

The Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 13, 1889.

NO. 321.

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Will be ready Sept. 1.

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rooms have been especially designed in accord-
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is composed of the most competent and practical
teachers. Students graduating from this insti-
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Fine stock of Woolen Suitings and Overcoat-
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other house in the city. Perfect fit guaranteed.
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Having on hand a large stock of No. 1
Roasters—capacity 35 lbs.—I will sell
them at very low prices. Write for
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Prices Lower than Ever

QUALITY THE BEST.

Write for Prices.

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Weatherly and Pulte

CONTRACTORS FOR

Galvanized Iron Cornice,

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Pumps, Pipes, Etc., Mantels
and Grates.

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Will hereafter act as our representative
in Grand Rapids and vicinity.

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MANUFACTURERS OF

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Whisks, Toy Brooms, Broom Corn, Broom
Handles, and all kinds of Broom Materials,
10 and 12 Plainfield Ave., Grand Rapids.

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Manufacturer of

Custom Made Shirts.

Fit and Quality Guaranteed.

Our cutting is done by Chas. R. Remington,
who was for nine years cutter for Gardner &
Baxter, who will cordially welcome his many
friends in the trade.

7 Pearl St., Grand Rapids, Mich.

A LIFE THOUGHT.

If drunk, we live in the present,
If grave, we live in the past;
If gay, we dwell in the future,
The only dwelling to last.

The maiden who greets the morning
With a smile that's all divine,
Is peering into a future
For a brighter morn to shine.

The youth who studies the planets,
Or the diverse ways of men,
His heart is fixed on the coming
Of his rule by sword or pen.

The toiler who drains his forces
In the stress of life for gain,
Wearily drops his weary head,
At the slightest future's reign.

There's naught in gold or silver,
There's nothing in house or land,
Barring the greed to get it,
By the cold and worldly hand.

But the greed that's for the future,
Shall never that future find,
For the future's always future
To the wish that rules the mind.

If drunk, we live in the present,
If grave, we live in the past;
If gay, we dwell in the future,
The only dwelling to last.

HUGH FARRAR MACDERMOTT.

JACK WALTERS' FORTUNE.

Nobody saw Jack Walters' good traits
with so clear a vision as little Atty
Brown. Jack was a clerk in the great
dry goods establishment of Dorset &
Drew. He was somewhat vain of his
really handsome face, and a trifle fop-
pish, but the groundwork of his charac-
ter was laid in good, true colors, war-
ranted to wear. Jack was poor, but am-
bitious and capable—so much so that the
firm, in whose employ he was, were con-
sidering whether they should not raise his
salary and send him to travel for their
house. Jack got an inkling of their in-
tentions, but discreetly kept it to him-
self.

As a matter of course, Jack having
reached the mature age of twenty-one,
was in love with a fair lady. He had first
seen her at the store, and his heart was
at once taken captive in the meshes of
her golden hair.

Anne Rathburn was very lovely.
Everybody said so, and rightly. But
she was called a flirt by sober-minded
people, and the young men were rather
afraid of her. Those who enjoyed her
confidence knew that she was waiting for
a golden prize, and smiled at poor Jack's
infatuation.

Miss Rathburn's father was head book-
keeper at Dorset & Drew's, and by no
means a rich man. It was his wife who
kept the home-establishment going. She
had come into possession of a small
fortune just as Anne was blooming into
beautiful womanhood, and consequently
the girl was a little spoiled. The family
lived in elegant style, kept a pony-chaise,
and Anne was gratified in all her whims,
for she was the idol of both parents.

Jack had won upon the affections of
the old book-keeper, not for selfish ends
only—for there was something about the
meek, thin-faced, aristocratic-looking old
gentleman that encouraged friendliness,
and Jack had always liked him. So, oc-
casionally the young man was invited to
the elegant residence of the Rathburns,
and in time found himself on a somewhat
intimate footing with the different mem-
bers of the family.

Atty Brown was the poor relation who
mended Anne's stockings, and aided that
lazy young beauty in diverse ways, for her
clothes and board. She was a cousin on
the father's side, with nothing to dis-
tinguish her from ordinary young lady-
dom but a pair of glorious, melting, hazel
eyes, fringed by the longest, thickest
lashes that were ever seen.

Mrs. Rathburn, like her husband, was
tall and thin, and wore fashionable caps
and a great quantity of false hair. She
had once been the possessor of consid-
erable beauty, but now people called her
only fine-looking. If she had been merely
the poor book-keeper's wife without a
fortune, I doubt if she would have been
considered even that.

These, with a bachelor uncle, whose
chief amusement was showing wonderful
tricks with cards and telling fortunes,
made the full quota of the book-keeper's
family, among whom Jack found him-
self placed on terms of the most delig-
htful intimacy.

It was the first day of April, and Anne
sat listlessly looking over some pictures.
Atty Brown knitting a pretty trifle for
her cousin, on the opposite side of the
table, when Hetty Rogers dropped in
upon them. Hetty was a sleek, sly little
brunette, who always reminded one of a
purring cat.

"Girls, do you know what a lovely day
it is?" exclaimed Hetty, loosening her
dainty furs at the neck as she seated her-
self. "Didn't I see Jack Walters over
here last night?" she went on, with a
smooth little purr. "It was just before
you drew down the curtain. I knew his
profile. Is that why you like him, Anne?
It's just perfect."

"I like him! Nonsense!" said Anne,
with a laugh which was almost con-
temptuous. "He is a very pleasant
young gentleman, handy to have round,
as mamma says; does all one's errands
dutifully, and is a splendid escort, with
his Greek face and graceful manners.
But must one be reported engaged be-
cause one has a particular friend?"

Hetty laughed.
"People will talk, you know," she
said.

"Why, he's as poor as a church mouse,"
continued Anne. "Do you think I could
marry a poor man? Never!"

Atty lifted her great hazel eyes in as-
tonishment. She had more than sus-
pected that her cousin did love Jack; and
in his face had she not read his absorb-
ing passion?

"See how innocently surprised Atty
pretends to be," laughed Anne, a faint crim-
son tinge creeping over the marble-like
beauty of her skin. "I half believe he
is her hero. She is a perfect little mouse
when he is here."

"But don't you really like him, Anne?"
asked Atty, her needles suspended.

"Anybody can see that he worships you."

"Nonsense!" said Anne, the flush
deepening. "Don't bother your head
about him, my dear. He's a splendid
cavalier, and that is all. He's very fool-
ish if he ever presumes upon my kind-
ness. Uncle Hal settled the question last
night. He told his fortune, you know,
and said he would marry a little dark
girl. Maybe it's you, Hetty. You're a
great heiress, and can afford it. As for
me, a rich husband or none. Oh, by the
way, it's April-Fool-Day, isn't it? I
should like to have some fun! Play a
joke on somebody—a grand joke, that
might be remembered for a year. What
can I do? There! I have it. I've thought
of something!" She clapped her hands
and shook her blonde tresses, while her
handsome blue eyes sparkled with mis-
chief.

"Well, what is it?" queried Hetty.

"If some one only was going to the
store."

"If you mean Dorset & Drew's, that's
just where I'm going," said Hetty, draw-
ing her furs closer.

"You are? Well, I'll send a note to
Jack. I have the whole thing planned
out. I was there yesterday, and Joe
Hunter showed me some new goods at the
silk counter, and informed me that he
was going off to-day on some commis-
sion or other. The way he happened to
tell me, we were laughing over April-
Fool-day tricks, and he said there
wouldn't be much of a chance for the
clerks to fool him, as he was going off
early in the morning. I'll just write that
having ordered several things—a silk
dress, a box of handkerchiefs, gloves, etc.—
I had expected them yesterday, but as
they had not come, I shall be pleased
if he will see that they are forwarded im-
mediately. I'll address the note to Jack,
and of course he will fly to execute my
bidding. Then there'll be a fuss, and I
shall fool them all."

The giddy girl never stopped to weigh
the consequences. Fun was what she
wanted, even at the sacrifice of truth.

"Capital!" laughed Hetty; "it's a
most brilliant idea."

"Cruel!" said Atty, indignation in her
glance. "You'll never do it, Anne."

"Won't I? You'll see; and that with-
out giving you time to preach a sermon
about it. I'm bent on making an April-
fool of Jack. He'll forgive me; don't be
anxious; I know him. It will only hurt
his vanity a little, and that won't kill
him."

By this time she had opened her writ-
ing-desk and her pen was rattling over
the paper.

"I'm half tempted to say, 'My Dear
Jack.' I will; it's April-Fool-Day. Won't
his handsome eyes open?" And again a
soft rosy flush spread over her cheeks.

"There!" She folded the note and hid
it in a delicately-perfumed envelope. "I
should like to see him when he gets it;
that's all. You'll go right away, I sup-
pose. It's already eleven, you know."

Hetty took the missive and hurried off
in high glee; while Atty, who could not
appreciate nor yet prevent the joke, bent
over her work with indignant eyes.

"I'd never come here again, after that,
if I were he," she said hotly to herself.
"It's an insult."

Hetty performed her part valiantly.
She went to the store; spoke a few words
to her cousin, who was a clerk there; in-
tercepted the cash-boy, who was running
to change a twenty-dollar note; bade him
give the message to Mr. Walters, and
walked carelessly out of the door, laugh-
ing inwardly.

"Here's something for you," said little
Ben, as he slipped the envelope over a
huge pile of silks shining in all the colors
of the rainbow.

Jack placed the note in his vest-pocket
with just the faintest shadow of embar-
rassment, and after his customer had
gone, stole a recess just three seconds
long in which to read the contents.

"My Dear Jack."

The blood rushed to his face; he was
in a perfect tremor of delight. When
had Anne ever written to him before?
But here were the lines, fresh from
under her own white hand. She had
called him Jack. "Dear Jack." Pocket-
ing his trophy and his tumultuous emo-
tions at the same time, he proceeded at
once to make the needful enquiries.

He spoke to the chief clerk, an awful
personage in a red wig. "Miss Rath-
burn had ordered several things." He
produced a list of them—a dress-pattern
in silk, gloves, handkerchiefs—and they
had not been sent home. Doubtless it
was Joe Hunter's fault; the goods had
been bought of him. "The most care-
less clerk in the house," muttered the
chief, as he peered over the list. "He
must do better or leave."

Three or four clerks were sent at once
to look the parcels over. There was
great rolling aside and throwing down,
and not a few hard words were sifted
with the labor for Dorset & Drew did
an immense business. Addresses were
looked over, counters turned upside
down, and that part of the shop was in
confusion.

The senior partner had purchased a
unique and beautiful vase that day,
which stood in its wrappings in the cor-
ner of a shelf, where Jack himself was
rummaging for the missing bundle, when
lo! there was a crash, and the vase for
which Mr. Dorset had paid nearly a hun-
dred dollars went down with a crash.

Dorset, who stood by, turned white,
but merely said,

"That comes out of your salary, Wal-
ters."

"Of course, sir," responded Jack, rue-
fully. "I shall pay it with pleasure."

Another clerk, in jumping on a
treacherous roll of cloth, fell and
sprained his ankle, and was obliged to go
home.

At last the books were resorted to.
Dorset, who was an irascible man, and
had already made up his mind to turn
off poor Joe Hunter, looked them over
himself. As he was poring at the or-
ders, his lean fore-finger running down

the columns, a clerk spoke to him in an
undertone.

"The thin face of the senior partner
darkened, and he closed the book with
an angry thrust."

"Walters," he said, sharply, "come
here." And the young fellow went for-
ward, preplexed and unhappy.

"Do you know what day it is, Wal-
ter?" queried Dorset.

"The—first—the devil!" muttered
Jack, shutting his lips together suddenly.

"You have been sold, I think; we have
all been sold," said the merchant, al-
most fiercely. "I have lost a vase that
can't be matched, and that cost me
seventy-five dollars; Jacobs has gone
home with a sprained ankle, and the
whole place has been in turmoil, on ac-
count of a foolish woman's whim. You
ought to have seen, Walters—you should
have had your wits about you on this
day, of all others. As for Miss Rath-
burn, I should like to devise some way
of punishing her for so thoughtless a
trick. I'm sure her father would nearly
die of mortification if he knew of it, and
he will certainly hear it. I'm very sorry.
However, no use crying over spilt milk."
And with a wave of his hand Walters
was dismissed, more chagrined, more
angry, hurt and sore, than he had ever
been in his life.

Going to his counter, his lips and
cheeks pale, there he met little Atty
Brown.

"I didn't want to turn State's-evid-
ence," she said, hurriedly, her glitter-
ing eyes swimming under the brown
lashes, as if the tears were very near
there; "but I couldn't help coming; it
was such a cruel thing—at least it seemed
so to me. I hope I am in time. Don't
look for that package, Mr. Walters; it
might put you to so much trouble."

"The trouble is all through with, Miss
Brown," said young Walters, with more
dignity than she had ever seen him as-
sume before. "Tell Miss Rathburn, and
you please, with my compliments, that I
am infinitely obliged to her, and that his
eyes flashed. "Her little joke has cost
me dear."

Again the great brown eyes met his,
full of sympathy; but he had frightened
her, too.

"I thank you," he said, in a softer
tone, seeing that her lip quivered. "You
have proved to me that all women are
not heartless. Good morning, Miss
Brown."

Atty went home disquieted, trembling
and writhed. Of course she could not
deliver his message, as Anne had not
known of her attempt to frustrate the
"good joke"; neither did she wish to in-
cur the anger of one who could make her
thoroughly uncomfortable.

Walters bore his fate that day with
manly composure, outwardly, but his
heart was like a seething caldron. Him-
self the soul of honor despite his poverty,
he could not see how so

The Michigan Tradesman

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

John Emerson, of Cedar Springs, has opened a restaurant at 52 South Ionia street.

Geo. F. Dunaven has sold his grocery store at 498 South East street to F. E. & R. North.

Rempis & Gallmeys succeed Moulton & Rempis in the foundry business at 54 and 56 North Front street.

Blakely & Jennison, hardware dealers at 41 South Division street, have assigned to Attorney J. M. Jamison.

Christ Engels has engaged in the boot and shoe business at Muskegon. Rindge, Bertsch & Co. furnished the stock.

A double brick store, two stories in height, is in process of construction at the corner of East and Dolbe streets. The owner is a Mr. Elkerton, late of Dowagiac.

Jas. A. Coyer has sold his interest in the grocery firm of Jas. A. Coyer & Co., at 95 Broadway, to his partner, Ed. C. Judd, who will continue the business under his own name.

Winchester & Daniels will manufacture, the coming winter, at their mill on the Chicago & West Michigan road, 30,000,000 18-inch standard shingles for the eastern trade, and 5,000,000 feet of hemlock lumber.

AROUND THE STATE.

Fremont—A. Sweet, harness dealer, is dead.

Herrington—Wm. McFarland has opened a blacksmith shop.

Cheboygan—Doyle & Elliott have engaged in the meat business.

Plainwell—A. J. Day succeeds Eldred & Day in the meat business.

Onekama—Jas. Hopwood will build an addition to his grocery store.

Manistee—Jos. E. Rumble has engaged in the boot and shoe business.

Clarksville—John Lenhard is building a shop for repairing machinery.

New Era—P. Rankin has bought the general stock of Daniel Rankin.

Big Rapids—Lentz Bros., bottlers, have dissolved. Jos. Luetz continues.

Stanton—Epley & Devine succeed Epley Bros. in the grocery business.

Vermontville—Geo. A. Benter will put in a stock of buggies, cutters and robes.

Hancock—C. Simmer, Jr., succeeds C. Simmer & Sons in the grocery business.

Allegan—Geo. M. Wirick succeeds Wirick & Heath in the grocery business.

North Star—Jas. Page has bought the general stock owned by Geo. F. Hoisington.

Sand Lake—Henry Bawhall, of Cedar Springs, will open a blacksmith shop here.

Big Rapids—J. G. Martz succeeds McNaughton & Martz in the furniture business.

Detroit—L. Peacock, of the firm of L. Peacock & Son, coal and wood dealers, is dead.

Manistee—Chris. Michelson has removed his dry goods stock to Duluth, Minn.

Hart—Daniel Fields has sold his blacksmith shop to Chas. Whitsell, of Muskegon.

Big Rapids—Fred Sauerbier has opened a new grocery stock in the Erikson block.

Flint—Gibson & McCall are succeeded by Chas. Gibson in the tobacco and cigar business.

Muskegon—Clark M. Duncan has re-engaged in the confectionery and tobacco business.

Port Huron—A. Fluegel's grocery stock has been taken possession of by his creditors.

Big Rapids—F. S. Nichols, formerly of White Cloud, has engaged in the grocery business here.

Hudson—Sarah F. Eaton has purchased John C. Palmer's furniture and undertaking business.

Marquette—E. Krieg & Son are succeeded by Frank Krieg in the steam laundry business.

Hart—John W. Corp. of Cassopolis, contemplates opening a merchant tailoring establishment here.

Marcellus—Chas. J. Nash has purchased the building and grocery stock owned by Dr. E. C. Davis.

Aarwood—The firm of Lawrence Moritz & Co. has dissolved. Mr. Moritz retiring to go to the woods.

Luther—Jas. M. Verity's furniture store was burned Nov. 3. Loss about \$3,000, with \$1,400 insurance.

Sault Ste. Marie—Wm. Howlett has closed out his grocery business, preparatory to going to Washington Ter.

Kalamazoo—Goodrich & Co. is the style of the firm succeeding O. C. Goodrich & Son in the drug and grocery business.

Harbor Springs—E. E. Hartwell has sold his grocery stock to Bert Barber, who will add a line of boots and shoes.

Muskegon—A. LeBeauf and Fritz Hasse have foreclosed their chattel mortgage on the grocery stock of M. W. Carpenter, at the corner of Pine and Walton streets.

Ontonagon—J. & D. Corgan, grocers and dry goods dealers, have dissolved. D. & M. Corgan succeeded to the business.

Shelby—F. C. Herworth and J. J. Rodgers have formed a copartnership to engage in the merchant tailoring business.

Battle Creek—Mr. Schilling, of La Crosse, Wis., has bought the Wing property and will erect a business block thereon.

Port Huron—Mustard & Merritt, commission merchants, have assigned to J. S. Duffie. Liabilities about \$2,700, assets about \$1,400.

Otsego—Chas. P. Hale, of Plainwell, has bought the elevator here and will buy wheat for C. G. A. Voigt & Co., of Grand Rapids.

Lake City—A. Waters has sold his interest in the merchant tailoring business to his partner, John Wilson, and returned to Big Rapids.

East Jordan—Mrs. Franc J. Stone has purchased the M. A. Helm & Co.'s dry goods stock and will continue business at the old stand.

DeKerville—John H. Welch has assigned his hardware stock to F. S. Neits. The liabilities are \$1,700 and the assets are about \$900.

Battle Creek—F. L. McHenry, dry goods dealer, will open a branch store in the building recently vacated by the Boston Clothing Co.

Charlotte—V. L. Dibble and Geo. H. Dwight succeed M. Heyman & Son in the meat business. The style of the firm is Dibble & Dwight.

Owosso—H. W. Parker has bought the building recently vacated by the Second National Bank and will occupy it with his grocery stock.

Sault Ste. Marie—Hammond, Standish & Co., of Chicago, have established a fresh meat depot here, under the management of L. Pemberton.

Sault Ste. Marie—A. B. Cracknell has purchased Prenzlauer Bros.' stock of wall paper and consolidated it with The Sun Paper Co.'s stock.

Howard City—N. W. Mather, banker, and J. W. Lovely, grocer, moved last week into their new stores, built on the site of the old ones, which were burned last May.

Detroit—Traugott Schmidt has merged his hide, pelt, wool and fur business into a stock company, with a paid in capital of \$200,000, under the style of Traugott Schmidt & Sons.

Kalamazoo—The Dr. Sayles drug stock, recently taken possession of by Sheriff Dix to satisfy the claim of a Chicago creditor, has been returned to Mrs. Sayles, who satisfied the officer that the stock belonged to her. The damage suit which she brought against the sheriff has been discontinued.

MANUFACTURING MATTERS.

Cedar Springs—C. Pelton's shingle mill started up last week.

Onekama—Gilbert Bros.' sawmill began operations last week.

Inland—Wollet & Bronsdage started their new sawmill last week.

Filer City—McKillop, Hopper & Co. started up their mill last week.

Freesoil—Jos. Kobe has purchased a site and will build a sawmill at once.

Plainwell—Walter Dwight succeeds Dwight & Stiff in the milling business.

Saranac—Chas. Jepson will rebuild the saw and stove mill, recently burned.

Allegan—Howe & Son will run a sawmill again this winter at their brick yard.

Cadillac—J. A. Gardner succeeds Gardner & Haskins in the shingle business at Boon.

Reed City—O. H. Hovey's planing mill burned last week. Loss \$10,000, with no insurance.

North Chippeway—Henry Moore has his new shingle mill, on section 6, nearly completed.

Otsego Lake—The Nichelson & Hanson Lumber Co. has been incorporated, with a capital stock of \$100,000.

Herrington—Herrington & Burlingame have their new grist mill and elevator completed ready for operation.

Kingsley—Case & Crotser have sold their planing mill to Jas. Campbell, of Campbell & Underwood, Grand Rapids.

Muskegon—Chas. Renwick has moved his broom factory from Reed City to this city, locating at 123 and 125 Ottawa street.

Muskegon—Torrent & Co.'s saw mill, which has been idle for some time past, started up again last week and will run during the remainder of the season.

Manistee—One of the mills of the Canfield Salt and Lumber Co. shut down last week, as the company has sawed about all the lumber it cares to make this year.

Detroit—The White Electrical Co. has filed articles of incorporation. G. M. Wetherell, A. E. White, J. H. Brewster and W. W. Chapin are the incorporators.

Howell—A corporation, with a capital stock of \$5,000, has been organized to manufacture the Love & Bradley patent folding buggy boot and other buggy supplies.

Detroit—H. S. Robinson & Co. will succeed the present firm of H. S. Robinson & Burtenshaw in the jobbing of boots and shoes only, the manufacturing department having been sold to Pingree & Smith.

East Saginaw—C. Merrill & Co.'s saw mill will run as long as the weather permits. They have 16,000,000 feet of lumber on dock, against 12,000,000 December 1, a year ago.

Newberry—A factory to make broom handles, wooden bowls, canthook stocks and other things has been established here, under the management of Mr. Spence, of Kalamazoo.

Kalamazoo—The Kalamazoo Cart Co. is moving its machinery and stock to Elkhardt, Ind. The Noyes Cart Co. contemplates removing to the shop vacated by the Kalamazoo company.

Detroit—William M. Dwight & Co., the failed lumber dealers have chattel mortgaged their sawmill, lumber, machinery, etc., to Berry Bros. to secure debts aggregating \$32,912.04.

Big Rapids—The Crescent Furniture Co. is fixing up the sawmill recently run by Skellenger & Son, and will stock the yard with hardwood logs to supply lumber for its furniture business.

Menominee—The Menominee Boom Co. is making improvements to facilitate log driving at and below Brule Falls, consisting chiefly of the removal of huge obstructing rocks by blasting.

Menominee—The Lundington, Wells & Van Schaick Co., which a few seasons ago had twenty-three camps in operation, will run only seven the coming winter, banking about 35,000,000 feet.

Detroit—D. M. Ireland, of Waterbury, Conn., is arranging for the establishment of the Detroit Novelty Works, which will be located at the foot of Mt. Elliott avenue and will employ 100 hands.

Port Huron—The Mudge Paper Clothing Co. employs 110 hands, and promises to increase the number to 500. It is 23,000 garments behind its orders. When the company began business, last July, it only had three hands at work.

Muskegon—Mrs. Katherine Hitz's interest in the saw mill and property of Montgomery, Champagne & Co., was lately sold by the sheriff to Joseph A. Whittier, of East Saginaw, for \$4,208.71, to satisfy a mortgage held by Whittier.

Detroit—The Russell Stove Manufacturing Co. has filed articles of association. Albert H. Russell, of Kansas City, Mo., holds 9,808 of the 10,000 shares. The paid-up capital is \$100,000. The company will make coal oil and gas heaters.

Belding—Angel Bros. have purchased the Oatley sawmill, five miles north of Langston, and removed the same to their mill site at this place. They will fit it up for custom work. It is expected the mill will cut 20,000 feet of pine per day, or 12,000 feet of hardwood.

Allegan—Joseph Ambler, Arthur Hillabrant and others, under the style of The Allegan Straw Board Co., will convert the old woolen mill into a paper mill to make straw board and binders' board.

A new extension 40x45 feet will be built in the rear and the mill will have a capacity of two tons per day.

Detroit—The Canada Fiber Clothing Co., which used to make paper waistcoats, has sued the Singer Manufacturing Co. for \$5,000. It charges that the Singer company, having obtained judgment for a trifling amount, took out a writ of execution before the time for appeal elapsed and closed up the Canada company's place of business.

Kalamazoo—George Spence, who has been in the employ of the Kalamazoo Broom Handle Co. for some time, has gone to Newberry, where he will erect a factory of his own. He will manufacture broom handles, chair rounds, butter bowls, cant hooks, etc. He expects to have the saw mill up by November 15 and will be ready for business December 1.

East Saginaw—Brown & Ryan expect to run their sawmill all winter, with the exception of a short lay-off for repairs. It is expected also that one or two other mills will run during the winter, cutting special bills for railroad and large building work. Not so much in this line has been done this season as last, owing to southern competition and a falling off in railroad construction. The outlook for the future, however, seems more hopeful.

Muskegon—The Muskegon Shingle & Lumber Co.'s mill is again idle. The differences between the company and the employees could not be adjusted, and the mill was closed for the season. The Michigan Shingle Co.'s mill is now running, as are also all the other mills on the lake. The weather is becoming rather rough, and shippers are crowding the lumber fleet as rapidly as possible, in order to get stocks moved before the close of navigation.

East Saginaw—It is understood that Hurd & Hauenstein, of Buffalo, involved in the litigation with the Moiles Bros., have caused the injunction to be removed and have secured an order in the United States District Court in chancery to sell the mill site, store, buildings, docks, etc., at Detroit, the sale to take place December 10. Henry Moiles, who has been running a store there, came here and purchased a stock of goods, but learning of the action of the court, he countermanded the order and will await further developments.

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

P. of I. Gossip.

A Herrington correspondent writes: "The P. of I.'s cut no figure in Herrington."

Cannonsburg correspondent Belding Banner: "The P. I. business seems to be on the wane."

Belding Banner: "A wise suggestion would be to many of our farmers, don't monkey with the P. I.'s."

Plainwell Enterprise: "The Patrons of Industry tried to organize a lodge at Hastings, but like Hastings' postmaster, their name was Dennis."

Evert Review: "The Patrons of Industry failed in their endeavors to induce Tustin merchants to take hold of their scheme, and they threaten to put in a stock of goods on their own account."

The Cedar Springs Clipper suggests that the disreputable thieves who are organizing P. of I. lodges and Patrons of Toil lodges have still one more card to play. They can start the "Sons of Toil" racket.

A Big Rapids farmer who was fined for being drunk the other day handed the court his ticket of admission to the Patrons of Industry and asked for the customary 10 per cent. above cost, but the court said justice wasn't a "jiner," and made him settle at par.

Woodin & Van Winkle, the Sparta general dealers, write as follows: "Please take our name out of the list of P. of I. dealers, as we haven't been dealing with them for the last sixty days. Our contract with them ran out and we did not renew it."

J. B. Tucker, the Summer general dealer, writes as follows: "I see by THE TRADESMAN of this date that my name is among those who are selling to the P. of I.'s under contract. I wish you would do me a favor, by stating in your paper, that my contract has been canceled, at my own request."

Belding correspondence Saranac Local: "It is reported that the P. of I.'s are gradually approaching this town from the west. This may be true and they may find a few followers as did the Bohemian oat business and many patent right affairs. The farmers as a class are the most cautious men we have and they are the most easily taken in at times in some very simple schemes."

American Artisan: "The promoters of the underhand organization known as the Patrons of Industry, whose schemes have been largely frustrated by the vigilance of THE MICHIGAN TRADESMAN, are now seeking for victories in another direction, wherein they might hope to reveal with larger impunity. It appears from the journal named that several of the old-time organizers of the movement have branched out on their own hook with a scheme which they call 'Patrons of Toil.' It is understood that the organic work of the new scheme is very similar to the old swindle, the only difference being that the charter fees and per capita dues go to another set of fellows than the Port Huron sharpers. It is evident the Patrons of Toil will bear plenty of close watching."

Gripsack Brigade.

Wm. O. Gaylord has engaged to travel for the Miller Casket Co., of Belding.

F. A. Green, formerly engaged in the grocery business at Marquette, is now on the road for Steele & Atwood, of Chicago.

Charley Brown, of Hastings, is organizing a K. of G. choral union, who may offer their services to the Lansing convention in December.

August Heath, late of the grocery firm of Wirick & Heath, of Allegan, has engaged to travel for the flouring mill firm of Young & Harvey, of Allegan.

Fred M. Crow, for the past three years clerk for Murray & Terbush, the Owosso clothing merchants, has engaged to travel for McClure, Bloesser & Eggert, of Buffalo, covering the Michigan trade.

Secretary Mills is engaged in distributing the new Knights of the Grip Bulletin, one of which is to be permanently posted in every hotel in the State. Those for the hotels in the larger cities will be neatly framed.

The following additions to the hotel list of the Knights of the Grip have been received during the past week: Palace Hotel, Farwell; Grand Central Hotel, Stanton; Kalamazoo House, Kalamazoo; Kirtland House, Galesburg.

Roll P. Bigelow, after a seven years' pilgrimage with C. W. Inslee & Co., has engaged to travel for Daniel Scotten & Co. His territory includes all the available trade in central Michigan and northwest of Big Rapids. Mr. Bigelow is a hustler from the hustling city of Owosso and will never die from lack of exercise.

An Evener.

Salesman—Well, whatever want? Customer—I want to buy a hat. Salesman—Why didn't yer say so? Move lively now. This ain't no morgue! Customer—I don't like to be spoken to like that.

Salesman—Yer don't? Well, whatever stoppin' the wheels 'f trade fer? Did yer ever see a real hat?

Customer—That's enough. Good day. Salesman—Just wait a moment, sir. I recognize you as the ticket seller at the Imperial Central Station. I tried to buy a ticket of you yesterday, and I've just endeavored to give you an imitation of how you treated me. What's the size, sir?

The P. of I. Dealers.

The following are the P. of I. dealers who had not cancelled their contracts at last accounts:

Almont—Colerick & Martin. Altona—Eli Lyons. Assyria—J. W. Abbey. Bellevue—John Evans. Big Rapids—C. A. Verity, A. V. Young, E. P. Shankweiler & Co., Mrs. Turk. Brice—J. B. Gardner. Burnside—Jno. G. Bruce & Son. Capac—H. C. Sigel. Carson City—A. B. Loomis, A. Y. Sessions.

Cedar Springs—John Beucus, B. A. Fish, Mrs. J. A. Gardiner. Charlotte—John J. Richardson, Daron & Smith, J. Andrews, C. P. Lock. Chester—P. C. Smith. Clio—Nixon & Hubbell. Coral—J. S. Newell & Co. East Saginaw—John P. Derby. Flint—John B. Wilson. Flushing—Sweet Bros. & Clark. Fremont—Boone & Pearson, J. B. Ketchum.

Grand Ledge—A. J. Halsted & Son. Grand Rapids—Joseph Berles, A. Wilzinski.

Harvard—Ward Bros. Hersey—John Finkbeiner. Howard City—Henry Henkel. Hoyville—Mrs. A. E. Combs. Hubbardston—M. Cahalan. Imlay City—Cohn Bros.

Kent City—R. McKinnon, M. L. Whitney. Lapeer—C. Tuttle & Son, W. H. Jennings. Maple Rapids—L. S. Aldrich.

Marshall—W. E. Bosley, S. V. R. Lepper & Son, Jno. Butler, Richard Butler. Mecosta—Parks Bros. Milan—C. C. (Mrs. H. S.) Knight. Millington—Chas. H. Valentine. Morley—Henry Strope.

Nashville—Powers & Stringham, H. M. Lee. Ogden—A. J. Pence. Olivett—F. H. Gage. Remus—Geo. Blank. Riverdale—J. B. Adams. Rockford—B. A. Fish. Sand Lake—Brayman & Blanchard. Shepherd—H. O. Bigelow.

Stanwood—Dole & Haynes. Sparla—Dole & Haynes. Vassar—McHose & Gage. Wheeler—Louise (Mrs. A.) Johnson, H. C. Breckenridge, M. H. Bowerman, Thos. Horton.

White Cloud—J. C. Townsend.

Status of the Higby Failure.

Chauncey C. Stone, assignee for Carey W. Higby, dealer in agricultural implements at 71 Ellsworth avenue, has filed his schedule of assets and liabilities. The stock is inventoried at \$954.65, the notes at \$89 and book accounts at \$557.35, making total assets of \$1,551.

The liabilities are \$6,825.32, divided among forty-six creditors in the following amounts:

Grand Rapids—Bank Line, G'd Rapids...	6 80
Grand Rapids—Mfg Co., " " " "	38 00
W. C. Denison, " " " "	22 41
De Graaf, Vrieling & Co., " " " "	132 49
Sand Lake Hardware, " " " "	7 34
Arthur Wood, " " " "	165 65
Heater & Fox, " " " "	51 50
Stanwood—Dole & Haynes, " " " "	150 00
E. G. Studley, " " " "	15 00
Adolph Leitelt, " " " "	97 95
Frank Scudder, " " " "	33 00
Chas. Fox, " " " "	82 27
Frank Scudder, " " " "	78 51
Chauncey C. Stone, " " " "	80 37
Brown & Selzer, " " " "	221 21
Hannah Higby, " " " "	1,930 85
Isaac D. Hazen, " " " "	400 00
Chas. Heinzelman, " " " "	200 00
Geo. W. McEachron, Grandville, " " " "	78 32
Wilder Mfg Co., Monroe, " " " "	173 85
Nichols, Shepard & Co., Battle Creek, " " " "	394 00
"Albert W. Higby, Cedar Springs, " " " "	220 00
Wm. Patterson, Byron Center, " " " "	65 00
J. B. Denton, Okedale Park, " " " "	150 00
Crason Mfg Co., Phelps, N. Y., " " " "	50 70
Emerson & Fisher Buggy Co., Cincinnati, Ohio, " " " "	247 50
Ohio Bake Co., Dayton, Ohio, " " " "	42 00
D. E. McSherry & Co., Dayton, Ohio, " " " "	3 38
Spicer Mfg Co., New Philadelphia, O., " " " "	50 00
Standard Oil Co., Toledo, Ohio, " " " "	21 40
F. E. Myers, Ashland, " " " "	155 00
Toledo Plov Co., Toledo, " " " "	50 00
J. F. Scheuveling & Co., Akron, O., " " " "	428 88
Wells Whip Co., Wellsville, Pa., " " " "	26 39
E. E. Porter, Moline, Ill., " " " "	34 00
J. M. Osborne & Co., Chicago, Ill., " " " "	69 15
Belle City Mfg Co., Racine, Wis., " " " "	30 00
Nichols, Shepard & Co., Battle Creek, " " " "	67 00
Parks Mfg Co., Mecosta, " " " "	4 00
Emert Harrow Co., Gobleville, " " " "	33 71
St. John Plov Co., Kalamazoo, " " " "	18 61
Michigan Carbon Works, Detroit, " " " "	48 10
Strat Windmill Co., Galesburg, " " " "	240 00
Wm. W. Hill, Kinnay, Mich., " " " "	174 88
	385 00

Those marked (*) are secured by chattel mortgages and those marked (+) are secured by mortgages on real estate.

Purely Personal.

John E. Thurlow, the Morley merchant, was in town one day last week.

Chas. B. Johnson, the Palo druggist and grocer, was in town last Thursday.

A. J. Halsted, of the firm of A. J. Halsted & Son, grocers at Grand Ledge, was in town Monday.

O. S. Dean, of the drug firm of Dean Bros., at Freesoil, put in several days at this market last week.

C. G. Messenger, of the drug firm of Garrod & Messenger, at Allegan, was in town one day last week.

The Michigan Tradesman

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WHERE WILL THE FACTORIES BE?

While it may seem so, it still is a matter of direct interest to the mercantile fraternity to have the manufacturers of the country located as near them as possible. It is now being recognized as a fact that the manufacturers in this country must to a large extent change their location. In the early history of the country, by the necessities of the case they were located in the East. To the Eastern States, and especially to the Northeastern States, the raw materials of the whole country were sent to be made into completed goods and then shipped back to their original starting place. The cotton of the South, the wool of the West, the hides from the slaughtered beives of the country and all raw materials were shipped thousands of miles to be made into goods that were returned to be worn by the men who raised the cotton, sheared the wool and killed the beives.

Such a state of things could not always last, and by a law which "The World's Progress" calls gravity in manufacturing, the factories are being relocated with reference to two things—raw materials and consumption of finished products. By virtue of this law, cotton factories are springing up in the south where the raw material is, iron and steel manufacturers are seeking the points where ore and coal are most abundant, while a multitude of factories of various kinds are locating in the west, where their greatest trade now is. In fact, in that branch of business the largest factories have grown up in the west, and of all classes of farm implements more are made in the western states than in the so-called manufacturing states.

An illustration of this tendency is found in the recent removal to the West of a great stove foundry, employing several hundred men. They sought not the place where raw material could be procured most cheaply, but a location nearest their customers. The bulky nature of the product, the cost of freight and the danger of breakage combine to render it necessary that they be brought near to their customers.

All this is of interest to the merchant in that it brings his source of supply nearer him. All railroad transportation is an expense, a tax on the merchant and producer that is to be avoided as far as possible. Bringing the producer and consumer together decreases this tax and leaves a better margin of profit. The building of a manufacturing town of 10,000 people means more business for the merchant and to the farmers about it a ready market for all the products of the farm at better prices than could be got were there no such towns.

For these and many other reasons merchants can look with complacency on the inevitable tendency of manufacturers to move west, and on the growth of the cities of the west. Every artisan that comes is another one to furnish food, and the large numbers that are coming must increase the tendency to better prices for foodstuffs in the west, as compared with prices east.

FALSE VALUATION.

The claimed value of the railroads of the United States is now about ten billions of dollars, the interest on which, at 6 per cent., would be about \$600,000,000, a sum so enormous that the mind fails to grasp it. It is estimated that the cost of the roads in this country, if built to-day, would not be more than two-fifths of this amount, or four billions of dollars. A part of the excessive value is due to the fact that the roads were built when material and labor cost more than it does now, but much the greater part of the excess is watered stock—stock which does not represent a cent of value and which should, therefore, not earn a cent of interest. All will admit that this stock should be wiped out of existence, and the people no longer forced to pay interest on it. The earnings of the roads should be based on actual capital and not on fictitious values.

Suppose that this were wiped out of existence, should the cost of railroads built when material and labor were high be considered their value now, or should their value be reckoned at what they would cost to be built now, and the earnings based on that. The railroad is peculiar in many respects. While it may have close competition at some points, at the large majority of places it has no competition, and until within a few years it was free to make its own rates for the carriage of goods and persons. No merchant is thus situated. No manufacturer

is so placed. There are a few lines of business controlled by patents or by trusts that can thus prevent competition and make their own rates, but they are very few. The man who put up a factory when money would buy less than half what it will now, is compelled to compete on even terms with the one who has just completed his shops. He is compelled by force of circumstances to inventory his buildings and his machinery, not at what they cost him when built, but at their present value. Should values be maintained by manufacturers the rate per cent. of dividend would be so small as to be ridiculous.

THE TRADESMAN sees no reason why railroad values should be maintained when the value of no other property is maintained. We believe that railroads should earn a fair per cent. on their value, and, like other property, they should have the benefit of the rise in values, but like all other property they should also take the chances of a decline in values. Taking out the false valuation and the watered stock from the roads of the country, the decrease of interest earning would not be less than three hundred million dollars, and might reach four hundred millions. This amount, or rather the gross sum that must be received by the roads to make this net income, is an expense that the people should not pay. It is an enormous drain on them, and sometime they will compel a change in methods which will relieve them of this burden.

TOO MUCH RELIANCE ON LAW.

Laws are enacted to govern actions, as rules of conduct. They cannot be applied subjectively, but relate only to the objective. The mind, in a legal sense, is left free to indulge in every species of wrong, to contemplate and devise any evil or plan any crime. Law says what shall or shall not be done. That is as far as its power extends, yet every crime or evil deed is subjective in its origin. It has its rise beyond the reach of law. It grows up out of the human heart into action. In thought it touches no one and is harmless, so far as visible injury is concerned. Yet it is the beginning of evil, and in view of all this it is common to sneer at moral training as a means of preventing crime. Much stress is laid on the efficacy of well-enacted and properly-executed laws, unable as they are to touch the origin and control the source of crime. Likewise all good has its birth in the soul and becomes the offspring of human action and duty only by adoption. True, the vicious need the restraint of penal laws. They may often prevent the execution of evil thought, but the records of our criminal courts show to what extent they do not. They are most effective when executed, and that is after the wrong is done. What the civil law is to actions the moral law is to the origin of actions. The civil law is intended to prohibit criminal action while the moral law tends to prohibit criminal thought. Would we not better give more attention to the power of moral influences? Are not public life and public sentiment too slow in their recognition of these influences, and too regardless of them? Are not these influences stronger than they are ordinarily admitted to be? Were they entirely destroyed how long would society exist? The larger portion of the world is governed by them, and yet they are laughed at when considering means by which evils can be remedied or prevented. We can as well afford to laugh at crime as at the means of preventing it, yet the moral teacher and enthusiastic evangelist is called a "crank," and his progress impeded by influences that should aid and encourage it.

Regarding the question of good and evil there is this difference: while evil is denounced and punished, good is not praised or rewarded in a commensurate ratio. We probably look upon good as a natural condition—a result which we may of right expect, and consider evil as a violation of all the natural conditions—a kind of usurpation, or rebellion, against which we loudly and publicly protest. We attempt to suppress crime, but do little to encourage the good, and thus seem to consider that while evil tendencies are to be curbed, the better qualities need no recognition or strengthening. We leave too much to law, and law too often fails to adjust the matter. Our system of government is based rather on punishments than rewards. We attempt more to relieve than to cure, and seek still less to prevent. We take note of actions, but do too little to influence those actions by rendering pure and healthy their source.

TOO MUCH MONEY TIED UP.

The report of the Treasury Department for November shows nearly six hundred million dollars on hand. The money is doing no one any good. It is simply dead, so far as any use or benefit to the people is concerned. One-half of it put into circulation would increase prices, stimulate trade and relieve to a large extent the burdens that have come from low prices. How it shall be got out is a subject that Congress should act on this winter. There are plenty of good ways to use this money which would put it directly into the hands of the people, where it belongs.

The one-sidedness of the P. of I. plan is enough in itself to condemn it. The merchant who signs the contract of the order agrees to sell at a certain percentage above cost, but the men who take advantage of the concession—whenever there is an advantage in the deal—do not bind themselves to trade at the contract institution whenever they can do a penny's worth better anywhere else. This is an element of unfairness to which no honorable man will be party, but about a hundred merchants have fallen into the trap unawares.

It is a matter of common remark that the P. of I.'s have made the least headway in those towns which support an active Business Men's Association. The reason for this is readily apparent. Wherever the business men have a thorough understanding, it is comparatively easy to secure the pledges of every member not to sign with the one-sided scheme. Then, again, the existence of a well-equipped B. M. A. enables the merchants to avoid most of the losses incident to the credit business and profits are thereby reduced to the minimum, so that purchasers have nothing to complain of in the way of prices. If every town in Michigan could have had an aggressive B. M. A., the P. of I. could never have secured a foothold anywhere, short as its tenure of life has proved to be.

Disastrous All Around.

MILAN, Nov. 9, 1889.

E. A. Stowe, Grand Rapids:
DEAR SIR—What is the experience of those merchants who sign with the Patrons and then throw up the contract?

Yours,
MERCHANT.
The experience is invariably disastrous. When a dealer signs a contract with the P. of I., most of his customers outside the membership of the order leave him, because they feel that he is discriminating against them, a suspicion which is founded on fact.

If the dealer throws up the contract, because he finds it to be a losing game, the Patrons are naturally indignant and leave him for some other merchant.

If the Patrons find that the contract dealer is swindling them unmercifully—and that is just what most of those who sign the contract are doing—they terminate the contract as soon as possible and cease trading with him whenever they please, contract or no contract.

The dealer who binds himself to favor one class of people, at the expense of another class, is thus seen to be between three fires, any one of which will singe the man who gets too near to the furnace of public opinion. The only safe way is to let the P. of I. and all other entangling alliances severely alone, to the end that every man may stand on his own bottom and prosper in such degree as his capital, experience, judgment and energy may warrant.

Scene in a Mecosta County Town.

Country woman—"I've been lookin' at cloaks down at the P. of I. store, but they charge more'n you do. I order paternize our own store, but I'll be dummed if I'll pay \$2 for the privilege."

Merchant—"Perhaps the cloak at the P. of I. store is better than ours."

Country woman—"No, I know better—they both got the same mark. But how would it look for me to stand up in lodge and talk P. of I. in a cloak bought \$2 cheaper at another store?"

Merchant—"That's a matter you must decide for yourself. But how did you come to go into the P. of I.?"

Country woman—"We went in for fun on the start and we paid dues a second quarter in hopes we could get some benefit at the P. of I. store, but everything we have bought there has been just like this cloak—about 25 per cent. too high. People 'round our neighborhood have come to the 'elusion that the P. of I. is a fraud and there won't be a baker's dozen in our township after the next payin' time."

Change of Form, if Desired.

THE TRADESMAN office is now equipped with a full bindery outfit, so that the shape of the paper can be changed from newspaper form to magazine form, if the readers so desire. In other words, the machinery now in operation will enable THE TRADESMAN to appear with three or four columns to the page, instead of seven, while the number of pages would be increased to sixteen, twenty or twenty-four. It is immaterial to the publishers whether this change is made or not, and they leave the matter entirely in the hands of the 5,000 patrons of the paper to determine. A full and free expression of opinion is respectfully solicited.

Practical Rather than Sentimental.

From the San Francisco Chronicle.

"Do you remember when and where we first met?" I heard a loving wife ask her husband. "Certainly, my dear." "I'll wager you don't," she said. "I don't believe you can tell me now." "The first time I met you," he said quite readily, "was at a charity ball at the hall." "So it was," she said, quite pleased. "It is very nice to know you remember so well." And when she left the room he turned to me and said: "For heaven's sake don't say anything; but I remember because that night some fellow walked off with an eighty-dollar overcoat of mine, and I had to go home without any."

The Bonus Bait.

From the Shoe and Leather Review.

On several occasions the Review has drawn attention to the prevailing custom in many ambitious towns of offering a bonus to aid in erecting factories and other industrial enterprises. The practice is a pernicious one, opening the door, as it does, to a great deal of disastrous speculation. A town is boomed by unscrupulous real estate agents, who publish fulsome pamphlets regarding its "commanding commercial position," "railroad center," "midst of magnificent agricultural country," and other set epithets so familiar to readers of this class of literature. The local paper is induced to agitate. It takes up the cry and declares that "a great future is in store for Boomville and all that the town now wants is a manufactory." A meeting is called of the public spirited citizens at the chamber of commerce, and there are few towns of any pretentiousness which do not possess one. A committee on manufacturing is appointed, and the secretary, who is generally some local visionary of superabundant volubility, is directed to communicate with capitalists, investors and manufacturers, who are looking to the West for an increase of income. The secretary gets many replies, generally from persons of large, comprehensive views, but very slender resources. During the enthusiastic period, a company is formed, and as the leading men have taken hold, the city council passes, without much pressure, a bill to grant a bonus. Everybody having anything to sell, or land to dispose of, takes stock, and some Eastern manufacturer, who is running a shaky concern, works into the scheme, and the paper announces that "Mr. Shortcash, having resisted all the blandishments of a British syndicate, has accepted an offer of a bonus from the citizens of Boomville to remove his factory from Dearyville, N. H." Mr. Shortcash gets the bonus, removes his second-hand machinery, and if he be a level-headed man, quietly sells his stock and takes the first opportunity to place himself in such a position as only to have "a nominal interest in the concern." This factory fades away before it becomes acclimated. The air was too thin and too raw for its Eastern lungs, and it dies for the simple reason that it came to fill, what never existed, "a long felt want." As an endorsement to the foregoing, we notice that Governor Luce, of Michigan, says in reference to the bonus system that, "as a whole, it can hardly prove a profitable investment for localities to pay a bonus for the purpose of securing manufacturing establishments, as the system is liable to secure investments which cannot prove to be profitable. THE MICHIGAN TRADESMAN, from which the above extract is taken, also interviewed a number of other prominent persons, whose opinions were to the effect that the custom is, as a rule, "unwise, unprofitable, wrong in principle and encouraging to irresponsible men to seek to obtain something for nothing by posing as public benefactors." The bonus system, strange to state, after running its course in the West and leaving many wrecks behind, has broken out in staid, conservative New England, where the inhabitants seem to be imbued with a strong desire to seek distant fields and pastures new. The cause is assigned to the fact that in some parts of the land of the Puritans, a large number of farms have been deserted, and this exodus has made business in the adjacent towns dull. The village statesmen, not tracing the effect back to cause, attributed the stagnation to lack of mediums of employment, and hearing how successful the West has been in drawing manufacturing concerns to places where they were actually wanted, is trying to follow suit by adopting the bonus system, which has in the West proved to be a fallacy. No successful concern is, as a rule, lured away by a mere matter of bonus. If the town possesses advantages, no inducement will be necessary, as manufacturers are on the lookout for good sites. Should it not possess these advantages, failure is inevitable, and no bonus can hammer a square peg into a round hole and make either hole or peg feel comfortable. A wise man declined to leave her perch on the invitation of the fox, who asked her to come down and be sociable, as the millennium had arrived and all the animals were living in peace. She said she would consult the house dog, who was then approaching. Hearing this, the fox made off and being remonstrated with, replied: "You and I know all about the new reign of peace, but I don't know whether that durned dog has heard of it." The manufacturer contemplating removal might profit by the hen's prudence.

Some merchants say they have no time to read trade papers and journals. They might as well have said in youth that they had no time to learn lessons and obtain knowledge. A man who habitually neglects to read the trade publications prefers ignorance to enlightenment, and absolutely gropes in the dark where he might have light. When a man says he does this thing, and fortunately there are not many who do, we are at first surprised at such an admission, and next we deplore the short-sightedness which can make him throw away one of the cheapest and best opportunities which he could possibly have of gaining valuable information for the benefit of his own business.

The commercial interests of the United States is sure to receive permanent and substantial benefit from the deliberations of the International Conference at Washington. The representatives of approaching one hundred and twenty millions of people, having a territorial extent in the different countries of a little short of twelve millions of square miles—more than three times the area of all Europe—could not meet under such circumstances without results of the greatest importance to these American nations. "We believe," said Secretary of State Blaine, "that we should be drawn together more closely by the highways of the sea, and that at no distant day the railway systems of the North and the South will meet upon the Isthmus and connect by land routes the political and commercial capitals of all America."

Too Precocious.

Parent—You children turn up your noses at everything on the table. When I was a boy, I was glad to get enough dry bread to eat.

Tommy—Say, pa, you're having a much better time now you are living with us, ain't you?

A Pointer for Hardware Dealers.

"I notice with satisfaction that the hardware dealers in smaller towns are learning that money is to be made by keeping vehicles in regular stock," says a writer to *Stoves and Hardware*, St. Louis. "The country hardware store is always regarded by farmers as their legitimate headquarters when in town, and many a dealer has clinched sales on cold, blustery days, when trade was dull and the weather was such as to drive the farmers around his big, red hot stove. It is all the better if no one wants to buy on such occasions, for he can then talk up the merits of his goods in an off-hand, but convincing manner that will not be forgotten. The farmer will go home remembering what has been said, and he will ponder over it until he is ready to buy, and by that time he is ready to buy the make handled by that dealer. The hardware dealer may not sell as many vehicles as the man who canvasses the country districts, but his sales will represent a better profit, as he has been at no special expense in selling. Besides, every hardware merchant has customers who would far rather buy their implements and vehicles from him than from an outside dealer."

An Uncommon Name.

"Let me see, madame; the lady told me your name, but I have forgotten how to spell it." This came from a saleslady in one of the large retail houses—a saleslady whose curiosity is immense. She was bending over a customer and asking for her name. "How is it spelled, please?" she asked, as she prepared to write. "S-m-i-t-h," said the lady, as she smiled sweetly upon the saleslady who "knew the name but could not spell it." The saleslady was crushed.

RANDOM REFLECTIONS.

The men who succeed in business in this day are not ordinary men. In fact, no ordinary man can succeed; the time has gone by for this. General knowledge is more comprehensive and universal than at any period of human history; the masses of men are better educated, and, if not educated, they are better informed by reading and observation. So it is that business men know more, have a broader knowledge and intelligence, and are consequently shrewder and more enterprising. Compared with the business men of any former period, the merchants of to-day are far from ordinary men in their field of effort in life. And each day is making the field wider, and increasing the number of the necessary qualifications for success in it. Even the salesman of the present day, no matter in what line or where you find him, is a man of bright, quick understanding, such as entitles him to rank with the energetic and successful men of any class. Then when you come to the man who has large capital invested, and who must foresee, plan and direct in regard to the interests of a great house from season to season, you behold an individual, who, in this day, must be brave, calm and far-sighted to succeed at all. A business man in the present vortex of trade is not a mere seeker for a living or a fortune, but he is necessarily a man of an intelligence, self-reliance and experience which elevate him to the rank of those who succeed by both mind and energy.

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P. STEKETEE & SONS,

WHOLESALE DRY GOODS,

Sell the following well-known brands of muslins:

BROWNS.	BLEACHED.
Atlantic, Pacific, Beaver Dam, Lawrence LL, Honest Width, Great Falls, Comet, Exeter A, Olifton CCG, "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.

Putnam Candy Co., Wholesale Manufacturers.

BEN. W. PUTNAM, Pres. JAMES M. BARNETT, Vice-Pres.
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GEO. H. REEDER,
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Lycoming Rubbers
and Jobber of
Medium Price Shoes.
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MANUFACTURERS OF
Perfect-Fitting Tailor-Made Clothing
AT LOWEST PRICES.
138-140 Jefferson Ave., 34-36 Woodbridge St., Detroit.
MAIL ORDERS sent in care L. W. ATKINS will receive PROMPT ATTENTION.

Fac Simile of the Label of



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

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A. E. BROOKS & CO.,
WHOLESALE

Confectionery, Nuts and Figs.

Our Specialty—Candy made from sugar and good to eat.

CODY BLOCK, 158 EAST FULTON ST., GRAND RAPIDS, MICH.

S. K. BOLLES. E. B. DIKEMAN

S. K. Bolles & Co.,
77 CANAL ST., GRAND RAPIDS, MICH.

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"TOSS UP!"

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

THE BEST

Accident Insurance
Is that
Furnished
by the

United States Mutual
Accident Association

CHARLES B. PEET,

President.

JAMES R. PITCHER,

Sec'y and Gen. Manager.

320-324 Broadway, New York.

WEDNESDAY, NOVEMBER 13, 1889.

THE CULTIVATION OF PATIENCE.

How often we hear the expression "my patience is all worn out." True, at times we feel that we cannot longer bear up, under the weight of some misfortune, some evil influence surrounding us and goading us on to the very brink of despair. But need we surrender our patience under such circumstances? Has patience a limit?

The early Christians, we are told, suffered all manner of tortures and remained patient to the end. The wounded soldier, left to die on the field of battle, bears his agony patiently until relieved by death. "Patient unto death" is an extreme test, and were we, to-day, called upon to lay down our lives, submitting to the ignominy and terrible torture borne by the early martyrs, would we be patient? I fear not.

But it is not to the extreme test of patience I wish to refer.

Every day we meet with petty trials that seem to magnify as our patience decreases, and finally we succumb to the test and exclaim, "my patience is all worn out." Whereas, if we remain firm at such times, our patience may meet with due reward.

To those who are termed quick-tempered, the cultivation of patience is most essential; their happiness in life depends upon it. In the columns of the newspapers is daily chronicled the result of being a slave to one's temper. Murders are committed without hesitation or thought as to the consequent punishment so certain to be dealt the offender of the law.

The American people, especially, require a cultivation of patience. In the bustle and confusion incident to the rush of a business life, they are, as a general rule, found to be very impatient, and, as is well known, in their eagerness to reach the million dollar mark on their road to fortune, they too often resort to "ways that are dark and tricks that are vain."

Some are born with the desirable inheritance of patience, and prove themselves equal to the test of trying ordeals, through which they pass without a ruffle of the temper. The patient person may be borne down with a load of sufferings, and yet hope and wait for a favorable turn in affairs with the consoling thought that "things might be worse."

It is the possession of this great virtue that renders possible the hiding of an aching heart underneath a pleasant smile. It is patience that lightens the burden of cares in the sick chamber, and brings comfort to the invalid. It is patience that makes a life of poverty bearable, and in its possession the poor victim still finds much in life that is sweet to live for.

The world's progress is due to a cultivation of patience, and to it we are indebted for the wonderful inventions whose resulting benefits we now enjoy. Genius fosters it, and without its benign influence the inventor would never meet with a realization of his hopes. Patience has given the world numberless men who have devoted their lives to the welfare of posterity. Many a midnight lamp now burns with some cherished object in view which patience may yet develop into a discovery that will startle the world with its wonderful power.

Patience makes the model parent, and rears the child to become a useful member of society. It may and should be cultivated by all, as it is daily proven an essential requisite in the proper conducting of life's affairs.

If you are impatient, cultivate patience, and note how much more contented and happy you will be. M. J. ADAMS.

A Commercial Polisher.

A commercial traveler, many years ago, when he was first on the road, got this advice from the head of the firm, "John, my son, you are going to sell goods; let me give you a point or two. Don't overeat, to keep even with the hotels; post your letters yourself, don't leave them with the hotel clerk. You will find a surprising number of the men you want to see are away on a jury, or at home sick, gone to the city to buy goods, gone fishing, or to a funeral, or a picnic, but peg away and don't get discouraged. When you catch your men, they will tell you times are hard and the season backward, that you have come too early, or too late, that they have just bought, that your styles are old and unpopular, that Jones offered the same goods last week for less money, etc. But don't get rattled, don't write home as if you had made a discovery; it is an old story. You go out to sell goods; peg away. Do the best you can, and you won't fail, that's all; good luck to you."

Made Him a Maniac.

"Where are you going, my pretty maid?" he inquired. "Should the weather indications continue of an auspicious character, my intended destination is yonder inclosure, where my unservicable determination is to extract such an amount of lactical fluid from the distended udder of the gently articulating kine as may be deemed necessary and advisable," calmly replied the rustic girl, who had worked for two weeks in a Boston family.

And she passed upon her way, leaving a gibbering idiot groveling upon the ground where lately had stood a dandy drummer.

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

EXEMPTION—EVASION—PUBLIC OFFENSE.

Where one takes a claim against his debtor out of the state on his person for the purpose of depriving the debtor of the benefit of the exemption laws he sends the claim out of the state, within the meaning of section 2,162 of the Revised Statutes of Indiana, making such act a public offense, according to the decision of the Supreme Court.

PROMISSORY NOTE—BANK—PAYMENT.

According to the decision of the Supreme Court of Indiana, under the Indiana statutes it is no defense to an action on a promissory note that the makers, not knowing who the holders of the note were, on the day it became due paid into the bank where said note was payable the amount due and directed the bank to apply it to the payment of the note, and that the bank subsequently became insolvent.

MERCANTILE AGENCIES—STATEMENTS.

The Supreme Court of Michigan held that where a merchant makes verbal statements as to his financial condition to an employee of a mercantile agency, by whom such statements are reduced to writing as a part of the same transaction, but not signed, and the merchant subsequently approves his former statements and states that there has been no material change in his finances, the written statements are admissible in evidence against him.

CONFLICT OF LAWS—PENAL STATUTE.

The case of O'Reilly vs. New York & New England Railroad Company, decided by the Supreme Court of Rhode Island, arose upon a suit brought by an administrator in that State to recover for fatal injuries to his intestate, caused by the negligence of the company in Massachusetts. The court held that the Massachusetts statute giving a right of action against railroad companies by whose carelessness death is caused is penal and not enforceable in Rhode Island.

ASSIGNMENT—CREDITORS—PARTNERSHIP.

An assignment for creditors, the validity of which was involved in the case of Blair et al. vs. Black et al., recently decided by the Supreme Court of South Carolina, provided that the property and assets of the individual members of the defendants' firm should be first applied to the payment of the individual debts of the members of the firm, that the property and assets of the firm should be first applied to the debts of the partnership, and that if a surplus should remain after paying the debts of the one class, then such surplus should be paid to debts of the other class, and so reciprocally of the other class. The assignment also provided that if there should not be sufficient funds to pay the debts, the assignee should pay them ratably or such as should, within thirty days from the date of the assignment, agree to accept the terms of it, and to release the parties from all liability on their debts and claims, etc. Creditors of the firm instituted suit to set aside the assignment, on the ground, principally, that it violated section 2,014 of the General Statutes of the State, which declares "absolutely void" assignments giving preferences. They contended that the assignment gave undue and illegal preference to individual over co-partnership creditors. The Circuit Court dismissed the suit, but the Supreme Court has reversed this judgment on appeal. The court cited with approval a ruling made in the case of Hutzler vs. Phillips to the effect that the proper practice under circumstances like those in the case on trial is to throw the co-partnership creditors on the partnership assets in the first instance; but after the partnership assets have been fully and fairly exhausted, to allow them to come in *pro rata* with the separate creditors.

He Wanted to Know About Angels. "Auntie, did the angels carry Mrs. Jones up to heaven?" "Why, Charlie, I think so. Mrs. Jones was a good woman." "She was an awfully fat woman. The angels must be strong." Passengers in the train from Kalamazoo turned to look at the six-year-old boy who was bent on getting information. He was a manly little fellow, with a bright, pretty face that showed intelligence beyond his years. His young aunt seemed to be anxious to stop the flow of questions, but he was bound to know something more about angels then and there.

"How do you know there are angels, Auntie?" "Because we read about them. Wait until you can read and then you will know more about them." "But why—why don't we see the angels? Did you ever see an angel?" "Hush! Don't talk so loud, Charlie. Of course we don't see them, but we see their pictures. Don't you remember the angels in that pretty book that Uncle John sent you?" "Yes, but—where do the angels get their pictures taken, Auntie? Is there a gallery where they take pictures of angels—only just of angels?" "Perhaps so, I don't know." "Then why don't the angels put on more clothes when they have their pictures taken?" "Oh, Charlie! Please be quiet. You will make Auntie's head ache." Charlie meditated in silence for a few minutes, and remarked: "I don't know why Mr. Brown said you were his angel." "Plaintive!" shouted the brakeman, and as the train came to a standstill the small boy got a shaking and a whispered warning that stopped all further talk about angels.

A Simple Sign.

It was in a grocer's window That she saw a simple sign, And she stopped and slowly read it, While her blue eyes seemed to shine. Then with scornful lips she murmured, As she tossed her pretty hat: "How I wish that men were labeled With a good plain sign, like that!" So when she had napped, I ventured Near that favored grocer's shop, And espied this simple legend: "This Corn Warranted to Pop."

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun.	45
No. 1 " "	48
No. 2 " "	50
Tubular.	75
6 doz. in box.	
No. 0 Sun.	1 90
No. 1 " "	2 00
No. 2 " "	3 00
First quality.	3 00
No. 0 Sun, crimp top.	2 15
No. 1 " "	2 25
No. 2 " "	2 35
XXX Flint.	
No. 0 Sun, crimp top.	2 58
No. 1 " "	2 80
No. 2 " "	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled.	3 70
No. 2 " "	4 70
No. 2 Hinge.	4 70
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 " "	1 50
No. 1 crimp, per doz.	1 40
No. 2 " "	1 60
STONEWARE—AKRON.	
Butter Crocks, per gal.	06 1/2
Jugs, 1/2 gal., per doz.	65
" 1 " "	90
Milk Pans, 1/2 gal., per doz. (glazed 66c)	60
" 1 " "	78
FRUIT JARS—PER GRO.	
Mason's, pints.	\$ 0 20
" quarts.	10 00
" 1/2-gallon.	13 00
Lightning, quarts.	12 00
" 1/2-gallon.	16 00

P & B COUGH DROPS

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.

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WHOLESALE DEALERS IN
FRUITS AND PRODUCE

And General Commission Merchants. □
EAST SAGINAW, MICH.

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

SEEDS!

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

Seed Store,
71 Canal St., GRAND RAPIDS.
W. T. LAMOREAUX.

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

DEATH
To the Pass Book.

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

Tradesman Credit Coupon Book,
Which is now used by over 2,600 Michigan merchants.

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

\$ 2 Coupons, per hundred	\$2.50	SUBJECT TO THE FOLLOWING DISCOUNTS: Orders for 200 or over..... 5 per cent. " 500 "..... 10 " 1000 "..... 20
\$ 5 " "	3.00	
\$10 " "	4.00	
\$20 " "	5.00	

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

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

Tin Toys for the Holidays

H. LEONARD & SONS., Grand Rapids, Mich.

ASSORTED PACKAGE NO. 110, TIN TOYS.
The prices on this assortment of staple tin toys are lower this season than ever before, and is most carefully selected from the best sellers of the entire holiday line. The net price—only \$14—for the assortment allowing a clear profit of seventy-five per cent.
TO THE RETAILER—This advertisement appears but once. Cut out and send order at once. Holiday bills due Jan. 1.

OUR ASSORTMENT

		Wholesale.	Retail.
1 Doz. 37	Assorted Tin Animals.....	42-42	5- 60
1 " 1	Trotting Horses.....	42-42	5- 60
1 " 2	" " " ".....	75-75	10-1.20
1 " 38	Animals on Wheels.....	75-75	10-1.20
1 " 219	Steamboats.....	2.00-67	25-1.00
1 " 134	Horses and Carts.....	70-70	10-1.20
1 " 242	City Cars.....	80-80	10-1.20
1 " 137	Wagons.....	1.25-63	20-1.20
1 " 138B	" " " ".....	2.25-1.13	25-1.50
1 " 224B	Tin Flutes.....	35-35	5- 60
1 " 12-1	Picture Wagons.....	4.00-67	50-1.40
1 " 12-2	Trains of Cars Complete.....	9.00-75	1.25-1.25
1 " 12-3	400-5 " ".....	5.50-46	75-75
1 " 12-4	400-4 " ".....	4.25-71	60-1.25
1 " 12-5	Kitchen Sets.....	4.50-75	50-1.00
1 " 12-6	Toy Kitchen.....	3.75-1.25	50-2.00
1 " 12-7	" " " ".....	1.25-30	20-1.00
1 " 12-8	" " " ".....	75-37	10- 60
1 " 12-9	" " " ".....	42-21	5- 30
1 " 12-10	Stoves and Furniture.....	75-75	10-1.20
1 " 12-11	Crown Banks.....	45-45	5- 60
1 " 12-12	Mechanical Locomotives.....	4.75-79	65-1.30

\$14.00 \$24.00

TIN TOYS.

GROCERIES.

Hides, Pelts, Wool and Furs.
The market has not materially changed in wool. The sales are small and less than for previous weeks. Dealers are strong in their position, as to sell on present prices is a loss to them, to say nothing about the concession in price which manufacturers ask. The markets abroad are much higher than here, and dealers know there is no other source of supply. Manufacturers are in need of supplies, and with other markets higher in price than this, dealers have strong reasons to look for an advance, at least up to cost. To obtain a margin on their purchases, they do not hope for as they all acknowledge too wild buying last season.

In hides and leather, prices seemed to have touched bottom with a good trade at the low prices. The lessons learned in the past four years of shrinkages have not been forgotten, and they cannot be tempted to buy beyond actual wants, and then only at low prices ruling.

Tallow and grease are dull, with fair demand.
Fur dealers are at a loss to know what to do, or what prices to pay. The mild winter of 1888-89 forced the carrying over of large stocks, which, so far, do not sell. This, coupled with a decline in many articles at London sales, in October last, makes the manufacturers hesitate in making prices. On the other hand, quite a speculative feeling existed among the dealers at the first of the season, and efforts then made seem to have had a bad effect. The market has not opened, and will be late. We can only advise careful buying at conservative prices until it does open.

The Condition of Trade.

The general trade movement continues quite up to the highest average at this period in the most prosperous of seasons. True, the distribution of some descriptions of manufactures begins to slacken a little as the autumn draws toward the close, but this is fully compensated for by the brisk movement of the heavier and low priced commodities by the inland water routes before the close of navigation in order to avail of cheap transportation. The conditions and tendencies of trade have rarely been more favorable. The season has been a remarkably fruitful one as regards the leading products of the soil, and speculation has been so sedately tempered as not to seriously interfere with the early beginning of the marketing of the surpluses, which has been carried on so actively as to tax their utmost capacity all the avenues of transportation. This, with the correspondingly large distribution of general merchandise throughout the interior, will account for the improved condition of the principal railroad companies, and also for the low state of the bank reserves and the stringency of the money market. As a matter of fact, the drain of money to the interior for the facilitation of the movement of the crops has been exceptionally large during the fall, and the proportion of funds as yet returned has been notably small. But this drain having been accentuated by heavy movements of produce, has not been productive of any serious embarrassment such as has sometimes resulted from heavy diversions of capital into new and unproductive enterprises. But the period is near at hand when the money withdrawn from the Eastern centers for crop purposes will begin to return in large volumes, while the activity of the course of foreign exchange seems to foreshadow an early movement of gold to this country from Europe. Briefly, then, the indications all point to prospective ease in the money market, and there is nothing visible in the financial skies that is calculated to interfere with the prosperous condition of commerce and industry.

They Wind Up in a Grocery.

The sorrows and sufferings of codfish are not likely to evoke a very thrilling amount of humanitarian sentiment, says the *London News*. Nevertheless, as set forth by the writer in the *Lancet*, they are not without a certain interest, especially from the gourmand's point of view. It seems that our fishermen habitually starve and torture their briny captives in a way that results not only in various diseases, but in a serious diminution of bulk and general condition, to the extent of about 10 per cent., while the flavor and firmness of the flesh are ruined. Even in ordinary health and freedom the cod is a good deal troubled with parasites within and without, as many as fifteen different species having been observed on a single fish. In the catching, it is very commonly injured by being trawled over rough ground and by the squeezing and knocking about to which it is subjected in the nets. When actually secured, the cod are compared to over-driven cattle, and are pronounced to be in a condition especially liable to decomposition. After they are caught they are immured in the wells of smacks, and on arriving in port some forty of them are tightly crammed into a fish chest, which is kept under water, often until they all die from confinement and starvation.

When in the smack wells it is said they are sometimes especially secured by the tails to prevent their devouring each other. Physiologists have not yet provided as the means of forming a very confident opinion as to the capacity of fishes for suffering, but it seems pretty clear that there is a good deal of cruelty in all this. The only consideration, however, which is worth while to urge—because it is the only one likely to have the smallest weight—is the material loss involved in this treatment. The writer contends that it is a loss to the public. Alas! the relation between the actual value of a codfish and the sum which the consumer ordinarily has to pay for it, is so extremely remote that a mere 10 per cent. is quite immaterial. It is a fish salesman's question, and we fear there is little use in pleading for the more humane treatment of the unlucky cod.

Good Advice to the Grocer's Boy.

From the New England Grocer.

A good boy in a grocery store is a good piece of property and should not be overlooked because he is only a boy. He may be a proprietor of a store some day. But there are very few grocers' boys that don't have some faults, for boys will be boys. I have been there myself. If you are told to be on hand at 7 o'clock a. m., be there. Don't say to yourself, "I don't care if I don't get there until 7:30." Your employer may have an order promised at that time and he expects you to be on hand to deliver it, and if you are not there to attend to it, makes his word to his customer unreliable and makes you unreliable to him, and he may lose a good customer on your account and you may lose your position. It is a bad thing for a boy to be changing positions too often. Be on hand early, get the sweeping and dusting done, shine up the scales, etc., and you will rise in your employer's estimation every day. If you are helping to put up orders, don't put molasses in the kerosene jug or kerosene in the vinegar jug. Examine your jugs separately, and when you are measuring molasses don't try to attend to anything else, for nine times out of ten you will let the molasses run over. If you are called to do anything else while measuring molasses, stop your faucet at once. Don't say "I can get back before the measure gets full," you are sure to forget it and you will have a nasty mess to clean up, and 'twill lessen you in the estimation of your employer for being reliable. When you are sent out with an order, deliver it promptly; don't sit down in some doorway to chat with some other boy, or to read a dime novel; or to read the last chapter in a dime novel; your customer is waiting for the goods, and prompt delivery is one of the best advertisements any grocer can have. Don't stand around the store with your hands in your pockets when trade is quiet. Go down cellar and straighten the barrels and boxes and keep the baskets in their place. Break up the old boxes that are not of any use and pack them in barrels, they will sell for kindling wood. Don't volunteer any information when your employer is talking to a customer; if he wants any information from you, he will ask for it. Don't be too fresh with the customers when they come in to purchase. If Mr. Jones comes in, don't say "Hello, Jones, how is your feet?" Such remarks are not appreciated by customers and have a tendency to drive trade away. If you are sent on an errand with a basket of goods and you should by accident spill them on the street, don't try to repair the damage done and deliver them to the customer without returning to the store. Your customers expect to have them delivered in good order, and if they are not, they will know the reason why. So return to the store and explain matters and have the damage repaired there and it will benefit all concerned.

If you have to stay a few minutes after closing hour, don't kick or grumble, and when the closing hour comes, don't rush out of the store on the minute for fear somebody will come in and want you to carry a yeast cake home for them; be sure you are not wanted any more for that day, then it will not be your fault if any one gets disappointed.

When you go to your meals, return promptly at the hour set. Don't keep a lot of boys hanging around the store; don't chew or smoke; it is very disgusting to see a boy, or anybody, chew tobacco around a grocery store. Scour out your milk measure every day, and don't let molasses accumulate on the floor; keep the measures in their places, and keep the sidewalk clean; keep yourself clean and tidy and be sure your hands are clean before you attempt to wait on a customer. Be sure your oil cans are stopped before you deliver them, as a little kerosene creates lots of damage sometimes. Be sure your jugs are clean before you put anything into them. Don't be picking into everything; if you should want a lunch, don't sneak around for it as if you were stealing it; go and get it right before your employer, he will think more of you. Don't do anything behind his back that you would not do before him. Be respectful to him and to all the clerks in the store; by doing so, you will gain their respect, and it will have a tendency to make your labor easy. Don't try to shirk your work, if you do, they will make it ten times harder for you. The grocer's boy to-day does not have to do one-tenth of the work that the writer had to do twenty-three years ago, when he first went into the grocery business.

Brains in Business.

From the Christian Union.

One great secret of success in business—the secret, in fact, of success on a large scale—is to conceive of it as a matter of principles, not merely as a series of transactions. There are great merchants as there are great statesmen, and there are small merchants as there are small politicians, and the difference between the great and the small men is very much the same in both professions. The small politician works by the day, and sees only the one small opportunity before him, the small merchant does the same thing—he is looking for the next dollar. The statesman, on the other hand, is master of the situation, because he understands the general principles which control events; this knowledge enables him to deal with large questions and to shape the future. The great merchant does the same thing, his business is not a mere money-getting affair, not a matter of barter, but a science and an art; he studies the general law of trade, watches the general conditions of the country, investigates present needs, foresees future wants, and adapts his business to the broad conditions of his time and place. He puts as much brains into his work as does the statesman, and he ends by being, not a money-getter, but a large-minded and capable man. An eminently successful business man, of the statesmanlike quality, said the other day that the more he understood of life, the more clearly he saw that it was all done on business principles. By which he meant not only that the universe stands for the dollar, but that the universe is governed by unvarying laws, that promptness, exactness, thoroughness and honesty are wrought into its very fiber. On these business principles, all life is conducted—if not by men, at least by that Power which is behind men. It ought to be the ambition of every young

man to treat his business from the point of view of the statesman, and not from that of the politician.

The Grocery Market.

The market is remarkably steady, except in the case of sugar, which is excited and a little higher, with a prospect of still higher prices before the end of the week. There is nothing in the situation to sustain higher prices for any length of time, however.

It pays to handle the P. & B. cough drops.

Practical Arithmetic.

"Please, mum, how much are those buns?"

"Well, my little man, I'll give you six for five cents."

"Six for five? That's five for four, four for three, three for two, two for one, and one for nothing. Please, mum, one's all I want."

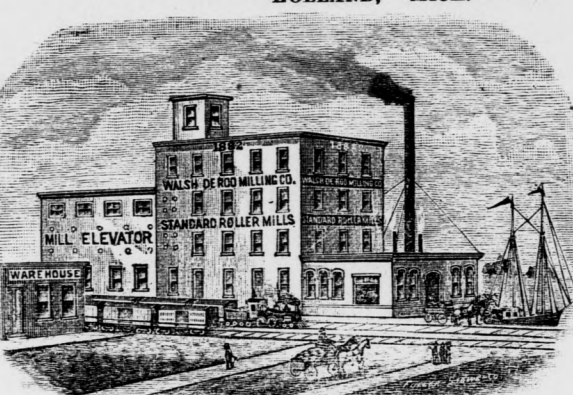
A Strong Suggestion.

Grocer—I've a lot of Limburger cheese that I'm going to sell at cost. I want to stick up some taking notice of the sale. Can't you give me something?

Ready-wit—How would "unapproachable bargain" suit you?

THE WALSH-DE ROO MILLING CO.,

HOLLAND, MICH.



Correspondence Solicited.

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

For Sale by Leading Wholesale Grocers.

THE
Selected Herbs and Spices!
Prepared by
THOMSON & TAYLOR SPICE COMPANY,
Chicago.
Is a Combination of

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

SOLD BY ALL GROCERS.

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.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 132 and 134 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

WE CARRY A STOCK OF CAFE TALLOW FOR MILL USE.

Buy a Case of

TIGER



COFFEE.

Sold Under Our Personal Guarantee.
I. M. CLARK & SON.

PRODUCE MARKET.

Apples—Dealers hold winter fruit at \$2.25 per bbl., fancy Kings commanding \$2.50. Bees—Dealers pay \$1.25 for unpicked and \$1.50 for picked, holding at \$1.75 per lb. Bees—40c per lb. Butter—Dairy is held steady at 18c. Creamery is firm at 22c. Buckwheat Flour—\$5 per bbl. for New York stock. Cabbages—\$3.25 per 100. Cheese—Jobbers hold September and October make at 11c. Cider—\$6.00 per gal. Cooperage—Pork barrels, \$1.25; produce barrels \$2.00. Cranberries—Cape Cod readily command \$9 @ \$10.00 per bbl. Dried Apples—New evaporated are held at 8c and new sundried at 5c. Eggs—Jobbers pay 19c for fresh and hold at 21c. Pickled and cold storage stock commands about 19c. Field Seeds—Clover, mammoth, \$4.35 per bu.; medium, \$3.50. Timothy, \$1.50 per bu. Grapes—New York Concord are the only variety now in market, commanding 40c per basket. Honey—In small demand. Clean comb commands 15c per lb. Onions—Dealers pay 35c @ 40c for clean stock, holding at 50c @ 55c. Pop Corn—4c per lb. Potatoes—The market is a good deal of a comedown and is likely to be weak until after a spell of severe weather. Squash—Hubbard, 2c per lb. Sweet Potatoes—Fancy Jersey stock commands \$4 per bbl. Muscatines, \$3.50 per bbl. Turnips—30c per bu.

PROVISIONS.

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

PORK IN BARRELS.
Mess, new, 10.50
Short cut Morgan, 10.50
Extra clear pig, short cut, 12.00
Bacon, clear, 12.00
Clear, fat back, 12.00
Boston clear, short cut, 12.00
Sliced, 12.00
Standard clear, short cut, best, 12.00
SMOKED MEATS—Canned or Plain.
Hams, average 30 lbs., 10c
" 16 lbs., 10c
" 12 to 14 lbs., 10c
" picnic, 6c
" best bonedless, 9c
Shoulders, 9c
Breakfast Bacon, bonedless, 9c
Dried beef, ham prices, 9c
Long Cleavers, heavy, 6c
Briskets, medium, 6c
" light, 6c
LARD—Kettle Rendered.
Tubs, 7c
50 lb. Tins, 7c
LARD—Refined.
Tubs, 6c
30 and 50 lb. Tubs, 6c
3 lb. Pails, 20 in a case, 6c
5 lb. Pails, 12 in a case, 6c
20 lb. Pails, 6 in a case, 6c
30 lb. Pails, 4 in a case, 6c
50 lb. Cans, 6c
BEEF IN BARRELS.
Extra Mess, warranted 300 lbs., 7.00
Extra Mess, Chicago packing, 7.00
Boneless, ramp butts, 8.75
SAUSAGE—Fresh and Smoked.
Pork Sausage, 12c
Ham Sausage, 12c
Tongue Sausage, 9c
Frankfort Sausage, 8c
Blood Sausage, 5c
Bologna, straight, 5c
Bologna, thick, 5c
Head Cheese, 5c
PIG FEET.
In half barrels, 3.25
In quarter barrels, 2.00
In kits, 2.00
TRIPE.
In half barrels, 3.00
In quarter barrels, 2.00
In kits, 2.00
FRESH MEATS.
Swift and Company quote as follows:
Beef, carcass, 4 @ 6c
" hind quarters, 5 @ 6c
" fore, 3 @ 5c
" loins, 7 @ 8c
" ribs, 6 @ 7c
" tongues, 10 @ 12c
Hogs, 2 @ 3c
Pork loins, 8c
" shoulders, 8c
Bologna, 5c
Sausage, blood or head, 5c
" liver, 5c
Frankfort, 6c
Mutton, 6 @ 8c
OYSTERS and FISH.
F. J. Dettenthaler quotes as follows:
FRESH FISH.
Whitefish, 2 @ 7c
Trout, smoked, 2 @ 7c
Halibut, 2 @ 7c
OYSTERS—Cans.
Fairhaven Counts, 2 @ 3c
Selects, 2 @ 3c
P. J. D. 8, 2 @ 3c
Anchors, 2 @ 3c
Standards, 2 @ 3c
OYSTERS—Bulk.
Standards, 2 @ 15c
Selects, 2 @ 16c
CANDIES, FRUITS and NUTS.
The Putnam Candy Co. quotes as follows:
STICK.
Standard, 25 lb. boxes, 9c
Twist, 25, 9c
Cut Loaf, 25, 10c
MIXED.
Royal, 25 lb. pails, 9c
" 200 lb. bbls., 9c
Extra, 25 lb. pails, 10c
" 200 lb. bbls., 10c
French Cream, 25 lb. pails, 11c
PANCAKE—In 5 lb. boxes.
Lemon Drops, 12c
Sour Drops, 12c
Peppermint Drops, 12c
Chocolate Drops, 12c
H. M. Chocolate Drops, 12c
Gum Drops, 12c
Licorice Drops, 12c
A. B. Licorice Drops, 12c
Lozenges, plain, 12c
" printed, 12c
Imperial, 12c
Mottos, 12c
Caramel, 12c
Hand Made Creams, 12c
Plain Creams, 12c
Decorated Creams, 12c
String Rock, 12c
Burnt Almonds, 12c
Wintergreen Berries, 12c
PANCAKE—In bulk.
Lozenges, plain, in pails, 12c
" printed, in pails, 12c
Chocolate Drops, in pails, 12c
Gum Drops, in pails, 12c
" in bbls., 12c
Moss Drops, in pails, 12c
Imperial, in pails, 12c
" in bbls., 12c
Oranges bbl., 3 @ 75c
Lemons, choice, 3 @ 75c
Figs, layers, new, 1 @ 40c
Bags, 50 lb., 1 @ 40c
Dates, 50 lb., 1 @ 40c
" 10 lb. box, 1 @ 40c
" 50 lb., 1 @ 40c
Persian, 50 lb. box, 1 @ 40c
Bananas, 1 @ 40c
NUTS.
Almonds, Tarragona, 1 @ 37c
" Ivaca, 1 @ 37c
Brazil, 1 @ 37c
Filberts, Sicily, 1 @ 37c
Walnuts, Grenoble, 1 @ 37c
" California, 1 @ 37c
Pecans, Texas, H. P., 1 @ 37c
Cocoanuts, per 100, 1 @ 37c
PEANUTS.
Game Cocks, 8c
Star, 7c
Horse, 6c

Wholesale Price Current.

The quotations given below are such as are ordinarily offered cash buyers who pay promptly and buy in full packages.

BAKING POWDER. ROYAL BAKING POWDER, 10c cans, 95 " 1 lb., 1.40 " 1/2 lb., 1.00 " 1/4 lb., .75 " 1/8 lb., .50 " 1/16 lb., .25 " 1/32 lb., .125 " 1/64 lb., .0625 " 1/128 lb., .03125 " 1/256 lb., .015625 " 1/512 lb., .0078125 " 1/1024 lb., .00390625 " 1/2048 lb., .001953125 " 1/4096 lb., .0009765625 " 1/8192 lb., .00048828125 " 1/16384 lb., .000244140625 " 1/32768 lb., .0001220703125 " 1/65536 lb., .00006103515625 " 1/131072 lb., .000030517578125 " 1/262144 lb., .0000152587890625 " 1/524288 lb., .00000762939453125 " 1/1048576 lb., .000003814697265625 " 1/2097152 lb., .0000019073486328125 " 1/4194304 lb., .00000095367431640625 " 1/8388608 lb., .000000476837158203125 " 1/16777216 lb., .0000002384185791015625 " 1/33554432 lb., .00000011920928955078125 " 1/67108864 lb., .000000059604644775390625 " 1/134217728 lb., .0000000298023223876953125 " 1/268435456 lb., .00000001490116119384765625 " 1/536870912 lb., .000000007450580596923828125 " 1/1073741824 lb., .0000000037252902984619140625 " 1/2147483648 lb., .00000000186264514923095703125 " 1/4294967296 lb., .000000000931322574615478515625 " 1/8589934592 lb., .0000000004656612873077392578125 " 1/17179869184 lb., .00000000023283064365386962890625 " 1/34359738368 lb., .000000000116415321826934814453125 " 1/68719476736 lb., .0000000000582076609134674072265625 " 1/137438953472 lb., .00000000002910383045673370361328125 " 1/274877906944 lb., .000000000014551915228366851806640625 " 1/549755813888 lb., .0000000000072759576141834259033203125 " 1/1099511627776 lb., .000000000003637978807091712951661015625 " 1/2199023255552 lb., .0000000000018189894035458564758305078125 " 1/4398046511104 lb., .00000000000090949470177292823791525390625 " 1/8796093022208 lb., .000000000000454747350886464118957626953125 " 1/17592186044416 lb., .0000000000002273736754432320594788134765625 " 1/35184372088832 lb., .00000000000011368683772161602973940673828125 " 1/70368744177664 lb., .000000000000056843418860801486979703369140625 " 1/140737488355328 lb., .0000000000000284217094304007434898516845703125 " 1/281474976710656 lb., .00000000000001421085471520037174492584228515625 " 1/562949953421312 lb., .0000000000000071054273576001858724629211428125 " 1/1125899906842624 lb., .00000000000000355271367880009293623146057140625 " 1/2251799813685248 lb., .000000000000001776356839400046468115730285703125 " 1/4503599627370496 lb., .0000000000000008881784197000232340588651428515625 " 1/9007199254740992 lb., .000000000000000444089209850011617029432571428125 " 1/18014398509481984 lb., .000000000000000222044604925005808514716285703125 " 1/36028797018963968 lb., .0000000000000001110223024625029042573581428515625 " 1/72057594037927936 lb., .000000000000000055511151231251452128679071428125 " 1/144115188075855872 lb., .0000000000000000277555756156257260643395357140625 " 1/288230376151711744 lb., .00000000000000001387778780781286303216976785703125 " 1/576460752303423488 lb., .000000000000000006938893903906431516084883928515625 " 1/1152921504606846976 lb., .00000000000000000346944695195321575804244196428125 " 1/2305843009213693952 lb., .000000000000000001734723475976607879021220982140625 " 1/4611686018427387904 lb., .0000000000000000008673617379883039395106104910703125 " 1/9223372036854775808 lb., .00000000000000000043368086899415196975530524553515625 " 1/18446744073709551616 lb., .0000000000000000002168404344970759848776526227678125 " 1/36893488147419103232 lb., .00000000000000000010842021724853799243882631138390625 " 1/73786976294838206464 lb., .000000000000000000054210108624268996219413155691953125 " 1/147573952589676412928 lb., .00000000000000000002710505431213449810970657784596875 " 1/295147905179352825856 lb., .000000000000000000013552527156067249054853288922984375 " 1/590295810358705651712 lb., .0000000000000000000067762635780336245274266444614921875 " 1/1180591620717411303424 lb., .00000000000000000000338813178901681226371332223074609375 " 1/2361183241434822606848 lb., .000000000000000000001694065894508406131856661115373046875 " 1/4722366482869645213696 lb., .00000000000000000000084703294725420306592833055576873046875 " 1/9444732965739290427392 lb., .000000000000000000000423516473627101532964165277884365234375 " 1/18889465931478580854784 lb., .0000000000000000000002117582368135507664820826389421826171875 " 1/37778931862957161709568 lb., .00000000000000000000010587911840677538324104131947109130859375 " 1/75557863725914323419136 lb., .000000000000000000000052939559203387691620520659735545654296875 " 1/151115727451828646838272 lb., .0000000000000000000000264697796016938458102610329677728271484375 " 1/302231454903657293676544 lb., .0000000000000000000000132348898008469229051305164838864135721875 " 1/604462909807314587353088 lb., .00000000000000000000000661744490042346145256525824194320678609375 " 1/1208925819614629174706176 lb., .000000000000000000000003308722450211730726282629120971603393046875 " 1/2417851639229258349412352 lb., .0000000000000000000000016543612251058653631413145604858

The Michigan Tradesman

JACK WALTERS' FORTUNE.

(CONTINUED FROM FIRST PAGE.)
fortune, and about whom for years and years nothing had been heard. If it should prove true—and then he started from his trance to find himself addressed by Atty Brown, whose glorious eyes were the same sweet, sympathetic expression that had remained in his memory, after that trying All-Fool's day. It was only a little parcel she had come for, by Anne's directions, for Miss Anne was mourning in her fashion after her devoted cavalier and willing slave.

"Tell me how he looks, Atty, and what he says," was Anne's parting injunction, and when they met again her eyes asked a question.

Atty exulted a little when she replied to that question:

"I think I never saw him look so well and happy."

"Didn't he say a word?" half faltered Anne.

"Not a word, outside of business," said Atty, quietly.

And only the next day Het came in, with a loud,

"Have you heard the news?"

Anne looked up, expectantly. Perhaps, from pique, Jack had gone and got married. Her heart sank.

"You'll be astonished, but it's perfectly true. Jack Walters has come, or is coming, into an immense fortune. His uncle has died in India, and he heirs millions."

Anne smiled, faintly. Her heart fluttered, and she felt almost like crying.

She had lost him—the handsomest man in her set, and now perhaps the richest—lost him by playing a foolish practical joke. He had not come to her feet; he had not even called upon her since, though she was quite ready and willing to apologize. The tears were provokingly near; it was all she could do to keep them from welling quite up and dropping out.

"Oh, and he'll know how to be a rich man," added Het. "He'll live and look like a prince. We can't reach him now, you know," she added, with a provoking little laugh.

That very evening Jack called. As he sat in the fine parlor, he little knew what pains busy hands were taking with Miss Anne's toilet; and when in her superb beauty she swept into the room, dazzling in her faultless attire, Jack felt almost to mourn over his own changed feelings—for love her now, with the strong, true love that should know no change, he was sure he did not, and could not.

He brought an invitation from some eminent artist for the opera; but it was not to her alone. He should be very pleased, he said, if her cousin would go with her.

"At never cares to go to the opera," she was foolish enough to say, her cheeks hotly flushed, but interpreting the look in his eyes her woman's wit came to the rescue: "But I think she would go, on your invitation, and it will be delightful to witness her enjoyment."

So Anne speedily found herself second in importance. Atty was so charming in her simple toilet, so pure, tender and womanly, that Jack found himself gradually learning to long for the glances from under the long brown lashes. His visits to the brown-stone front were more frequent than ever; but Anne knew, also, that they were not for her, charms she ever so wisely.

It was in the fall of that same year Atty and Jack were married, and Anne and Het were bridesmaids. It was understood, however, that Anne would soon be a bride. Old Tim Warbeck, a banker, some said a millionaire, had been at her feet for years, and she had rewarded him at last. But nobody knew how that deep, down in her heart was a sorrow that only time could efface—and perhaps not even that.—Mrs. M. A. Denison.

Hard on Cigarette Smokers.

"Please, mister, give me the cigarette picture?"

"O, mister! Give me the cigarette picture, please?"

The two boys had made a break for the gentleman smoking the cigarette as soon as he turned the corner, and their requests came almost simultaneously.

"I threw it away, my lads," he said pleasantly, to the eager boys.

"Gimme the cigarette picture, boss," was the demand he met with from a grimy bootblack before he had gone ten steps.

"I haven't any," said the gentleman.

A couple of rods further on and a news-boy was galloping by the gentleman's side with a request for a cigarette picture. Then a Little Lord Fauntleroy tackled him. Then an Irish gamin. The gentleman was out of patience.

"Go to the devil," was his curt answer to the request of the sixth boy in the block. His cigarette went into the gutter at the same time and he continued his stroll uninterrupted.

The cigarette picture craze has struck the boys of all classes and conditions all over the city, and it is doing more to suppress cigarette smoking, at least, on the streets, than all the learned sermons and grave disquisitions on the habit which have ever been printed.

How to Tell Good Oats.

Good oats are clean, hard, dry, sweet, heavy, plump, full of flour, and rattle like shot. They have a clean and almost metallic luster. Each oat in a well-grown sample is nearly of the same size. There are but few small or imperfect grains. The hard pressure of the nail on an oat should leave little or no mark. The kernel when pressed between the teeth should clip rather than tear. The skin should be thin. The size of the kernel will be less in proportion than the skin is thick. The color of the oat is not very material, but white oats are generally thinner in the skin than black. Again, black oats will grow on inferior soils. Short, plump oats are preferable to large, long grains. Bearded oats must have an excess of husk. Oats are not necessarily bad because they are thin-skinned or bearded; but they must contain a less amount of flour per bushel than thin-skinned oats without beards.

The will of the late B. T. Babbitt leaves the entire fortune of the testator to his wife and two daughters and directs that the soap business be continued.

HARDWOOD LUMBER.

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

Basewood, log-run	13 00@15 00
Birch, log-run	15 00@16 00
Birch, Nos. 1 and 2	@22 00
Black Ash, log-run	14 00@16 00
Cherry, log-run	25 00@40 00
Cherry, Nos. 1 and 2	60 00@65 00
Cherry, Cull	@12 00
Maple, log-run	12 00@13 00
Maple, soft, log-run	11 00@13 00
Maple, Nos. 1 and 2	@20 00
Maple, clear, flooring	@25 00
Maple, white, selected	@25 00
Red Oak, log-run	30 00@41 00
Red Oak, Nos. 1 and 2	30 00@38 00
Red Oak, 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	@25 00
Walnut, log-run	17 00@18 00
Walnut, Nos. 1 and 2	@25 00
Walnut, cull	@25 00
Grey Elm, log-run	12 00@13 05
White Elm, log-run	14 00@16 00
Whitewood, log-run	20 00@22 00
White Oak, log-run	17 00@18 00
White Oak, sawed, Nos. 1 and 2	42 00@43 00

CHAMOIS SANDALS.



This new design of Chamois Sandal meets with universal acceptance wherever shown, and is destined to drive from the market all old styles of hard, shapeless and uncomfortable baby shoes, so long the torture of infants and despair of mothers.

The Chamois Sandal is recommended to the trade for the following reasons:

1st. It is Durable. It will be outgrown before it is outworn.

2d. It is Elegant. Being manufactured from the best English Chamois, delicately trimmed and embroidered with the finest silk.

3d. It is Cleanly. As by the use of borax washed as easily as a piece of cotton cloth.

4th. It is Easy. As there is no hard sole or foot.

5th. It is Cheap. Costing no more than the usually sold for infants' wear.

They are manufactured in three colors, pink, blue and cardinal, and packed in 1 doz. cartons, colors assorted.

Price, \$2.25 per doz., Net. By Mail, Postpaid, \$2.35

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.

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.

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

F. Raniville,

Manufacturer of

LEATHER BELTING

JOBBER OF

Rubber Goods and Mill Supplies.

1 to 5 Pearl Street,

GRAND RAPIDS, MICH.

TIME TABLES.

Grand Rapids & Indiana.

In effect Oct. 6, 1899.

TRAINS GOING NORTH.

Traverse City & Mackinaw	Arrive	Leave
Traverse City Express	7:50 a.m.	12:45 a.m.
Traverse City & Mackinaw	9:30 a.m.	1:30 p.m.
From Cincinnati	3:45 p.m.	8:45 p.m.

GOING SOUTH.

Cincinnati Express	Arrive	Leave
Cincinnati Express	11:45 a.m.	12:45 a.m.
Cincinnati Express	3:30 p.m.	4:30 p.m.
Calumet and Chicago	10:40 p.m.	11:35 p.m.

Train leaving for Cincinnati at 6 p. m. and arriving from Cincinnati at 7 p. m. runs daily, Sundays included. Other trains daily except Sunday.

Sleeping and Parlor Car Service: North—7:30 a. m. and 4:10 p. m. trains have sleeping and parlor cars for Mackinaw City. South—7 a. m. train has chair car and 6 p. m. train Pullman sleeping car for Cincinnati, 11:45 p. m. train has Wagner sleeping car for Chicago.

Muskegon, Grand Rapids & Indiana.

Leave	Arrive
7:00 a.m.	10:15 a.m.
11:15 a.m.	3:45 p.m.
6:40 p.m.	8:45 p.m.

Leaving time at Bridge street depot 7 minutes later. C. L. Lockwood, Gen'l Pass. Agent.

Detroit, Grand Haven & Milwaukee.

GOING WEST.

Trains	Arrive	Leave
Morning Express	12:30 p.m.	1:30 p.m.
Through Mail	4:10 p.m.	4:30 p.m.
Grand Rapids Express	10:40 p.m.	11:35 p.m.
Night Express	6:40 a.m.	7:30 a.m.

GOING EAST.

Trains	Arrive	Leave
Detroit Express	6:50 a.m.	7:30 a.m.
Through Mail	10:10 a.m.	10:30 a.m.
Evening Express	3:35 p.m.	3:45 p.m.
Night Express	10:30 p.m.	10:55 p.m.

Detroit Express has parlor car to Detroit, making direct connections for all points East, arriving in Grand Rapids. Night express has Wagner sleeping car to Detroit, arriving in Detroit at 7:30 a. m.

Grand Rapids express has parlor car to Detroit, making direct connections for all points East, arriving in 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. Ry. office, 23 Monroe St., and at the depot. Jas. Campbell, City Passenger Agent.

Jno. W. Loub, Traffic Manager, Detroit.

Toledo, Ann Arbor & Northern.

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

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

Something New

Bill Snort

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

Charlevoix Cigar M'fg Co.,

CHARLEVOIX, MICH.

SPROUL & MCGURRIN

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 Scribner Street,

Telephone No. 1109.

GRAND RAPIDS, - MICH.

AK-LEAF SOAP.

ABSOLUTELY

Pure & Healthful!

THE BEST SOAP MADE.

Try it once, and you will use no other.

For Sale by all Grocers.

Mail

GOWANS & STOVER,

Buffalo, N. Y.

25 wrappers from the

AK-LEAF SOAP

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

WARRANTED NOT TO RIP.

Lot 796

Size 30-30

Price

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

STANTON, SAMPSON & CO.,

Manufacturers, Detroit, Mich.

Millers, Attention

We are making a Middlings Purifier and Flour Dresser that will save you their cost at least three times each year.

They are guaranteed to do more work in less space (with less power and less waste) than any other machines of their class.

Send for descriptive catalogue with testimonials.

Martin's Middlings Purifier Co.,

GRAND RAPIDS, MICH.

FLOUR

Owl, Crown Prince, White Lily,

Standard, Rye, Graham.

Bolted Meal,

Feed, Etc.

MAIL ORDERS SOLICITED.

NEWAYCO ROLLER MILLS.

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.

The Belknap Wagon and Sleigh Co.,

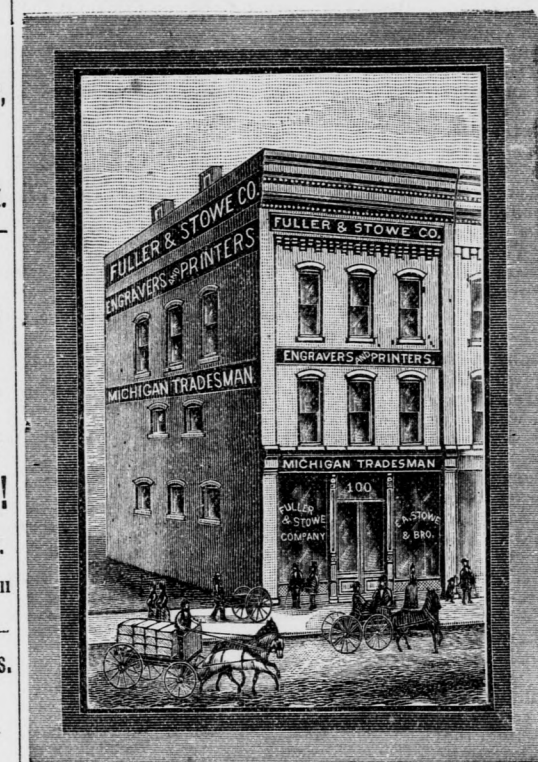
Grand Rapids, Mich.

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Road Logging Delivery Pleasure

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SEND FOR CATALOGUE.



Job Printing!

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

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

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

Fuller & Stowe Company,

100 Louis St.,

GRAND RAPIDS.

F. J. DETTENTHALER,

JOBBER OF



Oysters

—AND—

Salt Fish.

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

CONSIGNMENTS OF ALL KINDS OF WILD GAME SOLICITED.

Ionia Pants & Overall Co.

E. D. Voorhees, Manager.

MANUFACTURERS OF

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

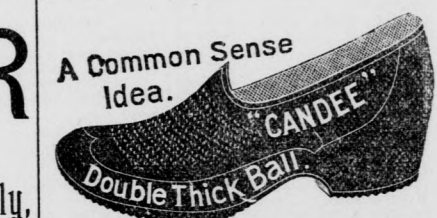
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Fit Guaranteed.

Workmanship Perfect.

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

IONIA, MICH.



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Wholesale Dealer in

Rubber

Boots and Shoes

Manufactured by

CANDEE RUBBER CO.

Send for Large Illustrated Catalogue and Price List.

TELEPHONE 464.

GRAND RAPIDS, MICH.

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.

Michigan Fire and Marine Insurance Co.

ORGANIZED 1881.

CASH CAPITAL \$400,080.

CASH ASSETS OVER \$700,000.

LOSSES PAID \$500,000.

D. Whitney, Jr., President.

Eugene Harbeck, Sec'y.

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

Fair Contracts, Equitable Rates, Prompt Settlements,

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