to apply to this subject the direct and resolute methods that they have used in railroad building, and the establishment and maintenance of domestic industries.

The time has come, beyond doubt, when the attention of the country may be, and will be, drawn to the subject. We have seen long enough the relative decadence of our ocean shipping. We have suffered long enough the business disadvantages of not having friendly lines to carry to the countries south of us articles which experience shows we can sell there. We have endured long enough the offense of seeing a large part of the commerce between North and South America done in ships making "triangular voyages"—bringing the products of South America to us, carrying our products to Europe, and completing the three-sided operation by taking Europe's manufactures to South America. Such a commerce as this illustrates to us, if nothing else would, the folly and fatuity of our present situation. We have a large trade with South America. We are good buyers from her. In 1888 we purchased \$53½ millions from Brazil, 10 millions from Venezuela, and 20 millions from other South American countries.

Yet we surrender our trade with these nations to European control, and give to Europe not simply the profit of the carrying but the enormous advantage of its manipulation and direction. If it be worth while for ships to sail between our ports and those of South America, one way, it ought to be worth while for them to sail both ways. This is natural commerce, and any other is unnatural. Moreover, it is just commerce, for if we buy of South America 84 millions a year, we ought to sell her more than 30 millions. She takes from Europe the products of the advanced industries; she will take many of these from us, if the ships that come hither from Rio and Buenos Ayres shall go directly back again, and go in the interest of the United States.

The delusion which those hostile to American ships are entertaining is, that the subject will not receive practical and direct treatment. They hope that people will be perpetually terrified by the word "subsidy." But did not, and do not, all the commercial nations start and support their steamship lines with subsidies, open or covert? Did we not ourselves build the great railways which first opened the West, by means of subsidies—gifts of valuable lands, or direct loans of the public credit? Is it a crime to do for our ships what we did for our locomotives? The railroads opened up our domestic traffic and made our industries possible; they have brought materials for manufacture within reach of each other, as they have, likewise, brought our raw products to the seaports; it is likely, then, that we shall fail to see the sense and the profit of providing corresponding carriage for these to the nations which are ready to be our customers?

Our sales to South America, in 1868, were 19½ millions; in 1888 they were 29½ millions. But our purchases there grew in the same two decades from 40 millions to 84 millions. The balance against us thus increased four fold. And yet our capability of supplying return cargoes enormously increased. Our production of manufactured goods developed between 1868 and 1888 in every particular—in range, in quality, in adaptation. Our shops and factories are far better prepared now than twenty years ago to furnish the agricultural nations of South

America with the manufactures which they desire. It is the friendly facilities for transportation alone that are wanting. It is steamship lines, owned in the United States, and directed and managed with the patriotic as well as the pecuniary sense, that are demanded. These will not only help to make an equal-sided commerce, but they will increase as well the bulk of the whole movement. They will not, perhaps, establish themselves at the expense of Europe so much as they will take for the United States a share to which she is every way entitled.

And such ships must be fostered by the wise and adequate legislation of Congress. Let the voices of foreign interests object, but what of that?

FALSE REASONING.

It is the stock threat of the P. of I. organizers that the merchants who refuse to contract with the organization will live to see "grass grow in the streets" of their towns and villages. They vividly picture a condition of affairs when every merchant who refuses to listen to the entreaties or threats of the P. of I. will be following a plow in the field, while their vacant stores in the villages and the grass in the streets in front of every building but the P. of I. store will be a constant reminder of the supremacy of the new doctrine. In other words, they argue on the assumption that the nearer the Patrons can crush out all competition in merchandising, the nearer they will be to the farmers' millennium.

The fallacy of such reasoning is readily apparent to any man of ordinary abilities. Carried to a legitimate conclusion, such a policy would leave but one merchant in towns of ordinary size and not to exceed a dozen stores in cities as large as Grand Rapids and Detroit. Under such a curtailment of the number of merchants, a pool or understanding would necessarily follow—the prices on merchandise would not be held to the 10 per cent. basis, while the prices paid for agricultural products of all kinds would suffer a corresponding reduction. The farmers would find themselves unable to extricate themselves from the trap into which they had unconsciously fallen. Farm property would decline in value until it would be next to worthless—all because of the absence of a home market, which is the best market the farmer ever had or ever will have. Bankruptcy and starvation would necessarily follow, as a legitimate result of the absence of competition.

The Tradesman wishes it to be understood that it does not predict such a condition of affairs. The sturdy good sense of the rank and file of the farmers of this country would never permit their being led into so ruinous a pitfall as the P. of I. organizers are endeavoring to precipitate. The pitiful wail of the miners and lumbermen who suffer at the hands of the company store—or "plunk me" store, as it has come to be known—warns the farmer against placing himself in a position where he could be made the prey of designing and unscrupulous men. The experience of those who espoused the cause of the P. of I. a year ago, and have found that, instead of being a benefit, it is a positive detriment to the farmers, should also warn the thinking men of the farming community that the officers and organizers of the P. of I. are teaching a false doctrine, knowing it to be false, and that the man who listens to their seductive promises and prophecies is sure to regret it before many months have passed.

WATERED STOCKS.

There is too much of our wealth in wind and water. Where fictitious values and watered stock taken from our commercial system there would, perhaps, be a great shrinkage, but there would assuredly be a greater stability. Not only that, but there would be a strong influence felt driving men to legitimate business operations; business that would increase the material prosperity of the country; business that would produce something, and leave the country richer in a tangible property. What does a large industrial system profit when it creates nothing, when it has no material basis, is unstable, and in its fluctuations affects creative industries and hazards legitimate enterprises, and substantial investments? The whole system of speculation is not based on any substantial, material quantity. It adds nothing to the general wealth; it consists of false values and fanciful commodities, and results in the shifting of fortunes, accumulations ever changing, but never in creation or production. What is there given to substantial gain in stocks, margins, pools and the like? They are only perplexing to the real creative forces which add to substantial wealth by the production of something tangible, something valuable. They encourage and at the same time menace the credit system with its burdens of interest and rents which is an unhappy one at best. The only substantial wealth is the material, and the nearer commercial interests can be based on the substantial, the nearer they will approach stability, and the better agents will they become as material-producing forces. We want less wind and water, and more of a substance that we can

take hold of. Something we can feel always makes the most comfortable possessions. It has a sense of security about it that creates a stronger faith and a more stable, progressive prosperity.

INSPIRED BY IGNORANCE.

The Detroit News and a number of other daily papers of the State have had considerable to say of late concerning the P. of I., which they very improperly term the "Farmers' Trust." The articles are, in the main, full of inaccuracies, showing the general ignorance of newspaper writers on the subject. THE TRADESMAN is the only paper which has gone to the expense of probing the movement to the bottom, having maintained a reporter in the confidence of the originators of the scheme at Port Huron several weeks. The confessions and admissions of the "Supreme" officers of the order, fortified by the account books of the organization and the statements of men who are familiar with the inside workings of the plan, form the basis of THE TRADESMAN'S series of exposures during the past three months. With this knowledge in detail, THE TRADESMAN is able to state that the movement is losing ground faster than it is gaining, and that it is only a question of a few months when the P. of I. will cease to be an object of contention, so far as Michigan merchants are concerned.

The local management—or mismanagement, rather—of the Western Union Telegraph Co. continues to receive the condemnation of the business public. The surly treatment accorded the patrons of the office is enough to sour the sunniest of dispositions.

There is not an ill anywhere but for which some one has a remedy. There are theories and theories by which the most perplexing social and civil problems can be solved. Each evil has its specialist with his specific, but the ill does not disappear, and the problems remain unsolved. The theories seem difficult to reduce to practice, and the specifics lose their virtue before they can be applied. Notwithstanding there are some evils magnified and others altogether the creations of imagination, the specialist would do a good work who could make statesmen out of politicians.

One great difficulty lying across the path of life of many struggling vainly for success is their view singly to the end desired. The almost universal greed for gain is, however worthy the object desired may be, a difficulty in the attainment of the end. Intent on attaining the object in view, the means to be employed are disregarded. The plain lessons of life are not learned, and men strive for exalted positions and fortunes before they have learned how to live. "Stepping stones" and "means to an end" are delusive. Foundation stones and ends attained pave the way to success.

Ignorant legislators can weaken, cripple, or even destroy a nation. Ignorant physicians can weaken, cripple, or even destroy a human being, yet we require medical education, diplomas, certificates, recommendations, etc., from our physicians, and elect our legislators with a reckless disregard concerning their fitness and qualifications to make laws. We suffer constantly in many ways from bad legislation yet never stop to consider the cause or a remedy. Political education seems never to be thought of, and many of our politicians are too ignorant in political matters to know that they are ignorant. Fewer and better legislators, both State and national, would be an improvement.

The question of how to get money is engaging the attention of more people than the question of how to earn money. Laws that are general are the ones to be regarded. There is no general law governing scheming and speculation. The successful in such matters are the exceptions. There is a general law, however, governing the earning of money and all legitimate industry. Those who fail to receive what they earn are unfortunate exceptions to the general rule and are very few. The problem is how to earn money, and this is no easy one. It is simple enough when rightly considered, but too many people do not comprehend that it forms the basis of all success. No one is entitled to anything he does not earn, and very few fail to get that for which they give an equivalent.

Route of the West Michigan.

It is stated that the C. & W. M. Railway, in extending its line from Traverse City northward, will touch Bellaire, East Jordan and Boyne City, going east of Pine Lake. The uneven condition of the country on the west side of Pine Lake precludes the road taking that route to Charlevoix. Whether the route from Boyne City will lead to Charlevoix direct or to Potoskey—running a spur line to Charlevoix—has not yet been decided by the powers that be.

It Doesn't Cost Anything to Think. Old Grouty—"I've got some splendid advice for young men who are thinking of getting married." Would-be Benedict—"What is it?" Old Grouty—"Keep on thinking."

How Adrian Merchants Regard the P. of I.

Adrian merchants are largely young men, and the methods and history of the Patrons of Industry have caused the expression of some decided opinions. The general feeling is that the patrons will prove to be a large and lustrious fizzle, individual expressions being as follows:

C. G. Wesley, of Wesley & Sons, haters and clothiers: "The effect on my trade, if I put in say four times the stock the first year, and sign one of their contracts, might be good; but if I stocked in the same proportion the second year and the organization broke up the effect on me would be bad."

Hoch Bros., grocers: "If the 700 families they claim to have in this country combined to buy their groceries at a certain store, the result would be bad for the others in our line; but we do not believe they can or will so concentrate their patronage."

Charles Humphrey, books and stationery: "I do not think the organization will materially affect any branch of business. It is one of those spasmodic efforts that will be short-lived and soon forgotten."

Wm. M. Sheldon, jeweler: "A city man's dollar will always be just as good to me as a Patron's. They can get no Adrian jeweler into it, and I know it. The effect would be very disastrous to him if he were honest, and we all are, you know."

Levi Roath, of Roath & Van Doren, agricultural implements: "No merchant with a well-established trade can afford to go into the scheme. The Patrons will have some effect upon trade for a time. Our trade is with the farmers largely, and is of a class of goods they require time to pay for. One of the claims of the new organization is that they are to pay cash; two-thirds of their members cannot pay cash when buying farm tools. This is one reason I do not believe they will succeed."

Miles A. Wheeler, of Johnson & Wheeler, druggists: "The object of the Patrons is to crowd out legitimate business. They will hurt trade for awhile, as they do now, but ultimately they must fail, because men's interests are counter, and cannot possibly be all in the same channel."

Geo. A. Wilcox, of the Wilcox hardware company: "If the farmers of this county think they are paying too much for hardware they are 'off.' The hardware men have to 'hustle' early and late to make ends meet. I think if merchants generally ignore the order the established tradesmen would not suffer from the Patrons of Industry in the long run."

John Mulzer, boots and shoes: "I do not believe the movement will be lasting, or that its influence will be long felt. One result will be to compel us to do a more strictly cash business, because margins are so small now that if we have any considerable loss our profits are gone."

J. V. DeFoe, dry goods: "The effect on trade of all branches here is apparent at present, because the trade of the Patrons is being held off until they have stores of their own. While saying nothing against the new organization, I honestly think it would be disastrous to a merchant's credit to enlist to run a Patrons of Industry store. And I do not think the Patrons will succeed. I advocated their starting an entirely new store of their own, and let the old merchants run as they have been."

F. R. Stebbins, furniture, crockery and carpets: "I wish them no harm, but goods, yet cannot make a bargain with their committee. There seems to be a general feeling among purchasers outside of the order to stop trading with a storekeeper who signs a Patron of Industry contract. However, they may very seriously affect trade in some branches."

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The largest and most complete line of above goods in the State, at reasonable prices. Dealers are invited to call. Send for our circulars and price lists. OUR HOLIDAY LINE IS NOW COMPLETE. Corner Larned and Wayne Sts., Detroit.



Knit Boots, 1 Stay, \$13.50 Net
Wool " 1 " 12.00 "
" " 2 Stays, 9.50 "
" " Boys, 2 " 8.50 "

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.

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

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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.

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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.

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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.

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Sell the following well-known brands of muslins:

BROWNS.	BLEACHED.
Atlantic, Pacific, Beaver Dam, Lawrence LL, Honest Width, Great Falls, Comet, Exeter A, Clifton CCC, Arrow Brand, Hartford A.	Blackstone, Cabot, Dwight Anchor, Fruit of Loom, Lonsdale, Vineyard, Farwell, Middlesex, Sunlight, Oakview, First Prize.

83 Monroe and 10, 12, 14, 16 & 18 Fountain Sts., GRAND RAPIDS.

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Wall Paper and Window Shades.

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Drugs & Medicines.

State Board of Pharmacy.
 One Year—Ottmar Eberbach, Ann Arbor.
 Two Years—Geo. McDonald, Kalamazoo.
 Three Years—Stanley E. Parkhill, Owosso.
 Four Years—Jacob Jesson, Muskegon.
 Five Years—James Veror, Detroit.
 President—Jacob Jesson, Muskegon.
 Secretary—Jas. Veror, Detroit.
 Treasurer—Geo. McDonald, Kalamazoo.
 Next Meeting—At Lansing November 5 and 6.

Michigan State Pharmaceutical Ass'n.
 President—Frank Inglis, Detroit.
 First Vice-President—F. M. Aldorf, Lansing.
 Sec'y Vice-President—Henry Kephart, Berrien Springs.
 Third Vice-President—Jas. Veror, Detroit.
 Secretary—H. J. Brown, Ann Arbor.
 Treasurer—Wm Dupont, Detroit.
 Executive Committee—Hughes, Cheboygan; E. T. Webb, Jackson; D. E. Pratt, East Saginaw; Geo. McDonald, Kalamazoo; J. J. Crowley, Detroit.
 Next Meeting—At Saginaw, beginning third Tuesday of September, 1899.

Grand Rapids Pharmaceutical Society.
 President, J. W. Hayward, Secretary, Frank H. Escoff.
 Grand Rapids Drug Clerks' Association.
 President, F. D. Kipp, Secretary, Albert Browser.

Detroit Pharmaceutical Societies.
 President, J. W. Allen, Secretary, W. F. Jackson.
Muskegon Drug Clerks' Association.
 President, C. S. Koon, Secretary, J. W. Hoyt.

New Way of Making Sugar of Lead.
 In the *Deutsche Industrie Zeitung* for the current year, page 6, there is a description of a new method of preparing sugar of lead or plumbic acetate.

Up to the present time the usual method in vogue consisted in treating litharge or red lead with acetic acid, which is obtained in the cupellation of lead at high temperature, with acetic acid (CH₃COOH).

Many have tried to devise other plans in which the preparation of the lead acetate should be made to depend upon the use of metallic lead, but although the oxidation of lead in the presence of acetic acid exposed to the air gives very well, yet there is a corresponding loss of acid due to evaporation which renders the price of the acetate thus produced lower than that by the employment of litharge.

Herr J. Lowe, however, has recently taken out a patent by means of which excellent results can be obtained by working in a manner which is briefly thus:

The lead in the form of thin plates is exposed to the attacking influence of acetic acid containing 40 per cent. of nitric acid added to it. The decomposition is effected rapidly and with a slight evolution of heat; the vapors which rise from the vat in which the oxidation is being carried on are collected and led into a condenser—thus not being lost.

Although nitric acid is employed, the solution obtained when the lead is all dissolved contains no nitrate of lead. On evaporating slowly the crystals of lead acetate are gradually thrown down. The expense of producing sugar of lead by this new method is asserted to be much less than by any other.

Lemons and Their Uses.
 Lemons are cultivated in the south of France, Portugal, Italy, but their origin is in Asia, and therefore it is in that country the largest growths are to be found, as in its native state it grows to a height of sixty feet, whilst in European countries it is not of very high growth. In medicine, lemons are most valuable. It is the best anti-corbutic remedy known. It prevents the disease, and goes a long way in curing it. Sailors take the juice constantly when at sea. It is also very good in neuralgia; the best way of applying it is to rub the afflicted part with a slice of cut lemon, and those persons who desire to keep in good health and be free from biliousness should take the juice of a lemon in a glass of water, without sugar, before going to bed and before rising in the morning. Taking lemons without water irritates the stomach, and eventually will cause infant mortality. The use of lemon juice are so numerous that it is impossible to define them all; but there is no doubt the more it is employed, both externally and internally, the better people's health will be.

The use of lemons is good for seasickness, biliousness and jaundice, and most beneficial in fevers. It is good also to cure warts, and to destroy scurf on the head by rubbing it into the roots of the hair.

The *Dietetic Reformer* says: "A new method of prolonging life is announced in a German work, where we are told that long life will be reached by the daily and increasing use of lemons. Count Waldeck, it is said, attained the age of 120 years because of his having resorted to this antidote to the sluggishness of the liver."

Commercial glycerine, which is usually from 1.16 to 1.25 specific gravity, is much used in the dyeing industry as a solvent for many aniline dyes; also as an antiseptic in solutions which contain albumen, casein, and other substances, for which purposes it is not necessary to use the white glycerine except for delicate colors, when it must be absolutely free from mineral matter. Its application in many other ways will no doubt follow. It can also be used with bleaching materials to prevent the penetrating odor, and bleaching can then be performed in the driest weather with open windows, without the goods becoming stiff or brittle.

It also acts as a preventive of "stock stains" in goods which are warehoused a long time. A mixture for such use is the following: Dextrose, 10 lb.; glycerine, 24 lb.; sulphate of alumina at 1.3 specific gravity, 2 lb.; and water, 51 pints.

Under date of September 10, 1889, Consul Willard, of Guaymas, reports that within the past six months a deposit of cinabar (quicksilver ore) was discovered in his consular district (Sonora), about 150 miles from Guaymas, in the Ures district. The deposits are being worked and are reported to be extensive—one yielding 30 per cent., while as high as 50 per cent. has been found. Twenty flasks of quicksilver have been extracted. The owners of the five claims or mines located are developing their grounds with the object of proving their value. This is the first cinabar located and worked in Sonora.

The Drug Market.
 Quinine was lower last week, but has again advanced to the price of our last report. Gum opium is steady. Morphine is unchanged. Balsam copaiba has advanced and is likely to go higher. Irish moss is extremely high and very scarce. Castor oil has advanced 1/2 per pound. Chlorate potash is higher.

HE GOT THE BILL.

How a Tailor Caught His Man in the Nick of Time.

From the Detroit Free Press.
 For a year or two past the collector for a certain Detroit tailor has been trying all sorts of pacific ways to get the sum of \$13 out of a young man who has been a debtor for over two years. The collector has been put off a hundred times by promises made to be broken, and he has worked every racket known to the profession without avail. The other evening he happened down at the Third street depot and saw his young man buy a ticket for Chicago.

"So you are going west?" he asked.
 "Only to Chicago. I'll be back in three or four days, and then I want to pay you that little bill."

"Yes. Going to Chicago on a visit?"
 "Something of a visit, going to get married."

"No?"
 "Fact. The ceremony takes place at 10 o'clock in the morning."
 "And you want to be there, of course?"
 "I should smile?"

The collector took off his hat, removed his coat, and was peeling off his vest when the other asked him what was up.

"I've been biding my time, and my opportunity has come," he replied.
 "How—what?"

"I'm going to light into you. You are the bigger man and I expect to be licked, but the row will certainly cause both of us to be arrested and taken to the station, and you will thus miss your train. Perhaps I can black your eye, and in that case the marriage can't come off for a week. Put up your dukes!"

"Say, man, you wouldn't be as mean as that?"
 "Thirteen dollars or a row."
 "The whole or nothing. It's my first, last and only chance. Come down or put up."

The young man took out his bottle and counted out the amount of the bill, while he skipped for the train the other calmly donned his garment and left the depot whistling. "I Wonder What My Ma Would Say?"

The Conscientious Broker.

From the Minneapolis Tribune.
 I heard a very clever story on a prominent broker a few days ago—a man whose name I am not at liberty to discuss, though I may say that he is well known as a picture buyer. This broker had some mining stock which he had long regarded as worthless, and one day when he found an opportunity to get rid of it at a pretty fair consideration, he was very happy.

That very night, however, after he went home, he received a telegram announcing that this mine, of which he had sold the stock, had developed a lead of extraordinary richness. An hour afterward the purchaser of the stock received a telegram from the broker, who desired to see him immediately upon a subject of great importance. The buyer called and was told by the servant that the broker was very ill and could not be seen.

"But I must see him; I have been sent for by him not half an hour ago."
 The servant went upstairs and brought back word that the visitor might go up.

The broker was in bed, moaning with pain. The lights were turned low. When the visitor entered the broker began:

"My dear Jones, I have had to-day another of the dreadful attacks I am subject to, and I am afraid this last one is going to do me up. I sent for you to confess that I have taken advantage of you in a business transaction, and I want to make reparation before I die. That mining stock I sold you to-day was really worthless, and it troubles me that I took advantage of you."

"Oh, nonsense! That is all right. I didn't pay you much for it and I can easily sell it to somebody else."
 "No, that will not do. I want to take it back and pay you back your money. I can't rest until I have made this right."

"Oh, well if you feel that way, of course I will give you it back."
 "Very well, and while I am able to sign a check I will prepare one, and, in the meanwhile, you can bring back the stock."

The visitor went home, got the stock, and returning it, received the check which the now utterly exhausted broker had filled out for him. He went away musing upon the vicissitudes of human life and filled with profound sympathy for the sorrowing family of the rapidly sinking broker.

And the broker? The moment his customer was out of the house he leaped out of bed and gleefully danced around the room in a manner that would have aroused the envy of Carmenita could she have seen it. But the customer, next day, when he learned of the rise in the value of the stock, metaphorically kicked himself for his stupidity in being taken in by a broker's "conscience."

Proper Care for Shoes.

It used to be thought that one got the best service out of a shoe by putting on the best pair a shoemaker could make and wear them constantly until the leather gave way somewhere, but it is the most extravagant way of dressing the feet. It is better to have three or four pairs of shoes in good wearable condition. Never wear the same pair two days in succession. At least once a month go over each pair with a brush dipped in vaseline. By giving each pair one day of work and two days of rest, the leather has time to regain its elasticity and stretch out the wrinkles the foot has made. These wrinkles become breaks in the leather when the shoe is continuously worn. Vaseline is better than any oil for fine leather. A pair of shoes worn in this way will last twice as long as when worn constantly.

Nutritive Value of an Egg.

Prof. Frensenius, of Wiesbaden, declares that an egg contains as much nourishment as a pound and an ounce of cherries, a pound and a quarter of grapes, a pound and a half of russet apples, two pounds of gooseberries, and four pounds of pears.

Drudging and Working.

From the Christian Union.

There is no greater difference between men than that which exists in the spirit in which they do their work. There is always a large contingent of drudges; men who are driven to their tasks either by a sense of duty or by the lash of necessity. These men are often hard, conscientious workers; sometimes they are successful workers; but it is doubtful if they are ever great workers; it is doubtful if their work ever really represents the moral expression of their own energy and purpose. True work of all kinds must have a large element of play in it; must, in other words, be spontaneous—a natural outflow and overflow of a nature which finds in work the real expression of itself. Those who have looked at the immense and almost countless pieces of canvas on which Rubens stamped himself must have been conscious of the tremendous current of the man's nature, making all deductions for work which he did by proxy, enough remains to testify to the love, no less than the fixed purpose, behind his pencil. Men of great executive force, who are the centers of immense organizations, are invariably lovers of work, not simply because work means money and position and influence, but because work affords a channel through which they can pour themselves into the great current of the world's movement.

It is not possible for all of us, with lesser talents and opportunities, to feel constantly the inspiration of this great impulse, but it is possible for all of us to share it in some degree.

God works incessantly, but His work is pervaded by His element which we call play, because it represents the natural flow of His energy, and there is in it the joy of the divine nature finding adequate expression. Man's work, if it is to be real and true and to embody his character, must partake of this same element of joyousness. We have not done our whole duty when we have finished the day and left no part of our task undone; there is something in the complete doing of a work which is more than the mechanical element; something which gives that mechanical element its moral quality; and this something is our personality. If our work is to tell, we must put our selves in it. It must be to us a language through which we speak to the world, and in which our souls express themselves. Work comes hard always to those who do it from a sense of duty or under the lash of necessity; work is always a joy to those who do it, because it gives them the one great means through which they can express their deepest purpose and their true self.

iced Fish Dangerous.

According to Mr. J. Lawrence-Hamilton, M. R. C. S., in the *Lancet*, ice spoils the freshness, firmness and flavor of fish by rendering it, prior to putrefaction, limp, soft and flabby. Experience seems to show that of the gravest causes of fish poisoning arise more commonly from eating fish which has been kept on ice than from eating fish kept naturally cool. Where fish is preserved on ice, it appears that the ice only favors putrefaction by furnishing a constant supply of moisture, carrying with it the putrefactive bacteria derived from its foul and filthy surroundings, so that this iced fish remains covered with fresh solutions of filth pregnant with putrefactive bacteria. Thus large quantities of those subtle, complex bodies, the animal alkaloids or ptomaines, are probably elaborated, and give rise to those marked symptoms of poisoning which sometimes occur from eating fish preserved on ice. On the other hand, keeping fish dry and cool can in no way favor putrefaction. And although here cases of poisoning may happen, yet the symptoms are much less marked, and pass off sooner, the toxic effects being usually confined to a passing attack of vomiting and diarrhoea, while in the case of fish preserved on ice, the vomiting and diarrhoea may be less marked, though the other symptoms may be much more prolonged and lasting, and even sometimes fatal. There are various poisonous derivations from putrid fish, the detailed consideration of which requires much further research, indeed, as upward of seventy different kinds of food fishes, within a few hours of their death, on being eaten, give rise to poisonous symptoms, the Russian government, in 1894, will award a prize of 5,000 roubles (say, roughly, £500) for the best essay upon the nature and cure of fish poisoning.

Profits in Business.

In a legitimate, every-day business, profits are small. Wit requires to be alive to every detail of the whole machine of the daily routine. There is no way to make money in such a business, and, consequently, everybody is not rushing into it. Competition may be severe, but, like every other walk of life, some will succeed and others must go to the wall, and surely the balance is met. Good business knowledge, with persistence and close pruning of expenses, will accomplish wonders. The merchant that goes to business at 10 o'clock, in his carriage, and leaves again at 4, cannot with reason expect to be as successful as his neighbor, who, especially situated in other respects, walks down to his warehouse at 8 o'clock, and remains until the last employe goes at night. Not only does he save the salary of one man, sometimes a large salary, too, but he personally sees that all his employes do their full duty throughout the day. After a firm has attained sufficient wealth and business to be independent of trade struggles in general, they may perhaps adopt easy ways of living, but they had best watch closely the younger and newer houses, who work while they rest, and will gradually absorb their trade. There is as much science in commercial business as any of the learned professions, and merchants should be close students.

An Eye to Business.

A correspondent who has recently taken a run through Vermont writes: The natives of Vermont have lost none of their cuteness. One town where I stopped has about 4,500 inhabitants. One of the selectmen runs a hardware store, and two weeks previous his dog was bitten by a neighbor's dog. It was a small enough matter, but see what happened: First, he had the neighbor's dog killed; then he raised the cry that the dog had been mad and had bitten other dogs.

The selectmen met and ordered that every dog should be muzzled for forty days, and the thrifty hardware man sold nearly 500 muzzles at \$1 apiece. Staid old family dogs travel around town with leather things around their jaws, which never close on anything more human than a beef bone. I saw one big mastiff that had worked his muzzle off and was lugging it around in his mouth.

RUBENS COUGH DROPS

WE pay the highest price for it. Address PECK BROS., Wholesale Druggists, GRAND RAPIDS.

LIQUOR & POISON RECORD

COMBINED. Acknowledged to be the Best on the Market.

E. A. STOWE & BRO., 100 Louis St., GRAND RAPIDS.

Wholesale Price Current.

Advanced—Balsam, Copaiba, Irish Moss, Castor Oil, Chlorate Potash.

ACIDIUM.		CARB.		ANTIPYRIN.	
Aceticum	80 10	Chlorate, (po. 20)	120 15	Antipyrin	1 35@1 40
Janicum	80@1 00	Cyanide	50 55	Argent Nitras, ounce	6 68
Boricac	40 30	Iodide	50 55	Arsenicum	50 55
Carbonicum	40 30	Potassa, Bism. pur.	27 20	Bismuth N. Rad.	35 40
Calcium	40 30	Potassa, Bism. opt.	80 10	Bismuth S. N.	1 02@1 20
Hydrochlor.	30 5	Sodas Nitras, opt.	75 9	Calcium Chlor. Is. (5%)	6 9
Nitricum	100 12	Sublimatum	25 28	Chlor. Hydr. (10%)	15 15
Oxalium	130 30	Sulphate po.	15 18	Coccol. Prunus, af.	6 18
Phosphor. dil.	100 5			" " B. po.	6 15
Salicylicum	1 40@1 80			Caryophyllus, (po. 28)	25 25
Sulphuricum	1 40@1 60			Ceramide, No. 30	25 25
Tartraticum	40 43			Cera Alba, S. & F.	50 55
				Cera Flava	30 30
AMMONIA.		ACONITUM RADIX.		CERAMIDE.	
Aqua, 10 deg.	30 5	Aconitum	20 25	Ceramide No. 30	25 25
" 15 deg.	4 6	Albæ	25 30	Cera Alba, S. & F.	50 55
" 18 deg.	4 6	Arum, po.	15 20	Cera Flava	30 30
Carbonas	40 30	Calamus	20 25	Cocculus	6 40
Chloridum	120 14	Cantharidis	10 12	Coccol. Prunus	6 18
		Cinchona, (pr. 15)	16 18	Centauria	10 10
		Hydrastis Canaden.	45 45	Cetaceum	6 35
		Heliozoo, Ail. po.	15 20	Chloroform	35 35
		Infus. po.	15 20	Chloroform, squibbs	60 60
		Ipecac.	15 20	Chloral Hyd Crst.	50 50
		Iris, (po. 20020)	15 20	Chondria	25 25
		Jalap. pr.	25 30	Cinchonidine, P. & W.	15 30
		Maranta, 1/2 1/2	6 35	" German	40 40
		Through. po.	75 10 10	Corks, list, dis.	6 60
		Rhei.	6 60	Creatinum	6 50
		" cut.	6 75	Cresat. (tbl. 75)	6 2
		" prep.	6 80	" " "	6 5
		Spigelia	40 45	" Rubra	8 10
		Sanguinaria, (po. 25)	6 30	Crocus	35 35
		Serpentaria	60 65	Cudbear	24 24
		Sonchil. Officinalls, H	60 45	Cupri Sulph.	80 9
		Squilla	6 40	Dextrinum	10 12
		Sella, (po. 35)	10 12	Other Sulph.	60 60
		Symplocarpus, Fosti-	6 35	Emery, all numbers	6 8
		cus, po.	6 35	" po.	6 6
		Valeriana, Eng. (po. 30)	15 20	Eras. (po. 10)	45 45
		Zingiber a.	10 15	Flake White	12 15
		Zingiber j.	20 25	Galla	23 23
				Gambier	10 15
				Gelatin, Cooper's	60 50
				" French	40 60
BACCAR.		SEMIN.		GLASSWARE	
Cubæ (po. 1 60)	1 80@1 00	Anisum, (po. 30)	10 15	Glassware list, 75 & 10 per cent.	10 15
Euphorbia	60 60	Apium (gravelcons)	4 6	Glue, Brown	90 15
Xanthoxylum	25 30	Carul. (po. 18)	8 12	" White	130 25
		Cardamum	10 12	Green	25 25
		Coriandrum	10 12	Gumma Paradisi	15 15
		Cannabis Sativa	3 1/2 4 1/2	Humulus	25 40
		Cydonium	75 10 10	Hydrarg. Chlor. Mite.	60 60
		Datura	10 12	" Cor	80 80
		Dipteris Odorata	1 1/2 1 1/2	" Ox Rubrum	60 60
		Foeniculum	6 15	" Ammoniac.	60 60
		Fraxinella	6 8	" Unguentum	40 45
		Gambogia	6 15	Hydrargyrum	60 60
		Guaiacum	6 15	Ichthyobolia, Am.	1 25@1 50
		Hamamelis	6 15	Indigo	35 40
		Hyoscyamus	3 1/2 4 1/2	Iodine, Resub.	3 75@3 85
		Lini, (tbl. 4)	4 4 1/2	Iodoform	3 70
		Lobelia	6 15	Lupulin	55 60 10
		Mentha, (tbl. 4)	6 15	Lycopodium	60 60
		Mentha, (tbl. 4)	6 15	Mæis	80 85
		Nigella	6 15	Liquor Arsen et Hy-	
		Oenanthe	6 15	drag. lod.	40 37
		Piper	6 15	Liquor Potass Arsenitis	10 12
		Quilla	6 15	Magnesia, Sulph (tbl)	3 3
		Rosa	6 15	Manna, S. F.	45 50
		Rubia	6 15	Morpha, S. P. & W.	2 50@2 90
		Sassafras	6 15	" S. N. Y. Q. & C. Co.	2 50@2 90
		Senega	6 15	Moschus Canton.	6 40
		Sinapis	6 15	Myristina, No. 1	60 60
		Squilla	6 15	Nux Vomica, (po. 22)	60 60
		Turpentine	6 15	Ox Sepia	25 30
				Pepsin Saec. H. & P. D.	60 60
				Picis Liq. N. C. 1/2 gal	60 60
				doz	60 60
				Picis Liq. quarts	60 60
				Pil Hydrarg. (po. 80)	60 60
				Piper Nigra, (po. 22)	60 60
				Pix Burgun.	6 7
				Pilbi Acet	14 15
				Pulvis Ipecac	10 10 30
				Pyrethrum, boxes H	
				& P. D. Co. doz	61 25
				Pyrethrum, pv	35 40
				Quassia	40 40
				Quinine, S. P. & W.	42 47
				Resub. S. German	33 45
				Rubia Tinctoria	14 14
				Saccharum Lactis pv.	6 35
				Salicin	2 25@2 35
				Sanguis Dracon	

The Michigan Tradesman

EVERY INCH A MAN.
She sat on the porch in the sunshine
As I went down the street—
A woman whose hair was silver,
Whose face was a blossom sweet,
Making me think of a garden
When, in spite of the frost and snow
Of bleak November weather,
Late, fragrant lilies blow.
I heard a footstep behind me,
And the sound of a merry laugh,
And I knew the heart it came from
Would be like a comforting staff
In the time and the hour of trouble,
Hopeful and brave and strong—
One of the hearts to lean on.
When we think all things go wrong.

I turned at the creak of the gate latch,
And met his manly look:
A face like this gives me pleasure,
Like the page of a pleasant book.
It told of a steadfast purpose,
Of a brave and daring will,
A face with a promise in it
That God grant the years fulfill.
He went up the pathway singing,
I saw the woman's eyes meet mine,
Grow bright with a wordless welcome,
As sunshine warms the skies.
"Back again, sweetheart mother,"
He cried and bent to kiss
The loving face that was lifted
For what some mothers miss.
That boy will do to depend on:
I hold that this is true—
From love in love their mothers
Our bravest heroes grew.
Earth's grandest hearts have been loving hearts
Since time and earth began:
And the boy who kisses his mother
Is every inch a man.

How Wooley Met His Match.
I started out from the hotel at Kalamazoo a few weeks ago in company with Wooley. He had eaten a pretty hearty dinner, and as soon as we were clear of the town, he observed:

"You never saw me fight, of course, but I will soon give you an exhibition of what I can do. I feel in the mood to-day, and I'm going to lick the first man I can pick a fuss with."

"I wouldn't get into any trouble," I suggested.

"Oh, there won't be any trouble about it. I'll bring it around so as to have the other man begin it, and then I'll polish him off and drive on."

About two miles out we met a young farmer driving into town with a wagon-box full of corn. He gave more than half the road, but Wooley pulled up, gave me a nudge, and exclaimed:

"Young man, do you want to run over us?"
"No, sir."

"You act as if you did. It is evident that you think yourself very smart, but you'll meet a man some day who'll teach you a lesson."

"How?"
"By giving you a licking."

"Perhaps you want to try it?"
"What! Don't you talk that way to me!" shouted Wooley, as he nudged me to signify that the heaven was working.

"If you do, just come down here," continued the young man, as he climbed over the wheel.

"I think I will," replied Wooley. "I'm a peaceful man, and I don't believe in force, but in this case I regard it as my duty to teach you a great moral lesson."

He handed me the lines, jumped down, and squared off, and I don't believe it was two minutes before he lay in the May weeds in the ditch licked to insensibility. The young fellow knocked him out with the very first blow, and then sat down and hammered him blind. When he let up he nodded to me, climbed upon the corn, and as far back as I could see him he never looked back. I worked over Wooley a quarter of an hour to revive him, and another quarter to get him into the buggy, and it was only as I drove on that he rallied enough to dreamily inquire:

"Will you please tell me whether I am selling lightning-rods or wind-mills, and what my name is?" NEMO.

The Drummer Never Gets Left.
"I want to observe," said a drummer last week, "that while railroad conductors are gentlemanly and right good fellows every way, there are some in this country who never should have been promoted from running a cattle train. The worst case I ever struck was out in Ohio. I got on a train at Tiffin some years ago and discovered almost immediately that I had lost my ticket. I hated to give up the three-fifty that it would cost to reach my destination, and, as I was searching my pockets for the fifth time, I saw the conductor coming along with fire in his eye. He singled me out and pounced on me. 'Here,' he said, holding out a lead dollar, 'I want you to give another for that.'

"What for?" I asked.
"'Cause it's bad,' he said.
"'But I have nothing to do with it,' I said, 'I haven't given you any money yet.'

"Yes, you did," he said, angrily.
"'But, I tell you I didn't. I got on at Tiffin,' I replied.
"'See here, now. You can't play me for no sucker. You got on at Watson's and paid me five dollars, and this here is one of them. Hanged if I don't believe you knew it, too. Now, if you don't settle quick, I'll have you locked up.' He was talking loudly and the whole car load was attracted to us. I was going to fight it out with him, when I thought that the best thing I could do was to give him another dollar and ride out the five dollar's worth that somebody else had paid. I still protested that I did not give him the dollar, but finally took it and gave him a good one for it. Then I tackled him for a hat slip, and he said he had given me one. I denied it, and he finally gave me the yellow slip, which shows on Western roads that a man has paid his fare or had his ticket taken up or punched. Then I felt that I was in two or three dollars. I explained the situation to two or three drummers; and after

they had laughed over it, the story went around the car.

"Finally, a man who did not look a bit like me came to me and said that he guessed that he was the man that the conductor was after, as he had occupied my seat and had a bad dollar in his clothes. It was missing, and he supposed he might have given it to the conductor. He offered to keep quiet about the matter, and gave me a good dollar for the bad one. When the conductor came scowling through the car again, he got the grand laugh, but he did not know what it was about. Somebody gave the snap away later on, and as I got off the train at my destination, the conductor approached me on the platform and wanted me to pay my fare. I laughed at him, and told him that he wouldn't get a cent, because he had called me a liar and made a hog of himself generally. He threatened to have me arrested, but couldn't find an officer. Finally he shook his fist in my face and jumped on the train, amid the jeers of the drummers, who had their heads out of the windows of the car."

Fires resulting from burning oil are inextinguishable with water, but may readily be smothered by throwing flour upon the burning oil. If clothing is set on fire by spilling oil or by the bursting of a lamp, a handful of flour thrown immediately may be the means of quenching the flames and saving life.

HARDWOOD LUMBER.

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

Basswood, log-run	13 00/25 00
Birch, log-run	15 00/25 00
Black Ash, log-run	14 00/25 00
Cherry, log-run	25 00/40 00
Cherry, Nos. 1 and 2	60 00/62 00
Cherry, Cull.	12 00
Maple, log-run	12 00/25 00
Maple, clear, regular	11 00/25 00
Maple, Nos. 1 and 2	62 00
Maple, clear, flooring	62 00
Maple, white, selected	62 00
Red Oak, log-run	30 00/32 00
Red Oak, Nos. 1 and 2	26 00/28 00
Red Oak, 3/4 sawed, 6 inch and up w'd	38 00/40 00
Red Oak, sawed, regular	30 00/32 00
Red Oak, No. 1, step plank	62 00
Walnut, log-run	65 00
Walnut, Nos. 1 and 2	67 00
Walnut, cull.	62 00
Grey Elm, log-run	12 00/13 05
White Ash, log-run	14 00/16 00
Whitewood, log-run	30 00/32 00
White Oak, log-run	17 00/18 00
White Oak, 3/4 sawed, Nos. 1 and 2	42 00/43 00

WANTED.

POTATOES, APPLES, DRIED FRUIT, BEANS and all kinds of Produce.
If you have any of the above goods to ship, or anything in the Produce line, let us hear from you. Liberal cash advances made when desired.

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

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.

Specialty of Collections, Accounts of Country Merchants Collected.

F. Raniville,

Manufacturer of
LEATHER BELTING

Rubber Goods and Mill Supplies.
1 to 5 Pearl Street,
GRAND RAPIDS, MICH.

TIME TABLES.

Grand Rapids & Indiana.
In effect Oct. 6, 1892.
TRAINS GOING SOUTH.

Traverse City & Mackinaw	Leave	Arrive
Traverse City Express	7:30 a.m.	7:30 a.m.
Traverse City & Mackinaw	9:30 a.m.	11:30 a.m.
From Cincinnati	8:45 p.m.	4:10 p.m.

Cincinnati Express 7:00 a.m.
Fort Wayne Express 11:45 a.m. 12:45 a.m.
Cincinnati Express 3:30 p.m. 4:30 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 on Sundays included. Other trains daily except Sunday.

Detroit Express 6:30 a.m.
Through Mail 6:30 a.m.
Grand Rapids Express 10:40 p.m.
Night Express 6:40 a.m.
Mixed 7:30 a.m.

Detroit Express 6:30 a.m.
Through Mail 6:30 a.m.
Evening Express 3:35 p.m.
Night Express 10:30 p.m. 10:55 p.m.
Daily, Sundays excepted, "Daily".

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

Grand Rapids express has parlor car to Detroit to Grand Rapids. Night express has Wagner sleeping car to Detroit, arriving in Detroit at 7:30 a. m. Through railroad tickets and ocean steamship tickets and sleeping car berths secured at D. G. H. & M.'s office, 29 Monroe St., and at the depot. J. A. CASPARY, City Passenger Agent.

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

S PROUL & MCGURRIN AND

Plumbing,
Steam and Hot Water Heating, Brooks' Hand Force Pump, Instantaneous Water Heater, Hot Air Furnaces, Mantels, Grates and Tiling, Gas Fixtures, Etc.
Wholesale and Retail Dealers in Plumbers' Supplies.
184 East Fulton St., Head of Monroe, Telephone No. 147.
21 Seribner Street, Telephone No. 1109.
GRAND RAPIDS, - MICH.



THE ELOPEMENT
after the painting by Kaemmerer, issued by GOW, ANS & STOVER, Buffalo, N. Y., at a cost of over 5,000 dollars, a copy of which they send free to any address on receipt of 25 wrappers from the

OAK-LEAF SOAP



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.

FLOUR

Owl, Crown Prince, White Lily, Standard, Rye, Graham.

Bolted Meal, Feed, Etc.

MAIL ORDERS SOLICITED.

NEWAYGO ROLLER MILLS.

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.

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

MANUFACTURERS AND JOBBERS IN
Road Logging Delivery Pleasure SLEIGHS.
SEND FOR CATALOGUE.



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.

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.

A Common Sense Idea. "CANDEE" Rubber Boots and Shoes



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

No. 4 Monroe Street, GRAND RAPIDS, MICH.

CURTISS & CO., WHOLESALE

Paper Warehouse.

We carry the VEBY BEST double or single bit, hand-shaved ax handle ever made. Houseman Block, Grand Rapids, Mich.

ORDER Novelties in Perfumery,

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

Jennings & Smith, Grand Rapids, Mich.

ALL ORDERS FILLED PROMPTLY.

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.

Putnam Candy Co., JOBBERS OF

Foreign Fruits, Nuts and Oysters.

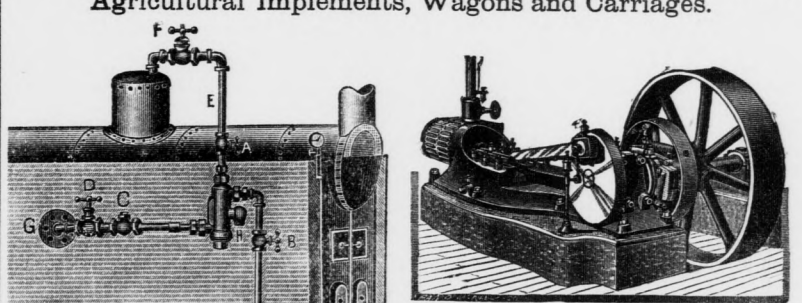
BEN. W. PUTNAM, Pres. JAMES M. BARNETT, Vice-Pres. FRED B. ALDRICH, Sec'y and Treas.

WM. SEARS & CO., Cracker Manufacturers,

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

BROWN & SEHLER, DEALERS IN

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



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

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.