

The Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, DECEMBER 11, 1889.

NO. 325.

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

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Cook & Bergthold,
MANUFACTURERS OF

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Prices Lower than those of any competitor. Write for catalogue and prices.
106 Kent St., - Grand Rapids, Mich.

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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.

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Albums, Dressing Cases, Books

And a complete line of

Fancy

Holiday

Goods.

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JOBBER OF

Tinware, Glassware and Notions.
Rags, Rubbers and Metals bought at Market Prices.

76 SPRING ST., GRAND RAPIDS,
WE CAN UNDERSSELL ANY ONE ON TINWARE.

Something New

Bill Snort

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

Charlevoix Cigar Mfg Co.,

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Daniel G. Garnsey,
EXPERT ACCOUNTANT

AND

Adjuster of Fire Losses.
Twenty Years Experience. References furnished if desired.
24 Fountain St., Grand Rapids, Mich.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of

Dry Goods

STAPLE and FANCY.

Overalls, Pants, Etc.,

OUR OWN MAKE.

A COMPLETE LINE OF

Fancy Crockery and

Fancy Woodenware

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit prices guaranteed.

Learn Bookkeeping, Shorthand, Etc.,

AT THE
Grand Rapids Business College

Corner Ottawa and Pearl Streets.
Send for Circular.

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WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

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19 So. Ionia St., Grand Rapids.

The Most Celebrated Cigar
IN AMERICA.

"Ben Hur."

BETTER THAN EVER.

EXQUISITE AROMA.

DELICIOUS QUALITY

For Sale Everywhere. 10c each, three for 25c.

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THE GREAT

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AND

Jeweler,

44 CANAL ST.,

Grand Rapids, - Mich.

Warren's

"Elixir of Life"

Cigar

Will be ready Sept. 1.

Price, \$55 delivered.

Send orders at once to

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Cherryman & Bowen,
Undertakers and Embalmers.

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Telephone 1000. 5 South Division St.
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Lady assistant when desired.

West Michigan BUSINESS UNIVERSITY
AND NORMAL SCHOOL.
(Originally Lean's Business College—Established 87's.)

A thoroughly equipped, permanently established and pleasantly located College. The class rooms have been especially designed in accordance with the latest approved plans. The faculty is composed of the most competent and practical teachers. Students graduating from this institution MUST be efficient and PRACTICAL. The best of references furnished upon application. Our Normal Department is in charge of experienced teachers of established reputation. Satisfactory boarding places secured for all who apply to us. Do not go elsewhere without first personally interviewing or writing us for full particulars. Investigate and decide for your selves. Students may enter at any time. Address West Michigan Business University and Normal School, 19, 21, 23, 25 and 27 South Division St., Grand Rapids, Mich.
J. U. LEAN, Principal. A. E. YERKES, Sec'y and Treas.

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61 Pearl Street.

OYSTERS IN ALL STYLES.

Steaks, Chops and All Kinds of Order
Cooking a Specialty.

FRANK M. BEACH, Prop.

Weatherly 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.

Fehsenfeld & Grammel,

(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.

"RISING SUN"

Buckwheat.

(ALWAYS PURE)

We again call your attention
to the high grade of Buck-
wheat Flour characteristic of
our mill.

Orders from the trade solicited.

NEWAYGO ROLLER MILLS.

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.



Apples,

Potatoes,

Onions.

FOR PRICES, WRITE TO

BARNETT BROS., Wholesale Dealers,
CHICAGO.

A. D. Spangler & Co

WHOLESALE DEALERS IN

FRUITS AND PRODUCE

And General Commission Merchants.

EAST SAGINAW, MICH.

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

MY GIRL.
A little corner with its crib,
A little mug, a spoon, a bib,
A little tooth, so pearly white,
A little rubber ring to bite.

A little plate all lettered round,
A little rattle to resound,
A little creeping—see! she stands!
A little step, 'twixt outstretched hands.

A little doll with flaxen hair,
A little willow rocking chair,
A little dress of richest hue,
A little pair of gaiters blue.

A little school, day after day,
A little schoolma'am to obey,
A little study—soon 'tis past,
A little lingering at the gate.

A little while to dance and bow,
A little escort homeward now,
A little party, somewhat late,
A little lingering at the gate.

A little walk in leafy June,
A little talk while shines the moon,
A little reference to papa,
A little planning with mamma.

A little ceremony grave,
A little struggle to be brave,
A little cottage on the lawn,
A little kiss—my girl was gone.

JOHN S. ADAMS.

THE MISSING BRIG.

When I was a boy of sixteen, I laid aside my grammar and rhetoric "for a spell" and "tended store." That is to say, I became first clerk, second clerk, salesman, book-keeper, porter and store-sweep to worthy Mr. Cricket, who kept a general assortment of what were then called English goods. West India goods and notions, in the snug village of Bunkumville, on the coast of Maine. Our stock was very miscellaneous. We sold silks and molasses, fine cambrics and rum, broadcloths, flatirons, rock salt, spices, codfish, raw cotton, books and stationery, grindstones, cheese, powder and shot—in short, matters and things in general.

I took to my new occupation with great ardor, thinking, in my folly, that it was a great piece of promotion to quit my studies and "tend store." My schoolmates envied me, and I thought myself almost a man. I left off ruffled shirts, the fashion for boys at the time, and wore a neckcloth, and my jacket was laid aside for a dress coat. I put my hair under a course of Macassar oil, and cultivated a foretop, that is, a bunch of hair sticking straight up over the forehead, as you see represented in the medals of the officers of the 1812 war, for that was the period of which I am writing; and then foretops were universal. I wore well black boots, with silk tassels. These boots came nearly up to the knee and formed a brilliant feature in one's dress. Thus attired, I set up for a village beau, and thought myself a pretty fellow.

One day there came into the store a middle-aged countrywoman, who made a number of purchases. I observed that she eyed me rather narrowly; and when she heard Mr. Cricket call me Martin, she said to me:

"Are you Martin Jones?"
"Yes, ma'am," said I.
"Do tell! well, I never! so you are Martin Jones?"

"To be sure I am."
"Well, Martin, I am so glad to see you. My name is Jerusha Thompson. Did you never hear your mother speak of me?"

"No, ma'am," said I.
"Well, you must know, when I was a young woman, I was help in your family. I lived with your mother when you was a little baby, and I have tended you a thousand times before you were old enough to talk. I do think you were the prettiest baby I ever saw. How you have altered!"

I put up the woman's packages as quickly as I could, and bowed her out, not without much handshaking and many good wishes on her part. I did not take a particular swing to her, however.

In the autumn Mr. Cricket used to go to Boston to replenish his store with a new stock of goods. On one occasion, walking the streets of Boston, just as he was finishing his purchases, he met an old acquaintance. This was none other than Captain Life Jenkins (Life being the short for Eliphalet). The captain commanded the brig *Sally Ann*, of Bunkumville Port, just three miles from Bunkumville, where our store was situated. He had just returned from a freightage voyage in Europe, had taken out his cargo, and was bound for Bunkumville Port. As his vessel was quite empty, he offered to take Mr. Cricket's goods on board without charging any freight. Mr. Cricket was greatly obliged. To send them by the fast-sailing little packet which ran regularly between Bunkumville Port and Boston would cost a few dollars, and Captain Life's offer would save all that. The brig, being a heavy, clumsy craft, built for large burdens, would be a day or two longer on the passage, probably. But what of that? A week would be quite sufficient for her passage, and the packet took two and sometimes three or four days. So the goods were put on board the *Sally Ann*, and Mr. Cricket came home to wait for their arrival.

It was late in autumn, about two or three weeks before the annual Thanksgiving. Mr. Cricket, with a particular view to what would be required for this festival, so popular and so generally observed in New England, had purchased a good assortment of Thanksgiving goods. He had bought many barrels of choice family flour, dozens of hams, sugars of all sorts, spices, tea, coffee, figs, raisins, currants, oranges, lemons, citron, West India preserves, to say nothing of the West India rum, French brandy, Holland gin and the choice assortment of wines, which were deemed absolutely necessary in those days to render a Thanksgiving feast sufficiently merry. Besides these supplies, there was the usual assortment of English goods, hardware and crockery.

This year Mr. Cricket was going to cut out all the other storekeepers with his splendid and rich assortment of Thanksgiving goods; and he did not hesitate to tell the neighbors that, when the *Sally Ann* should arrive, "they should see what they should see. If Bunkumville did not have a merry Thanksgiving this year, it should not be his fault."

At the end of a week, the *Sally Ann* had not arrived. On the tenth day she had not arrived—had not been heard from. Mr. Cricket was getting nervous about his goods, and especially those Thanksgiving goods. He got a spyglass and went to the top of the steeple of the village meeting-house, where he could see the entrance to the harbor, and watched for an hour in the cold November wind, hoping to see her come in. But she did not come in that day, nor the next, nor for several succeeding days, although Mr. Cricket climbed up to his post on the steeple and watched for her each day, as if that would hasten her coming.

There had been a good deal of stormy weather—cold northwesterly winds—two or three snow storms. Mr. Cricket grew positively anxious as Thanksgiving day approached. He read the list of shipwrecks in the newspapers, expecting to find that of the *Sally Ann*; but he could not find it. He rode down to Bunkumville Port to see the owners of the brig and ask them what they thought about it. But they were as much in the dark as Mr. Cricket, and they frankly told him they could not make it out at all. They did not know what had become of the *Sally Ann*, and, as she was fully insured, they probably did not care. Mr. Cricket thought they were altogether too indifferent about the affair, and he came home as wise as he went.

At length Thanksgiving day came, and the *Sally Ann* had not arrived. Mr. Cricket ate his Thanksgiving dinner with a very long face, and did not give the usual dance in the evening. The neighbors, and especially the traders who had paid their freight and got their goods safely by the regular packet, did not sympathize with him; on the contrary, they laughed at him. They inquired what had become of those Thanksgiving goods, and wanted to know if *freights were low*.

Another month rolled away. Christmas came; but the *Sally Ann* did not come. Probably she had foundered at sea. January and February had passed away, and still no news of the *Sally Ann*. Mr. Cricket began to console himself with having fully insured his goods. That would be hard cash in hand. March passed away; no news yet. On the first day of April, a boy, on horseback, without a saddle, came riding post-haste from Bunkumville Port, jumped off his horse in great haste, ran into our store and bawled out to Mr. Cricket: "*The Sally Ann is arrivin'!*"

"When did she arrive?" said Mr. Cricket.

"This morning, bright and airy," said the boy.

"Where is she from?" said Mr. Cricket.

"From St. Barts," said the boy.

"That won't do," said Mr. Cricket. "Go back to the folks that sent you, and tell them they can't make an April fool of me this time."

Poor Mr. Cricket had been badgered so much about the *Sally Ann* and those Thanksgiving goods that he had grown very suspicious.

In vain did the boy relate, circumstantially, all the particulars of her arrival, and protest, over and over again, that he was telling the truth. I was convinced of his sincerity and suggested to Mr. Cricket that it would do no harm to ride down to the harbor and see for himself. He refused to go, but he said I might go if I chose.

Glad of an opportunity to ride, I saddled the gray mare and set off incontinently for Bunkumville Port. I was not long in reaching it. Sure enough, there was the *Sally Ann*, with her colors flying. She looked a good deal battered and weather-beaten, but all her spars were sound. Captain Life received me very cordially, inquired for Mr. Cricket's health, and invited me into his cabin to take a glass of punch.

"When we were alone, I said to him: 'Well, captain, how about our goods, especially the Thanksgiving goods?'"

"Well, Martin," said the captain, "the less we say about them Thanksgiving goods the better; but the other things are all right."
"Why," said I, greatly alarmed, "what is the matter?"

"The fact is," said the captain, "when I sailed from Boston I did not calculate to be out more than two or three days, more particularly as we were so strong-handed; for there came aboard a dozen sailors, all belonging to Bunkumville Port, who had been discharged the day before, and I offered them a free passage home if they would find their own grub. So I only laid in provisions for my own crew for four or five days. When we were off Marblehead, there set in the most awful nor'wester I ever seed in my life. It blew, and it snowed, and it sleeted. It was as dark as Egypt and as cold as Greenland. It held on this way all night. So we had to put off to sea. And this was only the beginning of our troubles. We got blowed off the same way every time we came near the coast. At last, in a dreadful nor'west gale, after we had scudded before the wind three days, our mainmast was carried away and we sprung a leak. We were in the latitude of the West Indies, and I had to put into St. Barts to refit. There we were bothered and hindered for weeks before we could get our repairs done."

"Well," said I, cutting short his rather long-winded story, "what has all this to do with those Thanksgiving goods of ours?"

"Why, Martin," answered the captain, "the fact is, them Thanksgiving goods is all used up."
"Used up?" roared I.

"Yes, used up," said the captain, with great suavity.

"I don't understand it," said I.
"Why, you see, Martin," said the captain, "the fact is, when we were four days out, our provisions giv' out entirely, and I was obliged to use the Thanksgiving goods. There was nothing else in the brig, you know. I had two crews on board for nine weeks, and they did eat very hearty."

I thought so when I came to see the remains of Mr. Cricket's luckless invoice. That fine flour was all gone, so were the fifty hams, the fifteen baskets of figs, the forty Connecticut cheese, the twelve boxes of layer raisins, the five kegs of Smyrna raisins, the four barrels of Zante currants, the nine jars of fresh grapes, the two barrels of oranges, the three boxes of lemons—it was awful to think of. They had used up the barrels of loaf sugar. This was to be expected. But how they got through with the three barrels of coarser sugar was a mystery to me, until the captain kindly explained that a great deal of sugar was required to sweeten the toddy and punch which they made out of our lemons and our West India rum and French brandy.

"That was so cold, you know," said the captain, "when we was off the coast, that the poor sailors was obliged to take a little toddy to keep them warm; and it was so hot off there in the West Indies that they had to take a little punch to keep them cool."

"A little!" said I. "But where did they drink up twelve baskets of fine wine and the three barrels of other wines? They must have used them up where it was neither hot nor cold."

"Oh, ah," said the captain, "the wine was only used in cases of sickness."

In short, every consumable article of Mr. Cricket's invoice was gone, except one of the bags of coffee and part of a chest of tea.

"Talk of a devouring element," said I to myself, "there is no devouring element like a hungry sailor!"

Mr. Cricket was dreadfully chafed when I got home and told him what I had seen and heard. He went down to Bunkumville Port the next day and had a long talk with the captain and the owners. They did not offer to make any compensation. His insurance policy could not be used as a remedy; it insured him against the dangers of the sea, pirates and war, but not against famine. Mr. Cricket came home very much vexed. He wanted to go to law with somebody about it; but the neighbors now laughed at him worse than ever, and he finally concluded that if he commenced a lawsuit he should be kept in the courts a great while, and, moreover, that he would never hear the last of those Thanksgiving goods as long as he lived. So he gave up the notion.

The day after the *Sally Ann's* arrival, Captain Life called at our store, and kindly presented Mr. Cricket with a monkey and a gray parrot, which he had brought home from St. Barts. Mr. Cricket received them very graciously, considering all the circumstances of the case; but when he had got them, he said to Mr. Cricket: "I will give you a present of them to Miss Piper, my little girl."

"The very thing!" said Mr. Cricket. "Take them, Martin, quick! run up to the Mansion House and present them to Miss Piper, with my compliments."

"Had you not better write her a little letter?" I said. "It would seem more respectful, you know."

This suggestion was adopted. The letter was written in Mr. Cricket's best big ledger handwriting, and with the parrot's cage in one hand and the monkey's chain in the other, I set out for the Mansion House.

Miss Piper was the chief personage in Bunkumville. She was a young lady of sixty, who had never been married, and yet nobody in Bunkumville presumed to call Miss Piper an old maid, for she was very rich—owned a large homestead called the Mansion House estate, two hundred acres and more, besides farms, bank stocks, bonds and mortgages and "all that sort of thing;" moreover, she was a gay, cheerful, lively little person and very charitable to the poor. She was at once the leader of fashion and the lady bountiful of the parish. I knew her very well. She used to pat me on the head, coming out of church, and tell my mother I was a very pretty boy. He was a very good lawyer, and you must be a lawyer, too."

As nobody in Bunkumville ever thought of disputing Miss Piper's will, I was forthwith sent back to my grammars and Latin in order to become a lawyer.

Meantime, Miss Piper began to patronize Mr. Cricket's store. She not only bought her groceries and wines of him, but she made a great many costly purchases in the department of silks and laces. She sent for him to come to the Mansion House, and made him her agent for collecting rents, writing conveyances, and making himself generally useful. In a short time, he was her right-hand man

—her prime minister. This gave Mr. Cricket position, as well as hard cash. He began to rise in the world; and, when he went home in the college vacations, I was told more than once that he was a rich man. After this, when the neighbors referred to the voyage of the *Sally Ann*, Mr. Cricket replied that "it was an ill wind that blew nobody good."

When Mr. Cricket had become very rich, the whole affair was discreetly and studiously forgotten, and no further mention was ever made of "those Thanksgiving goods."

MARTIN ARTHUR.

Safeguards Against Fires.

As the cold weather approaches, the more frequent conflagrations emphasize the necessity of looking after our fire-extinguishing apparatus. In city and country, in private house and factory, the water pipes and supply should be a special object of solicitude at this time. The causes of fires multiply with the cold, more open fires are in use, furnaces are started, and defective flues and kerosene lamps begin to do their destructive work. The same cold weather that increases the sources of conflagration tends to impair the water supply of buildings and of street hydrants, so necessary for its extinction.

Before the winter has begun, the pipes and faucets should be inspected. Many factories and stores have automatic apparatus, including sprinklers and other appliances. This class of work may be permanently injured by freezing, so that it will be useless in summer or winter. But if not thus injured it may be rendered quite useless by the stoppages in the water flow caused by ice forming in the pipes, back of valves, or in exposed places. A small amount of ice may interfere with the turning of a stop-cock. A minute spent in thawing it out when water is urgently needed may allow a fire to obtain considerable headway.

This is the season for carefully inspecting all such apparatus. Hydrants and valves should be examined, should be opened and shut, and oiled in order to insure easy working. The oil is not a matter of indifference, as some oil corrodes brass, and will do more harm than good. By one authority, heavy mineral oil is recommended for the purpose. If this is properly made, it will never gum and will be non-corrosive. Sometimes the entire system of automatic sprinklers and connections are emptied of water and kept so, the main supply valve being permanently closed and pet and drain cocks being opened for a short time, to remove the contents. In such cases the pet cocks should be closed as soon as the water ceases running, and care should be taken to inform the proper people that the main valve for every alarm of fire is to be opened.

Although this course is spoken of as one often followed, it is not a good one. The essence of an automatic system is to be always ready. Where the turning of a single valve by hand is required, the system loses much of its value. It would be far better to run the pipes in such places that they would not freeze and to keep the water permanently turned on.

To prevent pipes from freezing, wrapping in non-conducting material is often recommended. It does protect to a certain extent, but cold will in time penetrate the best packing. A very slow current of water through a protected pipe, however, will do more to prevent freezing than a more rapid flow through an exposed one.

Fire hose is in many buildings hung against the walls, and is coupled always to the water pipes. Such hose is often of no use, and is too weak to stand the strain of use. Purchasers of this class of hose are often asked if it is for actual use or merely to satisfy the fire inspectors. Of course, a high quality is not needed, as it will never have over an hour's service to perform. But should be able to resist the water pressure. When coiled, it should be properly done. If of rubber and coiled with "buckles," or sharp bends, these impair its efficiency greatly, and may lead to rupture.

Most of these remarks apply to factories, large stores and hotels. But the private house owner should watch his fixtures with equal care, and should be assured that at short notice water can be drawn on all the floors of his residence, and that buckets shall be at hand for instant use. Where a more complicated system cannot be obtained, the use of fire buckets placed in the hallways or convenient localities should not be omitted. Many a fire has been nipped in the bud, especially in localities where a flow of water cannot be reached, by means of this simple precaution. Perhaps in the distant future better building methods will be adopted by us, and our houses may eventually be less exposed to fire. Until that period, we must not neglect appliances for extinguishing fires when they do occur.

A clergyman married a couple, received his fee and sent them away, apparently satisfied, but a day or two after the bridegroom returned and said he had come to pay more, as the woman had turned out better than he had expected.

The Michigan Tradesman

AMONG THE TRADE.

GRAND RAPIDS GOSIP.

H. P. Smith has removed his confectionery stock from 547 Ottawa to 108 Stocking street.

Dayton & Pamenter have opened a grocery store at Sears. Lemon & Peters furnished the stock.

R. Purdy has moved his grocery stock from Grant station to Walker, otherwise known as D. & M. junction.

The Olney & Judson Grocer Co. booked the order for the grocery stock at Holland, put in by Notier & Verscheur. Voigt, Herpolsheimer & Co. secured the dry goods order.

Owen & Pinkney have engaged in the grocery and crockery business at Perrinton. The Ball-Barnhart-Putman Co. furnished the grocery stock and H. Leonard & Sons the crockery stock.

John R. Vance has engaged in general trade near East Jordan. The Ball-Barnhart-Putman Co. furnished the groceries, Rindge, Bertsch & Co. the boots and shoes and Voigt, Herpolsheimer & Co. the dry goods.

R. G. Dun & Co. have leased the fine front rooms on the third floor of the Widdicombs building and will occupy the same with the beginning of the new year. The new quarters afford plenty of room for the collection department which has lately been added to the agency business proper.

Geo. W. Tubbs, for several years engaged in the meat business on Grandville avenue, but for the past three years employed as patrolman on the city police force, has purchased the meat market of John Heinzelman, at 508 South Division street, and will take possession of the same on the 16th.

AROUND THE STATE.

Crystal—John Walsh has engaged in general trade.

Sault Ste. Marie—Gilbert Brull has opened a harness shop.

Norway—C. T. McElroy has removed his general stock to Ironwood.

Gardner's Corners—Rodgers Bros. are closing out their general stock.

Manistique—Cornelius Klogstad has engaged in the grocery business.

Nunica—Mr. Jubb succeeds Judd & Needham in the grocery business.

Yorkville—W. S. Wedge has added a dry goods stock to his grocery line.

Traverse City—Capt. D. Matteson has re-engaged in the grocery business.

Saginaw—John Diebel succeeds Phil Diebel in the boot and shoe business.

Chelsea—Wm. Emmert succeeds E. M. Fletcher & Co. in the grocery business.

Belding—F. Boello has sold his restaurant and bakery business to J. Dennison.

Bloomington—John C. Speicher has sold his grocery stock to J. G. Lockhart & Son.

Eden—Fay & Collier succeed John W. Tripp & Co. in the general merchandise business.

Muskegon—Elstedt & De Vries succeed John Henry in the meat business at 31 Ottawa street.

Muskegon—Laughray & Co. succeed Laughray & Elends in the sale of musical merchandise.

Traverse City—Capt. Geo. Baldwin and his son, Thomas, will shortly embark in the meat business.

Eaton Rapids—L. L. Kelch & Co., dealers in ladies' furnishing goods, have been closed by creditors.

Whitehall—J. & A. Van Kuren have removed their millinery and fancy goods stock to Grand Rapids.

Big Rapids—Jno. R. Campbell has sold his boot and shoe stock, and will seek a new location elsewhere.

Muskegon—A. Gagnon has removed his grocery stock from his old location on Catharine street to Bluffton.

Charlotte—C. P. Locke has purchased Fred Mygrant's harness shop, and has consolidated the stock with his own.

Elmira—C. E. Mosher has admitted his son to partnership in the grocery business under the style of C. E. Mosher & Co.

Traverse City—E. R. Kneeland has sold his meat market to Frank Brosch, who was the pioneer butcher of the Grand Traverse region.

Holland—M. Notier and John Verscheur have formed a copartnership under the style of Notier & Verscheur and engaged in the dry goods and grocery business.

Rockford—The firm of McConnell & Woodruff has been dissolved. Mr. McConnell will continue the furniture business and Mr. Woodruff the undertaking business.

North Muskegon—J. W. Feighner, whose drug stock was recently destroyed by fire, is considering the idea of locating somewhere else. His loss was about \$1,800, only partially covered by insurance.

Manistee—John Hellesvig, the grocer, has torn down his old store and will replace it with a new frame building, 35x66 feet in dimensions. The building will be two stories high and have an elevator running through it.

Sparta—Frank Heath succeeds Heath & Holt in the grocery business.

Traverse City—M. Winnie has sold an interest in his grocery stock to J. W. Fleming, and the business will be continued under the style of Winnie & Fleming. They will also run C. A. Baker's store at Acme.

MANUFACTURING MATTERS.

Muskegon—W. J. Danforth has engaged in the lumber business.

Otsego—Duhammer Bros. have sold their feed mill to J. M. Ballou.

Memphis—John Clegg, of the firm of John Clegg & Son, founders, is dead.

Detroit—The Detroit Sanitary Supply Co. has increased its capital stock from \$5,000 to \$50,000.

Saginaw—Flatt, Bradley & Co., dealers in timber, staves, etc., have dissolved, M. F. Van Sickle & Co. continuing.

Lamont—Homer Dennis and Robert Tucker have purchased the red mill, and will put in a broom handle factory.

Traverse City—The new machine shop and foundry will start up under the style of the Traverse City Manufacturing Co.

Manistee—P. N. Cardozo has contracted with the Filer Town Manufacturing Co. to manufacture 2,000 of his patent ribbon trays.

Pentwater—Sands & Maxwell propose to build an addition to their furniture factory in the spring, 38x80 feet in dimensions.

Three Rivers—The Acme Manufacturing Co. has been formed to engage in the manufacture of Wegner's patent thill coupler.

Saginaw—The Whitney & Batchelor sawmill cut a little over 30,000,000 feet the past season, and the stock has been pretty well sold up.

Cheney—William Jackson, of Jackson, is putting up a small sawmill here. He has 3,000,000 feet of logs to cut, besides some for other parties.

Bay City—Lever & Bobst have started their box factory and the Michigan Central has put in a switch at the works to facilitate shipment of products.

South Haven—Mayhew & Son, proprietors of the extensive tannery here, are excavating a site for another large building adjacent to their present group.

Detroit—Judge Reilly has appointed William G. Smith receiver for the Wm. Dwight & Co. insolvent lumber estate. A bond is required in the sum of \$25,000.

Saginaw—The Ross Sapless Cedar Co., is reported to have the machinery on the ground for a mill at the mouth of the Cedar, which will cut both lumber and cedar blocks for paying purposes.

Mason—C. D. Huntington has removed his clothes pin factory to Shepherd, where he proposes to employ fifteen persons in turning out 100 boxes of old-fashioned clothes pins per day.

Charlotte—Judge Jennings has sold his interest in the furniture factory of C. M. Jennings & Co. to Seth Ketcham. Business will be continued under the style of the Charlotte Furniture Co.

Lake George—Magoon & Touchette, of East Lake, have purchased the C. L. Gray shingle mill, at Knowles' Siding, and the timber on 3,600 acres of land. A circular saw will be put in next spring.

Olivet—Pinch & Van Geison, dealers in agricultural implements, have dissolved. E. B. Van Geison continuing.

Pinch has bought the grist mill property of Mrs. Harriet Beecher and will continue the business.

Bay City—It is reported that a wood alcohol plant will soon be erected in this city that will employ seventy hands. There is an abundance of the raw material, as mill refuse will be consumed in the manufacture of the product.

Bay City—C. H. Plummer's sawmill, at Ogema Springs, has gone out of commission for the season. The mill will be stocked this winter for next season, which will practically exhaust the timber owned by Mr. Plummer.

Manistee—All the mills shut down last week except that of Buckley & Douglas, which will run on hardwoods the greater part of the winter, or at least until they get their docks so full of lumber that they cannot conveniently hold any more.

Chocoma—The C. T. Harvey sawmill, which had been leased to J. H. Gillet for six years, and has sawed almost entirely for the local market, has been turned over to its owners by Mr. Gillet, he having cut up all his timber and retired from the lumber business.

Michigan—The T. W. Reed & Co. sawmill shut down for the season the fore part of last week. This concern will start a mill at Eagle Mills at once for their winter's sawing. It will rail in some logs, but will depend largely for stock on logs to be hauled in by a steam logger.

Manistee—E. D. Wheeler succeeds Canfield & Wheeler in the ownership of the sawmill at the mouth of the river, which stands on the site of the first mill that was built at Manistee. The firm has not a large amount of timber, and has for several years sawed by the thousand for John Canfield. Mr. Wheeler is somewhat troubled with rheumatism, and as he has been limping around with a cane for the past week, has decided to try the effect of a water cure in the southern part of the State.

Dowagiac—The Round Oak Stove Co. has brought suit against the Indianapolis Stove Co. for infringement of trade mark.

Saginaw—The West Side Lumber Co. is the first to hand in statistics of its cut. The mill cut 8,100,000 feet of pine, 1,783,000 feet of hemlock, and 506,500 feet of hardwood lumber, and 1,987,000 lath. There is on the mill dock 4,515,500 feet of lumber, of which 680,000 feet has been sold.

Detroit—Dr. John J. Mulheron went into partnership in the dairy business with G. A. Murney & Co., putting \$700 into the business. He now asks for a dissolution of the partnership, and Judge Reilly has made an order restraining Murney from collecting any of the debts, pending a settlement.

Ontonagon—The Diamond Match Company is buying a good many logs from the homesteaders and pre-emptors on the Marquette, Houghton & Ontonagon and Ontonagon & Brule River forfeiture lands. The logs are mostly bought delivered in the Ontonagon river, the price paid being \$8.50 a thousand.

Manistee—Rumor has it that Peter's logging railroad is sold again, but as it has been disposed of so often for the past two years, according to the newspapers, it is getting to be somewhat of a chestnut. The officials of the Chippewa Valley Road were here a week or so ago and went up with Peters over the road, but it is not given out that any definite trade was closed.

Charlotte—The council has voted John L. Dolson \$5,000 in cash, conditional on his erecting two brick buildings, 100 feet long and two stories high, and engaging in the manufacture of his patent road wagon. The city is guaranteed immunity from any consequences which may follow in the wake of the appropriation by 102 responsible business men.

Muskegon—The Muskegon Cracker Co. has been organized, with a capital stock of \$12,000, all paid in, and will immediately engage in the manufacture of crackers and sweet goods. Charles H. Hackley will serve the corporation in the capacity of President, C. L. Gunn as Secretary and Treasurer, and Harry Fox as Superintendent. It is expected that the company will be in shape to begin business by Feb. 1.

Candy by the Carload.

GRAND RAPIDS, Dec. 7, 1889.

Editor Michigan Tradesman:

DEAR SIR—We see a good deal of talk in the papers of late in regard to large orders of furniture, which we are very glad to see; but one would naturally come to the conclusion that there was no other manufacturing business in the town.

Lest such an impression go abroad, we wish to record one transaction under the head of large orders, but of a different line. We are to-day shipping to one of the heaviest jobbers in Toledo a car load of candy, consisting of 100 barrels. This is a single order, but we have received within the past few weeks single orders from the same class of trade as high as three car loads, and we are informed by the contracting agent of one of the leading transportation lines that we were the first parties in the State to apply for a full car note on candy.

Yours truly,

THE PUTNAM CANDY CO.

The Salt Outlook.

The salt inspection year closed on Saturday, and the annual report of State Inspector Hill will be made about the middle of the month. The quantity inspected is likely to slightly exceed that of last year. The quantity now in the hands of manufacturers is reported to be about the same as at a corresponding date last year, not far from 1,800,000 barrels. There is no change in quotations, and unless a combination is effected the outlook is anything but encouraging.

The discovery of a new salt field in Ohio, with a stratum 100 feet thick, will not add to the consoling reflections of Michigan salt men.

Change in the Brackett House, at Big Rapids.

BIG RAPIDS, Dec. 6, 1889.

To the Traveling Public:

Having rented the Brackett House, in this city, and thoroughly refitted it and put in new furniture throughout, I am satisfied I am in a position to please the traveling public, if ten years' experience in the hotel business counts for anything. My wife and daughters will give the kitchen and dining room their personal supervision, and a leading feature of my management will be the most delicious cup of coffee to be had anywhere on the road. As my rates are only \$1.50 per day, I am confident that one visit to my hotel will satisfy everyone that my house is the best place to put up at.

Yours truly,

A. J. JAKWAY, Prop'r.

Will Net Nearly \$250,000.

The receivers of the Manistee Salt & Lumber Co. went before the court last week and showed up their accounts and declared a dividend of 47 cents, and there are about enough outstanding properties that have not been realized upon to make up another cent. As the Manistee Lumber Co. and the State Lumber Co. bought all the unsecured claims except about \$12,000, at 30 cents on the dollar, they will net nearly a quarter of a million dollars on the speculation.

Jas. D. Wadsworth has taken the position of house salesman for Lemon & Peters and John Osting will cover the city trade heretofore seen by him.



Annual Meeting of the Michigan Commercial Travelers' Association.

The fifteenth annual meeting of the Michigan Commercial Travelers' Association will be held at Cleland Hall, Detroit, Friday, December 27, at 9 o'clock a. m.

The most important matter which will be brought before the meeting will be the recommendation of the Board of Trustees, relative to the amendment of the constitution so that the Secretary will be selected by the Board instead of elected by ballot in open meeting, as at present, and the increasing of the salary to such a sum that the Secretary will be enabled to give his entire time to the service of the Association. The recommendation of the Board is as follows:

Every year, when reviewing the affairs of the Association, we recognize the benefits and blessings derived by the beneficiaries of our deceased associates, and are inspired with renewed zeal to make greater efforts to extend these benefits, by providing a way to increase the membership. This question was discussed at our last annual meeting. Several plans were proposed. The plan most favored was one to provide for the election of the Secretary-Treasurer by the Board of Trustees, with the view that they could, if advisable, employ a Secretary-Treasurer who would devote his entire time to the affairs of the Association and to efforts to increase the membership.

In furtherance of this object, a committee was appointed to prepare amendments to the articles of association and constitution. Upon investigation, the Board believe this to be the best plan, and recommend the adoption of the report of the committee, which will be submitted at the next annual meeting of the Association for approval. A copy is herewith enclosed for your consideration.

The Board request your attendance at the next annual meeting.

The Association has now been in operation fifteen years. During that time there has been paid to beneficiaries of deceased members \$110,325.00, and there is now on hand an accumulation on deposit of \$25,365.00. Our records show that the average cost per \$1,000 for insurance per year to the members is less than one per cent. It is doubtful if a better record can be found, or a better investment made, than can be had in a certificate of membership in the Michigan Commercial Travelers' Association.

We ought to have a larger membership, and believe it can be had with a Secretary devoting his time to, and capable of presenting the above and other interesting facts regarding the Association. The Board of Trustees think this plan is worthy of a trial and ask your co-operation with them. Very truly yours,

THOMAS MACLEOD, Chairman.

Purely Personal.

S. S. Schantz, the Woodland general dealer, was in town last Thursday.

Morris H. Treusch left Saturday for a trip to New York and Meriden, Conn.

Miss Ida Duffy has taken the position of assistant book-keeper for Perkins & Hess.

Albert Retan, the St. Johns general dealer, was in town a couple of days last week.

Charles H. Leonard has been granted a patent on his corrugated iron storm house.

Clary & Eaton, who own and operate a sawmill at Turtle Lake, near inland, were represented in this market last week.

L. Winternitz put in a couple of days at Toledo last week, spending the most of his time in the vicinity of the Woolson Spice Co.

W. T. Lamoreaux and wife are happy over the adoption of a handsome infant of the feminine persuasion. The little one is about two months old and balances the beam at 9½ pounds, net weight.

The sympathy of the trade will go out to F. J. Detenthaler, in his bereavement by the death of his wife, which occurred Monday morning. The deceased was 30 years old, and had been ill only a year, quick consumption having been the primary cause of death. A little daughter is left to share the grief of the father.

Begin the New Year Right.

Those who need a set of new books by the first of next year, would do well to write for Gringhuis' Itemized Ledger Sheet and Price List before purchasing elsewhere, as his Ledger requires only one book for bookkeeping. Gringhuis' Itemized Ledger Co., Grand Rapids, Mich.

The Kalamazoo Savings Bank claims to have been the first State bank to organize under the new banking law.

O. F. Konklin, whose advertisement appears in this paper, is entirely reliable, and means what he says.

A New Idea.

Robert Hosbury, Produce Agent for the Toledo, St. Louis & Kansas City Railway, was in town a couple of days last week. Mr. Hosbury was formerly engaged in the produce commission business at Toledo and owes his connection with the Clover Leaf system to a happy idea which originated with himself, but was readily adopted by the General Freight Agent of the road and has

proved very satisfactory to all concerned. Mr. Hosbury carries the credentials of nearly 100 representative houses, dealing in stock and produce of all kinds, and has carte blanche to buy carlots of anything which finds a ready sale, providing the price is acceptable to both parties to the purchase. No commission is charged either the buyer or the seller, the only condition exacted by Mr. Hosbury being the transportation of the goods over the line of the Clover Leaf. The scheme has been in operation about six months, but has proved so satisfactory all around—to the buyer and seller, through the saving of the usual expenses of such transactions, and to the Railway, through the augmented freight traffic secured—that it will probably be copied by other transportation lines in the near future.

Wool, Hides and Tallow.

Wools remain firm and are strongly held at the late advance of 1½¢@2¢ per pound. They are still below the seller's ideas, or where they were in July last, when purchased. On the other hand, manufacturers say they would stock up if the goods market would warrant, but in their present condition and price it is of no object to buy wools and work them at a loss. The foreign markets are high and strong and wools cannot be brought into the states and sold on our market. The loss by the Boston fire of knit goods was large and creates quite a stir in that line.

Hides remain quiet and low and are likely to be lower, rather than higher. The leather trade is good and prices begin to show a margin for tanning. Hides are plenty and the demand is fair, but must be low in price to induce purchasers.

Tallow is plenty, low and weak, with large supplies of stearine offering at low prices. It must rule low for some time to come, as at this time the kill is large and stocks accumulate.

Furs do not sell to the home trade, as the weather is warm and manufactured goods do not sell readily.

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

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

WANTED—TO EXCHANGE HOUSE AND LOT in thriving city of Battle Creek for stock of dry goods, notions, boots and shoes or groceries. H. F. Merritt & Co., 666 Wealthy Ave., Grand Rapids. 501

WANTED—BY DEC. 16—SMALL STOCK OF MERCHANDISE, groceries preferred, will pay part cash, balance good ready. Address J. Leet, Reed City, Mich. 502

FOR SALE OR EXCHANGE—NEW STOCK OF HATS, furs and gents' furnishing goods; will invoice about \$4,000. G. W. Watrous, Jackson, Mich. 503

50 PER CENT. PER ANNUM—OWNERS OF RETAIL grocery wishes to engage in exclusive wholesale business and desires to sell, now carrying \$15,000 stock, trade very good; profits as above; rent reasonable. Address, The West Coast Trade, Tacoma, Wash. 504

FOR SALE OR 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, clay loam soil, with good buildings; will exchange for stock of merchandise. Address No. 539, care Tradesman. 505

I HAVE SEVERAL FARMS WHICH I WILL EXCHANGE for stock of goods, Grand Rapids city property, or will sell on easy payments; these farms have the best of soil, are under good state of cultivation, and located between the cities of Grand Rapids and Muskegon. O. F. Konklin, Grand Rapids, Mich. 506

FOR SALE—WE OFFER FOR SALE, ON VERY FAVORABLE terms, the F. H. Escott drug stock, at 75 Canal street, Grand Rapids, Haseltine & Perkins Drug Co. Price, \$1,000. 507

FOR SALE—THE FINEST DRUG STORE IN THE city of Muskegon at 75 cents on the dollar; reasons other business. C. L. Brundage, Muskegon Mich. 508

FOR SALE—A GOOD GROCERY BUSINESS HAVING the cream of the trade; best location in the city; stock clean and well assorted; this is a rare chance for any one to get a good paying business; poor health the only reason. Address S. Stern, Kalamazoo, Mich. 509

MISCELLANEOUS.

WANTED—GENERAL AND LOCAL AGENTS TO handle the New Patent Chemical Ink Erasing Pencil. Greatest novelty ever produced. Erases ink in two seconds, no abrasion of paper. 300 to 500 per cent. profit. One agent's sales amounted to \$825 in six days—another \$32 in two hours. Territory absolutely free. Salary to good men. No ladies need answer. Sample 35 cents. For terms and full particulars, address, The Monroe Eraser Co., Manufacturers, La Crosse, Wis. 510

BEGIN THE NEW YEAR BY DISCARDING THE annoying Pass Book System and adopting in its place the Tradesman Credit Coupon. Send \$1 for sample order, which will be sent prepaid. E. A. Steve & Bro., Grand Rapids. 511

WANTED—SEND A POSTAL TO THE SUTCLIFF COUPON Pass Book Co., Albany, N. Y., for samples of the new Excelsior Pass Book, the most complete and finest on the market, and just what every merchant should have progressive merchants all over the country are now using them. 512



LION COFFEE



Merchants,
YOU WANT THIS CABINET
Thousands of Them

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

Every Wide-Awake Merchant
Should Certainly Sell

LION, THE KING OF COFFEES.

An Article of Absolute Merit.

It is fast supplanting the scores of inferior roasted coffees. Packed only in one pound packages. Put up in 100-lb cases, also in cabinets of 120 one-pound packages. For sale by the wholesale trade everywhere. Shipping depots in all first-class cities in the United States.

Woolson Spice Co., TOLEDO, OHIO.

L. WINTERNITZ, Resident Agent, Grand Rapids.

IF YOU WANT

The Best

ACCEPT NONE BUT

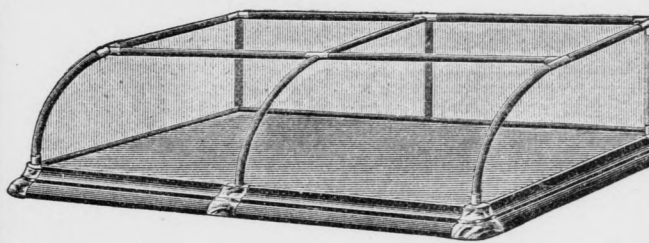
Silver Thread

Sauerkraut.

Order this brand from
your wholesale grocer



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.

F. A. Wurzburg & Co.,

Exclusive Jobbers of

DRY GOODS, HOSIERY,

NOTIONS, UNDERWEAR,

THE PRESIDENT'S MESSAGE.

In preparing his first message to Congress, it is rather unfortunate that Mr. Harrison should revert to the conventional type of message, in a way which exaggerates its defects. His communication is a kind of summary of all the documents which preceded it, and the analysis of these is drawn out to an extent which is wearisome. He begins with the usual communication of the work of the State Department, which takes the place of a distinct report from the Secretary of State. Not until we get near the end do we come upon any discussion of topics which especially belong to the President. If the middle of the document had been boiled down into as many sentences as there now are paragraphs, those sentences consisting of brief references to the recommendations of the Secretaries, the whole would have gained in force as well as unity. As it stands it lacks both. It is chiefly made up of remarks—very sensible, perhaps, in themselves—but either not very important or relating to matters on which the President has no special means of information. As a consequence, what is important and special loses its force, and the whole seems weak and even tiresome.

In the opening of the message, the most important suggestion is that of a reconsideration of our treatment of China. Mr. Harrison favors the policy of excluding Chinese labor as "an element incompatible with our social life." But he feels that we have not dealt courteously with a Power which always has shown courtesy to us, and which is entitled, at least, to the assurance that those of its subjects who are already in the country will enjoy the fullest protection of our laws.

The four topics on which the President evidently has felt constrained to speak his mind are Civil Service Reform, National Aid to Education, the Suppression of the Negro Vote in the South, and Our Merchant Marine.

As to Civil Service Reform, on what is said of the classified service and the work of the commission created to administer it, we have little to remark. We are glad to see that the President gets full credit for making the best selection of commissioners that the country has had. But the classified service constitutes less than a fourth of the places under the National Government, and the most honest and capable administration of the law concerning it gives but little security against the demoralizing abuses which have grown out of the spoils system.

As to National Aid to Education, the President expresses approval of the principle, but hints of serious objections to the Blair bill, in that it is not a vote of money from year to year, but an appropriation extending over several years. He fears that this might cause some relaxation in the efforts of the states afflicted with illiteracy for the education of their own people. He suggests that the plan of aiding state schools from the Treasury be undertaken in a tentative way, and so as not to weaken the energies of local effort in the same direction. We fear that this method of procedure would work badly. It would not be worth while for any state to create the "plant" of an educational system more extensive than it now has, unless it had the assurance that the aid to make it useful was likely to be extended over a series of years. An appropriation for one or two years is much more likely to quench local hopefulness and zeal for education, while the proposal of Senator Blair would awaken both.

As to the legislation which should be undertaken for the vindication of the political and civil rights of the freedmen, Mr. Harrison is sufficiently conservative. He deprecates any attempt to stretch the powers granted to Congress for this purpose beyond their constitutional limit. He even deprecates the full exercise of the power to control and regulate the elections of Congressmen and President. He would prefer that the partial control already exercised should be "strengthened" to such an extent as may be found necessary to secure the negro voter the right to have his ballot freely cast and honestly counted. And he would exercise the undoubted national authority to secure the freedman in his rights in the use of the United States courts, and as a traveler on those railroads which cross state lines. With all this we have no quarrel, but we should be sorry to see the people of this country rest satisfied with this. It is the natural and inherent right of a nation as such to protect its citizens from wrong and violence, and the denial of this right to

our national government is one of those anomalies of our system which threaten the peace and security of the whole structure. We confess we see no immediate way to its correction, but we think that, as in the case of slavery itself, every reference to it should be accompanied by an acknowledgment of its being an anomaly which some day may have disastrous consequences to the country.

The last, and on the whole the most satisfactory part of the message, is that which discusses the Nation's policy with regard to the Merchant Marine. Here the President appears to the best advantage. He calls attention to the destruction of our steamship lines through our withholding the aid so freely granted by subsidies and subventions to foreign lines from their own governments. He points out our neighbors to the West and the South as those with whom we should at once establish close communication by the use of a similar policy, and expresses his confidence that the other independent states of the continent will co-operate with us in this work. And he suggests that we follow the English example in securing the construction of ships—merchant ships which may be used as ships of war if that should be necessary.

MR. WINDOM'S DEPOSIT POLICY.

Of the many excellent suggestions contained in the annual report of the Secretary of the Treasury, none are so distinctively entitled to the immediate consideration of business men as the argument in favor of withdrawing from the banks all deposits of the Government money. Against the plan of his predecessor, and in favor of his own, Mr. Windom marshals three distinct arguments:

(1.) That making deposits of Government money in banks selected by the Secretary of the Treasury is favoritism, as to the banks chosen.

(2.) That it gives him a dangerous power, by enabling him to increase or diminish, at pleasure, the amount of money in circulation.

(3.) That the withdrawal of the money, when it may be needed for the Treasury's use, is a delicate process, liable to disturb the business of the country.

All of these arguments relate to the existing circumstances and conditions. They would not apply to a sound system. They do not reach the kernel of the subject. Mr. Windom is arguing as though there had been no financiers before the day of Andrew Jackson and Roger B. Taney; as if the policy and methods of Alexander Hamilton, pursued by his successors until the time of Jackson, were not even defensible; and as if the course of all civilized nations except our own, in respect to the deposit of their cash, was unsound and unwise.

Nothing that he says reaches the real question, which is, "Shall the Government's balances be held out of the general circulation, or be a part of it?" Mr. Windom does not need to be told that Hamilton, and Dexter, and Gallatin, and Dallas, and Crawford, and Rush worked under the latter plan—most of them, no doubt, believing that no other would have been statesmanlike—and that it was not until Jackson had destroyed the Bank of the United States, and then the crude and reckless policy which he substituted had broken down, that finally refuge was taken in the independent Treasury system, and it was decided to keep the Government money entirely out of circulation—this being, not a conclusion of statesmanship, or of wise financing, but one of politics, conceived under the shadow of circumstances which did not then permit a wise or sound policy.

It does not need much argument to demonstrate that the withdrawal of vast sums of money from public use by the agents of the Government, and their concealment in hoards, out of touch with the business of the country, is bad finance. The greater the operations of the Government, the worse the injury they must do. It was Mr. Fairchild's sense of this which led him to put out the deposits that Mr. Windom now proposes to take back. Since the Cleveland policy was to nurse the surplus (and not to buy bonds, as Mr. Windom has done), he took the deposit plan of avoiding fatal injury to the country's business. But such a damage is always occurring, while the Government's funds are segregated and dead. It is a matter of degree only. As we have said, Mr. Fairchild avoided wounds which might have been too deep; but under the law he dealt blows every day at the economic functions of the nation.

What Mr. Windom ought to have proposed was a plan which would have put the Government's funds on deposit in the national banks, without risk and without favoritism; which would operate as naturally, continuously and publicly as any other function of the Government. We do not need a great bank of the United States; the depositaries are in existence, distributed, as they should be, throughout the country. They are easily reached, either to deposit in or draw upon. And presuming that a safe balance—which need not be large—should be held in the main treasury and the several sub-treasuries, the movement of funds into and

out of the depositaries would be steady and without shock. The collections of the public revenues and their expenditure go on throughout the year; the sums in the Government's hands change slowly, not suddenly; and if the methods we suggest were once settled upon a scientific plan, they would avoid all the objections which Mr. Windom advances, at the same time that they answered the demands of enlightened financing.

PROGRESS IN SORGHUM CULTURE.

No daylight appears, yet, in the efforts to establish sorghum sugar culture in the West. The enterprise is still in the stage of experiment, and there has been no achievement of "a commercial success." Prof. Wiley's report on the operations of last year simply expresses confidence that the result will be satisfactory. But this year's operations, if we may trust unofficial reports from Kansas, have been less encouraging than those of 1888. The deficiency in the crop of this year appears to have been mainly in the cane itself, which did not mature well, and did not form a satisfactory amount of saccharine matter. It must be anticipated that the official statements to be made concerning 1889 will be even less satisfactory than those for 1888, and that we shall still have to feed on the hopes of accomplishing something of commercial importance, after further effort.

The case, therefore, is simply that we are still in the stage of experiment as to sugar from sorghum. There is no increase, as yet, in our ability to supply ourselves with home-grown sugar, and the enormous collection of duties on what we import remains a revenue measure, and not one of protection. Of course, in view of the enormous gain which the country would make by creating its own sugar supply, some adequate means of encouraging and assisting the experimental operations in sorghum and beets ought to be maintained, but this can be well and easily done through a system of bounties, and while they are going on we shall undoubtedly serve the general interests of the country by using our sugar market as the lever with which to develop the trade which we are now so hopefully looking for with the sugar-producing countries south of us. Let us keep in mind the simple facts of the case:

1. That we have the greatest sugar market in the world.

2. That we do not, and cannot now, produce ourselves one-tenth of our consumption.

3. That the countries with which we desire to build up trade are largely sugar growers.

And keeping these points in mind, is there not here a clear case for statesmanlike action?

MR. WANAMAKER'S RECOMMENDATIONS.

The report of the Post Office Department contains a number of recommendations in the direction of the better organization and more effective operation of the department. It is in dealing with such details that Mr. Wanamaker's acute and energetic business sense shows itself to best advantage. He proposes the division of the country into twenty-six postal districts. He urges that the office of Fourth Assistant Postmaster-General be created, to have direct charge of the great divisions of the railway mail, the foreign mail, the money order office, the registry and supplies divisions, and the Dead Letter office. He desires, also, a "General Manager." Such an officer, he says, should have a large salary—\$10,000 a year would not be too much—and be appointed for a ten years' term. "I would have this place," says the Postmaster-General, "the apex of the whole postal service, the ambition of every superintendent of a bureau, chief inspector, division head, or postmaster, and similarly, and not too remotely, the ambition of every active, creative man in the service."

He is not prepared to accede to the proposal of reducing letter rates to one-half of what they are, as was proposed in the platform adopted by the National Republican Convention last June, as he believes that would reduce the revenue from that source by some fifteen millions. Neither is he ready, for several reasons, to copy the example set by the British post office in establishing a "parcels-post," although he intimates very clearly that he thinks it desirable to do so, when the facilities—the post office buildings, the railway mail cars, etc.—are adequate, and when it is ascertained that such service would not entail a loss of revenue. He recommends the extension of free delivery to every town of 5,000 people, where the local post office yields a revenue of \$7,000 a year. And he advocates, as did several of his predecessors, the establishment of post office savings banks in ten thousand fourth-class offices, selecting these on the ground that they are in localities where depositaries are most needed. He omits, however, any suggestion what shall be done with the funds which shall be received on deposit. As the Government is not a borrower, but has already an excess of revenue, it does not need this money, and might with dif-

ficulty provide for its care and investment.

As to the postal telegraph, Mr. Wanamaker acknowledges with regret the failure of his efforts to secure the co-operation of the Western Union Company in that direction, and he asks for legislation which will enable him to begin the work.

The collapse of the cotton seed oil trust illustrates the point frequently made by THE TRADESMAN to the effect that the trusts contain within themselves elements of self-destruction. Their days are numbered. Sound legislation will finish the work. Trusts may come and go, but large combinations of capital will remain. We have reached a period in the industrial development of the country specially marked by the aggregation of capital. It is taking place on every hand, and in every line of business. Large manufacturers are taking the place of small shops. The big store has swallowed up half a dozen little ones. The milling business illustrates the change that is going on. The small mills are going. They cannot compete with the big mills. Why? Simply because the large mill can convert wheat into flour and place it in the hands of the consumer at a less cost than the small mill. A single one of the great Minneapolis mills has a capacity of 7,500 barrels of flour per day. A net profit of only five cents per barrel amounts to something in the mill like this:

It is said that some of the big mills are making and selling flour at a profit of five cents per barrel as a regular business. Now, it is plain that the consumers are benefited by having wheat converted into flour as cheaply as possible. There is no danger in a great combination of capital, as long as it is engaged in a strictly legitimate business. So long as it does that, it is a great public benefit. It is when it seizes control of the market, and fixes the price to both the producer and the consumer, that it is against the public welfare. This is what legislation must prevent, and when it has done that, it has done all that is necessary.

Uncle John's Story of the Shoes.

From an English Exchange.

Everybody in the world was barefooted a thousand years ago. There were no new shoes in the shops, and old ones in the attics. There were none at all in the whole wide world, and probably no shops or attics either. In those good old times, when all feet were bare, a man could step on his neighbor's toes without bringing on spasms of agony, for bunions and corns were unknown.

Finally, somebody—whether man or woman, nobody knows—made a pair of shoes. Not of calf skins, with high heels, foxed toes, and polished uppers, but flat, rough foot-mats of woven reeds. These, when tied on with leather thongs, kept the feet from the burning sands.

More and more people wore these queer "foot mats" until there were hundreds, and thousands and hundreds of thousands of pairs in use. For everyday use they were light and strong. Some were gaily colored and bound with fancy thongs; and those of the soldiers were iron bound, with strong nails in the heels, and often whole soles of copper. In the days when all the shoes were new and before people had begun to pinch their feet, they were used for queer purposes. If a man purchased a piece of land, he threw a shoe over it as a sign of ownership; if he entered a house, he removed his shoes as a sign of respect.

There is an old story of a shoemaker of Rome, long years ago, who thought he must become a preacher. Taking his brother, he started out to tell the heathens of France and Britain about Christ. They were very poor, so they paid their way by making shoes. Very nice ones they made, and found plenty of custom. For a long time they followed these occupations, until at last, in savage Britain, they were martyred. And to this day, the 25th of October, the day upon which Crispin was killed, is called St. Crispin's day, and every shoemaker in the world is called a son of St. Crispin.

For hundreds and hundreds of years people have been wearing shoes of all kinds, of leather, wood and reeds; brass-bound, iron-bound, gold-bound; with wide, blunt toes, with narrow, pointed toes, a foot long; but the right shoe and the left shoe of each foot were exactly the same in shape. About the year 1800, a man invented "rights and lefts," which was a step in the right direction. Eighteen years later a man named Joseph Walker invented the shoe peg. Before this, all the shoes had been sewn by hand, a long, slow process; but now they were pegged on a machine.

Inventors now began to construct all kinds of curious machines for making shoes. Great buildings were erected, machinery put in, and thousands of pairs turned out every day, millions every year. If one had sharp enough ears, and could listen and hear the clatter of the millions of wooden shoes in China, Japan, France and Holland, the softer thud of the leather shoes in our own country, and in other parts of Europe, the click of the sandals in the sleepy lands of the East, the swish of the snow shoe over the Canadian snow crust, or the ring of the four-foot shoe of the Jemtidland winter hunter, what would these sounds tell? Would the footfalls say to the listener, "These busy feet are all bound on errands of mercy; over the hill, through the valley, in steep and dangerous places, these shoes do not slip or falter, or tarry to do wrong; they belong to earth's warriors, who are shod with the preparation of the gospel of peace?" Would this be the answer of them all? Alas, no! In the broad way are many, many feet, hurrying on to death. Clogged and heavy, weary with sin, they stumble on, blind, reckless, lost.

Little shoes, strong, willing, eager to do right, beware of the first step out of the narrow way. There are mountains to climb, deserts to cross, rivers to ford; but little shoes, little feet, if you listen

to the gentle voice that said "Follow Me," you may avoid every danger and get out of every difficulty, and at last find rest, and peace and joy that will never pass away.

He Was Too Honest.

The Hudson Enterprise says that one of the business men of that town was a good deal taken back the other day to see a man walk into his store and, throwing down a \$10 bill, exclaim: "Two years ago I came into your store and stole a pair of shoes; it has haunted me ever since, and I now ask you to take your pay for them." The merchant looked upon him pityingly and made the desired change. About an hour later he was looking for that conscience-stricken man with a club, to invite him to return the change for that finely executed \$10 bill.

Tempting Viands.

Hungry Guest—What have you got good to eat?
New Waiter—We have some fine fried fish.
Guest—Is it ready?
Waiter—Oh, yes; it was cooked day before yesterday.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun.	45
No. 1	48
No. 2	70
Tubular	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.	
No. 0 Sun.	1.90
No. 1	2.00
No. 2	3.00
First quality.	
No. 0 Sun, crimp top.	2.15
No. 1	2.25
No. 2	3.25
Second quality.	
No. 0 Sun, crimp top.	2.25
No. 1	2.30
No. 2	3.30
Pearl top.	
No. 1 Sun, wrapped and labeled.	3.70
No. 2	4.70
No. 2 Hinge.	4.70
La Bastie.	
No. 1 Sun, plain bulb, per doz.	1.25
No. 2	1.50
No. 1 crimp, per doz.	1.40
No. 2	1.60
STONEWARE.—AKRON.	
Butter Crocks, per gal.	66 1/2
Jugs, 1/2 gal., per doz.	65
" 1/2 " " " " " "	90
" 2 " " " " " "	1.80
Milk Pans, 1/2 gal., per doz. (glazed)	60
" 1 " " " " " "	75
FRUIT JARS.—Per doz.	
Mason's, pints.	\$ 9.50
" quarts.	10.00
" 1/2-gallon.	13.00
Lightning, quarts.	12.00
" 1/2-gallon.	16.00

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TIME TABLES. Grand Rapids & Indiana. In effect Nov. 17, 1889. TRAINS GOING NORTH.

Traverse City & Mackinac.	Arrive.	Leave.
Traverse City Express.	7:10 a.m.	11:30 a.m.
Traverse City & Mackinac.	8:15 p.m.	4:10 p.m.
From Mackinac to Traverse City.	10:40 p.m.	6:00 p.m.
From Cadillac.	9:50 a.m.	

GOING SOUTH.

Cincinnati Express. <td>7:15 a.m.</td> <td></td>	7:15 a.m.	
Fort Wayne Express.	11:45 a.m.	12:50 p.m.
Cincinnati Express.	5:30 p.m.	
From Mackinac to Traverse City.	10:40 p.m.	6:00 p.m.
From Cadillac.	9:50 a.m.	

Train leaving for Cincinnati at 6 p. m. and arriving from Cincinnati at 2:30 p. m., runs daily. Sundays included. Other trains daily except Sunday. Through and Parlor Car Service. Night—7:30 a. m. and 4:10 p. m. trains have sleeping and parlor cars for Mackinac City. South—7:15 a. m. train has chair car and 6 p. m. train Pullman sleeping car for Cincinnati.

Muskegon, Grand Rapids & Indiana.

In effect Nov. 10, 1889.

Leave.	Arrive.
1:00 a. m.	10:10 a. m.
11:10 a. m.	3:45 p. m.
1:40 p. m.	8:45 p. m.
Leaving time at Bridge street depot 7 minutes later. Through tickets and full information can be had by calling upon A. Alquist, ticket agent at depot, or Geo. W. Munson, Union Ticket Agent, 67 Monroe St., Grand Rapids, Mich.	

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

Detroit, Grand Haven & Milwaukee.

GOING WEST.

from Cincinnati at 9:20 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—7:15 a. m. train has chair car and 6 p. m. train Pullman sleeping car for Cincinnati.

Muskegon, Grand Rapids & Indiana.

GOING EAST.

Detroit Express.	6:50 a. m.
Through Mail.	10:10 a. m.
Morning Express.	3:45 p. m.
Night Express.	10:30 p. m.

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

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

Through railroad tickets and ocean steamship tickets sleeping car being secured at D. G. H. & M.'s offices, 25 Monroe St., and at the depot.

Jno. W. Lord, Traffic Manager, Detroit.

Toledo, Ann Arbor & Northern.

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

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

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	6 25 00
Black Ash, log-run	14 00/16 00
Cherry, log-run	25 00/40 00
Cherry, Nos. 1 and 2	80 00/85 00
Cherry, cull.	6 12 00
Maple, log-run	12 00/13 00
Maple, soft, log-run	11 00/13 00
Maple, Nos. 1 and 2	6 25 00
Maple, clear, flooring	6 25 00
Maple, white, selected	6 25 00
Red Oak, log-run	30 00/32 00
Red Oak, Nos. 1 and 2	36 00/38 00
Red Oak, 1/4 sawed, 6 inch and up w'd	38 00/40 00
Red Oak, 1/4 sawed, regular	30 00/32 00
Red Oak, No. 1, step plank	6 25 00
Walnut, log-run	6 55 00
Walnut, Nos. 1 and 2	6 75 00
Walnuts, cull	6 25 00
Grey Elm, log-run	12 00/13 05
White Ash, log-run	14 00/16 00
White Oak, log-run	17 00/18 00
White Oak, 1/4 sawed, Nos. 1 and 2	42 00/45 00

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Our Leader Fine Cut,
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Our Leader Saleratus,
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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.

The Michigan Tradesman

WEDNESDAY, DECEMBER 11, 1889.

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

DEBTOR—CONVERSION—GARNISHMENT.

Where a debtor transfers his mortgaged personal property to another, who converts the same, he is answerable in garnishee proceedings to the debtor's creditors for the value of the property in excess of the liens, according to the decision of the Supreme Court of Indiana, in the case of Joseph vs. The People's Savings Bank.

NEGLIGENCE—TELEGRAPH WIRES.

The fact that a city ordinance prohibits the use of neutral ground in a street to vehicles does not justify the erection of wires by a telephone and telegraph company along such neutral ground so low as to endanger the occupants of vehicles, and a company so erecting wires thereon is guilty of negligence, according to the decision of the Supreme Court of Louisiana.

NEGLIGENCE—EXTREME HEAT—FIRE.

Where a porcelain factory in the city of New Orleans took fire while the kiln was left unattended and unguarded from the time the feeding of the fires had ceased, when the heat was at a very high degree, until the kiln cooled—a process requiring from twelve to fifteen hours—and set fire to an adjoining saw mill, the Supreme Court of Louisiana held that the owners of the porcelain factory were guilty of negligence.

INSURANCE—LOSS—RECOVERY—LIMITATION.

Where a policy of insurance against fire and wind storms provided that no action upon the policy should be sustained unless commenced within six months after the "loss or damage" should occur, and that the insurance company should have sixty days after the proofs of loss had been made in which to pay the loss, the Superior Court of Kentucky held that the time limited for the beginning of the suit did not begin to run until after the expiration of the sixty days.

BENEFIT LIFE INSURANCE DECISION.

Vice-Chancellor Van Fleet, of New Jersey, has rendered a decision of some interest in the case of Britton vs. The Royal Arcanum. This case was brought to compel the payment of a \$3,000 membership certificate to the mother of a deceased member. When the latter joined the society, he assigned his certificate to one Brennan, to secure a debt, the latter being described as a cousin, though in fact unrelated, and the mother not being mentioned in the member's application. The Vice-Chancellor decided that the money must be paid to the mother of the deceased, holding that the object for which the society was incorporated was to accumulate a fund to be paid to the dependent relatives of deceased members.

The Condition of Trade.

From the New York Shipping List.

The fall season having passed, the volume of home trade naturally shows a gradual diminution, though it is still above the usual average at this period, despite the influence of a close money market, which is likely to continue until after the holidays. The currency requirements of the West and South for crop movement and trade purposes have been largely met, but the reflux movement has not yet fairly commenced. True, the local bank statement for the past week is more favorable, but the reserve limit is still some ten millions less than it was a year ago. We are nearing the end of the year, when large amounts of money will be needed by corporate companies for dividend and interest payments, so that the banks are naturally disposed to husband their resources. The rates for money have seldom in recent years remained so long at such a high level, and present indications do not warrant the expectation of any material decline until after the requirements incident to the annual settlements have been met. Meanwhile, most of the more prominent industries of the country are in a healthful condition, whilst general trade has seldom been on a better basis.

The flourishing condition of the iron industry is emphasized by the starting up of a number of new stacks in Pennsylvania and Alabama, and most of the furnaces that have been idle during the summer and autumn have been put in blast. Contingent industries are also doing an increased business. The cotton manufacturing industries have done so well that new mills are being erected and many old ones improved, both in the North and South. The export trade continues in the main active. Complete statistics of the export trade of the whole country show that only once in its history has the value of products sent abroad in October (\$97,669,417) been exceeded. That was in the month of December, 1880. Our imports, it is true, are also large, amounting in October to \$68,127,520; but the increase in imports is decidedly less than that of our exports, so that the balance of foreign trade is greatly in our favor, the excess of exports over imports for that month having been more than \$29,000,000, which is the largest excess on record. This renders an outflow of gold from this country very improbable, and in the present condition of the money market is a very encouraging feature. We have been hampered in some respects, prices for a number of our articles being on a high basis, but the improvement in the business situation abroad has been felt in an increased demand for a number of our products, which demand we are, fortunately, in a position to satisfy.

He Had Studied It.

Old Gentleman—Oh, young man, you do not know the power of rum. It is an evil, destroying element. You have never studied it in all its phases, have you?

Young Man—No, sir; but I've studied it in some faces, and, as you say, sir, it is a destroying element.

PATRONS OF INDUSTRY.

(CONTINUED FROM THIRD PAGE.)

The fourth session was occupied by the election of two delegates to the "national" convention, when a committee was appointed to confer with the "grand officers"—the mercenary trio—for the purpose of ascertaining whether such delegates would be permitted to serve.

The fifth session ordered the *Patron's Guide* sent to every local member in the State; decided to make the "state" association permanent and hold the next convention in Flint the last Wednesday in February of next year. Amendments to the constitution were referred to the "national" association, and the following officers were elected:

President—F. S. Porter, North Branch. Vice-President—A. F. Partridge, Flushing.

Secretary—Peter Scott, Romeo. Treasurer—J. J. England, Caro.

Sentinel—H. A. Daniels, Elva. The sixth session invited "Grand President" Vertican to "exemplify the secret work" at the following session and appointed county delegates to the "national" convention.

At the last session a special committee on inventory reported that the association had property in fixtures and supplies to the amount of \$198.19. Every one was given a vote of thanks and the farce was at an end.

Such, in short, were the proceedings of the first "state" convention of the Patrons of Industry. Much of the proceedings was mere child's play, the entire seven sessions comprising much less effective work than would be accomplished by a convention of business men within the space of a single session.

IV.—THE NATIONAL CONVENTION.

About two years ago, twenty-seven men assembled at Washington, voted to call themselves the "National Pure Food Association," and proceeded to instruct Congress what sort of a measure the sixty millions of people of this country needed to protect themselves from being imposed upon by the manufacturers and vendors of sophisticated food and drink. The proposed law endorsed by that convention is covered so deeply with dust that it is doubtful whether any of the framers of the measure could put their hands on a copy of the document. Both the convention and its work have long since passed into obscurity and forgetfulness.

So it will be with another so-called "National" convention, held at Port Huron on May 1, 2 and 3, 1889, and attended by thirty-three persons. The original constitution of the Patrons of Industry, which was prepared in Krause's house by Vertican, Krause and Wadsworth, contained the following provision:

"The national convention shall meet on the first Wednesday in May, 1892, and every four years thereafter, on the same date."

In placing the date of the first convention so far in the future, the conspirators imagined that they would be able to line their pockets with the contributions of the farmers, before being compelled to render an accounting; but the victims of the conspiracy were not so green as the trio supposed them to be. They argued that the hand which made could also unmake—that if three men could make a constitution, thirty men could unmake it and make it over again. Acting under this belief, the lay members of the order demanded a "National" convention, to the end that such revisions in the constitution be made as to curtail the perquisites of the three men who had up to that time received all the "benefits" which had resulted from the inauguration of the order.

The convention convened on the morning of May 1, but immediately adjourned until afternoon, when the following resolution was adopted:

"The National convention shall be composed of the officers of the Grand Association, with the Grand Auditing Committee, together with two delegates from the state and two delegates from each county, the said delegates having been elected by the state convention."

Under this rule the following would be entitled to seats in the convention:

Officers of Grand Association—F. S. Porter, North Branch; A. F. Partridge, Flushing; Peter Scott, Romeo; Joseph J. England, Caro; H. A. Daniels, Elva.

Grand Auditing Committee—H. B. Gillard, Redman; Louis Baker, Lexington; M. D. York, Millington.

Delegates at Large—H. M. Buchanan, Lapeer; John Chalmers, Sparta. County Delegates—Lapeer, Carlton Peck, James P. Smith; Calhoun, F. A. Stark, M. A. Lamb; Huron, Henry B. Gillard, John Hunt; Tuscola, Robert Smith, M. H. Smith; St. Clair, David Quail, Wm. Mason; Genesee, B. F. Long, A. W. Whipple; Sanilac, John Nicholson, John Mitchell; Isabella and Gratiot, A. Townsend; Oakland, G. W. Scott; Eaton, Clinton Hockenberry, C. H. Whittum; Livingston, Chas. Abbott, Chas. Whited; Kent, Charles J. Rice; Lenawee, B. E. Niles, Howard Dowell; Newaygo, Wm. R. Wolfe; Macomb, Peter Scott.

Not all the above were present at the sessions of the convention, but the Supreme President and Vice-President, Supreme Secretary and Deputy and Supreme Treasurer were on hand at all times, so that at one session there were as many as thirty-three men who answered to the roll-call of the first "National" convention!

The sessions of the second day of the convention were given up wholly to amendments to the constitution, leaving it in the revised form published in a recent issue of *THE TRADESMAN*. During the last day's session, the report that Secretary Wadsworth was a defaulter was denied; each delegate was voted three cents per mile mileage and \$3 per diem; it was voted to hold the next convention in Lansing the third Wednesday in March, 1891, and the following officers were elected:

Supreme President—F. W. Vertican. Supreme Vice-President—John Andrews.

Supreme Secretary—I. R. Wadsworth. Supreme Treasurer—F. H. Krause.

Supreme Trustees—H. B. Gillard, B. E. Niles, C. H. Whittum.

Taken as a whole, the convention was chiefly remarkable for what it failed to

accomplish, as the amount of work actually effected was next to nothing.

V.—THE CONTRACT AGREEMENT.

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

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

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

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

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

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

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

"And it is further agreed by and between the parties that this contract shall be and remain in force for — from this date, to be renewed if desired by the parties.

"Witness our hands and seals the — day of —, A. D. 18—."

[L. S.] [L. S.]

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

VI.—WEAKNESS OF THE PLAN.

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

The first condition is absolutely essential to the success of the movement, as the Patrons start out with the determination to pay cash for everything they buy, and only the better class of farmers are situated so they can pay cash the year round.

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

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

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

isn't so much difference been 55 per cent. and 10 per cent., but there is enough to show the Patron that when he thinks he can beat the merchant, at the merchant's own game, he is handling the gun at the wrong end.

Take another case in point: A certain well-to-do grocery house sends out a bundle of blank invoices with each bill of goods sent to P. of I. dealers, thus enabling the dealer to figure the "cost price" anywhere he wants to. A farmer recently entered a P. of I. store in a neighboring town and informed the merchant that he would buy five pounds of tea, if he could be assured that he got it at 10 per cent. above cost. The merchant offered to deliver on that basis, and the farmer picked out a variety which he thought would suit the "old woman." The merchant went behind his desk and billed himself a chest of tea at 50 cents a pound and the farmer was not shrewd enough to notice that the ink was still green when the bill was shown him. He paid 55 cents a pound and went out as happy as a basket of chips, telling everybody what a snap the P. of I. is, and what an advantage he gained through being a member of the organization. That tea cost the merchant 22 cents and his regular price was only 30 cents a pound!

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

VII.—FALLACY OF REASONING.

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

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

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

California Raisins.

California is beginning to outstrip Spain in the production of raisins. Consul Marston, of Malaga, indeed, makes the significant statement that the Spanish vine-dressers who have suffered of late years from the phylloxera have replaced vines that have been destroyed by American stock. In 1882 the crop of raisins produced in Malaga reached 1,900,000 boxes, of which there were shipped to the United States nearly 1,000,000 boxes. Since that time shipments to the United States have been gradually but steadily decreasing. In 1888, when the total production amounted to about 700,000 boxes, only 112,000 were exported to this country. Mr. Marston adds that many Spaniards predict that the vintage of 1889 will reduce still further the purchases made for exportation to the United States, and that in a few years Malaga raisins will be replaced even for consumption in Spain by those produced in California.

A Girl on a Step Ladder.

A New York retail shoe establishment makes a point of having a particularly neat girl on a step-ladder in the window. She is kept there arranging and rearranging the exhibits, and shopping ladies do not fail to see that her unusually small and shapely feet are shod in the newest and nicest shoes. The very latest novelties in gaiters and slippers are displayed by means of her, and in an artful manner that has all the appearance of artlessness.

His Tailor.

"Will you trust me, Fanny?" he cried. "With all my heart, with all my soul, with all myself, Augustus," she whispered, nestling on his manly bosom. "Would to heaven that you were my tailor," he murmured to himself, and took her tenderly in his arms.

TRICKS OF COUNTERFEITERS.

How Some People Pass Bogus Money on Themselves.

Several merchants sat chatting around a table at the Peninsular Club the other night and their conversation drifted upon counterfeit money and the methods, new and old, which those who "shove the queer," as the rogues say, have of imposing upon their victims.

"I must tell you what happened to me not long ago," said one. "A drunken man came tottering along the sidewalk and fell heavily against one of our smaller plate glass windows. The clerks rushed out and grabbed him and the shock seemed to sober him somewhat. He was inclined to be impertinent, however, and said we'd better send for a policeman, as he'd like nothing better than a term in jail, now that cold weather was coming on. I said I did not care a rap what became of him, what I wanted was pay for my broken glass. He declared he had not a cent in the world, at the same time turning his trousers pockets inside out to show how empty they were. I noticed that he buttoned up his coat, however, in a suspicious manner and something about him gave me the impression that he was lying.

"What have you got in your waistcoat pockets," I said, 'turn them out, too.'

"I hadn't got no money, I tell you," he replied, angrily, as he tried to jerk away from the two clerks who were holding him. 'Send for a cop, I say,' he added, 'that's all you've a right to do. You hadn't got no right to search my pockets and take my money; besides, I hadn't got none.'

"By this time I felt sure he had some, and, as having him locked up for disorderly conduct was not going to do me any good and was evidently just the thing he wanted, I resolved to disappoint him. So I began to go through his waistcoat pockets, and in a little one inside, in the lining, what should I find but an old \$20 bill. The tramp set up a howl of rage and imprecation when I took the bill and gave him back eight big silver dollars, but we fired him out of the shop and he disappeared down the street.

"When my book-keeper took that bill with the rest of the day's receipts over to the bank that afternoon, it was promptly returned to him as a dangerous counterfeit. Imagine my disgust and how my clerks grinned. And I don't even believe I could prosecute the rascal, for he certainly made no attempt to pass the money on me. In fact, I passed it on myself."

"Well, that is a pretty good joke on you, old man, said another of the party, 'and I never heard of that particular trick before, though it somewhat resembles one that is played now and again on merchants who are suspected of being dishonest. I saw it done myself, once, in a store where I was calling to sell goods, in the days when I was a drummer. A drunken man came along, as in your case, between daylight and dark, just before the lamps, kerosene in those days, were lighted. He bought some tobacco and then began a slow and lumbering search through his pockets for change. From one he pulled out a crumpled bill, looked at it awhile, and then continued the search for so long that the merchant became impatient.

"Give me the bill, then," said he, testily. 'I'll change it for you.'

"Sh'my lash two-dollar," hiccupped the inebriate, 'and don't want shanger.' 'All right,' snapped the merchant, as he grabbed the parcel of tobacco from the man's feeble grasp, and threw it back into a drawer with a bang, 'when you find your change let me know and I'll give you the parcel, I can't wait all day on you.'

"Now, don't get 'excited, ol' fel,' said the man, 'take the bill. Sh'my lash two-dollar, but take it,' and he threw down on the counter a bill that you could see plainly, even in the dim light of the store, was a 'V.' The crafty merchant saw the mistake in a jiffy and looked at me sharply out of the corner of his eye. I thought it was none of my business, anyway, and pretended not to have noticed anything. So old skinflint swept the bill into his drawer, made change for two dollars, and got his bibulous customer out of the store as quickly as possible.

"The next time he went to the cash drawer, after the lamps were lighted, how he did swear. He was so mad he forgot his own duplicity and gave himself away. The bill was a 'V,' to be sure, but so bad a counterfeit that if he had taken time to examine it, and had not been in such a hurry to get it out of sight, he would have spotted it in an instant."

Valuable Liquid Glue.

Liquid glue, possessing great resisting power and particularly recommended for wood and iron, is prepared as follows: Clear gelatine, 100 parts; cabinet-makers' glue, 100 parts; alcohol, 25 parts; alum, 2 parts; the whole mixed with 200 parts of 20 per cent. acetic acid and heated on a water bath six hours. An ordinary liquid glue, also well adapted for wood and iron, is made by boiling together for several hours 100 parts glue, 250 parts water and 16 parts of nitric acid.

MOSELEY BROS.,

—WHOLESALE—

Fruits, Seeds, Oysters and 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.

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.

Michigan Fire and Marine Insurance Co.

ORGANIZED 1881.

CASH CAPITAL \$400,000.

CASH ASSETS OVER \$700,000.

LOSSES PAID \$500,000.

D. Whitney, Jr., President.

Eugene Harbeck, Sec'y.

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

Fair Contracts, Equitable Rates, Prompt Settlements,

Insure in "The Michigan."

Lemon & Peters,

WHOLESALE GROCERS.

SOLE AGENTS FOR

Lautz Bros. & Co.'s Soaps,

Niagara Starch,

Amboy Cheese.

GRAND RAPIDS.

Good-Bye to the Pass Book

Adopt the

Tradesman Credit Coupon Book,

And you will find the saving of time to be so great that you will never permit the use of another pass book in your establishment.

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

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

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

E. A. STOWE & BRO.,

Grand Rapids.

Drugs & Medicines.

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

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

Grand Rapids Pharmaceutical Society.
President, J. W. Hayward, Secretary, Frank H. Escott.

Grand Rapids Drug Clerks' Association.
President, F. D. Kipp; Secretary, Albert Brown.

Detroit Pharmaceutical Society.
President, J. W. Allen; Secretary, W. F. Jackman.

Muskegon Drug Clerks' Association.
President, C. S. Koon; Secretary, J. W. Hoyt.

THE PHARMACY LAW.

Is It Properly Enforced?—The Pattison Case.

The article in THE TRADESMAN of last week, calling attention to a violation of the pharmacy law, at Millbrook, appears to have caused considerable comment among the trade, if the subjoined communications are any criterion. Secretary Vernon's rejoinder was as follows:

DETROIT, Dec. 5, 1899.
E. A. Stowe, Grand Rapids:
DEAR SIR—Yours, enclosing printed clipping in relation to violation of the law by Dr. Pattison, of Millbrook, at hand. The same will receive immediate attention. While I regret the publicity you have seen fit to give the matter, thereby making it much harder to procure the necessary evidence upon which to secure a conviction, I thank you for the information on behalf of the Board.

Respectfully,
JAMES VERNON, Sec'y.

OPINION OF ATTORNEY KINNANE.
J. H. Kinnane, of Kalamazoo, who is the legal counselor and prosecutor of the Board, was in the city last Wednesday, and was seen by a reporter of THE TRADESMAN.

"Yes, I have seen the Pattison article in THE TRADESMAN," said Mr. Kinnane, "and the statements therein contained are correct, so far as my knowledge of the case goes. I went to Millbrook a few months ago to secure evidence against the old gentleman, but he evidently had been apprised of my coming, as he declined to sell me any articles which would place him under the ban of the law. I thought then—and do yet—that he is running an illegal liquor business under the guise of a drug store, but he has no authority to do either."

"How successful have you been in prosecuting cases of this kind?" asked the reporter.

"Remarkably so, considering the difficulties I have had to contend with. We have had about forty prosecutions, and in only three cases have we failed to convict. When you consider the obstacles we have to overcome in cases of this kind—the difficulty of securing evidence necessary to convict, and the apathy of the prosecuting attorneys—apathy frequently approaching opposition—I think I am warranted in declaring our record of convictions a remarkable one."

"What will be your policy in regard to future prosecutions? Do you propose to investigate every violation brought to your attention?"

"I am glad you ask that question, for it enables me to establish my status in this matter. I am a creature of the Board, acting only on orders from the Board, and have no discretionary powers in the premises. I do as I am directed and aim to do it well. I institute no suits until so directed by the Board, and then only after a personal investigation for the purpose of securing evidence necessary to convict."

"You do not know, then, whether the policy of the Board will be more aggressive in the future than in the past?"

"That is a question I am not authorized to answer, as it concerns the Board, for which I do not wish to speak."

INTERVIEW WITH A TRAVELER.

"I see you take the Board of Pharmacy to task for failing to enforce the law in regard to registration," said a Chicago drug salesman, who made THE TRADESMAN a call one day last week.

"Yes, the Board appeared to have overlooked a violation of the law in the Millbrook case," replied the office man of THE TRADESMAN.

"In one case!" exclaimed the salesman, "why, I can cite a hundred cases where the law is not enforced. I saw your article on the Pattison case Tuesday evening, and since that time—four days—I have run across twenty-four clear violations of the law—either cases where the proprietor is not himself registered and has only an assistant pharmacist in the store, or where the store is left in charge of a person who never attended an examination of the Board and has no intention of doing so, until compelled to."

I was talking with a couple of drug salesmen down at Kalamazoo, a few days ago, and we agreed that from one-third to one-half of the men who are selling drugs within the line drawn by the law are not entitled to do so—that a strict enforcement of the statute would add fully 2,000 names to the list of registered and assistant pharmacists."

"How is the trade disposed to view the law?"

"Those who have taken the trouble to comply with its provisions are dissatisfied, because they feel it to be a manifest injustice to compel one class of men to register and permit another class to go unregistered. Those who are practicing pharmacy without the requisite authority are uneasy, because they realize that they are liable to prosecution at any time. Either the law ought to be enforced or be repealed. In its present condition it is an incubus on the trade and a disgrace to the State."

OPINION OF A REPRESENTATIVE DRUGGIST.

BIG RAPIDS, Dec. 9, 1899.

DEAR SIR—Your article in relation to the violation of the pharmacy law at Millbrook—a violation of long standing, to my personal knowledge—meets with the general approval of the drug trade of this city, and is favorably considered by several druggists from other towns in this vicinity, whom I have met during the week.

I have never wavered in the belief that the law is a good one, but the way it is enforced leads me to think that it is more of an injury to the trade than a benefit, as those who live up to the law are at a disadvantage, as compared with those who do not observe its provisions. I am a registered pharmacist myself and keep a registered pharmacy in my employ. One or the other of us is always in the store during business hours. One of my competitors is regularly registered, but employs a registered assistant, and the latter puts up more prescriptions—in the employer's absence—than the employer does during the rest of the day. You can readily see that I am at a disadvantage, as compared with my competitor, as he is getting the same work for \$40 per month that costs me \$75. I have made several complaints to the Board of Pharmacy, but have never had the satisfaction even of receiving an acknowledgment of my letters.

While I dislike to see you agitate the matter, in the way your initial article indicates, you propose to do, I cannot help feeling that it will result in good to all concerned—to the Board, by securing a more rigid enforcement of the law, and to the trade at large, by stimulating a more wholesome respect for its provisions. Therefore, I say, go on exposing those who daily violate the law, and if the Board continues to turn a deaf ear to complaints from those who live up to the letter of the statute and are subjected to loss from the competition of those who do not—why, we'll band together and secure the repeal of the law.

Yours truly,
REGISTERED PHARMACIST.

ECHO FROM OLD LENAWEE.

ADRIAN, Dec. 7, 1899.

E. A. Stowe, Grand Rapids:

DEAR SIR—Glad to see you stir up the Board of Pharmacy for neglect of duty. When the Board's lawyer has made mince meat of the Pattisons, ask him to take a run through Lenawee county and we will point out a dozen violations of the law within as many miles of the county seat.

Respectfully,

Chinese Apothecaries.

Dr. Yvans gives an interesting description of the apothecaries in China. The rooms of his house, he says, include the shop in the basement fronting on the street, a storeroom in the rear, a gallery reached by a winding stairway, and a terrace in the open air. The rear store room also serves as a laboratory. The shop, as well as the gallery connected with it, is overstocked with all kinds of medicinal substances. Roots and herbs are dried on the terrace in broad sunlight. The door to the shop is high and wide, so that fresh air can easily enter.

The counters extend on both sides of the room and are united at right angles at the rear end. This arrangement at the same time removes the manipulations of the assistants from the gaze of the public, chairs being placed in the open space of the shop for the convenience of the latter. The walls are ornamented with signs and maxims bearing on the art of healing. The wall immediately opposite the entrance receives the owner's particular attention in the line of ornamentation. Here porcelain jars are arranged in an orderly manner, interspersed with carefully labeled drawers, and the whole is crowned by an octagonal urn of zinc or some other bright metal, whilst above all an ornamental sign proclaims the name of the proprietor.

In one corner of the drug store is an altar, dedicated to the memory of his ancestors. Upon this altar are placed the favorite dishes of the deceased, and perfumed candles are here kept burning. The proprietor of the drug store is usually found sitting at the entrance of his shop, from where he supervises his business. All prescriptions are brought to him; he examines them, and then turns them over to his assistants. All consultations take place here also, and the prices are agreed upon. A few large granite and marble mortars, a few sieves and several fireproof crucibles represent about all the armamentarium of a Chinese laboratory. It is true, a few chemical substances are prepared by the native pharmacists, but without any knowledge of the principles involved.

The apothecary manifests the most scrupulous care in gathering and preparing plants and other products of nature; different properties are ascribed to the buds, flowers, roots and leaves of the same plant. These parts of a medicinal plant are to be gathered at different stages of their development, and so it follows that they are bought the year they are in preparing and preserving drugs is shown by the extraordinary fine preservation of the colors in dried flowers, buds and leaves. Another explanation of the great care exercised in this direction may be discovered in the fact that the Chinese ascribe different powers to medicines according to the manner in which they are applied. The physician, for example, prescribes powder, pills and solutions, not on the principle of their divisibility or solubility, but rather for the reason that he firmly

believes them to act in conformity with their external form.

The Chinese pharmacists are a very influential caste, to whom great respect is shown by the people. Their dress is similar to that of the well-to-do tradesman, including a large robe and a large conical straw hat, which in summer is covered with horse hair, and in winter with velvet. As they are well aware that their exterior should be in harmony with the supposed wisdom that dwells within them, they affect a stoical exclusiveness, make use of sententious utterances and do not disdain to have recourse to all sorts of artistic legerdemain to impress the laity with their intellectual superiority.

The Drug Market.
Gum camphor has again advanced, and is very firm. Gum opium is higher. Morphine is unchanged. Quinine is steady. Balsam copabia is tending higher. Chloroform has advanced.

THE MOST RELIABLE FOOD
For Infants and Invalids.
Used everywhere, with unqualified success. Not a medicine, but a natural food, cooked, suited to the weakest stomach. Take no other food. Sold in cans, 10c and 25c and upward. Write for sample. WOODBURN & CO. on every label.

Wholesale Price Current.

Advanced—Gum Camphor, Gum Opium, Chloroform.

ACIDUM.			
Aceticum.....	80¢ 10		
Benzolcum German.	80¢ 10		
Boricale.....	30		
Carbolicum.....	40¢ 45		
Citricum.....	50¢ 5		
Hydrochloric.....	30¢ 5		
Nitricum.....	10¢ 12		
Oxalicum.....	15¢ 20		
Phosphoric dil.	140¢ 90		
Salicylicum.....	140¢ 90		
Sulphuricum.....	140¢ 90		
Tannicum.....	140¢ 90		
Tartaric.....	40¢ 45		

AMMONIA.			
Aqua, 18 deg.....	30¢ 5		
" 18 deg.....	40¢ 5		
Carbonas.....	12¢ 14		
Chloridum.....	12¢ 14		

ANILINE.			
Black.....	2 00¢ 25		
Brown.....	80¢ 10		
Red.....	40¢ 50		
Yellow.....	2 00¢ 30		

BACCAR.			
Cubebae (No. 1).....	1 50¢ 20		
" (No. 2).....	80¢ 10		
Xanthoxylum.....	25¢ 30		

BALSAMUM.			
Capibala.....	65¢ 70		
Peru.....	45¢ 50		
Tolutan.....	45¢ 50		

CORTEX.			
Abies, Canadian.....	18		
Cassia.....	11		
Cinchona Flava.....	11		
Eucyonimus atropurp.....	30		
Guaiacum.....	20		
Prunus Virgin.....	12		
Sassafras.....	12		
Ulmus (Ground).....	10		

EXTRACTUM.			
Glycyrrhiza Glabra.....	24¢ 25		
" (No. 2).....	30¢ 30		
Haematost. 15 lb. box.....	11¢ 12		
" 18.....	13¢ 14		
" 24.....	14¢ 15		
" 36.....	16¢ 17		

FERRUM.			
Carbonate Precip.....	15		
Citrate and Sol.....	23¢ 30		
Citrate Soluble.....	80		
Ferrocyanidum Sol.....	50		
Solut Chloride.....	14¢ 15		
Sulphate, com'l.....	7		
" pure.....	7		

FLORA.			
Arnica.....	14¢ 15		
Anthemism.....	30¢ 35		
Matricaria.....	30¢ 35		

FOLIA.			
Barosma.....	10¢ 12		
Cassia Acutifol.....	25¢ 28		
" Alk.....	25¢ 28		
Salvia officinalis, 1/2 lb.....	10¢ 12		
and 1/2 lb.....	10¢ 12		
Ura Ursi.....	10¢ 12		

GUMMI.			
Acacia, 1st picked.....	21¢ 20		
" 2d.....	21		
" 3d.....	21		
" sifted sorts.....	65		
Quilla, (No. 2).....	75¢ 80		
Aloe, Barb. (No. 60).....	50¢ 60		
" Cape, (No. 20).....	60		
Socotri, (No. 60).....	50		
Catechu, (No. 4).....	1		
Ammoniac.....	25¢ 30		
Assafetida, (No. 30).....	15		
Benzoatum.....	50¢ 55		
Camphora.....	45¢ 47		
Euphorbium po.....	35¢ 40		
Galbanum.....	80¢ 95		
Guaiacum, (No. 50).....	20		
Kino, (No. 20).....	60		
Mastic.....	61¢ 60		
Myrrh, (No. 45).....	60		
Shallac.....	25¢ 30		
" bleached.....	25¢ 30		
Tragacanth.....	35¢ 35		

HERBA.—In ounce packages.			
Absinthium.....	25		
Eupatorium.....	20		
Lobelia.....	25		
Majorana.....	23		
Meibomia.....	25		
Myrrh.....	25		
Rosmarinum.....	25		
Thymus, V.....	25		

MAGNESIA.			
Calcined, Pat.....	50¢ 60		
Carbonate, Pat.....	20¢ 25		
Carbonate, K. & M.....	20¢ 25		
Carbonate, Jennings.....	35¢ 36		

OLEUM.			
Absinthium.....	5 00¢ 50		
Amygdalae, Dule.....	45¢ 75		
Amygdalae, Amare.....	7 25¢ 50		
Anise.....	1 00¢ 20		
Aurant Cortex.....	62¢ 50		
Bergamot.....	2 80¢ 30		
Cajuput.....	80¢ 90		
Caryophylli.....	61¢ 50		
Chenopodii.....	61		
Cinnamon.....	1 35¢ 40		
Citronella.....	60¢ 75		
Conium Mac.....	35¢ 65		
Capibala.....	80¢ 10		
Cubebae.....	16 00¢ 15		
Exechthol.....	80¢ 90		
Erigeron.....	1 20¢ 30		
Gaultheria.....	2 20¢ 30		
Geranium, out.....	60		
Grass, Sen. gal.....	50¢ 75		
Hedeoma.....	2 00¢ 20		
Juniper.....	90¢ 20		
Lavendula.....	1 50¢ 80		
Limonis.....	2 10¢ 25		
Mentha Piper.....	2 10¢ 25		
Mentha Verid.....	2 10¢ 25		
Morhuale, gal.....	80¢ 10		
Myrica, ounce.....	60		
" 1/2 lb.....	1 00¢ 75		
Picus Liquida, (gal. 35).....	10¢ 12		
Ricini.....	1 24¢ 30		
Rosmarini.....	75¢ 10		
Santal.....	2 00¢ 20		
Sassafras.....	55¢ 60		
Sinapis, ess, ounce.....	60		
" 1/2 lb.....	60		
Tigli.....	40¢ 50		
Thyme.....	60		
Thymus.....	60		
Theobromas.....	15¢ 30		

POTASSIUM.			
Bi Carb.....	15¢ 18		
Bichromate.....	13¢ 14		
Bromide.....	37¢ 40		

SPERM.			
Anisum, (No. 30).....	10¢ 12		
Apium graveolens.....	40¢ 6		
Bird, is.....	80¢ 12		
Carul, (No. 18).....	80¢ 12		
Cardamom.....	10¢ 12		
Corlandrum.....	10¢ 12		
Cannabis Sativa.....	3 1/2¢ 4		
Cydonium.....	10¢ 12		
Chenopodium.....	10¢ 12		
Dipterix Odorata.....	1 75¢ 85		
Poenicium.....	60¢ 15		
Pyrethrum.....	60		
Linum.....	4 1/2¢ 4 1/2		
Linum, (No. 4).....	4 1/2¢ 4 1/2		
Lobelia.....	75¢ 80		
Lobelia, (No. 1).....	75¢ 80		
Parasaris Canadian.....	3 1/2¢ 4 1/2		
Rapa.....	60¢ 7		
Sinapis, Nigr.....	11¢ 12		

SPONGES.			
Florida sheeps' wool.....	2 25¢ 50		
Nassau sheeps' wool.....	2 00		
Carriage.....	1 10		
Velvet extra sheeps'.....	85		
Extra yellow.....	85		
Grass sheeps' wool car.....	75		
Hard for slate use.....	1 40		
Yellow Reef, for slate.....	1 40		

STRUPS.			
Acacia.....	50		
Zingiber.....	50		
Ipecac.....	50		
Ferri Iod.....	50		
Auranti Cortex.....	50		
Rhei Arom.....	50		
Similax Officialis.....	50		
Senega.....	50		
Sellae.....	50		
Tolutan.....	50		
Prunus virg.....	50		

TINCTURES.			
Aconitum Napellis.....	60		
" F.....	60		
Aloes.....	60		
Aloes and myrr.....	60		
Arnica.....	60		
Assafetida.....	60		
Atropine Belladonna.....	60		
Benzoin.....	60		
" Co.....	60		
Sanguinaria.....	60		
Sassafras.....	60		
Cantharides.....	75		
Capicum.....	50		
Cardamom.....	75		
" Co.....	75		
Castor.....	10		
Catechu.....	50		
Cinchona.....	50		
" Co.....	50		
Columba.....	50		
Conium.....	50		
Cubeba.....	50		
Digitalis.....	50		
Erget.....	50		
" Co.....	50		
Guaiac.....	60		
" ammon.....	60		
Zingiber.....	60		
Hocycamus.....	50		
Iodine.....	50		
Kino.....	50		
" Colorless.....	50		
Ferri Chloridum.....	35		
Aurant Cortex.....	50		
Lobelia.....	50		
Myrrh.....	50		
Nux Vomica.....	50		
Opil.....	50		
" Camphorated.....	50		
Deodor.....	2		
Aurant Cortex.....	50		
Quassia.....	50		
Rhatany.....	50		
Rhei.....	50		
Cassia Acutifol.....	50		
Serpentaria.....	50		
Stromonium.....	50		
Tolutan.....	50		
Valerian.....	50		
Veratrum Veride.....	50		

Tragacanth	30@ 75	Tolutan ...
HERBA—In ounce packages.		Prunus virg
Absinthium	25	T
Eupatorium	20	
	25	Aconitum

We carry a full line in stock and guarantee terms and prices as good as any house selling the line. Correspondence solicited.
12, 14 AND 16 PEARL ST., GRAND RAPIDS, MICH.