

# The Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 20, 1889.

NO. 322.

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WEST SIDE YARD:  
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Jeweler,

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"Elixir of Life"

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Will be ready Sept. 1.  
Price, \$55 delivered.  
Send orders at once to

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Fine Millinery!

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Bought Direct from Importers  
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Undertakers and Embalmers,  
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Lady assistant when desired.

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(Originally Lean's Business College—Established 1875.)  
A thoroughly equipped, permanently estab-  
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And Dealer in  
Gents' Furnishing Goods.  
Fine stock of Woolen Suitings and Overcoat-  
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other house in the city. Perfect fit guaranteed.  
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it is done by our best business houses. It pays  
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PAPERS, PAPERBAGS, TWINES,  
WOODEN DISHES, ETC.  
Mail Orders Promptly Filled.

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Magic Coffee Roaster.

The Best in the World.

Having on hand a large stock of No. 1  
Roasters—capacity 35 lbs.—I will sell  
them at very low prices. Write for  
Special Discount.

ROBT. S. WEST,  
48-50 Long St., CLEVELAND, OHIO.

WM. M. CLARK,  
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.



Apples,  
Potatoes,  
Onions.

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BARNETT BROS., Wholesale Dealers,  
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Manufacturer of

LEATHER BELTING

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Rubber Goods and Mill Supplies.

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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.

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and Pulte  
(Formerly Shriver, Weatherly & Co.)  
CONTRACTORS FOR

Galvanized Iron Cornice,

Plumbing & Heating Work.

Dealers in  
Pumps, Pipes, Etc., Mantels  
and Grates.

Weatherly & Pulte,  
GRAND RAPIDS, MICH.

To The Trade!

PERSONAL!

E. C. Tubbs

Will hereafter act as our representative  
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MANUFACTURERS OF

"Ben Hur" "Record Breakers,"  
And other fine cigars.

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(Successors to Steele & Gardner.)  
Manufacturers of

BROOMS!

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

## HIGHWAY IMPROVEMENT.

How Good Roads May Be Constructed  
and Maintained.

Macaulay says that of all inventions,  
the alphabet and printing press alone ex-  
cepted, those inventions which abridge  
distance have done most for the civiliza-  
tion of our species.

A nation, or an age of civilization, is  
perhaps more easily judged and under-  
stood by the character and extensiveness  
of its roads, than by any other symbol  
of progress.

Intercourse between communities, and  
the development of commercial life,  
have afforded the necessity for regularly  
adopted routes of travel, and more or  
less systematically prepared roadways  
from the time before the building of  
those famous highways between ancient  
Memphis and Babylon, over which the  
untold wealth of the valleys of the  
Euphrates and the Nile found means of  
exchange, where the magnificent cities  
of Ninevah, Damascus and Tyre, the  
earliest great commercial centers, sprang  
up, and over which the splendid armies  
of Xerxes and Alexander the Great  
passed in all the pride and glory of those  
early days.

The roadways of which the earliest  
traces appear, were well constructed, as  
is evident from the remains found, but  
they were limited in number, laid out  
generally in direct lines, and had the ad-  
vantage in their construction of all the  
resources of the rich and powerful  
nations which built them.

As the world has grown older, and  
civilization has spread and ripened, in-  
tercourse has increased, commerce has  
pressed out its foot in every direction,  
from every center, multiplying and ram-  
ifying its paths in as bewildering an ex-  
tent as the threads of the spider's web.

Various necessities and circumstances  
have governed the building and main-  
tenance of roads, of different times and  
people.

The old countries, where war has been  
a constant factor, have looked after them  
as a matter of national policy and mili-  
tary necessity, and have the result in  
the finest and most durable ways in the  
world.

The old military roads of the Roman  
Empire constituted a system the superior  
of which the world has never seen, in its  
scope, and the thoroughness with which  
it was perfected in all directions. The  
old "world-conquerors" were good road  
builders for their day, though Blake  
crushers and the respective merits of  
Trinidad, and rock asphalts, and Wheel-  
ing fire brick, were matters of which  
they never dreamed; and those of us who  
have had occasion to form intimate ac-  
quaintance with American country roads  
in spring, have more than once found  
ourselves in positions to heartily wish  
that some of the rural road makers, who  
worked out their taxes by plowing up  
the mud from the ditches, and plastering  
it over the middle of the highways, had  
had some good experience in the road  
gangs under the centurions of Julius  
Caesar's army.

An eminent writer says: "The road is  
that physical sign or symbol by which  
you will best understand any age or  
people. If they have no roads, they are  
savages; for the road is the creation of  
man, and the type of civilized society."

The Romans were, without doubt, the  
best road builders in the ancient world.  
Their good highways were one of the  
causes of their superiority in progress  
and civilization. When they conquered  
a province, they annexed it by good roads,  
which brought them in easy communica-  
tion with the great cities of the Roman  
world. When their territory was so  
large that a hundred millions of people  
acknowledged their military and politi-  
cal power, their capital city was the  
center of such a network of highways  
that it was then a common saying, "All  
roads lead to Rome."

The best roads in the world to-day  
are those of England, France and Germany,  
the excellence of which is due to the  
fact that those countries were the first to  
awaken from the long sleep of the dark  
ages, and the growing rivalry between  
them necessitated attention to their  
roads, for the proper prosecution of both  
their military and their mercantile in-  
terests. In each country they early  
came under the national supervision, the  
results of which are seen in the most  
splendid highways in existence, costing  
the least to maintain, and in every way  
the most satisfactory and economical for  
those who use them.

Up to the advent of railroads, most of  
the settlements in this country were  
along our water fronts, and on our sea  
coasts, lakes and rivers. The invention  
of steam, and the development of the  
railroad, seem to have taken all our en-  
ergies and resources, to the neglect of our  
roads and highways, and now that we  
have more miles of railway than the  
whole of the Eastern Hemisphere, and  
about all that we can make to pay, at  
present, we can well afford to turn our  
attention to the matter of highways, in  
which everybody should be interested,  
for all have to use them, rich and poor  
alike, those that ride and those that  
walk.

No country has a greater road mileage,  
in proportion to the population, than the  
United States, but while with character-  
istic American push and hurry, the most  
extensive means of communication and  
intercourse have been provided, we have  
suffered the consequence of a lack of  
any general system of public policy, cov-  
ering the location, construction and  
maintenance of ways.

In many cases, where one's way leads  
him through the old farming regions of  
New England and the Middle States, he  
may take occasion to do anything but  
bless the memory of the frugal early set-  
tlers who, when the necessities of the  
case seemed to demand that a road be

established for the convenience of pub-  
lic travel, each contributed a way across  
his farm, laying, perhaps, over the worst  
hill, and through the sandiest, or the  
rockiest, or the wettest land, with a view  
rather to the economy of his best pas-  
tures than the saving, in the years to  
come, of the time and strength of the  
traveler obliged to use it.

American roads are far below the  
average; they certainly are among the  
worst in the civilized world, and always  
have been—largely as a result of per-  
mitting local circumstances to determine the  
location, with little or no regard for any  
general system, and haste and waste  
and ignorance in building.

Old post-roads, in times  
no further back than the war, afforded  
the only comfortable travel to be had in  
many parts of the country; nor could the  
general badness of the roads, by any  
means, be attributed to a lack of the  
proper materials for their construc-  
tion. Indeed, it often happens that we  
find them the worst, where natural  
resources are the most abundant, and the  
better roads are frequently found where  
the natural conditions were so bad that  
the ordinary crude and wasteful expendi-  
tures were out of the question.

Fifty years ago, there was some ex-  
cuse for bad roads, for our country was  
poor. Now it is rich, there is no excuse.

A good road is always to be desired,  
and is a source of comfort and con-  
venience to every traveler.

Good roads attract population, as well  
as good schools and churches. Good  
roads improve the value of property, so  
that it is said a farm lying five miles  
from market, connected by a bad road,  
is of less value than an equally good  
farm lying ten miles away from market,  
connected by a good road.

A larger load can be drawn by one  
horse over a good road than by two over  
a bad one.

Good roads encourage the greater ex-  
change of products and commodities  
between one section and another.

Good roads are of great value to rail-  
roads as feeders.

Various movements, already under  
way, in the direction of road improve-  
ments, must have and already are having  
their effect, in bringing about a material  
raising of the average quality. The  
governors of several states have made  
special and important references to it in  
their annual messages, and in several  
states bills have been presented having  
in view the betterment of state high-  
ways, by regularly organized systems of  
work, to be carried out under the super-  
vision of departments provided by the  
state.

In Pennsylvania a general tax levy of  
seven and one-half mills has been or-  
dered by the Legislature for road im-  
provements. The forces working to  
bring about such results as this are pow-  
erful and increasing every day.

The high point to be aimed at is the  
recognition of the importance of the  
whole situation by the national govern-  
ment, and the establishment by Congress  
of a national system.

The following outline may suggest  
some idea of a scheme in the right direc-  
tion, which might be elaborated by some  
one better qualified and having more  
time than I have at my command.

A commissioner of highways might be  
provided for, in the Agricultural Depart-  
ment, with a corps of consulting en-  
gineers, and suitable appropriations  
made for the prosecution of a general  
surveying work.

Under the charge of this commission,  
full systems of maps should be prepared,  
based largely, perhaps, upon the working  
of the state and county boards, showing  
more or less completely, as circumstances  
would permit, the highways of the  
country.

For co-operation with this central  
bureau and the prosecution of the work  
in the most thorough and practical way,  
each state should have its highway com-  
missioner, charged with the highest in-  
terests of the state in the way of main-  
taining its system of roads under the  
most approved methods and for the gen-  
eral public welfare. Then the best prac-  
tical results could probably be attained  
by the division of the state into highway  
districts, consisting of counties, or per-  
haps townships, each of which should  
have its overseer in full charge of the  
opening and construction of new roads  
in his district and the proper maintenance  
of all, responsible for the expenditure of  
the regular appropriations for these pur-  
poses. These districts could then be  
divided into smaller ones under sub-  
overseers.

The importance and the value to any  
section, any section, and every citizen  
from the highest to the lowest, whether  
tax-payers or tramps, of well-constructed  
and properly maintained roads, is not  
easily estimated, but clearly it is greater  
than that of many affairs which are con-  
tinually receiving the time and attention  
of the people in their homes, counting-  
rooms, public meetings and legislative  
halls.

It is a matter to be considered side by  
side with our splendid and always im-  
proving system of public education, the  
assessment of our tariff duties, or the  
appropriations regularly made for river  
and harbor improvements.

But the question of the most particu-  
lar interest, to-day, to you and to me, as  
manufacturers and merchants, in this  
whole question of good and bad roads is,  
what is the effect on our business? Now,  
it may be possible that there are those  
who will think they see an advantage for  
the carriage builder in poor roads, where  
in traveling over hills that might easily  
be avoided, going ten miles to make five  
as the crow flies, pulling through mud  
and sand that should be gravel and jolt-  
ing over rocks that might be macadam,  
the vehicles of the unfortunate owners  
would go to pieces in one-half the time  
they ought to stand under favorable cir-  
cumstances, and necessitate the purchase

of new ones, to the advantage and profit  
of the manufacturer.

But a man who entertains such an idea  
would waste no time in killing his goose  
to secure the last golden egg.

It must be clear to any man with the  
most ordinary business instincts that  
good roads mean thrift, liberality and  
wealth. They mean good farms and  
good value to real estate. They mean  
that the farmer enjoying their use will  
save time going over them, will save wear  
and tear, not only on his wagons, but on  
his teams, will be a richer man on account  
of them, and have the more money to buy  
your carriages, running into higher value,  
(while his sons and daughters can have  
their bicycles and tricycles at less ex-  
pense) and his example must be followed  
by his neighbors.

Now you are honest manufacturers,  
and have no desire to have your vehicles  
wear out quickly, that they may be sooner  
replaced, but you believe, I doubt not,  
that the better the vehicle and the longer  
it lasts, the better business and profit  
will come to you.

Good roads mean for you and for me  
better business. Good roads encourage  
riding and driving, and the sale of our  
vehicles, while bad roads mean less busi-  
ness for you and for me, for where the  
roads are bad the traffic must of necessity  
be much less.

As a nation, we are a remarkably pa-  
tient and an easy-going people, considering  
the enterprise and business activity for  
which we are noted the world over, and  
rather too apt to fall into the way of  
doing things as a matter of course. As a  
result of this, very strenuous and con-  
tinuous efforts are frequently necessary  
to bring about the farthest reaching and  
most desirable reforms. From a business  
point of view, we cannot afford to neglect  
any opportunity to help along the present  
movement.

As an instance of what is being done,  
see the work of the League of American  
Wheelmen, in the appointment of its  
highway committees, the issuing of road  
books, and the pressing forward of leg-  
islative bills, and lately in the publi-  
cation of a comprehensive little manual  
on the making and care of good roads, a  
copy of which I shall be glad to have for-  
warded to any one who may care to send  
me his address.

Work of this sort can well and profit-  
ably be undertaken by the Carriage Build-  
ers' National Association. With all the  
great resources at your command you  
cannot afford not to divert a small per-  
centage each year, beginning right now,  
toward helping along in the good work,  
and it impresses itself upon me most  
strongly, as a part of your most urgent  
duty toward yourselves, to appoint at  
once, if you have not already done so,  
your committee on highways, clothing  
them with power to do some practical  
work, and giving them, under reasonable  
limitations, at least, the approach to  
your treasury. A moderate amount of  
money judiciously expended in educating  
the people up to their needs and best  
interests, in showing them how their  
roads are, and how they ought to be, and  
how to go to work to make them so, could  
not be put out at better interest. I am  
credibly informed that within one hun-  
dred miles of this building the capital  
invested in the carriage industry amounts  
to several million dollars; and the interest  
which I informally represent to you is a  
true branch of this vast industry. The  
manufacture and sale of carriages to be  
drawn by horses and the manufacture of  
carriages to be impelled by the rider is  
essentially one and the same. The char-  
acter of the motive power cannot of course  
change the character of the vehicle. We,  
who manufacture bicycles, feel that we  
have a right to fraternization with you.  
We seek fellowship with you in your  
efforts to improve the traveling vehicles  
of the country and the roadways, by the  
improvement in which our interests as  
manufacturers and the people's pros-  
perity and happiness are to be enlarged.

The bicycle interest is young in years,  
but it has already become a large one.  
As an industry, it ranks among the fine  
arts, while the magnitude of the business  
and the number of the vehicles made, and  
sold yearly would, we fancy, be matter  
of surprise to some of you and of amaze-  
ment to the public at large.

I need not say to this convention that  
we who construct these delicate carriages  
propelled by human power are intensely  
interested in the improvement of the  
country's roadways, even as you who  
manufacture wagons and carriages of the  
lighter and more elegant sort. It is true  
that, in a certain sense, the bicyclist is  
not so dependent as the man who drives  
his carriage or road wagon on the quality  
of the roadway, for he can pick his way  
with much greater facility. Wherever  
there is a hand's width of level way there  
he can easily pass. He can turn from  
left to right with wonderful ease and  
quickness. He can even take to the side-  
walk and so escape many ill-conditioned  
places which the driver of carriages can-  
not. Nevertheless, I feel that our inter-  
ests and yours in good roadways are equal  
and identical, and I am here to pledge  
our heartiest co-operation with you in  
any practical measure looking to the im-  
provement of the roadways of the coun-  
try.

The history of carriage building and  
the history of the development of this  
country alike confirm the truth which I  
have tried to impress, namely, that im-  
provement in roads leads to and precedes  
the use of better and higher grade vehi-  
cles, and especially induces the use of  
pleasure carriages.

It does not need argument or illustra-  
tion to persuade you that more roads  
means more carriages. Where now go  
the saddle horse and the mule van in  
wide regions of this great country, ought  
to be seen the carriage and the bicycle.  
If local communities and the general  
public ought to be interested in this sub-  
ject, how much more should this associa-  
tion, every member of which not only

has this same interest, but a special com-  
mercial inducement in the result.

I hope to live to see the time when all  
over our land our cities, towns and vil-  
lages shall be connected by as good roads  
as can be found in the civilized world,  
and if we shall have been instrumental  
in bringing about this result, then indeed  
shall our children have cause to bless us.

An Example to Clerks.  
One of the most prosperous merchants  
in New York had his life changed by a  
simple performance of duty. He was  
clerk in a big Boston dry goods house at  
a small salary. He always tried to effect  
a sale. One day a customer appeared  
who was more than particular about his  
purchase. In relating his experience  
with this man, the merchant said to a  
reporter:

"I had a quick temper and at times  
during the transaction I felt that I could  
strangle the customer; but I quickly  
curbed my temper and went at him tooth  
and nail. I felt that my reputation as a  
salesman was at stake, and it was a ques-  
tion of conquer or be conquered. At  
last, I made the sale, and with it came  
great satisfaction; but I was not done  
with the man yet. I wanted to sell him  
more. He said something about sending  
his wife around to look at some dress  
goods. I promised to send samples of  
new patterns as they arrived. The cus-  
tomer thanked me and said:

"It has taken you a long time to sell  
me a few goods. Are all of your customers  
as hard to please as I?"

"It takes some customers but a short  
time to make their selections, while others  
wish to be slower; we are bound to please  
them all," I answered.

"Does it pay your house to devote so  
much time to so small a sale?" he enquired  
again.

"Yes," I replied. "I have taken pains  
to give you what you want. I know you  
will find the goods as I say. You will  
have confidence and come again, and the  
next time it will not take so long."

"After getting his package, he walked  
out of the store. In three days, I mailed  
samples of the new dress goods to his  
wife, and the circumstances passed en-  
tirely out of my mind. I was promoted  
in a few days, much to my astonishment.  
One morning I was informed that Mr. B.  
wished to see me. I went to the office  
with surprise and some fear. I was more  
surprised when I saw, sitting beside my  
employer, my customer of a few months  
back. He proved to be the moneyed  
partner of the concern, whose other busi-  
ness interests kept him away from the  
store almost entirely, and he was known  
to but few of his employees, although he  
knew that I was a new man as soon as he  
saw me, and thought to see what metal I  
was made of. That he was satisfied is  
proved by his making me a buyer of the  
several departments where I sold goods.  
My prosperity began with the tough cus-  
tomer, and now I thank goodness that I  
got him, and that I did not show any dis-  
position to strangle him."

## Moral Courage in Everyday Life.

Have the courage to discharge a debt  
while you have the money in your  
pocket.

Have the courage to do without that  
which you do not need, however much  
your eyes may covet it.

Have the courage to speak your mind,  
when it is necessary you should do so,  
and to hold your tongue, when it is pru-  
dent you should do so.

Have the courage to speak to a friend  
in a "seedy" coat, even though you are  
in company with a rich one, and richly  
attired.

Have the courage to own you are poor  
and thus disarm poverty of its sharpest  
sting.

Have the courage to make a will and a  
just one.

Have the courage to tell a man why  
you will not lend him your money.

Have the courage to "cut" the most  
agreeable acquaintance you have, when  
you are convinced that he lacks prin-  
ciple. "A friend should bear with a  
friend's infirmities, but not with his  
vices."

Have the courage to show your respect  
for honesty, in whatever guise it appears,  
and your contempt for dishonesty and  
duplicity, by whomsoever exhibited.

Have the courage to wear your old  
clothes until you can pay for new ones.



## The Michigan Tradesman

### AMONG THE TRADE.

#### GRAND RAPIDS GOSSIP.

F. A. Rice has sold his grocery stock at 683 Wealthy avenue to E. F. Thompson.

I. M. Clark & Son have removed the H. C. Coe grocery stock from Mason to this city.

Sanford L. Deary, grocer and feed dealer, has been closed under chattel mortgage.

Andrew Holmes has opened a bakery and confectionery stock on North Plainfield avenue.

A. C. Bauer has sold his drug stock, at the corner of East Bridge and Barclay streets, to T. Gridley.

A new meat market was opened last Friday at 416 South Division street, by a Mr. Wilson, late of Kansas City.

F. W. Curtis is succeeded by Bauer & Curtis in the drug business at the corner of East Bridge and Clancy streets.

J. A. Holmes & Co. will engage in general trade at Kent City. The groceries will be purchased here and the dry goods at Detroit.

L. H. Austin has sold his interest in the Grand Rapids Mattress Co. to his partner, H. C. Russell, who will continue under the same style as before.

Woodward & McCamly, who are putting in a hardwood saw mill near Byers, have opened a grocery store there. Ball, Barnhart & Putman furnished the stock.

C. W. Shedd has been granted a patent on a vinegar generator, which the inventor confidently expects to see revolutionize the manufacture of that staple. Canadian and foreign patents are also pending.

Olney, Shields & Co. are arranging to merge their wholesale grocery business into a stock company, under a style to be hereafter determined. John G. Shields will retire from active management in the business, still retaining a portion of his present interest.

The Crane grocery stock, at Mulliken, which disappeared so mysteriously after a mortgage on the stock had been foreclosed by Ball, Barnhart & Putman, last August, has been found. One day last week a writ was obtained for a search of the premises of a citizen of the place, who developed a sudden illness by which the search was stayed off for a time. Afterward a dense smoke was observed coming from the chimney of the sick man's house, and the officers forced an entrance, and found a member of the invalid's family industriously engaged in burning up the long sought for goods. Plug tobaccos were being smeared with wagon grease to render the combustion complete. No warrants have yet been issued, but some one will probably journey to Jackson before long.

#### AROUND THE STATE.

Allegan—Danner Bros. have closed their restaurant.

Rockford—Carl D. Borton has engaged in the jewelry business.

Traverse City—E. Micham has engaged in the restaurant business.

Fenwick—J. L. Clock succeeds Clock & Herrick in general trade.

Monroe—E. Eberlein and Chas. Hermes have opened a new meat market.

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

Lansing—G. B. Kellogg, clothing dealer, has assigned to J. B. Porter.

Wyandotte—Cramer & Murray succeed Jer. Drennan in general trade.

Chippewa Lake—Eugene Burtch has sold his notion stock to H. C. Ward.

Ishpeming—Mauder & Co. succeed Ugel Lavigne in the grocery business.

Gobleville—D. Richardson and R. Darling have engaged in the meat business.

Clarksville—Post & Dildine have sold their meat market to a Grand Rapids firm.

Ann Arbor—Stimson & Hurlburt succeed Fred T. Stimson in the grocery business.

Battle Creek—D. L. Smith has opened a general store at 46 South Jefferson street.

Wayland—Pickett Bros. have purchased the grocery and crockery stock of J. C. Branch.

Manistee—Wm. Mahon has purchased the grocery and crockery stock of John Nessen.

Port Huron—Richardson & Green succeed Bockius & Co. in the boot and shoe business.

Morley—John Willyard succeeds Dwight Waterman in the restaurant business.

Adrian—G. R. Swift succeeds Chas. Humphrey in the book and stationery business.

Wayland—F. H. Beach will erect an addition to his store building, to be used as a tinshop.

Martin—Lester Hooper and S. Bitgood have gone to Grand Rapids to open a meat market.

East Jordan—M. A. Helm & Co. are succeeded in the dry goods business by Mrs. F. J. Stone.

Big Rapids—C. A. Verity has sold his grocery stock to his brother, Wm. A. Verity.

Edgerton—R. A. Brown & Son have bought the grocery stock formerly owned by McAuley & Co.

Agnew—B. Kelly has sold his grocery stock to Fred Churchill, who will continue the business.

Sault Ste. Marie—P. H. Davis, dealer in men's furnishing goods, has assigned to Sutton & Martin.

Detroit—Charles H. Roche has sold the Triangle drug store, on Cass avenue, to J. W. and W. P. Doty.

Traverse City—J. G. Johnson has built an addition to his drug store, giving him more office and storage room.

Kalamazoo—Mesdames H. S. Davis and W. F. Rahlmeyer will shortly open an art and fancy work exchange store.

Plainwell—Mesdames Dodge & Wheeler have closed their millinery business here, and opened a store at Kalamazoo.

Sumner—Geo. McCurdy has sold his general stock to H. L. McCurdy, his wife, who has removed the stock to McBain.

Detroit—Gilbert Hart has become a special partner in Jacob Hull's grocery business, contributing \$5,000 to the partnership.

Eaton Rapids—C. E. Phillips, who has been engaged in the hardware business here for the past six years, has moved the stock to Newaygo.

Big Rapids—Mrs. J. Stillwell has purchased the N. Scott stock of groceries, near the upper depot. Charlie Stillwell will manage the business.

Charlotte—J. A. Mikesell has purchased Homer Jaques' interest in the Shepherd elevator and the butter and egg cellar. The new firm will be known as Shepherd & Mikesell.

Marcellus—G. W. Jones has bought T. H. Jordan's property on Main street. Mr. Jones will build a new bank on the lot, and has contracted for 50,000 brick of Lambert & Millman for the building.

Maple City—T. Hebert and Dr. R. W. Burke have bought the agricultural implement, buggy and cutter stock of Hebert & Nash and have added it to their general stock, under the style of T. Hebert & Co.

Lake Odessa—The J. H. Kepnor grocery and crockery stock is now in possession of Ball, Barnhart & Putman, Olney, Shields & Co. and H. Leonard & Sons, of Grand Rapids, who will close it out as soon as possible.

Port Huron—Bockius & Co., boot and shoe dealers, have been closed on a mortgage to J. Richardson & Co., Elmira, N. Y. There are three other mortgages on the stock, in all representing about \$6,000; assets unknown.

Alma—John T. Peters, of Owosso, has bought the stock and buildings of S. H. Loveland, and will proceed to build a brick block on the site of the old building, which he will occupy with a furniture and undertaking stock.

Ryerson—A. J. Halstead & Son have moved their grocery stock to Grand Lodge, but will continue the drug business. The vacated side of the store will be occupied by Mrs. J. Davids, the Bluffton grocer, who will remove her stock to this place.

MANUFACTURING MATTERS.

Advance—Graft & Co. are building a sawmill in the town of Wilson.

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

Gladstone—Kirby & Guard will remove their cigar factory from Charlevoix to this place.

Detroit—The Newberry Potato Harvester Co. has filed articles, with a capital stock of \$50,000.

Baldwin—McDonald & Bradford are cutting 50,000 shingles, pine and cedar, in their mill near town.

Norwood—Guyles & Nash are repairing their sawmill, in Banks township, which they will start up shortly.

Detroit—Assignee Hitchcock has sold the stock of A. Loranger & Co., manufacturing chemists, for \$6,480.

Marcellus—A new cooper shop, employing twenty to thirty hands, is among the possibilities of the future.

Bay City—N. S. Benson contemplates removing his planing mill and box factory from East Saginaw to this place.

Bay City—E. J. Vance, J. M. Seaver and E. C. Hargrove are reported to have formed a copartnership for the manufacture of box shooks.

Muskegon—The Kelly Bros. Manufacturing Co. has contracted to make 7,000 refrigerators for the Ridgeway Refrigerator Co., of Philadelphia.

Alger—J. R. Ketchum is stocking two shingle mills owned by I. D. Potter, of Massachusetts, one located at Culver and the other at Moffat's crossing.

Douglas—So good has been the business of the Fruitgrowers' Manufacturing Co., that the capital stock will be increased from \$10,000 to \$25,000.

Bay City—F. E. Bradley & Co. have contracted to furnish the Michigan Car Co., of Detroit, 2,000,000 feet of logs, for car sills, 70 per cent. to be 34 feet long.

Clare—Josiah Horning has sold his new sawmill on the Flint & Pere Marquette Railway to George Archambolt and Fred Lester, for a consideration of \$2,100.

South Haven—The projectors of the new Novelty Works contemplate removing the machinery of the fruit package factory to the newly erected buildings near the river.

Niles—Envious Hoosier cities want to coax the Niles knitting works over the line. The concern pays out about \$800 per month in salaries, and Niles does not want to lose it.

Bay City—Rust Bros. & Co. have begun logging operations. They will put in 20,000,000 feet, equally divided on Wells Creek and on the Alger road, in Ogemaw and Arenac counties.

Belding—Angel Bros. have bought the Oatley sawmill, five miles north of Langston, and will remove it to the Belding mill site. It will cut about 20,000 feet of pine and 12,000 feet of hardwood.

Charlotte—Geo. J. Barney has purchased the interest of John L. Dolson in the carriage manufactory of Dolson & May. The new firm will be known as the Dolson & May Carriage Works, May & Barney, proprietors.

Monterey—C. S. Doud has bought the Runnels & Van Middlesworth shingle mill and moved it upon some of Geo. Huskinson's land, where he will build a new mill, using the engine and boiler from his mill at Heath.

Detroit—While H. S. Robinson & Burtenshaw have sold their manufacturing department to Pingree & Smith, the new firm of H. S. Robinson & Co. will manufacture some lines of goods, in connection with their jobbing business.

Petoskey—W. H. Goodrich has purchased an interest in F. K. Winsor's woodenware factory, and the business will be conducted hereafter under the name of The Winsor Woodenware Co. A sawmill will be added to the plant and the capacity of the factory otherwise increased.

Muskegon—Hackley & Hume's mill has shut down for the season, their piling room being exhausted. The other mills are all in operation, and will be stopped only by Jack Frost. It is already evident that there will be a large stock of logs left over—some of the mills having almost a supply for next season.

Detroit—The Detroit Odontunder Manufacturing Co. has filed articles of association, with a paid-up capital of \$50,000. "Odontunder" is an anasthetic used in surgical and dental operations. Frank S. Cobb, trustee, holds 25,000 shares, and Lucius H. Collins, Marvin V. Cobb, Eburat D. Merriam, Frank A. Cobb and Benjamin G. Eaton, 5,000 shares each.

Au Sable—The J. E. Potts Salt & Lumber Co.'s logging railroad, now known as the Au Sable & Northwestern, which has been extended during the past year and is used for general freight and passenger as well as for hauling logs, has been extended to within 300 yards of the Detroit, Bay City & Alpena Railway. The company has also stretched eighty miles of telephone wire along the line of the road which will be used for operating purposes.

Muskegon—The shingle cut of the city will be at least 200,000,000 less than last year. The cut of the Muskegon Shingle & Lumber Co.'s mill has been 60,000,000. The mill has a capacity of 120,000,000. The cut of the Michigan Shingle Co.'s mill has dropped off in about the same proportion. Every mill on the lake has reduced its cut below the output of last year. There will be about 300,000,000 shingles made at Muskegon during the present year.

Manistee—The salt output nearly touched the 100,000 barrel mark last month, while the total State output for the month was about 412,000 barrels. Louis Sands is evidently going to have enough bin room, as aside from the new building he recently erected, he has torn down one of his old buildings that was settling, is driving piles to make a solid foundation and will enlarge it, so that he will have bin capacity for about 70,000 barrels of salt. That, with his storage for the product in barrels, will make him almost independent of the boats during the winter season.

Purely Personal.

F. A. Holbrook, the Hubbardston druggist, is in town for a day or two.

C. F. Walker, the Glen Arbor general dealer, is in town for a few days, buying his winter stock.

G. W. Mokma, the Graafschap general dealer, will take a position in the First State Bank of Holland.

O. J. Graves, Secretary of the Ludington B. M. A., was in town one day last week on business for his Association.

L. C. Bradford, of the firm of McDonald & Bradford, shingle manufacturers and general dealers at Baldwin, was in town one day last week.

Frank E. Chase has received his usual annual consignment of fish from Cape Cod, and remembered his friends until the bottom of the package was reached.

C. F. Wheeler, formerly of the drug firm of Wheeler & Holbrook, at Hubbardston, has taken the position of instructor in botany in the Agricultural College, at Lansing.

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

### BOUNCED 180 TIMES.

Beating His Way Across the Continent on a \$1,500 Wager.

From the Kansas City Star.

A man arrived in Kansas City this morning on the California express of the Santa Fe Railroad who has traveled on railroads across the continent without having paid a penny for transportation and without having a pass.

A little over three months ago Alfred Senter, of Somersville, Mass., and L. B. Griffin, of Lowell, wagered \$1,500, Senter to win the money if he succeeded in "beating" his way from Boston to San Francisco and back, and lose the wager if he failed far while en route.

Edward F. Locke, the referee, was to accompany Senter, and his expenses were to be borne by the loser.

Senter and Locke arrived in Kansas City this morning. Senter is a hunchback, and appears to be about thirty years of age. Senter said:

"We started out on the evening of July 4, on the Boston & Albany Railroad, and got to Albany without being put off. My troubles began on the New York Central Railroad. I was put off three times the first day, and of course, Locke had to go with me. Owing to my deformity, I was not treated harshly.

Twelve times I was put off trains between Albany and Buffalo. Between Buffalo and Chicago, on the Michigan Southern, I concocted a tale of robbery, and on promise to pay at Detroit was not molested. In order to deceive the officials, I sent a bogus telegram to Chicago for money. Altogether I have been ousted from trains 180 times. On the southern roads to California I was allowed to ride long distances. At one time I had to plead with an old lady with tears in my eyes not to pay my fare, as that would spoil my chances of winning the bet. I have had several offers to have my fare paid, but Locke's eye was on me and that settled it. I have had a rough experience and would not undertake to do it again for twice the money wagered. It is, all right being put off in a large town where there are good hotels, but to be planted down in a small village in New Mexico with no place to go to is another thing."

The conditions of the wager were that Senter was to travel in first-class passenger coaches all the way. Senter says he will write a book when he reaches home.

### A Growing House.

A reporter of THE TRADESMAN recently passed by the wholesale confectionery establishment of W. R. Keeler, at 412 South Division street, and was surprised to see so large a display of Christmas toys, and so well-selected a stock of staple and fancy confectionery.

Mr. Keeler started in business less than two years ago, but he has already worked up a large line of customers and carries a stock which would be a credit to a much more pretentious establishment. He pursues the policy of selling good goods only, at close margins for cash or short credit periods, and his house is evidently destined to take rank with the leading confectionery houses of the State.

The daily papers announce the "resignation" of Manager Baxter, Local Manager of the Western Union Telegraph Co. The resignation was not one of those voluntary separations which the employee sometimes feels impelled to make, but followed as a result of a request to that effect from headquarters. "Discharged" would be the proper word to use in that connection.

"There is no greater mistake that a business man can make than to be mean in his business," says *Wealth and Worth*. "Everybody has heard of the proverb of 'Penny wise and pound foolish.' A liberal expenditure in the way of business is always sure to be a capital investment."

The First State Bank of Holland will open its doors for business on December 15.

The P. of I. Dealers.

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

Adrian—Powers & Burnham, Anton Wehle.

Almont—Colerick & Martin.

Altona—Eli Lyons.

Assyria—J. W. Abbey.

Belding—L. S. Roell.

Bellevue—John Evans.

Big Rapids—W. A. Verity, A. V. Young, E. P. Shankweiler & Co., Mrs. Turk.

Brie—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. L. 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.

Evart—Mark Ardis, E. F. Shaw, Stevens & Farrar.

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, F. W. Wurzburg.

Harvard—Ward Bros.

Hersey—John Finkbeiner.

Hesperia—B. Cohen.

Howard City—Henry Henkel.

Hoytville—Mrs. A. E. Combs.

Hubbardston—M. Cahalan.

Inlay 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.

Meosta—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.

Oliver—F. H. Gage.

Remus—Geo. Blank.

Riverdale—J. B. Adams.

Rockford—B. A. Fish.

Sand Lake—Brayman & Blanchard.

Shepherd—H. O. Bigelow.

Sparta—Dole & Haynes.

Stanwood—F. M. Carpenter.

Vassar—McHose & Gage.

Wheeler—Louise (Mrs. A.) Johnson.

H. C. Breckenridge, M. H. Bowerman, Thos. Horton.

White Cloud—J. C. Townsend.

### Card of Thanks.

To the Traveling Men of Grand Rapids: In behalf of myself and family, I tender my heartfelt thanks to the traveling men and friends for their generous remembrance. I assure them that the gift is appreciated and I hope to live long enough to be present, in the position of donor, at many other similar occasions.

L. L. LOOMIS.

### ESTABLISHED 1870.

CHAS. SCHMIDT & BROS.

Manufacturers and Dealers in Foreign and American

Granite and Marble

Monuments and Statuary

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

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

OFFICE AND SALESROOM: 93 Canal Street.

GRAND RAPIDS, - MICH.

## SHOW CASES!



6-ft case like above \$9.00

6-ft case, square, with metal corners, same price.

The above offer is no "bluff" or snide work. We shall continue to turn out only the BEST of work. All other cases at equally low prices.

## HEYMAN & COMPANY,

63 AND 65 CANAL STREET,  
Grand Rapids, - Mich.

Dr. Talmage Again an Editor.

Beginning with January 1, next, the Rev. T. De Witt Talmage, D. D., will become one of the editors of *The Ladies' Home Journal*, of Philadelphia. The famous preacher will have a regular department each month, written by himself, with the title, "Under My Study Lamp." His first contribution will appear in the January number of the *Journal*. Dr. Talmage's salary is said to be one of the largest ever paid for editorial work.

### FOR SALE, WANTED, ETC.

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

### BUSINESS CHANCES.

TO EXCHANGE—\$400 STOCK FRESH, GENERAL merchandise doing good business for timber, oak preferred. 26 Box E, Fostoria, Ohio.

FOR SALE—EXCHANGE—HOUSE AND LOT—TWO blocks from postoffice, in city of 5,000 inhabitants in Southern Michigan; also farm of 76 acres, two miles from same city, pay loan well, with good buildings; will exchange for stock of merchandise. Address No. 539, care Tradesman, Grand Rapids, Mich.

TO EXCHANGE—TOPEKA, KANSAS, PROPERTY—\$1,000—for a drug store; some cash added. E. J. Harnd, Fostoria, Ohio.

FOR SALE—NEW STOCK OF HATS, CAPS AND Furs—furnishing goods; will invoice about \$4,000; also new stock of boots, shoes and rubbers, will invoice about







# The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

Subscription Price, One Dollar per year, payable

strictly in advance.

Advertising Rates made known on application.

Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, NOVEMBER 20, 1889.

## TROUBLE AHEAD.

THE TRADESMAN has it on unquestioned authority that the organization known as the Farmers' Alliance will shortly invade Michigan, making the State its chief battle ground for the year to come. While this organization will necessarily absorb the membership of the Patrons of Industry, it will not better the situation, so far as the merchant is concerned, as it supplants an irresponsible and impotent organization with a strongly fortified league of farmers, having working branches in nearly every Western State.

In view of these things, the outlook for the merchants of Michigan is by no means reassuring. Even at this stage of the movement, it is plain to be seen that the margins of merchandising are to be considerably curtailed for some time to come.

## AFTER THE TRUSTS.

The Superior Court of New York has sustained the decision of Judge Barrett that the Sugar Trust is an illegal organization, and ordering its dissolution. Judge Daniels, the author of this new decision, says that such an association, "having for its object the removal of competition and the advance of the price of the necessities of life, is subject to the condemnation of the law, by which it is denounced as a criminal enterprise." This is even more decided than Judge Barrett's language, as he confined himself to declaring that it was *ultra vires* for corporations to combine without the consent of the State. The question now goes by a second and final appeal to the Court of Appeals, by which it can be heard next January. But the friends of the Trust have little hope of a favorable decision there. They talk of ascertaining from that Court what are the legally weak points in their arrangement, and of correcting these. But if the Court sustains Judge Barrett in ordering the whole concern into the hands of a receiver, it will be too late to make such a re-adjustment of their plans to the requirements of the law. It seems likely that they will be taught that a corporation which accepts its franchise at the hands of the State must keep itself "within the four corners of the charter," and does not possess the freedom of action which belongs to individuals, who get their franchises from their Maker.

In Missouri the last Legislature passed an anti-trust law of the most severe description, and the State authorities are proceeding to enforce it. Every corporation doing business within the State is required to file an affidavit of the managers declaring that it is a partner in no combination to restrict competition or to affect prices. If the object be to put an end to the increase of corporations, the law is very well conceived. Nobody who has money to invest will select for that purpose a commonwealth which forbids corporations in any emergency or in any way to guard their investments by even a temporary arrangement to avoid cut-throat competition. The law will probably restrict the development of the State without accomplishing what its authors hope for. Private understandings without definite agreements will come into use, as among our coal-mining and coal-carrying companies, and even these will be cancelled the day before the affidavit is signed, to be renewed the day after, as was done once in Pennsylvania.

The last Michigan Legislature passed an anti-trust law hardly less severe than the Missouri measure, but no attempt has yet been made to enforce the law, nor have any steps been taken looking toward its enforcement.

## NOW FOR BUSINESS.

Now that the Pan-American Congress has completed its circuit of the principal American cities and settled down to talk of business, the real value of its meeting will be tested. As THE TRADESMAN has already stated, nothing could be worse for all the countries concerned than to attempt to establish such commercial relations as would be sure to cramp the development of the weaker and make them dependent on the wealthier and more advanced. As believers in the maximum of national industrial life throughout the world, we must deprecate any arrangement which would inure to the injury of our sister republics, however much it might seem to benefit ourselves. Our problem is to develop that mutual commerce which should exist be-

tween countries, each of which is seeking to develop its own resources to the utmost and to train its people in every line of production for which they have any fitness. And on these lines very much may be done, especially if the Congress shall see its way to making any arrangement for the establishment of close and rapid communication between the ports of all the free states on the continent.

At present we are buying great quantities of tropical and sub-tropical produce, but chiefly from the colonial dependencies of European Powers, and notably from those which still maintain human slavery. Why not discriminate in favor of the products of the free states of this continent and of free labor? If we were to put such produce on the free list of our tariff, the whole of the northern half of South America would be benefited, and articles they now produce in comparatively small quantities would become their staple products. As matters now stand, we are the chief commercial patrons of human bondage and of colonialism in America—two things which it certainly is not our public policy to maintain.

## THE LESSON FROM LEXINGTON.

No review of American events for the past two weeks can well avoid a reference to the shocking occurrence at Lexington, Kentucky, when two prominent men, Colonel William Cassius Goodloe and Colonel Armstead M. Swope, killed each other in a sudden and brief encounter in a public place. The details of this affair, we undertake to say, have caused a more painful impression upon the public mind than anything which could be classed with it has done in a long series of years. The savagery of the impromptu duel shocks the sense of human, not to say Christian, feeling, and creates a sensation of despair that, after all, the passions of men can, in a moment, so overwhelm all nobler convictions and restraints. The circumstances of the double murder, especially those in the acts of Colonel Goodloe, are hideously painful. And yet it is well known that this man had a most winning, and, ordinarily, a most genial and kindly nature. Is the savage nature of man, after all, so strong—or must we account the action of both actors in this tragedy as a momentary madness, in which reason as well as conscience was eclipsed?

Many remarks have been made on the state of society in Kentucky, in which such a course can occur. Most of these are, doubtless, just; the false standard of "honor," the low valuation of human life, and the disregard of law, are all features which in that State sadly need betterment.

A Detroit paper asserts that P. of I. dealers can get all the goods they want, either of Detroit or Grand Rapids wholesale grocers. THE TRADESMAN is not authorized to speak for the Detroit trade, but, so far as Grand Rapids is concerned, the statement is false. A Grand Ledge P. of I. dealer spent a day among the wholesale grocers of the city a week ago, but was unable to obtain goods for either cash or credit—and he had both.

Some of THE TRADESMAN's readers may think that too much space has been yielded, of late, to the subject of country roads, but a moment's thought will convince the most skeptical that nothing is more intimately connected with the prosperity of business men. Good roads mean better business, because they encourage riding, driving and the sale of vehicles. Bad roads, on the contrary, mean less business, because they necessarily lessen the amount of traffic. With this understanding of the subject, it behooves every business man to lend encouragement and support to every movement looking toward the improvement of public thoroughfares.

In Newfoundland there has been a trial of strength between the two parties who are affected by the law which forbids the sale of bait to our fishermen. Those who are themselves fishermen, of course, approve of the law as helping to hamper the Americans in competing with them in our own markets. But a very large class have been depending on their sales to us for their living, and they embrace the opportunity offered by an election of members of the House of Assembly to make their discontent felt. The result has been a defeat for the present government, which probably will procure a repeal of the law. And, should Newfoundland take this step, Canada will have to do the same, as her refusal to sell bait would do us no harm, while it would enable the Newfoundlanders to prosper at her expense.

The break-down of the Cotton-Seed Oil Trust is another happy outcome of the struggle between lawless monopolies and the public interest. To be sure, that particular monopoly never was a very strong one. The plant required for crushing cotton-seed and refining the oil extracted is not costly. Rival establishments therefore could be originated with little difficulty, and as soon as the price of the product reached a paying figure, they sprang up as fast as mushrooms.

As a consequence, the Trust could neither maintain prices nor find work for its own plant. The price of cotton-seed was forced up while that of the refined oil was forced down to figures which left no margin for profitable manufacture. So, after a brief struggle, it had to succumb. It has been converted into a joint-stock business, and the same economic forces probably will produce the same results in the case of all these mischievous organizations.

Pointers from Our Wise Man's Pen. You need not fear the wrath of God if you do nothing to deserve it. This paper is printed by electricity, but there is nothing in it to shock the mildest nerves.

Certainly, my son, love your enemies, but don't chew them up, burn them or drink them. Let tobacco and whisky alone.

A hunter absent-mindedly used a ten-dollar bill as wadding. A minute after there was a great issue of fractional currency.

Some country roads resemble another celebrated road being paved with good intentions, but too many roads haven't even that paving.

Apples packed in salt will keep a year, says an exchange. And after they have been kept in that way a year, they will keep to all eternity before any one would eat them.

Get a good supply of arnica, court plaster, liniment and a good supply of remedies for cuts, bruises and scratches. Then, when in conversation with a red-headed girl, bring in the subject of a white horse.

The most prosperous country is that which has the best roads. The farmers who can get to market in any kind of weather will average from 5 to 10 per cent. more for their products than those that are stuck in the mud a third of the time. If good roads are an evidence of civilization, most of us are living in a barbarous country.

## Status of the Engleman Estate.

The receivers of the Manistee Salt and Lumber Co. have issued the following statement to the creditors:

RECEIPTS.	
Sale of lumber and other personal property.....	552,452 43
Manufacturing, commerce, freights.....	38,276 54
Real estate, etc.....	496,579 15
Rents, taxes, insurance, etc.....	3,551 22
Vessel property.....	34,500 40
Interest on bills receivable and land contracts.....	7,871 56
Stocks, collateral bills receivable and land contracts and ledger accounts.....	404,021 65
Total.....	\$1,537,232 55

DISBURSEMENTS.	
Purchasing lumber, shingles, lath, salt and putting in and buying logs.....	252,867 78
Manufacturing and freight on lumber, etc.....	143,442 95
Office rent, clerk hire, travelling expenses, etc.....	15,879 56
Receivers' salaries.....	14,583 34
Taxes, insurance, looking land, etc.....	24,933 84
Bills against vessels.....	365 36
Interest on secured claims.....	8,131 04
Secured claims paid by order of court.....	1,449,284 39
Counsel fees.....	15,096 13
Cash on hand.....	13,198 16
Total.....	\$1,537,232 55

The receivers give notice that they will apply to have their accounts approved by the court on Nov. 22. There are yet two secured claims which are contested, but they will probably be adjusted during the present term of court, when the cash balance of \$13,000 will be divided among the unsecured creditors.

## Progress of Beet Sugar.

Already more than half the world's sugar is derived from European beet root. Science, chemistry and mechanical skill have combined to transfer the habit of a prime necessity of life from the tropics, where only it was supposed it could be produced, into the northern latitudes. Science has shown the way to prepare the soil for it, has overcome all the mechanical problems necessary to the extraction of the sugar, made its cultivation profitable, and given employment to tens of thousands wage earners, and all this within the last twenty years. The future of this great industry seems almost boundless in its possibilities.

## The Bogus for the Genuine.

Health Officer Duffield, of Detroit, states that about twenty grocers of that city persist in selling butterine for butter and warns them that, unless they desist from the practice, he will publish their names in the newspapers and turn the evidence of illegal sale over to the government officers.

## Ready to Drop the Subject.

"Why do you put the hair of another woman on your head?" asked a Paris avenue traveling man of his wife, the other evening.

"For the same reason that you wear the skin of another calf on your feet," was the reply.

## The Real Freeman.

I honor the man who is ready to sink half his present rent for the freedom to think. And, when he has thought, be his cause strong or weak, Let that mob be the upper ten thousand or lower.

Playing cards are produced by the United States and by almost every country of Europe in vast numbers. Russia, however, leads all the rest. With her, the printing of playing cards is a government monopoly. As gambling is largely practiced in Russia, the demand is extraordinary, the daily output of the establishment being 24,000 packs, that is, 7,200,000 packs per annum.

## DO YOU LIE?

Can a Dry Goods Clerk be Successful and Truthful?

One day A. T. Stewart walked into one of his departments, and taking up a piece of goods, asked one of the salesmen if it was all wool.

"No, sir," he replied, "it is not all wool," but it would sell easily for all wool.

"Well, sell it as all wool," said Mr. Stewart.

"But it isn't all wool, Mr. Stewart," pleaded the young man.

"You do as I want you to, please," responded Mr. Stewart, as he walked away.

Some time later in the day, a buyer was looking over these goods, and the same man was selling him.

"These are all wool, are they not?" the buyer asked.

"They're not all wool, but very near it," answered the salesman.

The next day Mr. Stewart sent for the salesman and said:

"I understand that you propose to represent my goods differently from what I wish you to do. If I overlook the mistake of yesterday, will you do as I wish you to do in the future?"

"I will be very glad to do anything that you wish me to do, Mr. Stewart, except to lie," replied the young man.

"Do you consider it a lie to call that piece of cloth all wool, when with the little cotton it contained it was really a better material than all wool?"

"Yes, sir."

"Well, you can draw your money and go."

Before the young man had left the store he was brought back by Mr. Stewart's office, received important instructions and was sent to Europe to carry them out. He was afterward frequently employed by the merchant prince to transact business which required strict integrity.

A well-known merchant, not, however, in the dry goods trade, was in the habit of asking applicants for work a question something like the following:

"If it is necessary to lie, can you do it?"

An "Oh, yes," in answer, would find the applicant with his name and address on the list to be called if he was ever needed, which would be never.

"No, sir," would insure the applicant work.

## Will It Pay the Patrons?

H. G. Barber, in Vermontville Echo.

When we wrote our first article that appeared in the *Echo* a few weeks since, in which we discussed briefly some of the more salient features of the organization known as the Patrons of Industry, it was not our intention to pursue the subject beyond the first article. A number of farmers, however, having expressed an interest in the subject and a desire that we continue the topic, we have consented, with some reluctance, to do so.

Thus far, the question has been agitated mainly from the standpoint of those persons who are getting up these organizations among the farmers, and who seemingly can have but little interest in the result beyond the pay they obtain in perquisites or fees from the lodges that are organized. These agitators have a personal end in view. Are they philanthropists and humanitarians or does some other motive govern them? Quite likely they are not public benefactors, but more likely have a political, personal or mercenary object before them.

It is not our purpose in any way to antagonize the farming interests. This is an agricultural section almost entirely. All business interests are dependent upon this one. Manufacturing, to any extent, is not a remote possibility in Eaton county. With the success of agriculture depends the success of all our interests. Hence, when the farms are remunerative and the farmers have much to sell, all business prospers. As a merchant, we admit that our business is thus dependent. So of every merchant in the rural districts and outside the manufacturing centers. Their condition is one of dependence on the farms. But not more so than is the condition of the farmer. His success is better assured by his immediate surroundings. The concentration of more money near him reduces the rate of interest and in a measure increases the values of all real estate and products of the soil. With the scarcity of money comes general depression in the price of every commodity and inability to effect sales. Likewise, with the best competition near at hand comes lower prices for every purchasable article and higher prices for every article of produce the farmer has to sell. This fact is so potent to every person, that the bare statement makes it a truism. It is not a two-sided proposition.

Now, in case the so-called Patrons of Industry accomplish what they are aiming at, do they not strike down this competition that is the life of trade and drive the commercial centers of trade for protection? In case of success, there can be no doubt of such result. The Patrons say, "We want only one store of a kind in a locality and what the Patrons' store?" Grant it and what would be the result? A large increase in the cost of everything the Patrons might buy and a less price for everything they have to sell. This would follow as nearly as the law of "supply and demand" governs the price of every article bought or sold, be it labor or the product of labor. We can see how, in a misguided zeal, the farmers' alliances can be made so strong, that the Patrons' store shall, under a penalty, be the only one patronized by the farmers and all others have the boycott applied. How long, think you, would capital and brains beg for employment under such strictures? They would both take the first out-bound train possible and seek a more encouraging field for operations. Money will not be used, only in a limited way and at a high price, where those who want it are hostile to it. Our farms and products are made more valuable by having a thriving village near by, where business men are striving in competition; where money crystallizes somewhat to meet the social wants; where it builds good schools, houses and maintains a good school; where it erects good churches and invites good ability. These things add to the value of every farm. We look to these things when we are buying and selling on land. They are considered essential concomitants where we dwell. We can imagine no one thing that would

be such a death blow to the prosperity of our country towns as the complete success of the Patrons of Industry scheme.

Why, in this undertaking the farmer is doing just what he should not do. He is building up a huge combination hoping to receive a benefit, which will result in positive injury. If there is any one class of our citizens who should be hostile to all forms of combinations in business affairs, it is the farmer. He should oppose for self-preservation and interest every restriction laid upon the freest intercourse in business and the free exchange of commodities. In this direction he would find some of the relief that he is seeking through forced and unnatural channels. He must insist with his voice and vote that other kinds of business shall be conducted under the same governmental methods that his business is conducted.

When the farmers, as a class, shall take this position and stand ready to main ain it, they will be on the high road to the dawn of a more prosperous era for them. In this direction they will win dollars where in their combinations they will gain cents, if they make any gain. If the farmers, who are the great producers of wealth, could only see the amount of direct and indirect taxation and the proportion they must carry, they would see their greatest burden.

From these burdens he can get no relief by counter combinations. His combine will not relieve the pecuniary pressure, nor for any length of time cheapen what he buys. It will rather have the opposite effect by removing competition and giving him poorer goods. The larger the competition and the freer the trade, the better it will be for all classes. Our economic ills are nearly all traceable to one cause. Remove the cause and nearly all these troubles will disappear.

## The Greatness of London.

From the London Telegraph.

Every four minutes marks a birth. In the next two hours after you read this, thirty babies have been born and twenty deaths will have taken place. Think of it, the evening paper that records the births and deaths of the preceding four-and-twenty hours must give 300 separate items. Verily, its joys and sorrows are a multitude. London has 7,000 miles of streets, and if you walked them at the rate of twenty miles a day, you would have to walk almost a year, and more than a year by nearly fifty days, if you should rest on Sundays. And, if you were a thirsty sort of a traveler and couldn't pass a public house, don't be alarmed—the 7,000 miles have five-and-seventy miles of public houses; so you need not think of thirst. In a year, London folks swallow down 500,000 oxen, 2,000,000 sheep, 300,000 calves, 300,000 swine, 8,000,000 head of fowls, 500,000 pounds of fish, 500,000,000 oysters, 200,000,000 lobsters—is that enough to figure on? If not, there are some million tons of canned provisions, no end of fruit and vegetables and 50,000,000 bushels of wheat. But how they wash all the food down you might feel glad to know. It takes 200,000,000 quarts of beer. But more than this, they drink 10,000,000 quarts of rum and 50,000,000 quarts of wine—the wine, the rum, the beer, 260,000,000 quarts.

## Under Certain Conditions.

"Do you like the Scotch?" asked one traveling man of another who was reading Burns.

"Yes," was the reply, "if its cold weather and the Scotch is hot enough."



JOSEPH JEFFERSON.

"The Century Magazine" in 1890—Joseph Jefferson's Autobiography—Novels by Frank R. Stockton, Amelia E. Barr and Others—A Capital Program.

During 1890, *The Century Magazine* (whose recent successes have included the famous "War Papers," the Lincoln History and George Kenan's series on "Siberia and the Exile System") will publish the long-looked-for Autobiography of Joseph Jefferson, whose "Rip Van Winkle" has made his name a household word. No more be laid before the public. Mr. Jefferson is the fourth in a generation of actors, and, with his children and grandchildren, there are six generations of actors among the Jeffersons. His story of the early days of the American stage, when, as a boy, traveling in his father's company, they would settle down for a season in a Western town, playing in their own extemporized theater—the particulars of the creation of his famous "Rip Van Winkle," how he acted "Ticket-of-Leave Man" before an audience of that class in Australia, etc.—all this, enriched with illustrations and portraits of contemporary actors and actresses, and with anecdotes, will form one of the most delightful series *The Century* has ever printed.

S. K. BOLLES.

E. B. DIKEMAN.

# S. K. Bolles & Co.,

77 CANAL ST., GRAND RAPIDS, MICH.

Wholesale Cigar Dealers.

# "TOSS UP!"

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

# P. STEKÉTÉE & SONS,

WHOLESALE DRY GOODS.

Sell the following well-known brands of staple dry goods:

DENIMS.	TICKS.
Amoskeag,	Warren,
Clark's,	Amoskeag,
Everett,	Garnier,
Lancaster,	Pemberton,
Lawrence,	Otis,
Warren,	Hamilton.
GINGHAMS.	SHIRTINGS.
Amoskeag,	Otis,
Westbrooks,	Scotia,
Wellington,	Delhi,
Lonsdale,	Randelman,
Bates,	McAden,
Cumberland,	Amoskeag, napped.
Lancaster,	

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

# WM. SEARS & CO.,

# Cracker Manufacturers,

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

# Putnam Candy Co.,

Packers of the well known brand of P & B OYSTERS.

# HEAVENRICH BROS.

Wholesale Clothiers

MANUFACTURERS OF

# Perfect-Fitting Tailor-Made Clothing

AT LOWEST PRICES.

138-140 Jefferson Ave., 34-36 Woodbridge St., Detroit. MAIL ORDERS sent in care L. W. ATKINS will receive PROMPT ATTENTION.

## THE

# Selected Herbs and Spices!

Prepared by

# THOMSON & TAYLOR SPICE COMPANY,

Chicago.

Is a Combination of

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

SOLD BY ALL GROCERS.

# NEW HOUSE AND NEW GOODS.

# A. E. BROOKS & CO.,

WHOLESALE

# Confectionery, Nuts and Figs.

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



WEDNESDAY, NOVEMBER 20, 1889.

Plain Talk to the Patrons of Industry.  
H. G. Barber, in Vermontville Echo.

I have been very much interested of late in noting the sentiments of various persons in different localities regarding the effect upon business throughout the State, resulting from the organizations known as the Patrons of Industry. In the main, the prevailing sentiment seems to be that the object sought will not be obtained. We anticipate different results in different localities. It must depend largely on the amount of capital employed to accomplish certain results and the character of the men or firms employed as receiving and disbursing agents.

In doing business with the farmers and laboring men, who constitute the backbone of the organization, confidence is an essential quality. There have been so many swindlers of late years who have secured farmers' notes through various tricks and given absolutely nothing in return, that, in the eyes of the farmer, almost all legitimate business is degraded and looked upon as methods to catch their money. The agents who contract with the farmers' organization to sell them goods at a uniform profit are like all men working for results. Their aim is to make some gains. It is useless to deny this. All traders are after money, not seeking methods to get rid of money faster. They announce themselves publicly your friends, because they want your money. It is all a means to an end.

Now, then, can any merchant lay down any arbitrary rule of fixed profit at which he will sell his goods and succeed? With our experience of over thirty years of close attention to this kind of business, we are more than satisfied that he cannot. Why? Because competition and custom require the sale of many goods at much less than 10 per cent. profit, and even at cost and less than cost. This is emphatically the case with country stores that deal largely with the staple goods, such as the farmer uses most largely.

The large profit is on the fancy goods; the small profit on the domestics and staples. Herein the country stores are at a disadvantage with the city stores. They are precluded from large sales of fancy goods.

But there is a necessity for all merchants to conduct their business with some degree of elasticity. What do we mean by this? Simply that no merchant can iron clad his business with an undeviating or uniform profit. If he undertakes this, he will soon sell out or fail out. Every merchant soon learns this. The laws of trade are inexorable. Competition steps in, supply and demand step in and require the tradesman to do what he dislikes. He must sometimes sell at a very fine profit and possibly without profit on some articles, in order to meet a cut made by a neighbor, or to unload some unseasonable, unsaleable or overstocked line of goods. Hence we say no merchant can make a contract and keep it with his customers on a fixed profit and succeed. His customers will find that the free trader is beating him on many points and then dissatisfaction begins. As a temporary expedient, for the merchant who desires to close out an old stock of goods, it is probably a good move. But we are not discussing temporary devices or expedients. If a merchant can make a closing sale at 10 per cent. profit, he has a big thing.

The efforts of all persons engaged in business are—or should be—to make it successful. If the tradesman is in any way handicapped or placed under any restraints, he is very liable to undertake to extricate himself. And here is trouble. It is in the line of deceit and dishonesty and the violation of contract. No merchant can or will sell all of his goods at 10 or 12 per cent. profit for any length of time. What is he liable to do in order to save himself? He is liable to obtain false duplicate invoices. This, we are reliably informed, from wholesale sources, is already being done in our good county of Eaton. One salesman informed us only yesterday that he had a sale canceled, by a merchant running one of these Patron stores, because he refused to give him a duplicate invoice, adding to it 15 per cent. In many cases this is a sure result. There are other methods that may be resorted to, if the dealer isn't fire proof. The temptation to beat just a little is a strong one. Changing the brands or cards on the goods, so as to mislead the committee of farmers who have not been initiated into the hidden mysteries; mixing the tea, watering the oil and many other little tricks, to save from loss, you know. They try to beat us, so we will try and beat them. "It's a poor rule that won't work both ways."

It was our purpose, when we commenced this hurriedly written article, to speak of other burdens that are not more heavily than any other class, that they can in a large measure remedy. Space requires us to reserve this for another paper. The farmers, through these combinations, are endeavoring to secure a plan whereby they may cheapen all that they buy. The methods resorted to cannot be very successful. It is not remarkable that the effort is being made. The farmer has as good right to combine as the manufacturer, or the government, even. The difficulty is, he has not an equal opportunity. Money will combine where labor and the product of labor cannot combine. One is independent, perfectly free to go and come; the other is dependent and trammelled by unjust and unwise laws. We need not go very far to find the best obtainable remedy.

**The Advantage of Self-Denial.**  
The people of this country have the reputation of being the most extravagant in the world. While there are many shining examples of thrift and economy, the people as a whole are extravagant in their way of living. Often this extravagance is more real than apparent; that is, people spend so much money in unnecessary ways. It is more a misdirection than a wilful waste of their money. Referring to this subject, the New York Journal of Commerce remarks:

Self-denial is not only the law of greatness and of goodness, but also of all material success. The sunken reef on which so many enterprises are wrecked may be

labeled with the one phrase, "self-indulgence." Sometimes, like the coral bed, it is formed of many minute particles that combine to founder the adventurous bark; and again it is the single rock against which the voyager is dashed with a sudden tempest. A young couple who had rented a cosy tenement and were making their first essay at housekeeping, found it impossible, they said, to make both ends meet. A wise friend had then put down for two or three weeks every cent of their disbursements, even where the money went for a postage stamp or a street car ticket, and to bring him the list at the end of that time. He heard nothing from them for a month and went to see them. The man and his wife both laughed, as he brought up the subject, and said frankly that the expense book was an unexpected revelation. They found that more than half the amount of their earnings had been spent for things which might just as well have been omitted, and a little sober self-denial had made them more self-supporting, for the wife brought out a little wooden bank, the contents of which already jingled with the two or three weeks' savings.

The great bane of the poor, by which we mean those who live from hand to mouth, is their want of a resolute self-denial in the use of their daily or weekly earnings. And this runs all the way up to the man of business, who wastes his thousands a year through self-indulgence on the part of himself or his household, and finally goes down in credit and pocket for want of the capital which might have been gathered in the exercise of a proper self-restraint. Young clerks, whose salaries have been deemed by them to be insufficient for their decent support, would find a surplus left, if they would practice a little self-denial, and would soon be able to lay by something, however small, of a stipend that seemed so inadequate. If every person who has failed to accumulate any savings from his annual income would put down on paper an accurate account of his disbursements, he would soon find where a little judicious self-denial would enable him to begin the long-neglected fund for a wet and wintry day.

**Frail Collection Agencies.**  
From the Minneapolis Commercial Bulletin.

A case of considerable interest to the business world was brought before the public in Minneapolis last week. It was the assignment of a collection company of great pretensions for the benefit of its creditors, who were none other than its customers. The company had collected accounts entrusted to its care and failed to turn over the money to its rightful owners. Growing impatient at the repeated failure of the concern to disgorge, several patrons threatened legal proceedings, and in order to gain time, assignors claim, they took the above step.

Investigation disclosed the fact that the institution never had any capital worth speaking of: that a large business was being transacted with an extensive force of collectors, clerks, etc., and that the managers were living in luxury, while the company could not meet its obligations. This condition of affairs, together with a number of questionable methods brought to light by inquiry, convinced the creditors that they had not been fairly dealt with, and the officers were arrested on several counts charged with embezzlement.

The question now arises, can the officers be convicted of this charge? If an individual collector for a private firm should convert funds collected to his own use, there is no doubt that he could and would be convicted for embezzlement, as established by precedent.

Whether or not these parties can be convicted of the charge under which they are held, however, is of but little importance to the general public. The occurrence illustrates how little security is afforded patrons of some collection agencies and shows what an easy matter it is for such firms to come into possession of immense sums, which would not be entrusted to the care of an honest business man without a satisfactory statement of his financial standing, or other security. It will also teach the business man that there are irresponsible collecting agencies as well as irresponsible merchants.

**An Ingenious Idea.**  
An ingenious machine for writing and delivering messages to persons at railway stations, or in clubs and other public buildings, has been introduced into London. The apparatus consists of a desk at which to write the message, and a cabinet to contain the messages left in charge. In order to write a message, a penny is dropped into a slit of the desk, thus releasing a locked handle, which on being pulled out discloses a paper on the desk. The message is written on this by a pencil provided, and the initials of the sender or other sign are written on a second slip of paper always exposed to view. On turning the handle back, the message disappears into the cabinet above. The person who expects the message, on examining the machine, sees the initials or sign of the sender, and on dropping a penny into a slit in the cabinet is enabled to read through a window by turning a handle. The machine, while in working order, does not forget to reveal its secrets.

**Suspicious of the Cutter.**  
From the Pennsylvania Retail Merchant.  
In a recent visit to one of our flourishing towns in Lancaster county the question was asked, "Do you get a profit on sugar?" Certainly, was the response of the proprietor of the largest and neatest general store in the place. "My opponent on the other corner for years has sold sugar at or below cost, always pushing it as an advertisement to the country people who come with their goods to exchange and buy, but it has created a suspicion among the thoughtful people, and they are afraid to deal with him. It may do in larger towns to sell sugar below cost, or give presents with poor tea, but our people are very timid about buying from such merchants, as they have found out the extra twenty-five cents on the shoes and miserable coffee for twenty-five cents is not desirable.

**Derivation of Bill.**  
Bill means literally "a sealed paper," and is derived from the low Latin *bulli*, a seal.

**THE DRUMMER IN THE TUNNEL.**

"I hate a tunnel!" the maiden said,  
And closer to the drummer drew;  
"They always make me feel afraid,  
Of some disaster, don't they you?"  
And then the drummer shook his mane,  
"You're safe enough with me!" said he,  
"Whatever happens to the train,  
You always can rely on me!"

And with ear-splitting whistle's shriek,  
The train plunged in the dark abyss;  
The drummer sought her blooming cheek,  
And freed her with his manly kiss.  
Emboldened by her sweet alarm,  
As on they tore through that eclipse,  
He laid her head upon his arm,  
And froze a dodo on her lips.

"Ah me!" the maiden sweetly smiled,  
As he arranged her tumbled hair,  
And once again the sublimed filed  
In at the window where they sat.  
"Ah me!" for once that horrid pest  
Was robbed of every startling fear:  
I thank you for your interest,  
Excuse me, sir, I get off here!"

And so she left him drowned in sighs,  
And on the sea of soft dreams tossed,  
Of her sweet lips and pure bright eyes,  
So quickly gained and so easily lost.  
To dream! but ah, at last to wake,  
And learn that in the tunnel's din,  
She'd seized upon her chance to snare  
His watch and chain and diamond pin!

**Safe Remedies.**  
Sir William Gull says that when fagged out by professional work he recruits his strength by eating rasins, and not by drinking wine or brandy. Another good saying from the same source: A pint of warm water, taken on an empty stomach in the morning, is the safest and surest of all remedies for habitual constipation. It stimulates peristaltic action, thereby giving a normal action without pain. If the tongue is coated, squeeze a lemon into the water and drink without sweetening.

**A Daily Paper**

FOR

1 Cent a Day.

A daily newspaper now costs but little more than the old-time weekly. The CHICAGO DAILY NEWS is an impartial, independent newspaper. It is a member of the Associated Press. It prints all the news and sells it for 1 cent a day. Mailed, post-paid, for \$3.00 per year, or 25 cents per month. This is \$3.00 per year less than the price of any other Chicago morning paper. The CHICAGO DAILY NEWS is not a blanket-sheet. It is a condensed paper. You can read it and still have time left for an honest day's work. It is a daily paper for busy people. No one who has the advantage of a daily mail service need longer be content with a weekly newspaper. The circulation of the CHICAGO DAILY NEWS is, with a single exception, the largest in the United States—it exceeds that of all other Chicago dailies combined. You ought to read a daily paper. Why not try the CHICAGO DAILY NEWS?

No. 21

**Crockery & Glassware**

**LAMP BURNERS.**  
No. 0 Sun..... 45  
No. 1 "..... 48  
No. 2 "..... 70  
Tubular..... 75  
**LAMP CHIMNEYS—Per box.**  
6 doz. in box..... 1.00  
No. 0 Sun..... 2.00  
No. 1 "..... 2.00  
No. 2 "..... 3.00  
First quality..... 2.15  
No. 0 Sun, crimp top..... 2.25  
No. 1 "..... 3.25  
No. 2 "..... 3.25  
No. 0 Sun, crimp top..... 2.58  
No. 1 "..... 2.80  
No. 2 "..... 3.80  
Pearl top..... 3.70  
No. 1 Sun, wrapped and labeled..... 3.70  
No. 2 "..... 4.70  
No. 2 Hinge, " "..... 4.70  
La Bastie..... 4.70  
No. 1 Sun, plain bulb, per doz..... 1.25  
No. 2 "..... 1.50  
No. 1 crimp, per doz..... 1.40  
No. 2 "..... 1.60

**STONEWARE—ARKON.**  
Butter Crocks, per gal..... 65¢  
Jugs, ½ gal., per doz..... 90  
" 2 "..... 1.80  
Milk Pans, ½ gal., per doz. (glazed 60¢)..... 80  
" 1 "..... 75  
**FRUIT JARS—Per doz.**  
Mason's, pints..... 8.50  
quarts..... 10.00  
½ gallon..... 13.00  
Lightning..... 12.00  
½ gallon..... 16.00

**Electrotypers**  
Stereotypers  
Photo & Zinc Engraving  
LEADS, SUGAR, BRASS, RULE  
WOOD & METAL FURNITURE  
Box Wood  
Maple  
Grand Rapids Mich.

**DAVENPORT CANNING CO.**  
DAVENPORT, I.A.  
SUGAR CORN  
DIRECTIONS  
We have cooked the corn in this can sufficiently. Should be thoroughly warmed (not cooked) adding piece of butter (size of bird's egg), and a dash of fresh milk (preferable to water). Shake to suit when on the table. None genuine unless bearing the signature of Davenport Canning Co.

**SHAFTING, HANGERS, AND PULLEYS A SPECIALTY.**  
FIRST-CLASS IN EVERY RESPECT.  
Send Specifications for Estimates before Contracting  
**THE LANE & BODLEY CO.**  
2 to 43 JOHN ST., CINCINNATI, O.

**Putnam Candy Co.,**  
HEADQUARTERS FOR  
FLORIDA ORANGES, LEMONS, NUTS, ETC.

**The Belknap Wagon and Sleigh Co.,**  
Grand Rapids, Mich.  
MANUFACTURERS AND JOBBERS IN

**Road Logging Delivery Pleasure SLEIGHS.**  
SEND FOR CATALOGUE.

**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.

1 Doz. 37	Wholesale.	Retail.
1 " 1	42	50
1 " 2	42	50
1 " 3	42	50
1 " 4	42	50
1 " 5	42	50
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1 " 46	42	50
1 " 47	42	50
1 " 48	42	50
1 " 49	42	50
1 " 50	42	50

SEND FOR ILLUSTRATED CATALOGUES, AS FOLLOWS:  
No. 98—Woodenware, Tinware, Etc.  
No. 99—Glassware and Crockery.  
No. 100—Holiday Goods.  
No. 101—Lamps and Lamp Goods.  
No. 102—Silver Plated Ware.

**H. Leonard & Sons.**

**HESTER & FOX,**  
Manufacturers' Agents for

**SAW AND CRIST MILL MACHINERY.**  
Send for Catalogue and Prices.  
**ATLAS ENGINE WORKS**  
INDIANAPOLIS, IND., U. S. A.  
MANUFACTURERS OF  
STEAM ENGINES & BOILERS.  
Carr's Engines and Boilers in Stock for immediate delivery.  
Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.  
And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.  
Write for Prices.  
44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

**MICHIGAN CIGAR CO.,**  
Big Rapids, Mich.  
MANUFACTURERS OF THE JUSTLY CELEBRATED  
"M. C. C." "Yum Yum"  
The Most Popular Cigar. The Best Selling Cigar on the Market.  
SEND FOR TRIAL ORDER.

**DETROIT SOAP CO.,**  
Manufacturers of the following well-known brands:

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

For quotations in single box lots, see Price Current. For quotations in larger quantities, address,  
**W. G. HAWKINS,** Salesman for Western Michigan, LOCK BOX 173, GRAND RAPIDS.

**BLIVEN & ALLYN,**  
Sole Agents for the Celebrated

"BIG F" Brand of Oysters.

In Cans and Bulk, and Large Handlers of OCEAN FISH, SHELL CLAMS and OYSTERS. We make a specialty of fine goods in our line and are prepared to quote prices at any time. We solicit consignments of all kinds of Wild Game, such as Partridges, Quail, Ducks, Bear, etc.  
**H. M. BLIVEN, Manager.** 63 Pearl St.

**WHO URGES YOU TO KEEP S.A.POLIO? THE PUBLIC!**

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

**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.

**Putnam Candy Co.,**  
13, 15 AND 17 SOUTH IONIA ST.  
**WM. R. KEELER & CO.,**  
Wholesale Confectioners,  
412 SOUTH DIVISION STREET. TELEPHONE 92-3R.

We wish to announce to the trade that we are prepared to meet all competition in our line, which comprises a full line of confectionery, fruit and nuts. We also carry the Finest Line of Christmas Goods in the City. Do not forget that we are agents for Rueckheim Bros.' Penny Goods, which are the best goods made, although sold at the same price as other makes. Mail orders promptly attended to.

**EDWIN FALLAS,**  
JOBBER OF  
Butter, Eggs, Fairfield Cheese, Foreign Fruits, Mince Meat, Nuts, Etc.  
Oyster and Mince Meat Business Running Full Blast. Butter and Sweet Potatoes Going Like Hot Cakes. Let your orders come.  
Office and Salesroom, No. 9 Ionia St., Grand Rapids, Mich.

**Grand Rapids Fruit and Produce Co.,**  
JOBBER OF  
**FOREIGN FRUITS.**  
Oranges, Lemons and Bananas a Specialty.  
3 NORTH IONIA ST., GRAND RAPIDS.

**MOSELEY BROS.,**  
—WHOLESALE—  
Fruits, Seeds, Oysters & Produce.  
All kinds of Field Seeds a Specialty.  
If you are in market to buy or sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.  
26, 28, 30 and 32 Ottawa St., GRAND RAPIDS.

**Alfred J. Brown,**  
WHOLESALE  
**Foreign Fruits, Nuts, Dates, Figs, Etc**  
16 and 18 North Division Street, Grand Rapids.

**A. HIMES,**  
Shipper and Retail Dealer in  
**Lehigh Valley Coal Co.'s COAL**  
Office, 54 Pearl St. Grand Rapids, Mich.  
THE ABOVE COMPANY'S COAL IN CAR LOTS ALWAYS ON TRACK READY FOR SHIPMENT.



## GROCERIES.

### The Condition of Trade.

From the New York Shipping List.

The volume of home trade keeps up to surprisingly large proportions, in consideration of bad weather influences and the lessened distribution of certain kinds of manufactures which is customary at this advanced period of the Autumn. The foreign trade is also in a satisfactory condition, indicated by the continued large withdrawals of imports from warehouse for entry into the channels of consumption, and the free exportation of cotton, grain and other agricultural products. The entry of foreign goods at this port is decreasing, which is partly due to an advance in prices of certain kinds of manufactures in Europe to a point which precludes their free importation to be sold in successful competition with our own productions of similar character. This is probably the reason why the production of many kinds of our home manufactures, notably iron and its products, has been so largely stimulated of late to take the place of goods which have been formerly supplied to us from abroad. The conditions of the export trade continue favorable. The yield of the principal fruits of the soil has been so large this season that speculators have found it impossible to so manipulate the produce markets as to seriously interfere with the outward movement, as has frequently been the case in some former seasons. Thus during the past month our produce exports from this port were more than three million dollars in excess of those for the corresponding month last year, and about four millions larger than the same month the year before. The exports of cotton from the Southern ports, and of grain from Baltimore, shows even larger gains than have been made in our local exports. Our cotton crop this year is not only a large one, but the surplus will yield us much more money than did that of last year, owing to the higher prices at which the staple is being marketed. Breadstuffs, it is true, are much lower than they were last season, but the greater surplus for exportation will bring us better returns. During the first four months of the current fiscal year the outflow of produce from this port alone shows an increase of ten million dollars over the corresponding period of last year, and the returns from the Southern ports, when completed, will probably show, proportionately, a still larger increase, since the cotton crop was somewhat earlier than usual, and the dearth of supply in England served to greatly promote shipments at the outset. In the leading countries of Europe, as in this country, consumption has so largely increased that industrial and commercial prosperity is the rule. Iron and steel have advanced to a point in England which enable us to successfully compete with her in the sale of these great products in some markets of which she has always heretofore had the control, to say nothing about the greatly reduced imports of these metals into our own country. It is evident that the volume of business has largely increased in all the leading countries of the world, and if we are not getting our full share of the export trade we are doing very well, with the prospect of doing better in the future.

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held, with little or no disposition to concede price, and yet the market can be said to be in buyer's favor.

Hides remain quiet and in good demand at the low prices. The leather trade has been good and the boot and shoe men have had a large trade, which holds up. Supplies are ample. Tallow is dull and low, with little demand.

The fur market has opened at higher prices than foreign markets will warrant, and with considerable remarks, indicating that the high prices are quoted with considerable misgiving as to the outcome. None need be surprised to see these prices break in the near future, especially so if we have continued warm weather. This condition has been brought about by the flurry last year, caused by undue excitement and strife among buyers, of which they repented later. Assortments will be close, and one must buy with caution.

### Plans of South American Trade.

Our export trade with the River Plate, which has been more than usually active during the last year or two, especially in lumber, has recently received a decided check, by reason of financial disturbance at Buenos Ayres, the commercial capital of the Argentine Republic, probably the most progressive of all the South American States. The financial system of the Argentine Republic is not very unlike that of the United States, and it is now undergoing a strain similar to that which was imposed upon us during the civil war. The Argentine Republic has been receiving large accessions to her population from Europe, notably from Italy and Spain, during the past few years. She has also been rapidly developing her resources, largely by borrowed capital, and has thus, by having mortgaged the future, accumulated a colossal debt. Thus, with a population of some four millions, her per capita debt reaches the astounding figure of \$119, or very nearly double the highest per capita debt of the United States at the period of our maximum indebtedness after a prolonged and exhausting civil war. Gold has for several years been at a premium in the Argentine Republic, but latterly it has mounted up to 130 or thereabouts. This sudden rise seems to have been promoted by the failure of her last wheat crop, whereby she has become an importer, instead of an exporter of this cereal, several cargoes of which have lately been drawn from this country. As the recent material advance in the gold premium was not accompanied by a corresponding rise in paper currency prices, the merchants of Buenos Ayres and the other important ports of entry found that they were doing business at a loss, or without profit. As a consequence, many orders for merchandise that had been forwarded to this country and Europe were promptly countermanded—hence the pause in our exportations in that direction. There have been no unusual failures at Buenos Ayres or at the other ports, however, and no indications of an impending panic. There has simply been a pause, or reaction following over-action, which in the nature of things is to be regarded as a healthy indication. A country so rich in resources and so progressive, withal, will not be apt to remain for any very lengthened period under a financial cloud, and after currency prices shall have been adjusted to the gold premium it is quite probable that a revival of business on a more conservative basis will follow. Meanwhile, our trade with the neighboring ports in Uruguay, of which Montevideo is the chief, has not been interrupted by this financial episode, and even our current exports to the Argentine ports would have been regarded as quite liberal a few years ago, though small when contrasted with the very active movement during the first two quarters of the year. Our exports to the River Plate during the present year have been the largest on record, agricultural implements, tools, hardware, naval stores, tobacco, petroleum, sewing machines and wooden ware. Of dry goods and other manufactures not enumerated above, our exports, not only to the River Plate, but to all parts of South America, are insignificant in comparison with the exports of such products in that direction from England, Germany and other countries of Europe.

How to extend the market for our products in the countries south of us, and to broaden and diversify the field of our activities, is a question that has engaged the attention of merchants and statesmen for more than a generation; and it was obviously for the consideration of this question the Pan-American Conference was brought into existence. In the estimation of the representative men of the country, irrespective of party, the best and most feasible way to accomplish this laudable purpose is to establish reciprocity in trade. That would unquestionably open an avenue for profit to this country whose value cannot readily be overestimated.

Disastrous Competition. It would certainly pay two-thirds of the traders of the land to board and lodge the remaining one-third if they would simply get out of business and cease to annoy and impoverish by expensive competition. If one-third of the railways, one-third of the stores and offices were to cease to do business to-morrow, the other two-thirds could better afford to keep the parties concerned at the best hotels in the land, and let them go to the theater every night, than to stand the terrible expense which undue and injudicious competition now creates. In the public pay for all these extraordinary expenses incident to competition. One way or another, the obligations must be met. Failure, loss and disaster may come and do come to individuals in the meantime; but in the great balancing up of a series of years the accounts are all squared in the clearing-house of the purse of the public. It must be so, or business would come to a standstill; but meantime it is a problem that calls for reform, this unlicensed expensive and disastrous saturnalia of competition.

## READY MADE MEALS.

### How New York Caterers Supply Families at Their Homes.

"It would seem," said a New York woman recently, "that we have not taken very kindly to what might be called the itinerant catering service. A friend from a Western town who is in the city with a crippled child for treatment wrote me to secure for her a furnished room near her physician, and arrange to have their meals served there. I went at once, after engaging a very pleasant parlour, to look up the New York Catering Company, which I hazily recollected used to be on Sixth avenue, somewhere among the forties. Not finding it readily, I inquired in the neighborhood and learned that the concern sold out and went out of existence two or three years ago, presumably on account of non-support. My informant told me besides that he knew of but one other similar enterprise in operation in the city, and that was conducted by a colored man further down the avenue on a much less extended scale. I found and interviewed this person, and was surprised at the moderate prices he offered. Seven dollars per week for one, twelve dollars for two, or sixteen dollars for three. He gave me a list of dishes for that day's service, eggs, chops, a cereal, two kinds of hot bread, and coffee for breakfast, with soup, fish, roast beef and two vegetables, a salad, desert, and coffee for dinner. Only two meals are served. In answer to my inquiry he told me that the roast meat was sliced and served on a small platter, a generous portion being allowed for each. He rather objected to this, and after some further discussion he agreed to serve whole joints, entire puddings and pies and the like, for the two persons whose need I was endeavoring to supply, for \$20 per week. My friend is greatly pleased with his service, says everything that ought to come hot does, and all things come garnished and appetizing. Before I finished with the man I found out that most of his custom comes from furnished room occupants and small flats occupied by two or three adults, who can by this means dispense with a servant or need only an inexpensive one. Yet the fact that he has not all the customers he wants and that he is heard later of one of the other, less prosperous even than he, indicates that the system is not a popular one."

The Chinese Wall a Success. From the Inter-State Grocer. The "Inter-State Commercial Association" is, or was, the name of a combination of Missouri River jobbing grocery houses, including several states and all the large cities on the Missouri River, with headquarters at Kansas City. The objects of the association were to sustain uniform prices among jobbers, avoid ruinous competition among themselves, and do business at a profit. An executive committee, consisting of members of wholesale houses in Kansas City, Omaha, St. Joseph and Lincoln, by using the wire came to a conclusion each day as to the price staple goods should be sold at, and every member of the association was bound by his agreement to sustain the price fixed upon by the executive committee. These prices were wired as often as necessary from the headquarters of the association in Kansas City. There has simply been a pause, or reaction following over-action, which in the nature of things is to be regarded as a healthy indication. A country so rich in resources and so progressive, withal, will not be apt to remain for any very lengthened period under a financial cloud, and after currency prices shall have been adjusted to the gold premium it is quite probable that a revival of business on a more conservative basis will follow. Meanwhile, our trade with the neighboring ports in Uruguay, of which Montevideo is the chief, has not been interrupted by this financial episode, and even our current exports to the Argentine ports would have been regarded as quite liberal a few years ago, though small when contrasted with the very active movement during the first two quarters of the year. Our exports to the River Plate during the present year have been the largest on record, agricultural implements, tools, hardware, naval stores, tobacco, petroleum, sewing machines and wooden ware. Of dry goods and other manufactures not enumerated above, our exports, not only to the River Plate, but to all parts of South America, are insignificant in comparison with the exports of such products in that direction from England, Germany and other countries of Europe.

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Kansas, were at a loss to understand the startling unanimity of prices asked by traveling men from competing cities on the Missouri River. The Chinese wall was a success. This combination of jobbers represented at least \$45,000,000, and a member of the association has been quoted as stating "that the combination saved at least \$25,000 which they would have lost on sugar, through the present recent decline, had it not been for their thorough organization, which enabled them to sustain the price." The Inter-State Grocer is in favor of any legitimate organization among either wholesale or retail grocers. By legitimate, we mean associations organized for the development and enlightenment of the members, and not for a selfish purpose. For instance, the Associated Wholesale Grocers of St. Louis have done a grand work in correcting and regulating various abuses, but have long since recognized the fact that any interference tending to sustain prices and hamper legitimate competition was a false policy, and finally resulted in damage to their own interests.

The Grocer's Experience. "I want a peck of green peas," said a young woman, as she entered a grocery store. "And shake the measure down good, please," she added. "Lemme see," said the grocer, without moving to wait on her; "you are Mrs. Small that lives around the corner, ain't you?"

"Yes, sir." "You was in here to get a peck of potatoes, the other day, wasn't you? and just as you was a-goin' to settle, you said you dropped a half-dollar down behind them barrels over there?" "Yes, sir—accidentally, of course," said the woman, apprehensively. "You looked for it, but said that you couldn't find it," went on the grocer, "and you said never mind, you would call again for the change when I moved the barrels and found it?"

"Yes, sir. I don't want to trouble you." "Oh, no, of course not. I found the fifty cents, but I haven't got any change for you. It is a bad one, madam."

"Is it possible?" "I believe you knew that it was a bad one, and dropped it on purpose, and didn't try to find it," continued the grocer.

"Sir!" "Oh, you women is awful innocent, but you can't bluff me with your 'sirs.' You don't get no green peas from me, shook down or bulged up, till you settle for them potatoes."

The woman went out, with a flaming face, without another word. "Yes," said the grocer, as she turned the corner, "that's another of their tricks to cheat the grocer. I've always noticed that them people that's so particular to have their measure shook down, and an ounce or two added to every pound, is the very ones that would steal a brick house and lot, if they could lug it off."

Trite Truths.

To meet a funeral procession is a sign of death. To lose a pocketbook containing bills of large denominations is considered very unlucky. When a cat prepares to wash its face, it is a sign that some one in the house will shortly receive a licking.

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. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.  
WE CARRY A STOCK OF CAFE TALLOW FOR MILL USE

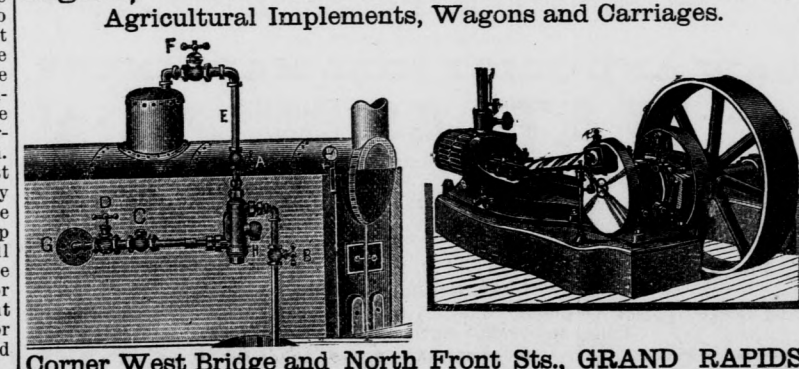
NELSON BROS. & CO.,

Wall Paper and Window Shades.

GRAND RAPIDS, MICH.

BROWN & SEHLER,  
DEALERS IN

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



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

## PRODUCE MARKET.

Apples—Dealers hold winter fruit at \$2.25 per bushel, fancy grades commanding \$2.50. Beans—Dealers pay \$1.25 for unpicked and \$1.50 for picked, holding at \$1.75 per bushel. Butter—Dairy is held steady at 18¢ per pound. Buckwheat Flour—\$4.50 per barrel for New York stock. Cabbages—\$2.25 per 100. Cheese—Jobbers hold September and October make at 11¢ per pound. Cider—9¢ per gallon. Cooperage—Pork barrels, \$1.25; produce barrels 25¢. Cranberries—Cape Cod readily command \$9.50 per bushel. Dried Apples—New evaporated are held at 8¢ per bushel and sundried at 9¢. Eggs—Laid pay 19¢ for fresh and hold at 21¢. Pickled and cold storage stock commands about 19¢. Field Seeds—Clover, mammoth, \$4.35 per bushel; medium, \$3.50. Timothy, \$1.50 per bushel. Grapes—New York Concord commands 45¢ per bushel and Catalpa 50¢ per bushel. Honey—In small demand. Clean comb commands 15¢ per lb. Potatoes—Dealer pay 35¢ for clean stock, holding at 50¢ per bushel. Pop Corn—4¢ per lb. Potatoes—The market is a good deal of a conundrum and is likely to be weak until after a spell of severe weather. Squash—Hubbard, 2¢ per lb. Sweet Potatoes—Fancy Jersey stock commands \$4 per bushel. Muscatines, \$3.50 per bushel. Turnips—30¢ per bushel.

## PROVISIONS.

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

PORK IN BARRELS.  
Mess, new, 10.50  
Extra clear pig, short cut, 12.00  
Extra clear, heavy, 14.00  
Clear, fat back, 14.00  
Boston clear, short cut, 12.00  
Clear back, short cut, 12.00  
Standard clear, short cut, best, 12.00  
HAMS, average 30 lbs., 10.50  
" 16 lbs., 10.50  
" 12 to 14 lbs., 10.50  
" picnic, 10.50  
" best boned, 8.50  
Shoulders, 5.50  
Breakfast, 10.50  
Dried beef, ham pieces, 9.00  
Long Cans, heavy, 6.50  
Briskets, medium, 6.50  
Light, 6.50  
LARD—Kettle Rendered.  
Tubs, 7.50  
50 lb. Tins, 7.50  
LARD—Refined.  
Tubs, 6.50  
50 lb. Tins, 6.50  
30 and 50 lb. Tubs, 6.50  
5 lb. Pails, 20 in a case, 6.50  
5 lb. Pails, 12 in a case, 6.50  
10 lb. Pails, 6 in a case, 6.50  
20 lb. Pails, 4 in a case, 6.50  
5 lb. Cans, 10 in a case, 6.50  
Extra Cans, warranted 200 lbs., 7.00  
Extra Mess, Chicago packing, 7.00  
Boned, rump butts, 5.50  
SAUSAGE—Fresh and Smoked.  
Pork Sausage, 6.50  
Ham Sausage, 12.00  
Tongue Sausage, 12.00  
Frankfort Sausage, 8.00  
Blood Sausage, 5.50  
Andouille, straight, 5.50  
Bologna, thick, 5.50  
Head Cheese, 5.50  
PIGS FEET.  
In half barrels, 3.25  
In quarter barrels, 2.00  
TRIPE.  
In half barrels, 3.00  
In quarter barrels, 2.00  
In kits, 75¢  
FRESH MEATS.  
Swift and Company quote as follows:  
Beef, carcass, 4 @ 6¢  
" hind quarters, 3 @ 4¢  
" ribs, 3 @ 4¢  
" loins, 7 @ 7 1/2¢  
" ribs, 10 @ 10¢  
Hogs, 5 @ 5¢  
Pork loins, 5 @ 5¢  
Pork, 5 @ 5¢  
Bologna, 5 @ 5¢  
Sausage, blood or head, 5 @ 5¢  
" liver, 5 @ 5¢  
Mutton, 6 @ 6¢  
OYSTERS and FISH.  
F. J. Dettenhafer quotes as follows:  
FRESH FISH.  
Whitefish, 8 @ 7 1/2¢  
" smoked, 8 @ 8¢  
Trout, 8 @ 7 1/2¢  
Halibut, 8 @ 7 1/2¢  
OYSTERS—Cans.  
Fairhaven Counts, 25 @ 25¢  
Selects, 25 @ 25¢  
F. J. D.'s, 25 @ 25¢  
Anchors, 25 @ 25¢  
Standards, 25 @ 25¢  
OYSTERS—Bulk.  
Standards, 25 @ 25¢  
Selects, 25 @ 25¢  
CANDIES, FRUITS and NUTS.  
The Putnam Candy Co. quotes as follows:  
STICK.  
Standard, 25 lb. boxes, 94¢  
Twist, 25 " 94¢  
Cut Loaf, 25 " 104¢  
MIXED.  
Royal, 25 lb. pails, 94¢  
" 300 lb. bbls, 94¢  
Extra, 25 lb. pails, 94¢  
" 300 lb. bbls, 94¢  
French Cream, 25 lb. pails, 11 1/2¢  
FANCY—In 5 lb. boxes.  
Lemon Drops, 12 @ 12¢  
Sour Drops, 12 @ 12¢  
Peppermint Drops, 12 @ 12¢  
Chocolate Drops, 12 @ 12¢  
H. M. Chocolate Drops, 12 @ 12¢  
Gum Drops, 12 @ 12¢  
Licorice Drops, 12 @ 12¢  
" B. B. Licorice Drops, 12 @ 12¢  
Lozenges, plain, 12 @ 12¢  
Imperial, 12 @ 12¢  
Mottos, 12 @ 12¢  
Cream Bar, 12 @ 12¢  
Caramels, 12 @ 12¢  
Hand Made Creams, 12 @ 12¢  
Plain Creams, 12 @ 12¢  
Decorated Creams, 12 @ 12¢  
String Rock, 12 @ 12¢  
Burnt Almonds, 12 @ 12¢  
Wintergreen Berries, 12 @ 12¢  
FANCY—In bulk.  
Lozenges, plain, in pails, 12 @ 12¢  
" in bbls, 12 @ 12¢  
" printed, in pails, 12 @ 12¢  
" in bbls, 12 @ 12¢  
Chocolate Drops, in pails, 12 @ 12¢  
Gum Drops, in pails, 12 @ 12¢  
Moss Drops, in pails, 12 @ 12¢  
Sour Drops, in pails, 12 @ 12¢  
Imperial, in pails, 12 @ 12¢  
" in bbls, 12 @ 12¢  
Oranges, Florida, choice, 146 to 226, 23 @ 23¢  
" 112 to 128, 23 @ 23¢  
" 100 to 112, 23 @ 23¢  
" golden russets, 23 @ 23¢  
Lemons, Messina, choice, 300, 24 @ 24¢  
" 300, 24 @ 24¢  
" fancy, 300, 24 @ 24¢  
" 300, 24 @ 24¢  
" Malaga, choice, ripe, 23 @ 23¢  
Figs, Smyrna, new, fancy layers, 14 @ 14¢  
" choice, 7 lb, 8 @ 8¢  
Dates, fruits, 50 lb, 4 @ 4¢  
" 1/2 trade, 50 lb, 4 @ 4¢  
" Fard, 10 lb box, 9 @ 9¢  
" Persia, 30 lb box, 7 @ 7¢  
Bananas, 7 @ 7¢  
NUTS.  
Almonds, Tarragona, 217 @ 217¢  
" California, 215 @ 215¢  
Brazil, 2 @ 2¢  
" 2 @ 2¢  
Walnuts, Grenoble, 214 @ 214¢  
" California, 214 @ 214¢  
Peanuts, Texas, H. F., 7 @ 7¢  
Cocoanuts, per 100, 7 @ 7¢  
PEANUTS.  
Game Cocks, 25 @ 25¢  
In boxes, 25 @ 25¢  
Horse, 25 @ 25¢

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Pork, 5 @ 5¢  
Bologna, 5 @ 5¢  
Sausage, blood or head, 5 @ 5¢  
" liver, 5 @ 5¢  
Mutton, 6 @ 6¢

## PRODUCE MARKET.

Apples—Dealers hold winter fruit at \$2.25 per bushel, fancy grades commanding \$2.50. Beans—Dealers pay \$1.25 for unpicked and \$1.50 for picked, holding at \$1.75 per bushel. Butter—Dairy is held steady at 18¢ per pound. Buckwheat Flour—\$4.50 per barrel for New York stock. Cabbages—\$2.25 per 100. Cheese—Jobbers hold September and October make at 11¢ per pound. Cider—9¢ per gallon. Cooperage—Pork barrels, \$1.25; produce barrels 25¢. Cranberries—Cape Cod readily command \$9.50 per bushel. Dried Apples—New evaporated are held at 8¢ per bushel and sundried at 9¢. Eggs—Laid pay 19¢ for fresh and hold at 21¢. Pickled and cold storage stock commands about 19¢. Field Seeds—Clover, mammoth, \$4.35 per bushel; medium, \$3.50. Timothy, \$1.50 per bushel. Grapes—New York Concord commands 45¢ per bushel and Catalpa 50¢ per bushel. Honey—In small demand. Clean comb commands 15¢ per lb. Potatoes—Dealer pay 35¢ for clean stock, holding at 50¢ per bushel. Pop Corn—4¢ per lb. Potatoes—The market is a good deal of a conundrum and is likely to be weak until after a spell of severe weather. Squash—Hubbard, 2¢ per lb. Sweet Potatoes—Fancy Jersey stock commands \$4 per bushel. Muscatines, \$3.50 per bushel. Turnips—30¢ per bushel.

## PROVISIONS.

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

PORK IN BARRELS.  
Mess, new, 10.50  
Extra clear pig, short cut, 12.00  
Extra clear, heavy, 14.00  
Clear, fat back, 14.00  
Boston clear, short cut, 12.00  
Clear back, short cut, 12.00  
Standard clear, short cut, best, 12.00  
HAMS, average 30 lbs., 10.50  
" 16 lbs., 10.50  
" 12 to 14 lbs., 10.50  
" picnic, 10.50  
" best boned, 8.50  
Shoulders, 5.50  
Breakfast, 10.50  
Dried beef, ham pieces, 9.00  
Long Cans, heavy, 6.50  
Briskets, medium, 6.50  
Light, 6.50  
LARD—Kettle Rendered.  
Tubs, 7.50  
50 lb. Tins, 7.50  
LARD—Refined.  
Tubs, 6.50  
50 lb. Tins, 6.50  
30 and 50 lb. Tubs, 6.50  
5 lb. Pails, 20 in a case, 6.50  
5 lb. Pails, 12 in a case, 6.50  
10 lb. Pails, 6 in a case, 6.50  
20 lb. Pails, 4 in a case, 6.50  
5 lb. Cans, 10 in a case, 6.50  
Extra Cans, warranted 200 lbs., 7.00  
Extra Mess, Chicago packing, 7.00  
Boned, rump butts, 5.50  
SAUSAGE—Fresh and Smoked.  
Pork Sausage, 6.50  
Ham Sausage, 12.00  
Tongue Sausage, 12.00  
Frankfort Sausage, 8.00  
Blood Sausage, 5.50  
Andouille, straight, 5.50  
Bologna, thick, 5.50  
Head Cheese, 5.50  
PIGS FEET.  
In half barrels, 3.25  
In quarter barrels, 2.00  
TRIPE.  
In half barrels, 3.00  
In quarter barrels, 2.00  
In kits, 75¢  
FRESH MEATS.  
Swift and Company quote as follows:  
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" 300, 24 @ 24¢  
" Malaga, choice, ripe, 23 @ 23¢  
Figs, Smyrna, new, fancy layers, 14 @ 14¢  
" choice







## The Michigan Tradesman

### AN OLD STORY.

Fisherman John is brave and strong—  
None more brave on the coast than he;  
He owns a cottage and fishing smack,  
As snug as ever need be.  
And, what is truer than I could wish,  
Fisherman John loves me.

Often and often, when day is done,  
With smiling lips and eager eyes,  
He comes to woo me; in every way  
That a man may try, he tries  
To win me; but that he can never do,  
Though he woo me till he dies.

Fisherman Jack is a poorer man—  
He owns not cottage or fishing smack;  
But a winning voice and smile is his  
Where he would not have. Alack!  
Why should I break my heart to tell  
But I love Fisherman Jack.

He loves not me, but every night  
He sits at the feet of Kate Mahon;  
Never a smile has she for him,  
For she loves Fisherman John,  
Who cares no more for love of hers  
Than the sea he sails upon.

Often we wonder, do Kate and I,  
That Fate should cross us so cruelly;  
We think of the lovers we do not love,  
And dream of what life would be,  
If only Fisherman John loved her,  
And Fisherman Jack loved me.

### THE DRIED FRUIT SWINDLE.

Repacking and Reprocessing—Short  
Weights and Undergrading.  
From the Inter-State Grocer

"A false balance is an abomination to the Lord." If the proverbial King had chanced to drop into any large city in the United States and acquainted himself with the methods adopted by manufacturers and packers in the Nineteenth century, he might have added, "and they are all an abomination." It is time to call a halt. To the ignorance of the retailer, as to the quality and character of the goods which he retails over his counter daily, is due more than anything else, the gross impositions which are practiced by manufacturers and packers. He buys kiln dried, pulverized cocoanut shells for ground pepper—if the price is right; roasted peas and chiecy for ground coffee—if the price is right; molasses adulterated with glucose, in place of straight O. K., N. O.—if the price is right; in fact, what with adulterated spices, baking powder, vinegar, etc., instead of being—as the refrain of a popular song says—"all a matter of taste, it's all a matter of price."

A decade ago, before the California raisin industry had attained its present mammoth proportions, Malaga raisins were packed specially for export to the United States, in extra heavy boxes, at short weights ranging from 17 to 18 pounds, when the accepted standard, allowing for natural shrinkage, was 22 pounds net. A thorough investigation of the fraud in conjunction with California competition led to a partial reformation. The prune, however, has gained the greatest victory of any California product in competition with Europe, and the California raisin cured prune is preferred by our home consumers to the French article on account of its rich but delicate flavor, small stone, and meaty quality. French prunes, until this year, have invariably had the preference, the finest qualities in glass, tin, and fancy paper cartons, justly so, on account of the careful manner in which they have been handled, sorted and packed, retaining the natural bloom and delicate flavor of the fruit unimpaired.

We no sooner knock out foreign competition and a national product attains a national reputation, than the schemers who live and feed on the ignorance of the retailer, rush in, and by manipulation are doing all they can to kill the goose that is laying a golden egg in California, discrediting one of the finest American products in our own market and retarding the growth of a national industry.

The California prune was first introduced by reliable packers on the Pacific slope in boxes weighing 25 pounds net. Following the foreign custom of grading, they were carefully sorted and packed according to size and the boxes plainly branded, 50-60, 60-70, 70-80, 80-90, 90-100, meaning that the fruit, as packed in that particular box, runs from 50 to 60 prunes to each pound. In addition to this, they have recently been shipping the product in sacks, less expensive than boxing, saving about one-half cent per pound to the retailer and consumer. Now comes the fraud. For several years past there have been creeping into the trade men who make a business of repacking and reprocessing old fruit, mixing with new. Old currants have been steamed, sryped, mixed, repacked and sold as new. Zante and Patras currants have been doctored up, repacked in boxes and sold as Vostezzi, and in some instances a reputable importer's shipping mark has been skillfully imitated and stencilled on the box to give color to the fraud. Old prunes have been steamed, doctored and sold for new. Turkish, repacked and sold for Salonicas, in fact anything to make money, it almost appearing in some instances as though a nickel made in this fashion was preferable to the nickel made legitimately. As we said before, it is time to call a halt.

The California prune has made such a splendid reputation that we cannot afford to fritter it away. The fruit reprocessors are laying siege to this article of commerce, and the latest dodge is to re-pack the California sacked prunes into boxes, mark up the quality, that is, brand a small 90 to 100 prune 70 to 80, and instead of putting 25 pounds net in the box, put them up at short weights; varying from 23 to 23½ pounds. A 25-pound box of prunes, legitimately cured and packed, may be reasonably expected to shrink in the course of a year about one pound. The reprocessed article, however, will shrink still more. The writer saw a lot of California repacked prunes shipped into this market, and though newly packed from sacks they averaged only 23 pounds net to the box. This was a steal. The grade was off also a full one-half cent below what they were marked. The retailer who buys California prunes should weigh the goods and see that he gets what he pays for. Look out for boxes topped off with 70 to 80 fruit, while 90 to 100 are filled in below. Better than this, if you are not looking for anything especially fancy, buy the California sacked prune and you will be sure to get the weight you pay for. You can see from this that it is not altogether a matter of price and that quality has something to do with it.

### HARDWOOD LUMBER.

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

Basswood, log-run	13 00/15 00
Birch, log-run	15 00/16 00
Birch, Nos. 1 and 2	22 00
Black Ash, log-run	14 00/16 00
Cherry, log-run	14 00/16 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 00/12 00
Maple, Nos. 1 and 2	20 00
Maple, clear, flooring	25 00
Maple, white, selected	25 00
Red Oak, log-run	20 00/21 00
Red Oak, Nos. 1 and 2	20 00/28 00
Red Oak, ¼ sawed, 6 inch and up w'd	35 00/38 00
Red Oak, ¼ sawed, regular	30 00/32 00
Red Oak, No. 1, step plank	25 00
Walnut, log-run	25 00
Walnut, Nos. 1 and 2	25 00
Walnut, cull	25 00
Grey Elm, log-run	12 00/13 00
White Ash, log-run	14 00/16 00
Whitewood, log-run	20 00/22 00
White Oak, log-run	17 00/18 00
White Oak, ¼ sawed, Nos. 1 and 2	42 00/43 00

### PRESS FOR SALE.

A 7x11 Prouty press, with steam fixtures, good as new, for sale at a bargain. Call on or address

FULLER & STOWE COMPANY,  
100 Louis St., Grand Rapids, Mich.

### THE DETROIT NEWS COMPANY,

BOOKS, STATIONERY, FANCY GOODS, PERIODICALS.

The largest and most complete line of above goods in the State, at reasonable prices. Dealers are invited to call. Send for our circulars and price lists.

OUR HOLIDAY LINE IS NOW COMPLETE.  
Corner Larned and Wayne Sts., Detroit.

### E. W. HALL PLAYING WORKS,

ALL KINDS OF  
Brass and Iron Polishing

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

## 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.

### FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

GEO. C. PIERCE, Vice President.  
H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

### WANTED.

POTATOES, APPLES, DRIED  
FRUIT, BEANS  
and all kinds of Produce.

If you have any of the above goods to ship, or anything in the Produce line, let us hear from you. Liberal cash advances made when desired.

EARL BROS.,  
COMMISSION MERCHANTS  
157 South Water St., CHICAGO.

Reference: FIRST NATIONAL BANK, Chicago.  
MICHIGAN TRADESMAN, Grand Rapids.

### TIME TABLES.

Grand Rapids & Indiana.

In effect Oct. 6, 1889.

TRAINS GOING NORTH.

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

GOING SOUTH.

Cincinnati Express.....	6:30 p m	6:00 p
Kalamazoo and Chicago.....	10:40 p m	11:05 p

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.

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; 11:05 p.m. train has Wagner sleeping car for Chicago.

Muskegon, Grand Rapids & Indiana.

Leave

7:00 a.m. 10:15 a.m. 3:45 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. Arrive. Leave.

Morning Express 12:50 p.m. 1:00 p.m.

Through Mail 4:10 p.m. 4:20 p.m.

Grand Rapids Express 10:40 p.m. 7:00 a.m.

Night Express 6:40 a.m. 7:30 a.m.

GOING EAST. 6:50 a.m. 10:30 a.m.

Through Mail 10:10 a.m. 10:20 a.m.

Evening Express 3:35 p.m. 3:45 p.m.

Night Express 10:30 p.m. 10:35 p.m.

Daily, Sundays excepted. Daily.

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

Grand Rapids express has parlor car Detroit to Grand Rapids. Night express has Wagner sleeping car to Detroit, arriving in Detroit at 7:30 a.m.

Through railroad tickets and ocean steamship tickets and sleeping car tickets secured at D. & G. H. & M. R. Y. office, 28 Monroe St., and at the depot.

Jas. CAMPBELL, City Passenger Agent.

Jso. W. LOUD, Traffic Manager, Detroit.

Toledo, Ann Arbor & Northern.

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

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

## "RISING SUN"

Buckwheat.  
(ALWAYS PURE)

We again call your attention to the high grade of Buckwheat Flour characteristic of our mill.

Orders from the trade solicited.

### NEWAYGO ROLLER MILLS.

### WIDE AWAKE 1890

"The brightest of the children's magazines."—Springfield Republican. A Merry Yea

FIVE GREAT SERIALS:

THAT BOY GID. By William O. Stoddard. Young and old will follow Gideon's adventures and his sister's on their father's acres with laughter and breathless interest.

THE NEW SENIOR AT ANDOVER. By Herbert D. Ward. A serial of school-life in famous Andover—our Rugby. The boys, the professors, the lodgings, the fun.

"THE SONS OF THE VIKINGS." By Hjalmar Hjorth Boyesen. A right-down jolly story of modern Norse boys.

BONY AND BAN, one of the best of the Mary Hartwell Catherwood serials.

SEALED ORDERS. By Charles Remington Talbot. An amusing adventure story of "wet sheets and a flowing sea."

CONFESSIONS OF AN AMATEUR PHOTOGRAPHER. By Alexander Black. Six practical and amusing articles.

LUCY PERVEAR. First of a series of graphic North Carolina character sketches by Margaret Sidney.

TALES OF OLD ACADIE. Twelve powerful true stories by Grace Dean McLeod, a Canadian author.

THE WILL AND THE WAY STORIES. By Jessie Benton Fremont. About men and women who did great things in the face of seeming impossibilities.

THE PUK-WUDJIES. By L. J. Bridgman. The funny Indian Fairy Folk.

BUSINESS OPENINGS FOR GIRLS AND YOUNG WOMEN. A dozen really helpful papers by Sallie Joy White.

Twelve more DAISY-PATTY LETTERS. By Mrs. Ex-Governor Claflin.

TWELVE SCHOOL AND PLAY-GROUND TALES. The first will be "LAMBKIN; Was He a Hero or a Prig?" by Howard Pyle, the artist.

SHORT STORIES selected from thousands: Santa Claus on a Vegetable Cart. Charlotte M. Vail. Rujane. William Preston Otis. How Tom Jumped a Mine. Mrs. H. F. Suckney. The Run of Snow-shoe Thompson. Lieut. F. P. Fremont. Polly at the Book-kitchen. Della W. Lyman. Trailing Arbutus. Aleckiah Butterworth. Golden Margaret. Janie C. Purdy. Peggy's Bullet. Kate Upson Clark. How Simeon and Sancho Panza Helped the Revolution. Rick Ricker. Seward. The Difficulties of a Darling. L. R. Walford. "One Good Turn." Harriet Prescott Spofford.

ILLUSTRATED ARTICLES, novelettes: Dolls of Noted Women. Miss Ridley Seward. How to Build a Military Snow-Fort. An old West Pointer. How the Cossacks Play Polo. Madame de Meissner. All Around Frontier Fort. Lieut. F. P. Fremont. Home of Ramona. Charles F. Lummis. A Rabbit Round-Up. Joaquin Miller. Japanese Fighting Kites. J. R. Bernadon. U. S. N. Indian Base Ball Players. F. L. Sloane of "The Hampton Indian Nine." A Party in a Chinese Palace. E. R. Scollimore.

The Poems, Pictures and Departments will be more interesting than ever.

The Christmas Number enlarged to pages 4 admit a great serial of adventure, by Grant Allen entitled, "WEDNESDAY, THE 13TH IN A Tale of the South Pacific."

Wide Awake is \$2.40 a year. New Vol. begins Dec. 1. D. LOTHROP COMPANY, BOSTON.

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.

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Fuller & Stowe Company,  
100 Louis St.,  
GRAND RAPIDS.



## E. G. STUDLEY,

Wholesale Dealer in

## Rubber Boots and Shoes

Manufactured by

CANDEE RUBBER CO.

Send for Large Illustrated Catalogue and Price List.

TELEPHONE 464.

No. 4 Monroe Street,

GRAND RAPIDS, MICH.

## Lemon & Peters, WHOLESALE GROCERS.

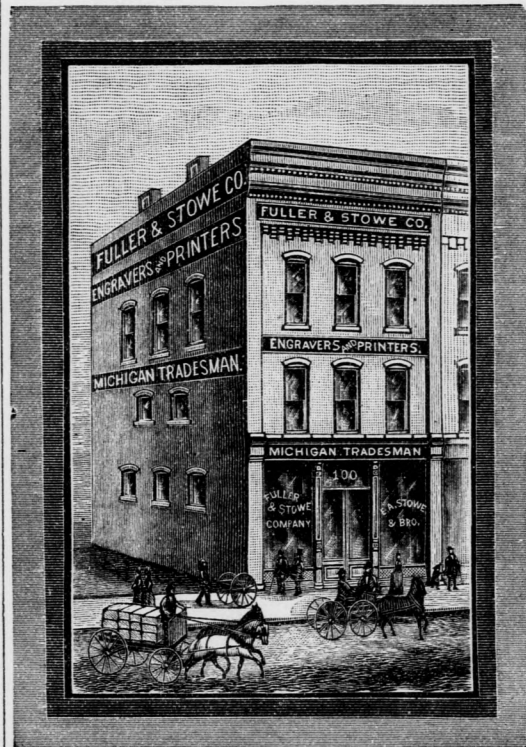
SOLE AGENTS FOR

Lautz Bros. & Co.'s Soaps,

Niagara Starch,

Amboy Cheese

GRAND RAPIDS.



### 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.

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The Best Fitting & Wear- ing Shocking Rubber.

GEO. H. REEDER,  
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Medium Price Shoes.

Grand Rapids, Mich.

## Putnam Bandy Co.,

13, 15 AND 17 SOUTH IONIA ST.

## Ionia Pants & Overall Co.

E. D. Voorhees, Manager.

MANUFACTURERS OF

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

Warranted Not to Rip.

Fit Guaranteed.

Workmanship Perfect.

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

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## No Combination Here.

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

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1 AND 3 PEARL STREET.

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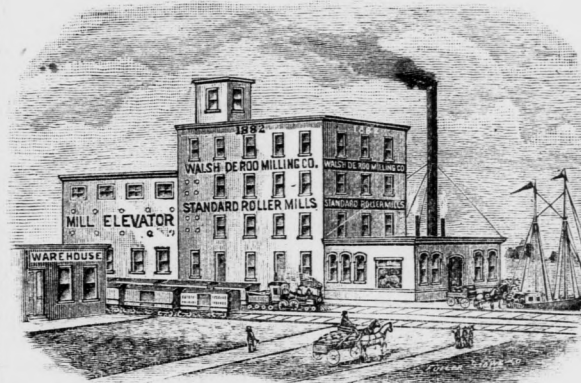
## BOSTON RUBBER SHOE CO.

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

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## THE WALSH-DE ROO MILLING CO.,

HOLLAND, MICH.



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Daily Capacity, 400 Bbls.

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