

# The Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, DECEMBER 18, 1889.

NO. 326.

**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 De-  
troit prices guaranteed.

**K. KNUDSON,**  
MERCHAND TAILOR  
And Dealer in  
**Gents' Furnishing Goods.**  
Fine stock of Woolen Suitings and Overcoat-  
ings, which I will make to order cheaper than any  
other house in the city. Perfect fitting guaranteed.  
20 West Bridge St., Grand Rapids.

**P & B** COUGH  
DROPS  
**Cook & Bergthold,**  
MANUFACTURERS OF

**SHOW CASES.**  
Prices Lower than those of  
any competitor. Write for cata-  
logue and prices.  
106 Kent St., - Grand Rapids, Mich.

**Magic Coffee Roaster.**  
The Best in the World.

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

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

**Eaton, Lyon & Co.,**  
JOBBER OF  
Albums, Dressing Cases, Books  
And a complete line of

**Fancy**  
**Holiday**  
**Goods.**

**EATON, LYON & CO.,**  
20 & 22 Monroe St., Grand Rapids.

**Wm. Brummeler**  
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 mat-  
ter sent with each order.

**Charlevoix Cigar M'g Co.,**  
CHARLEVOIX, MICH.

**Daniel G. Garnsey,**  
**EXPERT ACCOUNTANT**  
AND  
**Adjuster of Fire Losses.**  
Twenty Years Experience. References furnished  
24 Fountain St., Grand Rapids, Mich.

**Cherryman & Bowen,**  
**Undertakers and Embalmers,**  
IMMEDIATE ATTENTION GIVEN TO CALLS DAY OR NIGHT.  
Telephone 1000. 5 South Division St.  
GRAND RAPIDS.  
Lady assistant when desired.

**West Michigan BUSINESS UNIVERSITY**  
AND NORMAL SCHOOL.  
(Originally Lean's Business College—Established 8 y'rs.)  
A thoroughly equipped, permanently estab-  
lished and pleasantly located College. The class  
rooms have been especially designed in ac-  
cordance with the latest approved plans. The faculty  
is composed of the most competent and practical  
teachers. Students graduating from this insti-  
tution MUST be efficient and PRACTICAL. The  
best of references furnished upon application.  
Our Normal Department is in charge of experi-  
enced teachers of established reputation. Satis-  
factory 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. T. LEAN, Principal. A. E. YEREX, Sec'y and Treas.

**Learn Bookkeeping, Shorthand, Etc.,**  
AT THE  
**Grand Rapids Business College**  
Corner Ottawa and Pearl Streets.  
Send for Circular.

**Playing Cards**  
WE ARE HEADQUARTERS  
SEND FOR PRICE LIST.  
**Daniel Lynch,**  
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.

**GEO. MOEBS & CO.,**  
92 Woodward Ave.,  
DETROIT, MICH.

ALLEN DUFFEE, A. D. LEAVENWORTH.  
**Allen Duffee & Co.,**  
**FUNERAL DIRECTORS.**  
103 Ottawa St., Grand Rapids.

**EDMUND B. DIKEMAN**  
THE GREAT

**Watch Maker**  
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

**GEO. T. WARREN & CO.,** Flint, Mich.

**Barney Bros.,** Wholesale Dealers, CHICAGO.

**FOURTH NATIONAL BANK**  
Grand Rapids, Mich.

A. J. BOWNE, President.  
GEO. C. PIERCE, Vice President.  
H. W. NASH, Cashier.  
**CAPITAL, - - - \$300,000.**

Transacts a general banking business.  
Make a Specialty of Collections, Accounts  
and Country Merchants Solicited.

**BEACH'S**  
**New York Coffee Rooms.**  
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.**

**B**

**Apples,**  
**Potatoes,**  
**Onions.**

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

## IMPROVEMENT OF STREETS.

Relation of Good Streets to the Pros-  
perity of a City.\*

It has already my privilege to speak in  
your city, upon the benefit of good roads to  
an important branch of trade, the  
carriage industry; and the way in which  
the Carriage Builders' National Associa-  
tion has already taken hold of the ques-  
tion, shows the extent to which they are  
beginning to appreciate the importance  
of the subject.

But there is a higher and broader view  
to take of the whole matter, and we may  
well consider the importance of good  
roads to us as Americans, as men of  
whatever social or business interests, as  
property owners, and finally, as citizens  
of our respective localities.

I think that everyone is prepared to  
grant the value of good roads to the  
country at large, since it is quite natural  
to anyone to think of various things that  
benefit mankind in general, even though  
he may not take the pains to come down  
to the particular way in which they effect  
him personally.

The influence of good roads toward the  
development, and increase in value, of  
the agricultural regions, will hardly be  
questioned.

The advantages of improvements are not  
confined to the proprietors, or to those  
living immediately upon any road, but  
are shared by all who avail themselves  
of the increased facilities.

Agriculture is both directly and indi-  
rectly dependent, in a great degree, upon  
good roads for its success and rewards.  
Directly, as these roads carry the pro-  
duction of the fields to the market, and  
bring to them in return their bulky and  
weighty materials, at a cost of labor  
which grows less as the roads become  
better.

Indirectly, as the cities and towns  
whose dense population and manufactur-  
ing industry make them the best markets  
for farming produce, are enabled to grow  
and to extend themselves indefinitely, by  
roads alone, which supply the place of  
rivers; to the banks of which these great  
towns would otherwise be necessarily  
confined.

While, therefore, it might be an inex-  
haustible waste of money to construct a costly  
road to connect two small towns which  
had little intercourse, it is equally waste-  
ful, and is a much more frequent short-  
sightedness of economy, to leave unim-  
proved, and almost in a state of nature,  
the communications between a great  
city, and the interior region from which  
its daily sustenance is drawn, and into  
which its own manufactures and mer-  
chandise are conveyed.

When your community was a small  
one, you could not afford to construct  
expensive roads, but now that you have  
grown into a large and prosperous city  
you cannot neglect to make good high-  
ways, leading into the country in every  
direction, without serious loss to the  
prosperity of the city.

Suburban people go to the cities, and  
they go to those cities, and those mar-  
kets, that have the best roads leading to  
them.

The prosperity of any city depends  
largely upon the surrounding country, and  
the better the road facilities, the  
faster the country will grow in popula-  
tion, and the more business the city will  
have in supplying their wants.

Some of the advantages thus to be at-  
tained, have not long since been well  
summed up in a report of a Committee  
of the English House of Commons:

"By the improvement of our roads,  
every branch of our agricultural, com-  
mercial, and manufacturing industry  
would be materially benefited.

"Every article brought into market  
would be diminished in price; and the  
number of horses would be so much re-  
duced, that, by these and other retrench-  
ment, the expense of millions (pounds  
sterling) would be annually saved to the  
public.

"The expense of repairing roads, and  
the wear and tear of carriages and horses,  
would be essentially diminished; and  
thousands of acres, the produce of which  
is now wasted in feeding unnecessary  
horses, would be devoted to the produc-  
tion of food for man.

"In short, the public and private ad-  
vantages which would result from effect-  
ing that great object, the improvement  
of our highways and turnpikes, are in-  
calculable; though from their being  
spread over a wide surface, and available  
in various ways, such advantages will  
not be so apparent as those derived from  
other sources of improvement, of a more  
restricted and less general nature."

If the country is benefited, it will be  
of great interest to us to consider the  
effect upon the city, the market place for  
all the country's production, the center  
of trade, and the heart, as it were, of  
the great circulatory system about it, of  
which the roads are the arteries and  
veins, and the traffic and travel upon  
them the commercial life-blood, which  
must circulate through the center to re-  
ceive its proper direction and impetus  
for distribution.

Of this great system, the railroad, of  
course, is a mighty factor, and one which  
as a nation we have taken a great pride  
in, and to which we have devoted our  
best energies and resources, to the neg-  
lect of our roads and highways, the nat-  
ural feeders of the railway; but now that  
our railway mileage is nearly as great as  
the whole of the rest of the world, we  
can better afford to turn our national at-  
tention to the importance of the high-  
ways themselves.

And while it is always a matter of  
pride and pleasure to us to study our  
railway systems, and the completeness  
with which they are bringing every por-  
tion of our country into close commu-  
nion with one another, it is certainly of  
great importance to us as business men  
and citizens, and more to our purpose  
to-day, to study the growing needs of

putting our roads in such order as to  
enable them to fulfill their part, and their  
functions, the effect they can and do  
exert upon the commercial welfare of  
the respective localities they feed, upon  
your business and mine, our convenience  
and comfort, our health, and the value  
of our property; and we should not stop  
in this work until we have as good a  
system of highways, and city streets, all  
over our country, as we now have of rail-  
roads.

The object of good roads are rapidity,  
safety, and economy of carriage; they  
must, therefore, be so located, and so  
constructed, as to permit transportation  
from one place to another in the least  
possible time, with the least possible  
labor, and with the least possible ex-  
pense.

Now, while we cannot hope to reach,  
in this generation, at least, the high ideal  
of Milton's "broad and ample road, whose  
dust is gold and pavement stars," and,  
as a matter of fact, would probably find  
it an expensive structure, yet it is quite  
within the range of our possibilities to  
provide ourselves with highways of very  
much more practical value, and at less  
cost than the Miltonian plan would in-  
volve. This matter, expense, is one of  
the greatest importance to us as tax-  
payers—and right here we come upon  
probably the greatest stumbling-block that  
has put itself in the way of the attain-  
ment of our present aim—false ideas of  
economy always have, and undoubtedly,  
to some extent, always will, stand in  
the way of realizing that the best is the  
cheapest.

This is as true of roads as of anything  
else in the world, and it would be well  
indeed for us, if the whole American  
public could have the benefit of such a  
course of instruction in financial science,  
and political economy, as should enable  
them to appreciate that one dollar well  
spent, is many times more effective than  
one-half the amount injudiciously put  
out, in the hopeless effort to reach suffi-  
ciently good results, which may look as  
well for the time, no matter how soon it  
may have to be done over again.

It is always economy to spend enough  
to begin with to secure the best results,  
and it always costs less in the long run.  
A good road should cost more to build  
than a poor one, but it is often the case  
that a poor road costs as much as a good  
one would. But even when a good one  
is more expensive, it will be easier and  
cheaper to keep in good repair, and will  
last many years longer; while its advan-  
tages, and the saving to those who daily  
use it, will very much more than com-  
pensate them for the extra expense they  
have been put to in the building.

As an expert on the subject has put it:  
"It is plain that, if, by keeping roads  
in good order, four horses are enabled to  
do the work of five, or three of four (by  
no means an unreasonable supposition),  
the economy of horse labor, and wear  
and tear of vehicles and harness must be  
considerable, but economy in the actual  
cost of maintenance generally follows as  
well.

"Experience proves that a road with  
sufficient strength, good surface and  
thorough drainage, can be kept in first-  
rate order with a much smaller quantity  
of materials than an inferior, ill-kept  
road requires; and though a greater  
amount of manual labor may be neces-  
sary, a good road, on the whole, is gen-  
erally more cheaply maintained than a  
bad one, especially when there is any  
considerable amount of traffic.

"It is certain that a large proportion  
of the heavy expenditure upon roads  
might be used to much greater advan-  
tage, with more skill and system on the  
part of those concerned in their construc-  
tion and maintenance; and the indirect  
saving in the cost of traction, and wear and  
tear of vehicles and horses, which would  
result from better roads, would probably  
far exceed any direct saving in expendi-  
ture on the roads, considerable as the  
latter might be."

Mr. Edwin Chadwick, speaking on this  
subject at the Institution of Civil En-  
gineers, remarked:

"In the present condition of the coun-  
try, it is of vast importance to reduce  
the cost of transit to the uttermost, and  
the improvement of the rural roads, four  
horses could be enabled to do the  
work of five, the saving of the country  
in agricultural horses would not be less  
than seven millions a year.

"If the city traffic be taken into con-  
sideration, we believe the cost of transit  
to be saved by improvement in roads  
would not be less than from seventeen to  
twenty millions a year."

A correspondent of the Springfield  
Republican, writing from England, and  
drawing a comparison between the splen-  
did roads of that country and the aver-  
age American highway, very much to the  
disadvantage of the latter, has said:

"The point which I wish to impress  
upon my American reader is simply this:  
that the English horse, employed in the  
streets of a city, or on the roads of the  
country, does twice as much work as the  
American horse similarly employed in  
America. This is the patent, undeniable  
fact. No man can fail to see it who has  
his eyes about him. How does he do it?  
Why does he do it? These are the most  
important questions to an American.  
Is the English horse better than the  
American horse? Not at all. Is he  
overworked? I have seen no evidence  
that he is. I have seen but one lame  
horse in London. The simple explana-  
tion is, that the Englishman has invested  
in perfect and permanent roads what the  
American expends in perishable horses,  
that require to be fed.

"We are using to-day in the little  
town of Springfield just twice as many  
horses as would be necessary to do its  
business, if the roads all over the town  
were as good as Main street is from  
Ferry to Central. We are supporting  
hundreds of horses to drag loads through  
holes that ought to be filled, over sand  
that should be hardened, through mud  
that ought not to be permitted to exist.

"We have the misery of bad roads, and  
are actually, or practically, called upon  
to pay a premium for them. It would  
be undeniably cheaper to have good roads  
than poor ones. It is so here. A road  
well built is easily kept in repair.

"A mile of good macadamized road is  
more easily supported than a poor horse."  
Such, too, is the experience of all of  
us who have traveled much in the prin-  
cipal countries of Europe, and have seen  
the difference between their roads and  
ours.

Prof. Jenks says:  
"On Illinois roads a full load for a  
two-horse team can be carried for three  
months of the year, two-thirds of a load  
for three months, and half a load for six."  
"Every man who reads this can stop and  
think how much of the year any country  
road with which he is familiar, is hard  
enough to wheel over it the full load  
which two horses can pull over a smooth,  
hard roadway, on which the wheels cut  
no rut."

The average road is not as low as in  
Illinois, it will come near it. The Illi-  
nois roads cost \$15,346,000 in extra haul-  
ing, and reduce the value of farms at  
a distance from railway depots by  
\$160,000,000. If Illinois spent \$250,000,000  
on good roads, the total interest on this  
sum would still leave enough of the sum  
now spent on hauling to build a new  
State capitol every year, to say nothing  
of the nervous wear and tear, and the  
prismatic profanity induced by country  
roads when the frost is coming out.  
Good roads would save the State its State  
taxes every year, and the labor mis-  
directed and wasted on roads now, would  
go far toward making good highways."

Good roads are, then, unquestionably  
cheaper to maintain and to use than  
poor ones.

It is safe to say that a perfect road  
once laid down will cost far less to keep  
in repair from year to year, and at the  
end of twenty years will have required  
a far smaller total expenditure than a  
poorer road costing half as much and  
improperly made.

A properly built highway, constructed  
upon any one of the systems accepted as  
the best for their various purposes and  
locations, must necessarily be made with  
a solid and firm foundation, effectually  
separating the surface from the soil be-  
low.

It should be thoroughly drained, and  
provided with water courses at the side,  
and a hard and compact surface, as  
smooth as the nature of its composition  
will admit of, and free from mud, dust  
and loose stones.

To reach this degree of perfection, the  
best obtainable materials must be used.  
It requires good labor, ample time in  
construction, and, above all, the science  
and skill of a professional engineer,  
whose business is road-making. It is  
certain kinds of roads are accepted as  
the best under certain conditions. For  
the country, it is essential to make use  
of such material as nature furnishes for  
each locality, but more attention should  
be paid than generally is, to the first  
principles laid down by such road build-  
ers as Macadam and Telford; so far, cer-  
tainly, as they provide for thorough  
drainage, and for homogeneous, even  
surfaces, of the best materials within  
reach, and then for systematic care and  
repair.

In no case is the old adage more appro-  
priate. "A stitch in time saves nine,"  
than in the proper maintenance of roads.

Country roads need be no wider than  
is absolutely necessary for the accommo-  
dation of the traffic and travel that will  
come upon them. In many places a road  
wide enough for a single team is all that  
is necessary, with suitable turnouts, for  
it is unwise and expensive to attempt to  
maintain a country roadway wider than  
the requirements of the community de-  
mand. The sides can be grassed down,  
making the road more agreeable to the  
eye and a source of comfort in the greater  
freedom from dust.

For suburban roads, nothing can be  
better than what is known as the Maca-  
dam system, with firm and well-drained  
foundations, six or eight inches of good  
crushed stone, as near as possible to uni-  
form size, from one to two inches in  
diameter, very compactly pressed down  
by a steam roller, and with a thin crust  
of fine gravel on top.

For the best and highest fulfillment of  
the purposes of the city street, it is essen-  
tial that we should have, first, sufficiently  
ample breadth not only to more than  
accommodate all the traffic that may  
come upon it, but to afford a good amount  
of breathing space, with room for shade  
trees, as health is to be considered as well  
as convenience, and at the same time to  
contribute to the city an air of spacious  
comfort and dignified distances, which  
shall for all time remove from it the  
crowded appearance of too many of our  
cities and towns.

A broad and well-shaded street con-  
tributes more than some of us realize to  
the attractiveness and health of a city.  
What can be more beautiful than such  
avenues as Euclid in Cleveland, Wood-  
ward in Detroit, Delaware in Buffalo, in  
their best portions, the splendid and con-  
stantly improving streets of our national  
capital, and Commonwealth avenue and  
Beacon street in my own city; affording,  
as they do, a most appropriate setting  
for the finest results of the architect's  
skill, each example of which leads on to  
greater and better efforts in a spirit of  
rivalry, which is the healthiest growth of  
a city's vigorous prosperity and growth.

The width of a good street, is, how-  
ever, but a primary element in its make-  
up. Taking for granted that the first  
principles of civil engineering have been  
applied, to the extent of securing proper  
grades, we come to the feature of the  
most important interest to us, and the  
most neglected one, that of street sur-  
faces.

While the Macadam system is durable,  
and by all means the most comfortable  
and satisfactory, for its cost, for streets  
immediately outlying the city proper,

and for those used principally for pleas-  
ure driving, in the central business por-  
tions, where more active traffic is to be  
provided for, where commerce plants her  
heavy foot, and the wear and tear are  
considerable, there are no better or more  
appropriate pavements than granite  
block, or perhaps the best grades of fire  
brick, where the streets have the roughest  
usage, or are more liable to distur-  
bances by those dreaded nuisances, the  
street gangs of the water and sewer  
department. And between the suburbs  
and the business part of the city, where  
the traffic is the heaviest, asphalt pave-  
ment will be found to be very desirable  
and probably the best.

Time does not serve here to speak in  
detail of the respective advantages of  
these systems in the matter of cost, dura-  
bility of use and effect on business, on  
property values and on the health and  
comfort of the citizens, but it certainly  
is worth while to suggest that we should  
take the last points into consideration, to  
a far greater extent than is our usual  
custom.

In the matter of cleanliness and com-  
fortable use, the smoother the surface the  
better, and for your city I believe asphalt  
should be used wherever practicable. Its  
noiselessness is a desirable feature, and  
its more general use in our city streets  
will have a very beneficial effect on the  
nerves, and, in consequence, the general  
health of our business and professional  
men, and all who have occasion to endure  
the incessant noise of the busy street.

I wish to say right here, however, that  
I have no interest whatever in any spe-  
cial pavement; my desire is to see the  
streets and highways of my country equal  
to the best in the old world.

As a result of elaborate experiments,  
made to ascertain the relative resistance  
or friction of different pavements, it has  
been established that, while 200 pounds  
force is required to draw one ton over an  
ordinary dirt road, 100 pounds will do  
the same work on Macadam, 33 on best  
granite blocks and 15 on asphalt.

As a practical instance of this, it is  
estimated that in the city of New York  
there are 12,000 trucks, carrying an aver-  
age load of 1 1/2 tons for 12 miles on each  
of 300 days in the year, at an average  
daily cost of \$4 for each truck.

The result is about 65,000,000 tons  
transported one mile in every year, at a  
total cost of \$14,400,000, or at the rate of  
over 22 cents per ton-mile. The exces-  
sive nature of this charge is seen, when  
it is remembered that the same goods  
are now carried by rail at six-tenths of  
one cent per mile. On asphalt or wood  
pavements, the same horses could trans-  
port a load three times as heavy as on  
the present rough stone pavements. If  
the saving in transportation is propor-  
tional to the load carried, it would amount  
to nearly \$10,000,000 per annum. It is  
safe to say that at least one-half of this  
amount would be saved by substituting  
smooth pavements for those now in use  
in New York; and in any city where the  
pavements are on the average poorer  
and rougher than those of New York, it  
is clear that the proportionate saving by  
the introduction of the best street sur-  
faces will be even greater.

Gentlemen, are not these startling  
facts? Should we not stop and ponder  
on them, and find time to give them that  
proper consideration that we as business  
men should?

The obstacles which have stood in the  
way of securing the streets we should  
have are too numerous and varied to  
admit of full discussion.

It is sufficient for our purpose to admit  
that on the average our roads and streets  
are bad, far below those in other coun-  
tries in the world approaching us in  
wealth, intelligence and commercial  
activity, and that reasons for this are not  
hard to find; but one great drawback has  
been our lack of disposition to educate  
ourselves upon what a good road is and  
how to get it, and not offering sufficient  
inducements to bring out any consid-  
erable number of thoroughly-equipped road  
makers.

Then, like all other public works, road  
building is, and I fear may always be,  
too much dependent upon politics.

It is an unfortunate, but only too well  
known fact, that one hundred thousand  
dollars appropriated for specific public  
purposes often means ninety, perhaps  
eighty and possibly fifty thousand, in  
actual tangible results, reckoning as a  
business man estimates the result of his  
cash expenditures. The balance may not  
be by any means necessarily diverted  
dishonestly, but more often recklessly or  
judiciously spent by those who are not  
fitted for the handling of large sums of  
money, nor well posted on the objects to  
which for a longer or shorter space of  
time they are giving their attention.

There are too many men to-day in public  
office responsible for the care of mil-  
lions and the expenditure of hundreds of  
thousands, whom we would never dream  
of electing as directors in any bank or  
mercantile corporation that we have to  
do with.

That is the difference between the citi-  
zens' attention to the public welfare and  
their watchfulness for business enter-  
prises.

However, it is far from my purpose to  
cast any discredit upon the able and pub-  
lic-spirited men who are willing to make  
themselves an exception to the usual rule  
and give their time and attention to the  
public. All the more honor is due them  
and they are the ones whom we have to  
thank for the rapid advancement in pub-  
lic matters by which our times are  
marked.

The great aim now before us is to make  
it all the time better worth the while of  
active business men to concern them-  
selves in the public welfare, whether  
they take public office or devote some of  
their attention, as we are to-day, to such  
matters as are vitally interesting to you  
and me.

But let us see for a moment what part  
there is to apply of the lesson we have  
[CONTINUED ON THIRD PAGE.]



## The Michigan Tradesman

### AMONG THE TRADE.

#### GRAND RAPIDS GOSSIP.

R. Olds has engaged in the confectionery business at 168 Fifth street.

Henry J. Pessink has opened a bakery near the corner of Hall and South Division streets.

John H. McCue has opened a grocery store at Robinson. The Olney & Judson Grocer Co. furnished the stock.

A. J. Friant has engaged in the grocery business at Austerlitz. The Olney & Judson Grocer Co. furnished the stock.

Heindel & Miller will engage in the grocery business at Twin Lakes. The Olney & Judson Grocer Co. is putting up the stock.

Mrs. E. L. Kellogg will remove her drug stock to Belding about Feb. 1, having leased a store now in process of erection there.

Will M. Bale, formerly engaged in the grocery business at Vermontville, has opened a grocery store at Fennville. H. Leonard & Sons furnished the stock.

H. A. McDonald and Myron J. Beebe have formed a copartnership under the style of McDonald & Beebe and engaged in general trade at Douglas. Spring & Company furnished the dry goods and the Olney & Judson Grocer Co. the groceries.

The Blakeley & Jennison hardware stock was bid in at assignee's sale, last Friday, for 50 per cent. of the appraised value, Wm. McMullen being the purchaser. It is understood that the business will be continued by the former firm as soon as the sale is confirmed by the court.

#### AROUND THE STATE.

Bath—James Hall succeeds W. L. Hall in the blacksmith business.

Allegan—Chas. Facer succeeds Facer & Seely in the meat business.

Sunfield—Lemon Bros. have sold their meat market to Dennis Hager.

Fennville—Chas. Rogers has opened a tobacco and confectionery store.

Oakley—Henderson & Convis succeed S. L. Henderson in general trade.

Albion—Rosseau & Alsdorf succeed J. C. Rosseau in the harness business.

Lawton—Mitchell & Hall succeed L. A. La Bar & Co. in the grocery business.

Lansing—Wm. H. Prentice succeeds Prentice & Kief in the tailoring business.

Sherwood—John F. McIntyre succeeds Chas. Gunthrope in the grocery business.

Fennville—P. Clark has opened a meat market. He hails from New Richmond.

Battle Creek—Allen & Underwood succeed Geo. B. Jenkins in the meat business.

Greenville—J. J. Foster and O. C. Miller have embarked in the produce business.

Port Huron—Thomas Bondy, of the dry goods firm of Bondy & Johnson, is dead.

Manton—Fred M. Nay has opened a flour and feed store. He hails from Fremont.

East Lake—Louiselle Bros. have purchased the grocery stock of Alfred Touchette, and moved the same to their store.

Sparta—L. E. Paige has foreclosed his mortgage on the drug stock of C. M. Shaw.

Three Rivers—Avery & Myers have sold their meat market to Sodiman & Loundick.

Brutus—Dr. G. R. Woodard is considering the removal of his drug stock to Cross Village.

St. Ignace—Chas. H. Eby has sold his grocery stock and bakery business to Conrad Bros.

East Lake—Rothschild & Co. will put in a stock of groceries in the Alfred Touchette store building.

Rosebush—Mr. Gallagher's general stock, store and residence burned Thursday night. Insurance light.

Corunna—The Corunna Coal Co. will abandon work in its mines, as the business cannot be made to pay.

Eaton Rapids—A merchant tailor would do well here, as there is no exponent of that line in the town.

Ann Arbor—Mayer & Paul succeed Mayer & Overbeck in the grocery business, change to take place Jan. 1.

St. Louis—J. W. Fenn has assigned his boot and shoe stock here and at Ithaca. The liabilities are about \$13,000.

Vanderbilt—French Bros., sawmill men and dealers in general merchandise, have made an assignment to J. W. Hillies.

Charlevoix—J. G. Waldron's new store, in Eveline township, is nearly ready for occupancy. When completed, he will engage in general trade.

Glenn—L. O. Seymour has given a bill of sale of his grocery stock to his father, W. A. Seymour, which is looked upon as a questionable transaction by the creditors.

Rockford—A fire in the drug store of A. G. Goodson damaged the stock to the amount of about \$300 last Friday evening. The loss is covered by an insurance of \$6,000.

Grant Station—Ira Woodard, formerly of the firm of Woodard & Pollard, at Ashland Center, has purchased the grocery stock of Richard Purdy, two miles west of this place.

Detroit—Minneapolis and St. Paul creditors of E. R. Shipley, a former wholesale grocer in the first named city, have garnished the Detroit Savings Bank to recover money Shipley is alleged to have deposited there. The grocer's whereabouts are unknown.

Eaton Rapids—L. L. Kelch & Co.'s dry goods store was closed on a chattel mortgage, last Friday, by Edson, Moore & Co., of Detroit. The liabilities are reported at \$1,500, with assets of about the same amount. The stock will be sold at auction on the 18th, to satisfy three chattel mortgages against it.

Howell—When the late John Weimeler, banker and merchant, failed, H. G. Wright, of Ionia, was a heavy creditor, and he placed an attachment on the goods in the Weimeler store and turned them over to the care of Sheriff McCabe. A few days ago, Patrick Hammell, one of the special administrators of the estate, accompanied by another man, entered the store when the sheriff was preparing to move the goods, and at once claimed possession of the stock. The sheriff, being a muscular man, and having an idea of having the law on his side, slid out of his coat and promptly threw Mr. Hammell out of the back door of the store, and still retains possession of the goods and chattels thus attached.

#### MANUFACTURING MATTERS.

Marion—The Lone Star Medicine Co. has removed to North Star.

Detroit—The Detroit Paper Novelty Co. has increased its capital stock to \$100,000.

Detroit—The liabilities of the Detroit Computing Scale Co. are \$4,384 and the assets \$1,622.

Detroit—The Detroit Steel & Spring Works has changed its style to the Detroit Steel & Spring Co.

Wyandotte—The Detroit Hoop and Stave Co. has given an option on its plant to a New York syndicate.

Glen Arbor—Earl Bros.' saw and shingle mill burned last Thursday. No insurance. They will rebuild.

Mt. Pleasant—The Mt. Pleasant Manufacturing Co. succeeds White & Walker in the planing mill business.

Le Roy—H. M. Patrick has purchased a tract of timber near Harrietta and will remove his shingle mill to that place.

Zeeland—The Zeeland Stave Co. announces itself in readiness to change locations, providing a site and a loan of capital are tendered.

Detroit—Miller & Fernwood's stove works, at Richmond, have been consolidated with the Art Stove Co., of this city, and will be moved here.

Albion—E. Sutton and V. Allen have purchased the Newburg mill property a half-mile east of town. They will refit the mill throughout and do an extensive flouring business.

Detroit—The stock of W. M. Dwight & Co., the insolvent lumber dealers, is estimated at \$80,829, and the machinery at \$9,109. Judge Reilly has ordered it sold at public auction.

Menominee—It is estimated that the Kirby-Carpenter Company has 800,000,000 feet of standing pine timber, and the company is cutting at the rate of about 50,000,000 feet annually.

Muskegon—Michael E. Keenan has retired from the firm of F. Alberts & Co., manufacturers of shingles and general dealers. The business will be continued by F. Alberts and Wm. Donovan, under style of Alberts & Donovan.

Muskegon—Johnson Bros. & Co. have purchased the Trumbull Boiler Works, and will continue the business. The old firm will retire from the business and devote their attention to their saw mill interests at Rhineland, Wis.

Big Rapids—The Cornell Wind Engine and Pump Co.'s plant has been closed by a chattel mortgage for \$13,500 running to J. G. McElwee. The mortgage was given last August, at the time Mr. McElwee withdrew from the company.

Allegan—J. B. Streeter & Son and S. A. Guard have purchased the right to manufacture a patent rock shake and feed regulator, invented by C. W. Boyle, of Bradley. They will at once erect a factory and embark in the manufacture of the article.

Alpena—The mill of F. W. Gilchrist heads the sawmills at this place as regards sawing lumber. The amount manufactured this year is 30,500,000 feet, being 9,000,000 feet more than was done at the same mill last year. The mill was run only in day time. It has two circulars and a gang.

Bay City—About a year ago the lumber firm of R. H. Briscoe & Co. was somewhat disturbed by the retirement of the Briscoe interest, which immediately started another concern with a name very nearly identical with that of the old corporation. The new establishment has since continued business, in spite of an injunction, under the firm name of the R. J. Briscoe Mill & Lumber Co. The members of that concern are the incorporators of the new Michigan Box Co., the new title doing away with the confusion incident to the former similarity of names.

Alpena—The Comstock Brothers manufactured this year 36,000,000 feet of lumber, of which 21,323,044 feet were sawed in their own mill, and the remainder in other mills. The firm also manufactured 15,610,000 shingles and 5,781,950 lath. The lumber now on hand is only 1,100,000 feet.

Saginaw—The Sapless Paving Block Co. has been organized here for manufacturing cedar blocks, under the Ross patent, which the company has secured. E. H. Pearson is President of the company, and with a sapless block in one hand and a common one in the other, has visited several cities, and gained the reputation of being an eloquent talker.

St. Ignace—It is reported that gypsum underlies Little Ste. Martin's Island, and in consequence the land thereon has been greatly enhanced in value. Some Marquette capitalists have set their eyes on a portion of it, and desire its possession; hence Peter White and others have secured an option on the possession of the Mackinac Lumber Co. on the island named for \$15,000.

Cadillac—Chittenden & Herrick have purchased 11,000,000 feet of pine of the Grand Rapids & Indiana Railroad, on which they secured an option at the general sale of the Wexford and Manistee county lands last month. The pine is located in Henderson township, and will probably be hauled over the Toledo, Ann Arbor & North Michigan Railway, to this city, where the present owners will sell the logs or have them manufactured themselves. The purchase also includes 750,000 feet of hardwoods.

Cadillac—John A. Wade has sold his shingle mill at Marion to John Rinker, who will operate it at that place. This mill has a history which seems to be somewhat characteristic of the shingle business. The Wades purchased the machinery seventeen years ago, and formerly operated it in connection with their flouring mill here. They have sold it several times, and as often retaken possession of it for their pay, and a transaction of this kind accounts for the present location of the plant. Although antique, it still cuts 40,000 shingles a day.

Saginaw—Bliss & Van Auken are clearing away the old Barnard sawmill, preparatory to erecting a large planing mill on the site. This new firm is a hustler. They bought the mill property of Geo. F. Williams & Bro. last spring, and during the fall purchased the N. & A. Barnard property. They will have a sawmill, planing mill, lumber yard, two large steam salt blocks and all the paraphernalia for doing a large business. The property covers an area of fifty acres, with a front on the river of 2,000 feet, and connection with three railroads. The firm has purchased a large quantity of timber tributary to the Saginaw, one tract of Arthur Hill, another of the Hay estate, aggregating 100,000,000 or more, and this, added to their previous holdings, with about 250,000,000 purchased the past season in Canada, will keep the mill going some years. All of the lumber will be handled in the car trade.

Wool, Hides, Furs and Tallow.

Wools are decidedly strong and firmly held at the late advance. New Zealand wools have advanced since the London sales, which still tend to make wools advance on this side. Considerable has been sold the past week and offers made and declined, on large blocks, as the price offered was not within 1 or 2c of sellers' views. At the same time, manufacturers have not the orders for goods to stimulate them to buy and hold off against their convictions.

Hides are in large supply, with lower prices on some grades. Nothing but a scarcity would advance prices, and this is more likely to be the reverse, as the quantity seems to increase, as usual, with the cold weather.

Fur sales have not been good to our home trade at any time this fall and extremely high and excited among local buyers. The continued mild weather has now utterly demoralized the home trade and all dealers have called off buyers, except at lower prices. There are no hopes of London or Leipzig sales in January giving exporters coast on their shipments.

Tallow is dull and quiet, with light demand.

Purely Personal.

George J. Stevens, the Bangor druggist, was in town over Sunday.

I. J. Quick, the Allendale general dealer, was in town a couple of days last week.

H. A. McDonald, of the new firm of McDonald & Beebe, at Douglas, was in town a couple of days last week.

E. C. Stowe, formerly with Emens & Hill, at Holton, is now postmaster at the embryo city of Shipshewana, Ind.

Gaius W. Perkins, President of the Grand Rapids Furniture Co., who was in the East a couple of weeks, is expected home to-day.

M. M. Cole, for the past year with Olney, Shields & Co., has taken a position in the banking house of Fairman & Newton at Big Rapids.

P. of I. Gossip.

Another P. of I. dealer has come to grief—Mrs. A. E. Combe, whose creditors have taken possession of her stock on a chattel mortgage.

Nashville News: "The P. of I. lodges in this county have dwindled down to twenty-one, with an average of forty members to each lodge."

A Tustin correspondent writes: "We have a number of P. I.'s around here, but they have not been able to secure a store, either at this place or at Le Roy."

Flint Daily News: "The P. of I. boarding house in the Rice block has found that the farmers eat too much for the small sum of fifteen cents per meal and has gone out of business."

A Three Rivers correspondent writes: "No P. of I. lodges have been organized here as yet, but there is a party going around in the surrounding country starting branches at \$13 a branch. He started two in Florence township recently."

Wayland Globe: "A meeting of farmers was held at the residence of the P. of I. organizer Monday evening, but we understand that no society was perfected, and another trial will be had. The proprietor of the hall would not let them have possession of it, and the meeting was held at a private house."

A Bloomingdale correspondent writes: "On Tuesday evening an effort was made to organize a lodge of Patrons of Industry here, but for want of attendance nothing was done. There are four lodges within four miles of this village, with a fair membership. Very little interest, apparently, is manifested in them in this place."

Wayland Globe: "There will be a meeting of the Patrons of Industry of Allegan county in this village on Saturday to establish a headquarters and arrange for a place of trading. It is not fully decided as yet whether any of our merchants will become P. I. dealers, or whether the organization will establish a store of its own."

Big Rapids Herald: "If the report published in our local columns is true, that a lodge of Patrons of Industry in this county has passed resolutions binding the membership not to buy a cent's worth of goods at any of the hardware or dry goods stores in Big Rapids for sixty days, to say that we regret such action would be putting it too mild. We deprecate it. It is every man's privilege to buy where he likes and where he can do the best. The Patrons have the same right to select a trading place as a dealer has to decline to accept their dictation, and it would be folly for any person to object. But when a lodge attempts the boycotting business, it does that which has never been popular in free America, and never will get a strong foothold in this country. It means retaliation, and, as a result, if the spirit of the resolution is carried out, we may look for a lively fight, for the boycott is a two-edged sword—cuts both ways."

Shoe and Leather Review: "THE MICHIGAN TRADESMAN says that the Patrons of Industry, the new organization of Wolverine farmers, will soon be absorbed by the Farmers' Alliance, which is a national order; and the fact that the Patrons are establishing retail stores all over the State, and also combining against manufacturers who refuse to be dictated to by the organization, makes the general trade outlook very unpromising. 'History repeats itself,' and just as soon as the members of the order discover that the legitimate and independent merchants continue to sell better and cheaper goods, the Patron business will begin to wane and trade will again seek the natural channels. Similar attempts have been made in other states, but wreck and ruin soon resulted from inexperience, and the farmers were quick to discover that while their farmer-merchants were first-class crop producers, they made very poor tradesmen."

Delmore Hawkins, general dealer at Hawkins, writes as follows: "I would like to have some P. of I. dealer explain, through THE TRADESMAN, why a merchant should bind himself by contract to sell at 10 per cent. to only those belonging to a lodge called the Patrons of Industry. The way I understand it is this: The person or persons who hatched the scheme wrote the rules in such a way that no one could receive any benefit of the 10 per cent. rate at the P. of I. store unless he paid his \$1 for joining a P. of I. lodge, and received a certificate which he would be obliged to show the P. of I. merchant. In this way, as I see it, every P. of I. member has to give \$1, a large portion of which goes to the person or persons who got up the organization. I am not a P. of I. merchant, neither am I hungry to become one, unless you can convince me that a P. of I. copper cent is worth as much as a non-P. of I. silver dollar."

The Hardware Market.

The strong feeling in everything in the iron line continues and the indications are that many advances will occur shortly after the first of the year. Steel rails have advanced at Pittsburgh to \$2.35, in car lots, the Grand Rapids price being \$2.50. Bar iron is bringing \$1.50 at the mill and \$2 in Grand Rapids. The glass market is without material change.

### FOR SALE, WANTED, ETC.

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

#### BUSINESS CHANCES.

FOR SALE—75-BBL. FULL ROLLER MILL—BOTH water and steam power, near two good railroads; good town and doing good business; good reasons for selling. Address Thomas Hoyland, Howell, Mich. 354

WILL SELL OR TRADE PROPERTY IN TRAVERSE CITY, Mich., bringing \$40 monthly rent, for general stock or special line of merchandise. Address 354, care Tradesman.

WANTED—I WANT TO CONSOLIDATE STOCKS with a man who has a good trade; I have a stock of clothing worth \$6,000 and thoroughly understand the business. Address, No. 555, care Michigan Tradesman.

WANTED—TO EXCHANGE HOUSE AND LOT IN thriving city of Battle Creek for stock of dry goods, notions, boots and shoes or groceries. H. E. Merritt & Co., 66 Wealthy Ave., Grand Rapids. 351

50 PER CENT. PER ANNUM—OWNER 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. 355

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. Conklin, Grand Rapids, Mich. 356

FOR SALE—WE OFFER FOR SALE, ON VERY favorable terms, the F. H. Escott drug stock, at 75 Canal street, Grand Rapids, Hazeltine & Perkins Drug Co. 357

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. 358

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. 359

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 \$629 in six days—another \$81 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. 360

BEGIN THE NEW YEAR BY DISCARDING THE annoying Pass Book System and adopting in its place the Tradesman Credit Coupon. Send \$1 for sample which will be sent promptly. E. A. Stowe & Bro., Grand Rapids. 361

WANTED—SEND A POSTAL TO THE SUTLIEFF 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. 362

Begin the New Year Right!

By using the "Complete Business Register," the best arranged book for keeping a record of Daily, Weekly and Monthly Sales, Expenditures, etc. Call at "The Tradesman" office and inspect the books.

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

### WHOLESALE

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

ESTABLISHED 1870.

CHAS. SCHMIDT & BROS.,

Manufacturers and Dealers in Foreign and American

Granite and Marble

Monuments and Statuary

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

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

OFFICE AND SALESROOM:  
93 Canal Street.

GRAND RAPIDS, - MICH.

F. A. Wurzburg & Co.,

Exclusive Jobbers of

DRY GOODS, HOSIERY,

NOTIONS, UNDERWEAR,

19 & 21 SOUTH DIVISION ST.,

GRAND RAPIDS, - MICH.



GEO. H. REEDER,  
State Agent  
Lycoming Rubbers  
and Jobber of  
Medium Price Shoes.  
Grand Rapids, Mich.



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.

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

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

**THE DETROIT NEWS COMPANY,**  
WHOLESALE  
BOOKS, STATIONERY, FANCY GOODS, PERIODICALS.  
The largest and most complete line of above goods in the State, at reasonable prices. Dealers are invited to call. Send for our circulars and price lists. OUR HOLIDAY LINE IS NOW COMPLETE.  
Corner Larned and Wayne Sts., Detroit.

**E. W. HALL PLATING WORKS,**  
ALL KINDS OF  
Brass and Iron Polishing  
AND  
Nickel and Silver Plating  
and Front Sts., Grand Rapids







# The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE  
Retail Trade of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

Subscription Price, One Dollar per year, payable  
strictly in advance.  
Advertising Rates made known on application.  
Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, DECEMBER 18, 1889.

## GOOD ROADS.

THE TRADESMAN gives place this week to an address recently delivered in Syracuse by Col. Pope of Boston, on the subject of the improvement of the highways to facilitate travel of all kinds. The arguments cover the ground very thoroughly and are evidently the result of a careful study of the question.

The enormous increase in railroads has resulted in a proportionate neglect of ordinary roadways. The average country road is far from being what it easily might be, and even its present condition is not maintained in an economical manner. This is the natural result of rapid transit between markets. But a reaction already begins to show itself, as the population of the rural districts multiplies and the demand for good highways increases in proportion. Col. Pope is laboring to stimulate this improvement by laying before the people the best ideas upon road-making and road-mending. His connection with the bicycle trade naturally interests him in this subject and has led him to make a thorough study of it. While wheelmen are anxious for the improvement of the roads, it is a subject of still greater importance to those who employ teams of any kind to transport produce. Ninety-nine per cent. of every load by railroad, steamboat or express has been carried in a wagon or truck over a highway. Thus even steam transportation is measurably dependent for support on the draught-horse and his load. "The prosperity of any city," says Col. Pope, "depends largely upon the surrounding country, and the better the road facilities the faster the country will grow in population." This makes the advantage of good roads mutual to both city and country. A road over which a bicycle can be ridden with ease and safety will save hundreds of dollars to farmers and others driving heavy loads. The earliest communities to recognize and act upon this truth will be the first to benefit by it.

Throughout this State and the whole country are farms, eight or ten miles from the railroad, whose value is at a minimum, yet which, were the roads intersecting them of the first class, would at once rise in value were they twice as far from steam transportation. Good roads are a national benefit. All business originates in natural product which must find its way over a common highway before it can reach a market and attain its full value. Smooth, hard roads, well drained and easily traversable through a large part of the year, furnish this outlet, and alone can furnish it. To neglect the highways is worse than to neglect fences and woodpiles and weeds.

## THE INSURANCE COMPANY.

The Insurance Committee of the Michigan Business Men's Association has taken hold of the organization of the company authorized by the last convention in a manner which indicates the success of the movement. While only about \$10,000 in subscriptions are in the hands of the Committee, more than as much more is in the hands of various local secretaries, and the renewed interest in the proposed company all over the State bespeaks the increase of the fund to at least \$50,000 within the next three months. As soon as this is accomplished, the company will be made an assured fact within thirty days. It now rests with the business men of the State to indicate whether they wish to see the idea so long advocated by them put into execution.

Good roads are expensive, but poor roads are a great deal more expensive.

The importance and value to any county, any section, and every citizen, from the highest to the lowest, whether taxpayers or tramps, of well-constructed roads is not easily estimated, but clearly it is greater than that of many affairs which are continually receiving the time and attention of the people in their homes, counting rooms, public meetings and legislative halls. It is a matter to be considered side by side with our splendid and always improving system of public education, the assessment of our tariff duties, or the appropriations regularly made for river and harbor improvements.

No one who has not studied the relation of good roads to the property of a town is able to judge of their value to a community. Rich men, as a rule, are valuable additions to the population of any town. They build handsome houses, promote local enterprises, increase the

value of property adjoining theirs, and bear a large proportional share of the burdens of taxation; and almost the first question one of these persons asks when he comes to inspect a town to see how it would serve his purpose as a home is: "What sort of drives are there close to town?" Aside, therefore, from the direct and obvious benefits to be derived by the country residents themselves from the improvement of the roads and lanes in their neighborhood, every citizen, whether he owns a carriage or not, has an interest at stake in making the beauties of the surrounding country accessible.

The constitutional validity of the Missouri Law for the suppression of trusts, pools and all other combinations to restrict competition and keep up prices, is to be tested before the United States courts. Quite a number of corporations, which hold their charters from the State, have had those charters revoked because they either made no answer to the demand for affidavits that they were not in any combination, or because their answers were found unsatisfactory. If they continue their operations, there will be no limit to the responsibility of stockholders for their debts, and at the same time no power on their part to compel the payment of the debts contracted with their agents in their name. Corporations not chartered by the State are required to make the same affidavit, and when the response is not satisfactory, the courts will be invoked against them, though to what end we cannot say. No Missouri court could pronounce the revocation of a charter granted by another state; and it might be found difficult to compel them to cease doing business in Missouri, in view of the adverse decisions of the Supreme Court in similar cases. The St. Louis Stamping Company, a Missouri corporation, is the one which means to test the law. Mr. Niedringhaus, who represents the Eighth Missouri District in Congress, is the chief officer; but it has stockholders in other states, and suits will be brought in their name. In the meantime, there will be a very pretty confusion in business circles, nobody knowing how he stands or what will become of him should the law be sustained.

## Compelled to Back Down.

Some of the officers and stockholders of the Peninsular Novelty Co. met in this city on Oct. 1, and voted to consolidate its business with the Heaton Button Fastener Co., of Providence, R. I., under the style of the Heaton-Peninsular Button Fastener Co. The consolidation was not effected in a legal manner, and a suit will shortly be instituted against the octopus by the Grand Rapids stockholders to set aside the consolidation, which appears to have been advised by Massachusetts lawyers, without regard to the laws of this State, under which the Peninsular company was organized and conducted business.

One of the first acts of the management of the new corporation was to advance the price of Peninsular fasteners from \$1 to \$1.25 per great gross, and Heaton fasteners from \$1.25 to \$1.50. This naturally aroused the indignation of the lesser of the Peninsular machine, who held contracts concluding as follows:

\* \* \* and the Peninsular Novelty Co. agrees that its price for said fasteners shall never exceed one dollar per great gross.

PENINSULAR NOVELTY CO.,  
Geo. E. PARKER, Treas.

Such large patrons of the company as G. R. Mayhew, of this city, and the Hannah & Lay Mercantile Co., of Traverse City, naturally instituted a very vigorous opposition to the advance in price, as the company has no legal right to annul an agreement made by either of the corporations composing the new aggregation. Consultation with the attorneys of the company satisfied the management that the advance could not be maintained, in consequence of which a new circular was sent out to the trade last Friday, announcing a reduction in price to the old basis, which will afford the owner of the patent a profit of over 600 per cent.

## Down With the Drummers.

At a recent meeting of the Farmers' Alliance, held in one of the Southern States, the following extraordinary resolutions were passed:

WHEREAS, We have come into possession of statistics and figures showing that there is annually expended in the United States the sum of \$1,500,000,000 in the salaries and traveling expenses of commercial travelers, commonly known as "drummers;" and

WHEREAS, This vast sum of money comes out of the pockets of the farmers, in the shape of an increased price put upon the cost of the goods sold to us by merchants; and

WHEREAS, If drummers are dispensed with it will necessarily follow that this one and a half billions of dollars will be saved to us annually in the prices paid for goods and supplies; therefore, be it Resolved, That it is the sentiment of this Alliance that the entire system of buying or selling goods by means of drummers should be immediately done away with, and all merchants should buy direct from wholesale houses or manufacturers; be it further

Resolved, That we will declare an immediate boycott against any store patronized by us which shall from this time on purchase any goods whatsoever from a drummer.

## ABOUT THE SIZE OF IT.

Written for THE TRADESMAN.

Not long since, in a certain small village not a thousand miles from Grand Rapids, the P.'s of I., after sounding some half dozen merchants for a bid to start a P. of I. store and making a total failure, meeting with a firm but respectful refusal at every place, although they pressed the matter for several weeks (the merchants all being patrons of THE MICHIGAN TRADESMAN), at last, finding their attempts to divide the dealers against their customers, unless, when there was no one else to apply to, approached a dealer who has the largest number of enemies in the place, one believed to be tricky in the extreme, and made the usual P. of I. offer. Before this offer was made, this dealer, being left out in the cold by the P.'s of I. in their search for an ally, was radical and red hot against the "lunatics," or "men who think they can run the merchant's business for him better than he can himself," and had expressed the most fiery indignation against the order. But the temptation was too much. In a few days, after mature deliberation, he swallowed the bait, feathers and all, and soon you will hear of another P. of I. store in Michigan. There can be no mistake about it—it is a rule with rare exceptions—all over the country where the P.'s of I. makes a lodgment in the community, it is the weak-kneed, milk and water, good Lord and good devil sort of men who tumble to the "ten per cent. off" music of these partners of idiosyncrasy at the first note. In this particular instance many of the P. of I. fraternity are red hot in their opposition to the transaction, declaring that "a man who will water alcohol until it is so weak that it will not cut gum drops" is not fit to run a peanut stand. But it is "poor Jack or nothing" this time, and there will be a general submission to the bosses in a few days.

The idea of having two sets of prices for two sets of customers, when each party is ready to pay spot cash for goods, must just as certainly drive away the very best cash customers of any merchant who adopts this P. of I. plan, and leave him with the discontented classes and chronic credit seekers on his hands, who will also desert and despise him, as it is certain that there are laws of nature and laws of trade that are resistless. It needs no demonstration to convince a practical business man that such a rule of business must shortly result in ruin to those who try to override the all-potent law of healthy competition, and it is certain that there is a rotten spot in the mind of him who undertakes it.

There is one peculiarity that is noticed in this P. of I. lunacy: Usually, the most zealous and influential among them are men who have had the largest store bills in arrearage and who have depended most upon credit, in the past ten years, in the community in which they live. One of the leaders in the village above mentioned now owes merchants there more than any other man on their books, and his most enthusiastic followers are just those men who in past years have had the largest store debts and are known as "slow men" and as the "discontented class" in society. These chronic credit seekers are now banding themselves together and binding themselves to quit asking credit and pay spot cash in the future. One who knows human nature, knows that only a military necessity, or the rigid bonds of an iron-clad despotism, can hold this class of men to such a contract, for a single year, or state off the day of "bad luck" and the necessity for credit. Habit is as strong as life, and the same law that now prompts them to unite in bands of ideal (?) fraternity, with promises to pay as they go, must tear them asunder and scatter them like chaff in the wind, to seek accommodations in the future, as in the past, of the man who can help them. If successful partnerships between individuals, where sure business tact and principles of honor are required, in order to insure peace and prosperity to both parties, are so rarely met with, how then must this principle work, where one man shall go into partnership with the multitude, many of whom will find fault with the perfection of every angelic attribute? If merchants often find it difficult to keep on their feet and keep on kindly terms with their many customers, while following the one straightforward plan of one price to all men and holding fast to solid business principles—the only possible plan of making a success in the business world—what then may they expect from this publicly proclaimed two-sided dicker, where they weave back and forth between two prices to two different parties of cash customers, with a ten per cent. profit to one man and a twenty to fifty per cent. profit to another, who possesses the same quantity of dollars and the same quality of manhood? Maybe it is expected that the whole body of the people will join the P. of I. in order to be able to buy goods cheap.

Be it known that when large masses or small are induced to unite upon any ideal platform of principles, prompted by animal hunger, avarice, or any other phase of the lower motives, the very impulse or principle that cements such a

brotherly union must very shortly rend asunder the bonds that caused them to unite. Everybody desires to buy cheap goods, and sell dear goods, or labor; but when this desire is so strong that it blinds people to the irresistible law that governs prices, it must lead to disaster, and very dear goods to the victims of financial and industrial lunacy.

The root principle of the P.'s of I. and kindred organizations of ideal reform is the assumption that merchants or employers and others, are a set of soulless swindlers who are getting rich out of the ignorance of farmers or laborers; that all the dishonesty and vice in the world is bottled up in the merchant class, and that wisdom and all the virtues and god-like attributes are held and monopolized by the "poor and oppressed"—the farmers and laborers, or the P.'s of I. Then comes the usual organization or union of the multitude, with a great gush of fine sentiment and lofty "principles," sweet songs and beautiful promises, with uproarious "resolutions" to stand by one another "till death do us part;" then a swift soaring up into the pure ethereal elements of ideal millenniums, where all encumbrances and debts that cumber man's spirit in life's work are left behind, and angels blush to see their heavenly virtues outshone by the elect among mortals, the wonder of all ages, modern "reformers." This happy state of things usually lasts until some real practical human helpfulness is required, and then instantly do these lofty sky-scraper descend from their lofty apex of ideal perfection in the firmament. Poor souls! Not even experience can teach them that business is business, and that men cannot outrun their own shadows, or coin moonshine into United States dollars.

The astonishment and grief of these foolish fanatics as they see their great schemes end in total failure may be likened to the experience last spring of a poor old toper living near this village. He returned home very late one evening during an April blizzard, after drinking more than usual. Finding his family sound asleep, and a low-turned lamp sitting on a table, left to light him to bed, and feeling pretty groggy and sick at his stomach, he sat down near the stove to meditate over the situation before retiring. Soon, as if with a premonition of the coming P.'s of I., he began industriously to throw up Jonah. It so happened that his wife had brought in a common market basket containing some half a dozen newly-hatched goslings, softly nestled in the bottom, to guard them from the cold storm, and had set it near the stove. The sick man happened to vomit right into that basket of goslings, and, finally, as they began to peep and warble in vehement protest against that kind of a baptism, he turned up the lamp, and with a stick of kindling wood began an investigation by stirring up the poor, half-strangled little creatures. The next moment he yelled for his wife in such terror-stricken accents that she was at his side in an instant. "Oh, Betsy! I guess I've got the critters again! Oh, Lord, look there! When did I eat these?" asked the now thoroughly sobered man. "When did I eat them things?" groaned the poor fellow, and it was with much difficulty that the good woman convinced him of the actual condition of affairs.

Within, at most, one year's time these simple P. of I. fellows will be wondering how "them things" ever made a lodgment in their philosophy, and when the goslings got into them.

## EVERYDAY OBSERVER.

### Poor Advice from a Newspaper.

HOLLOWAY, Dec. 11, 1889.

E. A. Stowe, Grand Rapids:

DEAR SIR:—The last issue of the *Adrian Press* refers to me in the following fashion:

"Postmaster Osgood, of Holloway, is down on the Patron business, and it is said got mighty wild when he wanted him to run a P. of I. store. He denounced the matter, and we understand that some of his patrons whom he had trusted were sued, though this, probably, is not true, for he is in a section where the farmers can make it very lonesome for him, were he to be too unreasonable. Better not put on too much style with these Patrons of Industry. They plow deep and turn a straight furrow without much trouble."

Thank you, Bro. Philander, your suggestions are wise. It is advised to raise good crops to "plow deep" in the fall, and turn up a good sub-soil, and the freezing and thawing during the winter will leave the ground in good shape in the spring. To run a "straight furrow," you must set your plow in accordance with the man who holds the handles; let out the traces full length; raise the wheel on the beam to full height; hook the eveners to the top notch, and then proceed with caution. If you happen to strike a snag, "hold your temper!"

Yours truly, H. H. Osgood.

### A Glove With a Pocket.

The carrying of money in the glove is a fixed habit among the female shoppers of all large cities in this and other civilized countries. Glove manufacturers have at last recognized the custom and made preparations to meet its requirements. The very latest thing in gloves is a "palm pocket" attachment, roomy enough for a respectable roll of bills or all the "small change" necessary for the current expenses of an afternoon among the stores.

## LANDLORD AND TENANT.

### Some Useful Don'ts Respecting Their Rights and Duties.

Don't rent property except on written lease.

Don't depend on the verbal promises of a landlord.

Don't look to a landlord for general repairs, unless specially provided for in the lease.

Don't remove a fixture (mantel, tile floor, stationary tubs, etc.), unless you expect to restore the premises as you found them.

Don't fail to record a lease when drawn for three years or more.

Don't take a married woman for a tenant, unless the laws of the state permit her to make an executory contract.

Don't accept any shorter notice than thirty days when holding by the month.

Don't let premises for illegal use, or arrears of rent upon ejection will not be collectible.

Don't leave your landlord trade fixtures erected by you on the premises.

Don't erect a building upon foundations sunken into the ground, or it will become part of the realty.

Don't turn the premises over to the landlord until all questions of ownership of fixtures, additions, etc., have been settled in writing.

Don't try to hold back the rent for repairs made by you.

Don't move into premises until you get your written lease or agreement.

Don't allow a provision not to sublet to deter you from putting in a tenant of same standing as yourself.

### Believes in Both Associations.

DEEP RIVER JUNCTION,

Dec. 12, 1889.

Editor Michigan Tradesman:

DEAR SIR:—A few days ago I received a very handsome and highfalutin invitation to attend the first annual meeting of the Michigan Knights of the Grip. For the life of me, I could not recall this ancient order to memory, but Mary Jane (that is the name of my best girl) said, "John, that is the new order of traveling salesmen which you joined a short time ago."

"What, you mean that fifty-cent go-as-you-please association, without any benefits, only just for fun? Well, that is it, sure, and I tell you, Mary Jane, that fifty cents' worth of fun is as good as one hundred cents in cash, any day, to a broad gauge man, and that is what all commercial travelers are. Yes, I remember when I joined that jolly crowd of boys, for I never forget and never mean to, either, that I was once a boy. When I joined that crowd, I said to the young fellow, 'Why don't you join the M. C. T. A. and secure for your estate \$2,500 in the best association on earth?' It will only cost you ten cents a day, and you can save that out of your traveling expenses and not half try. Now, you join my association and I will join yours."

"That's a go," said he, and so we joined, and now I am going to Lansing, on the 27th, to see the boys eat chicken salad and dance with the Governor's wife. Will you go, too, Jane?" "Yes, if you will promise not to eat too many cloves and will introduce me to the Governor, so I can dance the Virginia reel with him."

Now, Mr. Editor, this may be the last time I can write to you, and the meeting at Lansing may be the last one I attend, for I am growing old and I know my traveling days will soon be over. I have enjoyed the years of my pilgrimage, but have not secured much of this world's goods, but I know that if I go on the last journey first, the boys of the M. C. T. A. will all cheerfully chip in the amount of the assessment to help Mary Jane and the children on in life's journey to meet those gone on before and to join in the heavenly chorus with

ONE OF THE OLD ONES.

### The Condition of Trade.

From the New York Shipping List.

The controlling features of the commercial situation have undergone but little change since the close of last week. The distributive movement of trade has continued moderate, and in some respects disappointing, but, nevertheless, in comparison with last year, clearing house statistics make a very favorable exhibit, which is all the more significant, in view of the fact that, at this time last year, the volume of business in progress was exceptionally large. Where there has been disappointment, it has been due to mild and unpropitious weather, which has delayed the demand for seasonal goods, but in addition to this, fact it is not surprising to find trade beginning to slacken as the year draws to a close. The manufacturing industries are not only actively employed, but are well supplied with orders for deliveries extending into next year, the marketing of the crops is supplying the railroads with an amount of traffic that taxes the capacity of their rolling stock to the very utmost, with the result of increased earnings; the export movement of produce continues large, the shipments of corn and oats last week having been of noteworthy proportions, and the result of the movement is exhibited in the excellent rates of freight that all ocean going craft are enabled to obtain, as well as in the downward tendency of the rates of foreign exchange, which are now down to a point that suggests the possibility of gold imports.

In fact, several small shipments are reported to be now on the way hither, but the financial centers of Europe are likely to resist such a movement as far as possible and hold on to their gold reserves tenaciously. There has been a much better feeling in financial circles, on account of the easier tendency of the money market. The practical working of Mr. Windom's financial policy has already demonstrated its wisdom, the large redemption of bonds last week having been accomplished without advancing the price, while at the same time it has afforded material relief to the money market and strengthened confidence with respect to the future. The demand for money in the interior is beginning to slacken and hence there is a probability that the flow of currency will shortly be toward this center, but there is very little prospect of cheap money here until after the New Year has fairly commenced. Notwithstanding the disastrous fire in Lynn, the boot and shoe trade is reported to be remarkably prosperous, and manufacturers are full of orders, while there has been a considerable improvement in the wool market, and

another significant feature is the excellent condition of the building trade in this and other large cities. Speculation has developed no new feature of importance. A firmer feeling has prevailed in the stock market, but the character of the trading is much the same as heretofore. The trading in produce has been without important feature. The iron market is firm, but without buoyancy, and the grocery market is quiet and steady.

### A Wise Woman.

Mrs. Jones—"I want to buy some ribbon."

Mrs. Brown—"Well, let's try the bargain counter."

Mrs. Jones—"Oh, no; I don't want to pay three prices for it."

South Haven—E. W. Edgerton succeeds Edgerton & Ransom in the clothing business.

## Crockery & Glassware

LAMP BURNERS.  
No. 0 Sub. 45  
No. 1 " 48  
No. 2 " 70  
Tubular " 75

6 doz. in box.

No. 0 Sub. 1.30  
No. 1 " 1.00  
No. 2 " 3.00

First quality.

No. 0 Sub, crimp top. 2.15  
No. 1 " " 2.25  
No. 2 " " 2.35

XXX Elm. 2.58

No. 0 Sub, crimp top. 2.58  
No. 1 " " 2.80  
No. 2 " " 3.80

Fear top.

No. 1 Sub, wrapped and labeled. 3.70  
No. 2 " " 4.70  
No. 3 Hinge, " 4.70

La Bastie.

No. 1 Sub, plain bulb, per doz. 1.25  
No. 2 " " 1.40  
No. 1 crimp, per doz. 4.00  
No. 2 " " 1.60

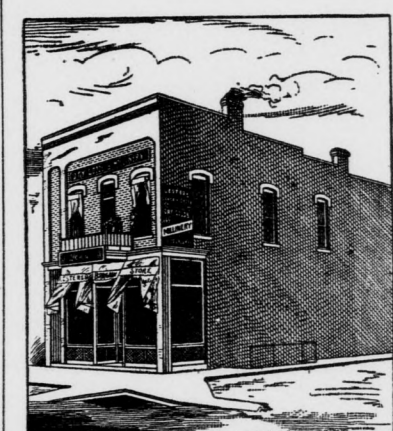
STONEWARE—AKRON.

Butter Crocks, per gal. 06 1/2  
Jugs, 1/2 gal., per doz. 90  
" 1 " 1.00  
Milk Pans, 1/2 gal., per doz. (glazed) 1.80  
" 1 " ( " ) 75

FRUIT JARS—Per gro.

Mason's, pints. \$ 9 50  
" quarts. 10 00  
" 1/2 gallon. 13 00  
Lightning, quarts. 12 00  
" 1/2 gallon. 10 00

## LESTER & CO.



### For Sale!

This corner brick store, center of thriving village, with well assorted stock of dry goods and millinery. Leading trade in the village. LESTER & CO., Lake Odessa, Mich.

## BLIVEN & ALLYN,

Sole Agents for the Celebrated

### "BIG F" Brand of Oysters.

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

H. M. BLIVEN, Manager.

63 Pearl St.

## "Our Leader" Goods.

Having stood the test of time and the battle of competition and come off victorious, we have no hesitation in recommending to the trade our line of

Our Leader Cigars,  
Our Leader Smoking,  
Our Leader Fine Cut,  
Our Leader Baking Powder,  
Our Leader Saleratus,  
Our Leader Brooms.

WHICH ARE NOW

## LEADERS IN FACT

In hundreds of stores throughout the State. If you are not handling these goods, send in sample order for the full line and see how your trade in these goods will increase.

### I. M. CLARK & SON.

## Putnam Candy Co.,

13, 15 AND 17 SOUTH IONIA ST.



THE DOCTOR'S STORY.

The Doctor, with his immense, shaggy head, glowing eyes, deep-set, and small, thin body, was an extraordinary object at the best of times. But, as he sat there in his rich and gloomy study, with a hanging lamp throwing its light down on his shock of grizzled hair, and casting cavernous shadows from his beetling brows, beneath which those eyes of his gave forth a red sparkle; and his big, irregular nose dividing his visage like a spur of a mountain between two valleys, and the lips of his great, grim mouth working and puckering, as he sucked at his black pipe—as he sat there in his high-backed, oaken chair, beside a table piled up with rare and ancient books, and strange ornaments from China and India, and with a small but finely-formed skull, carefully mounted on an ebony stand and so placed that it had the air of whispering in his ear—as he sat there, I say, he looked less like an ordinary man than like a wizard of the Dark Ages, or even like one of the demons such wizards were wont to evoke.

Of course, as every one knows, Doctor Hokenagel is nothing of the kind; for, though he probably knows more than all the wizards of antiquity put together, he is, at the same time, one of the best and kindest-hearted of men—if common report be worth anything. But that fairy-like body—the contrast between it and the head is certainly very singular. An ogre and an elf combined to form a man—that is how you would describe him. His hands are like a woman's, white, small and beautifully shaped, and he wears on one of his fingers a costly sapphire ring, such as a lady might wear.

We had been discussing the skull. "It is a woman's," then said I. "Yes; and a very lovely woman she was, too," replied Dr. Hokenagel, in his deep but exquisitely modulated tones. "Can you judge from the skull of the beauty of the face?" I exclaimed.

"Perhaps not; at any rate, I do not in this case." "Do you mean to say you actually knew her?" I demanded, with a chill of the nerves. Even the most benevolent doctors will sometimes do odd things that make ordinary persons' flesh creep.

"Well, at all events, I know she was a beauty," he said. And, after puffing at his pipe awhile, he continued: "It's a curious story and you might as well hear it. You remember Daventry?"

"Not Daventry who married Miss Saltonstall, the heiress, and went mad?" "That's the man—Edward Daventry. My specialty is mental diseases, you know, and I signed the order committing him to the asylum. That was ten years ago. He died last week."

"Only last week? I had supposed him dead for years." "Death is a name applied indiscriminately to several different phenomena. Now, you knew Daventry who married Miss Saltonstall; but I knew him before that event—long before. And I happen to know that Miss Saltonstall was not the first lady."

"Ah! An earlier romance? Do let me hear about it." "There is not much to that. There was a girl—let us call her Francesca; her family name does not concern us. She was a lovely creature, of a style quite unlike Miss Saltonstall. Daventry was then barely twenty; she, a year or two younger. She loved him with all her heart. He—well, he conceived a passion for her. It was understood—she understood—that they were to be married. But she took too much for granted, and he granted too much. You know the way of the world. There are times when the woman is as much to blame as the man. All I will say is, that this was not one of those times. Daventry was then a young fellow in a country town, with no prospects in particular. An unexpected circumstance gave him a good opportunity to enter business in New York and he went, leaving Francesca behind. Well, it had to be! And within a year he had the satisfaction, such as it was, of hearing that she was dead."

How the Doctor's eyes did glow! He looked terrible at that moment. "Daventry had, I believe, already made the acquaintance of Miss Saltonstall, and it was not long before they were openly engaged to be married. There was no ambiguity about that arrangement. You may suppose, if you like, that Daventry was really in love this time. At all events, he acted as if he were. He hardly ever let the girl out of his sight. She couldn't complain of lack of devotion. They were married—a great wedding. You remember it. A handsome couple. All New York looking on. All the girls envying her; all the young fellows him. So off they went on their honeymoon."

The Doctor sucked hard and fast at his black pipe, until he, and the little white skull, and the pile of antique volumes, were all enveloped in a gray mist of smoke.

"Daventry became proverbial for work. Everything he took hold of went well. His wife had a million to her dowry, so there was no need for him to work; but he did work, and it was thought greatly to his credit that he did so. He went into all sorts of schemes; they all turned to gold as soon as he touched them. He kept a fine house in town, another at the seaside, another in California. He and his wife were always on the top in society, always stirring, always entertaining; and yet Daventry never lost his grip on any of his schemes. People said there never was such a man; wonderful head! astonishing genius! They had no children—children are hardly fashionable—but people sometimes asked where all these millions were going. Never mind; they kept piling up—railroads, telegraphs, coal, iron, silver—all contributing to make Daventry rich. No skeleton in his closet; no room for one—too full of gold! Lucky man! happy man, Daventry!—devilish happy!"

Here the Doctor paused and wreathed his great lips into so sardonic a grin, at the same time gathering his shaggy brows together in a frown so portentous, that I really felt uneasy.

"The happiest men sometimes make mistakes. Daventry made one—he overworked himself. One day he came to consult me. I examined him; told him to let up. He said he couldn't. I asked

him if he wanted softening of the brain. That startled him—threw him off his guard. He began to talk about himself; said he was the most miserable wretch on earth. Hated his wife; she hated him. Fought together like a couple of scorpions. No children, no peace, no rest. Wanted to kill her and himself, but was afraid to die. I asked him why. He gave me a look—a ghastly look—and went out.

"The seventh anniversary of their wedding came around. To show how happy they were, they arranged to give a great reception and ball. Such preparations never were known. Invitations were sent out two months in advance. Preparations going on in the house for three weeks. It was in winter, but the halls, staircases and rooms were smooth in flowers. For supper, all the things nearest to eat and drink and hardest to get. Favors for the dance cost enough to buy a city lot—gold, silver and diamonds. Eight hundred people came; the best in New York, and only the best. Until 12 o'clock, Daventry and his wife stood under marriage bell receiving their guests. There they stood, smiling, bowing and shaking hands, the type and example of blessed and prosperous wedlock. Ah! a fine sight!

"After midnight, they left their place and mingled with the guests. There was a fairy palace—everywhere perfume, color, sparkle, beauty, music. They say that many beautiful women were never before seen together in New York. Daventry was fond of beautiful women. He went about chatting and laughing first with one and then with another. Everybody remarked how uncommonly well he looked. I was there; he came up to me; I looked at him. 'Well, Doctor?' he said, smiling. I put one finger to my forehead—so! and shook my head. He understood; his lips got pale and he glared at me. A few minutes afterward I saw him at the table, drinking champagne.

"As he turned away from the table, he saw a lady sitting in a window-seat, partly concealed by lace curtains. She was alone. He went up to her. She was the most beautiful woman of the evening; but he couldn't recall who she was. And yet there was something familiar in her face—familiar as a strain of music that you recognize, but cannot place. Now he thought he remembered—then, again, the name just escaped him. He asked her to take a glass of wine—'Yes,' she said, 'with you!'

The manner in which Dr. Hokenagel gave the ensuing dialogue amazed me. No trained actor could have done it better. His marvelous voice accommodated itself to every intonation. Closing his eyes, I could have believed that the speakers stood before me.

"He brought the wine and she received the glass from him. Her voice, when she spoke, had gone to his heart; surely he had heard it before! Where? Where? How lovely she was! Her dress, too, was exquisite, white, soft, voluptuous. The arms and figure of a young goddess. Diamonds on her bosom; in her hair a spray of heliotrope. That flower had been his favorite—before he married! He had associations with it. He felt his face burn. He bent down toward her. 'I fear you have been having a dull evening,' he said. 'Did you come late?'

"Yes; I am but just arrived. I came only to see you." "He felt his heart beat at those caressing words."

"The night would have been a blank to me, if you had not been here." "She smiled—a strange smile. 'Truly? I thought you had forgotten me?'

"How could anyone ever forget you? But it is some time since we met." "Yes, indeed—a long time. But this is your wedding anniversary. See, I bear you no ill-will! Let us drink to it!"

"She lifted her glass to her lips. On her finger he caught the sparkle of a ring—an amethyst. His hand shook so that his wine was spilled. He knew that ring! 'Where did you get that amethyst?'

"Surely, you ought to know! Then I am forgotten! It was you who gave it, Edward." "He sat down beside her on the window seat; he had no strength to stand. They were concealed by the lace curtains. He stared in her face trembling. Yes, it was she; there could be no mistake."

"Francesca!" "Ah, at last!" she said, laughing softly. "But why do you stare so at me?" "I heard you were dead—dead, years and years ago!"

"Oh, I am alive! I am all life. I have been in foreign countries. But I have not forgotten those old days of ours, Edward. How sweet they were! Have you been happy since?" "The happiness of lost souls! This is my first happy moment. Is it real? You have changed, Francesca. You were never so beautiful as this. Have you come to take me?"

"I am Francesca—your Francesca," she said. "But other changes have, indeed, come to me. I am no longer a girl. I have wealth and power." She leaned toward him, fragrant and irresistible. "Edward, do you care for me still?" she whispered.

"His self-control forsook him. 'I would give my soul for you?' he said. "What a look—what a smile she gave him! 'Come with me, then,' said she. 'Come to my home; we cannot talk here. There, no one will interrupt us. Come, Edward.'"

"He hesitated. 'My guests will expect—you know I am—'

"She laid her soft fingers on his hand. 'Never mind them. What are they to us? Let this be the proof that you care for me—to leave them and come with me. Are you afraid?'

"He rose to his feet. "Let us go," he said. "He was reckless. But the dining saloon was now empty. The guests had gone. The drawing rooms and the bands were playing a waltz. How the music sang and throbbed! They passed out into the hall unnoticed. No one seemed to heed them. Francesca was now enveloped in a long pearl-gray cloak, lined with swan's down. He had his hat and coat. Her hand was on his arm. They descended the stairs, treading on roses. The door opened before them, and they went out. Her carriage stood at the bottom of the steps. Snow was falling; but in a moment they were seated side by side in the carriage, where it was warm and perfumed. Edward Daventry could have believed himself in heaven. He felt the gentle touch of her arm and

shoulder. He saw the darkness of her eyes and hair, the pure bloom of her face. "He loved, she loved him; what was the world compared to that? The carriage rolled along swiftly, on easy springs. They were leaving all things—all care and trouble—behind. He bent to kiss her cheek; but she put up her hand with tenderest coquetry.

"Not yet, Edward," she murmured. "Wait! wait!" "At length the carriage stopped; they were at her home. They alighted; he followed her up the steps and into the softly-lighted hall. As the door closed behind them, she turned to smile on him—a smile of love and invitation. She went on into an inner room, pushing aside the heavy curtains that hung in the doorway. Here all was warm, sumptuous, luxurious, softly lighted. In the middle of the room she turned upon him with an enchanting gesture.

"Now—the kiss!" she said. "His lips were almost on hers. Suddenly she lifted her two hands to the sides of her face, and her whole face seemed to come away, as one removes a mask. Beneath was disclosed a bare, grinning skull, with fragments of earth and mold clinging to it. A cold, damp smell seemed to burst in Daventry's head. He uttered an awful scream and fell to the floor senseless."

The Doctor stopped and re-lit his pipe. My eyes fell on the skull beside him. "What does this mean?" I faltered. "Is that all?" "A mere hallucination, of course," said the Doctor, chuckling. "Daventry's brain had given way on that evening, as I had warned him it would. He imagined he saw this woman, and he followed the spectre into the street. An odd coincidence, by the way; he found the next morning, nearly frozen to death, and quite mad—where, do you suppose?"

"Where?" said I, shuddering. "Why, in a deserted house on the other side of the Harlem, which had previously been occupied by this same Francesca. How he got there nobody knows. But he raved about this hallucination for years afterward; and when he died, the other day, he shrieked out with his last breath that he was being kissed by a skull."

"Who was Francesca?" I asked. "Why do you ask? That is her skull. And this ring of mine is her ring. What does a name matter? It is only within the last fifteen years or so that I have borne my present name. I lost my wife early. She left me a daughter, but she died, too, when she was about nineteen years old. Have a glass of wine."

JULIAN HAWTHORNE.

The Country Store.

The clerk in a country store has an excellent opportunity to study the business. There are too many clerks who fall into the great error of supposing that they can only wait on customers, and that there is nothing of importance outside of that to which they need devote attention. Technically, perhaps, the assumption is correct, but to the ambitious young man there is little in the doctrine to encourage.

The clerk has a grand opportunity in a country store, small or large, to study the business, and if it is small, the opportunity is none the less. He can imagine himself the proprietor and take care of the stock. He can arrange the goods and the displays. He can prepare bogus orders of goods that, in his opinion, are needed to keep the stock complete. These he can refer to the proprietor or not, as circumstances will permit. The young man will find it no waste of time to master thoroughly the details of the small business; it will better prepare him for the mastery of a larger one.

The store building should be kept in good repair. There is nothing that looks more inviting than a nicely painted store building, and there is nothing that looks so uninviting as a rickety, unpainted and generally dilapidated structure. It is a pretty good sign that the appearance inside will correspond, and where the stock has a dilapidated appearance there is not much hope for a growing business. It will cost but a few dollars a year to keep the store building looking fresh and clean.

Clean the store lamps every day. They will become smoked with one night's use. Sweep the store carefully every morning, and never without sprinkling. At least twice a year, clean the entire store, removing all goods from the shelves and cleaning them, and exploring the under counter corners, where dirt is generally found in liberal quantities.

Lost on the Bridge.

I stood on the bridge at midnight as drunk as a son-of-a-gun; two moons rose over the city, where there ought to have been but one. I could see their bright reflection in the waters under me, as I experienced a feeling of wonder and of great curiosity. If only one had been there I would not have been in doubt, but what two moons were doing I could not well make out. The tide was slowly ebbing; I could hear the waters roll, as I stood in the wavering shadows to hide from the night "patrol."

How often and how often, in the days of auld lang syne, I have tried to cross it at midnight and lost myself every time. But to-night I was hot and restless, and my mind was full of care, for the walk that lay before me seemed greater than I could bear. I had no latch-key with me, and locked would be the door, and I would have to sit in the doorway, as I oft have done before. I'd have to sit in the doorway, in agony and fear, until a voice came from the window. "Did your lodge hold late, my dear?"

So to-night I stood there, dreaming, and watching the restless tide; a cop came along with a wagon and invited me to ride.

THE IDEAL CITIZEN.

Citizenship and Its Duties from the Ideal Standpoint.

The ideal citizen is the man who believes that all men are brothers and the nation is merely an extension of his family; to be loved, respected and cared for accordingly.

Such a man attends personally to all civic duties with which he believes himself charged. Those which are within his own control he would no more entrust to his inferiors than he would leave the education of his children to kitchen servants.

The public demands upon his time, thought and money come upon him as suddenly and unexpectedly as the accidents of family life, and often they find him illly prepared; but he nerves himself to the inevitable, knowing that, in the village, state or nation, any mistake or neglect on his part must impose a penalty, sooner or later, on those whom he most loves.

It may be that the nation may want to declare war; perhaps the state may desire to juggle with its debt or some other interest involving the principle of honesty; but even if the work at hand is no more important than the deciding of pound dues or a small appropriation for repairing a bit of broken road, he recognizes the duty of informing himself regarding the matter from the standpoint of the good of the community. Selfishly, he knows that any blunder which may be committed will inflict disagreeable, expensive, perhaps fatal, results upon those he loves most; in a larger way he realizes that everybody about him—the men and women whom he respects because they are his equals, and those whom he pities because they are unable to look after their own rights under the law—may suffer if a few intelligent citizens chance to neglect their duty.

The ideal citizen is "good" for all demands justly made upon him; he never shirks work or assumes that what he neglects to attend to will be made right by his fellow-men, to whom he will return the favor at some future and indefinite time. He has seen that method in practice and he does not like its effects. One of them was the "Tweed ring" in New York; another was the "whisky ring," which encompassed the United States. He knows how to apply, in civic affairs, the point of the old saying that "a stitch in time saves nine," and, conversely, that if stitches are not taken in time there may suddenly be rents and exposures which newly-aroused industry cannot repair in time to prevent disgrace and loss.

The ideal citizen always "wants to know why." His conscience may be better than his education, but he loses no opportunity to discover what have been the stumbling blocks of other communities, states and nations, and he prefers to learn these from original sources of information rather than from persons who make explanations at the eleventh hour to conform to pre-arranged selfish or partisan purposes. He does not find this task easy, and at times his mind seems so confused and dark that he would rather let the sun and daylight can ever get into it, but he perseveres, knowing that when it is in a light it is better to be beaten than to dodge responsibility by running away.

In politics the ideal citizen takes sides and votes with a party, but he makes his partisan affiliations through principle instead of prejudice or the partiality that comes through personal acquaintance. He finds this hard work at times; somehow everything worth doing or having requires a great deal of personal effort and not a little self-sacrifice; yet he realizes that to be led by the nose is unmanly, even if the leader be a wiser man than he, and a personal friend besides. That to blindly follow a man whose principal qualification is a talent for a leadership, is to give way to the weakness through which leaders have become tyrants and nations have lost their liberties.

In politics he finds that men and measures are at times so lamentably mixed that it seems almost impossible to separate them, and the more conscience he has the greater is his trouble to decide between them. Nevertheless he does it. His decision may compel him to oppose some of his dearest friends, for there is a good deal besides conscience that makes differences of opinions; but he knows that to accept ideas second-hand, no matter from whom, is to admit that one is not fit to think for himself, but only to be a slave. He may respect men with whom he differs in opinion, but it is not necessary on that account that he should respect their erroneous ideas. He is not to be held to account for other people's opinions, but for his own. He remembers that Abraham Lincoln and other historic characters did not always agree with the most prominent men of their party; if he has read his nation's history as closely as any patriot should, he knows that George Washington, while President, was one of the best-abused men who ever lived. Yet Lincoln and Washington are still held reverently in the public memory, while the names of most of their critics have disappeared from general remembrance. It is the man who thinks who is remembered; he who only follows has nothing in his character to keep his memory green.

Sometimes the ideal citizen finds himself obliged to vote with a party which he previously has opposed and in which his associates are his old political enemies. In such cases his position is painful; for, as a rule, the more thoughtful and earnest the man, the dearer to him are the ties of sympathy and old association. But if he would be true to his trust he must regard duty before inclination; to go "with the multitude to do evil" is no compensation for duties undone and responsibilities neglected. Abraham Lincoln urging the emancipation proclamation upon his unwilling cabinet, Horace Greeley signing the ball bond of Jefferson Davis, Sam Houston protesting in the Texas convention against the secession of the State, Czar Alexander of Russia issuing his ukase of freedom for the serfs, opposed all to whom they had been previously bound by ties of association and friendship. They were right, their friends were wrong; nevertheless their deeds estranged them for a time from friends who loved them dearly, and the penal-

ties were full of agony; yet they were accepted unflinchingly and borne bravely. It needs bravery to make an ideal citizen; many men who have wise and noble intentions fail at the point of execution, and a beginning which does not result in an end were better not begun, for it merely leads to its originator being held in contempt by his friends as well as his enemies.

The ideal citizen knows that local necessities have no possible connection with national issues, and acts accordingly. He does not vote for a candidate for constable or town clerk simply because the man belongs to his own party, but regards all such candidates according to their qualifications for the offices for which they have been nominated. Like Washington, he votes for "measures, not men." If the duties of the office about to be vacated can better be discharged by the candidate of another party than that of his own, he votes for him, knowing that inefficiency in office is above all other serious faults, the most dangerous blow that can be inflicted upon the commonwealth.

He agrees with the father of his country in his belief that "eternal vigilance is the price of liberty," so no public interest is too small to demand and receive his attention. He has seen great abuses develop from small neglects, so, instead of concentrating his attention and spending his money once in four years to elect the presidential candidate of his party, he attends all primary meetings and never fails to vote at an election because the offices seem of small consequence.

The ideal citizen is always a disturbing influence in his own political field. He is in the position of the missionary to a congregation of Southern negroes, who, persisted in preaching against theft, covetousness and other violations of the Ten Commandments, while his hearers were longing only to hear of the wonders described in the book of Revelations and to exult in anticipation of rambling through the golden streets and stately mansions of the great hereafter. "Pahson," said one emotional and tearful brother, "if you don't quit talkin' 'bout stealin' chickens an' bein' fon' of other men's wives, you'll knock all de 'ligious stuffin' out ob dis meetin'." It is much the same way in politics; the man who in time of peace prepares for war, and tries to urge his party associates to forego selfish desires and incite all to more earnest effort for the general good, is always sure to be regarded as a nuisance. Each of the great political parties in the United States contains some such men; each of these men may perhaps be wrong in his views of some public questions, but each stimulates the activity of thought from which great principles are evolved.

Consequently, the ideal citizen must be prepared to become a martyr. Such a fate is neither pleasing nor profitable, and the more sensitive and spirited the man the less desirable such a result will be. It is not a fate to be courted, but neither is it to be avoided. "The blood of the martyrs is the seed of the church," equally do political parties grow in wisdom through agitation by men whom they may eventually cast out. The greatest men are seldom those who receive greatest formal recognition; neither Webster, Clay nor Calhoun ever became president; Moses was driven out of Egypt for avenging the wrongs of one of his race, and was persistently abused by his followers during the many years in which he led them toward the promised land. The ancient Greeks banished all their wisest men; as for Jesus, he was crucified instead of crowned. Nevertheless, the ideal citizen does not put on the air of a martyr, but goes to his work as the true soldier goes into battle, with a brave heart, a cheerful face and an honest hope that the best man may win, even if the loser be himself.

Finally, the ideal citizen looks out not for himself alone, but regards his neighbors but part of the community in which he lives. To make money out of politics seems as bad to him as living upon the earnings of his parents or children, for he knows that the community or nation has no money of its own, but only what it extracts from the pockets of the people—the poorest as well as the richest. His compensation consists in the sense of duty well done, and the more he does the less the reward he thinks himself entitled to.

JOHN HABBERTON.

A Pointer for Live Merchants.

From the American Stockkeeper.

A Michigan man was looking out on a driving storm studying how he could improve his trade. A farmer's horse stood tied to the hitching-post in front of the store partially protected, but with his tail curled in and his head down, vainly trying to miss a drop of the pelting rain. The worthy farmer was inside, himself warm and dry, and, to his credit be it said, regretting the necessity of keeping his horse in the storm.

Then came the idea. Back of the store was a large piece of vacant ground. "I will build some horse sheds on the ground for my customers," said the merchant to himself. The sheds were soon built. Tickets were made to sell for ten cents to those who wished to put their horses there, and these tickets were accepted at the store as money in part payment of goods, so that customers of the store had their horses sheltered free. This arrangement has continued to be a profitable one to this day.

The Bargain Counter.

Grand Rapids Fruit and Produce Co.,

JOBBER OF  
**FOREIGN FRUITS.**  
Oranges, Lemons and Bananas a Specialty.  
3 NORTH IONIA ST., GRAND RAPIDS.

**MOSELEY BROS.,**  
—WHOLESALE—  
Fruits, Seeds, Oysters & Produce.  
All kinds of Field Seeds a Specialty.

If you are in market to buy or sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.  
26, 28, 30 and 32 Ottawa St., - - GRAND RAPIDS.

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

**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.

**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    "			

SEND IN SAMPLE ORDER AND PUT YOUR BUSINESS ON A CASH BASIS.  
E. A. STOWE & BRO., - - Grand Rapids.

**F. J. DETTENTHALER,**  
JOBBER OF

**Oysters**  
—AND—  
**Salt Fish.**

Mail Orders Receive Prompt Attention. See Quotations in Another Column.  
CONSIGNMENTS OF ALL KINDS OF WILD GAME SOLICITED.

**Lemon & Peters,**  
WHOLESALE  
**GROCERS.**

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



## GROCERIES.

### Gripsack Brigade.

Frank L. Kelly will continue with Spring & Company another year.

Cliff Herick is no longer on the road for the Ball-Barnhart-Putnam Co., having resumed his former position behind the counter for Herick & Randall.

Walter E. Cummings has returned from Toledo, and will stay in until after the holidays. It is understood that he has engaged to travel for Cummings & Yale another year.

A Jackson correspondent writes: "The Jackson members of the K. of the G. met at the Hibbard House last Saturday, organized Post B and appointed committees to arrange for the Lansing meeting. Several prominent business men will go with the Jackson delegation. A large delegation may be expected from the Central City, and most of them will be accompanied by their ladies. The next meeting of Post B will be held Dec. 21, at the same place and time."

Oscar D. Fisher, formerly manager of the wholesale grocery house of Arthur Meigs & Co., has engaged to travel on the road for Phelps, Brace & Co., of Detroit, the engagement to date from Jan. 1. His territory will include the shore towns from Bay City to the Straits, the J. L. & S. Railway from Mackinac City to the Saginaws, the F. & P. M. Railway to Reed City and the Saginaw division of the D. L. & N. Railway. He will take up his residence in East Saginaw, as that city will be the focusing point of his territory. Mr. Fisher has had over a dozen years' experience in the grocery business and P. B. & Co. are to be congratulated in securing his services.

A leading Detroit traveling man writes: "I have a dim recollection that not many years ago, at an annual meeting of the M. C. T. A., THE TRADESMAN was adopted as the official paper of the Association. For that reason, I subscribed for it. I found it contained so many good things that I have continued my subscription, although I rarely ever see any news from the M. C. T. A. This, I presume, because none is given to you. Now, I want to say a word to the boys. I have just received from the Board of Trustees a circular announcing the date of the annual meeting, at which there are to be presented several amendments to the constitution, and I think this is a move in the right direction. I hope the boys will adopt those amendments, for I am sure that, with a Secretary and Treasurer elected by the Board of Trustees, and responsible to the members, our Association will take a long step forward. Now, I do not know who the candidates are, but I do know that we have got lots of good material for President and members of the Board; yet, at the same time, there is a choice, and the choice should be made from those who have been active in the past and are familiar with the affairs of the Association. I should like to make part of the nominations, and then the boys can elect whom they please just the same." For President, Thos. Macleod or E. H. McCurdy, and for one member of the Board of Trustees our retiring President, J. T. Lowry. These are men who are workers for the Association at all times, in season and out of season.

Although I have not discussed these proposed changes with all of the boys, yet I will bet \$1 per month of my salary that the men I have named are in favor of the changes, because it is business-like, and I know them to be good business men. I hope these changes will be made and that the Secretary will give THE TRADESMAN an occasional bit of M. C. T. A. news. I hope to attend the next meeting, but I am getting old and a little uncertain; but if I do, I shall urge the adoption of the amendments and THE TRADESMAN as the Association paper."

### News from Flushing.

Perry Bros. & Co. now occupy their new store with a full line of millinery and fancy dry goods.

In the early part of the summer, some of the P. L.'s said that grass would be growing on our streets inside of a year, but it hasn't got to sprouting yet.

Two of the firm of Sweet Bros. & Clarke, contractors with the P. L.'s, are not yet twenty-one years of age and try to protect their brains by wearing black silk hats.

Why would it not be a good plan for the different Business Men's Associations throughout the State to find out the names of wholesale houses who sell P. L. stores in their town and report to the Secretary of the State Association and he to the auxiliary associations.

H. H. Chatters & Co. are moving into their new three-story double brick store this week. The third story has been leased by the Masonic order for a term of twenty-five years. The basement, 44 x 80 feet, with the first and second floors, will be used by the firm themselves. The building is a great ornament to our town and is one of the handsomest and most convenient in the State.

Hon. A. S. Partridge, once Republican Representative from this district at Lansing, and nominated at almost every Prohibition convention since for some State or county office—and always defeated—is a resident of our beautiful village and Vice-President of the State Association of Patrons of Industry. We hope he will be more successful in this than in most of his former enterprises.



### Rates to the Lansing Convention.

GRAND RAPIDS, Dec. 16, 1889.

To the Members of the M. K. of the G.:

GENTLEMEN—I have arranged for the following rates to the annual convention at Lansing on Dec. 27:

Parties of 10 or over, going at one time, 2 cents a mile each way.

Parties of 50 or over, going at one time, 1 1/2 cents a mile each way.

These are the regular rates accorded hunting parties, theater companies, etc., and ought to be satisfactory all around. The tickets must be purchased at one time, in a bunch, so those who expect to catch the train at the last minute will probably be unable to secure the concession. The best way is to place the money for the tickets in the hands of some one designated to conduct the purchase a day or two in advance of the convention, to the end that there may be no one disappointed in securing the reduced rate.

GEORGE F. OWEN.

Chairman Railway Committee.

### Public Sentiment Against the Trusts.

From the New York Shipping List.

Public sentiment is evidently against trusts. This is plainly indicated by recent legal decisions against the local sugar refineries and the Chicago gas companies. The President, in his recent message to Congress, invited earnest attention to the question of restraining these combinations of capital, and expressed the opinion that they should be made the subject of prohibitory, or even penal, legislation. That his suggestion will be acted upon is indicated by the fact that among the first bills introduced in the Senate last week were two or three anti-trust bills, while several members of Congress have publicly stated their intention to bring forward various other similar measures. It is a very difficult and delicate business to legislate upon this subject effectively and justly, with due regard to the complexity of the interests involved. It will not do to attempt to dispose of the matter with a sweeping measure imposing penal restraint on all combinations, and prohibiting all agreements and contracts to regulate the prices of commodities and services. It will be necessary to look carefully into the question as to how far restraints of the kind contemplated are within federal jurisdiction, or, indeed, statutory jurisdiction of any sort. But this is not to say that there is no remedy for trust evils. An artificial institution of this sort that carries in it the seeds of oppressive despotism, however, always implies the ultimate appearance of some effective means of restraint on its tendencies. That is the testimony of all history. There was never yet a real evil or wrong for which there was not ultimately found a remedy. It does not appear, however, that any very effective remedy would be furnished by either of the bills yet brought before the present Congress. Such legislation as has already been had would seem to show that the trusts can readily be brought into subjection under existing statutes. All that is needed to bring about this result is an intelligent and earnest public sentiment which will compel those who are entrusted with the execution of the laws to do their duty. When the trusts realize that the law is to be exerted against them, they will be very apt to yield to the inevitable and come under public regulation.

### Remarkable Record of an Indiana Town.

SHIPSHAWANA, Ind., Dec. 11, 1889.

Editor Michigan Tradesman:

Not seeing anything in your valuable TRADESMAN from our city, I will endeavor to "set 'em" to your readers. We have a flourishing town here, which the grip brigade will vouch for. April 1, Shishpawana started, with only one building. We now have above sixty stores and houses, which include twenty or more business places. We have one large three-story brick block, containing bank and stores below, offices and rooms on the second floor and a large public hall on the third floor; also a brick post office block, two stories high, containing three stores and post office on lower floor, with spacious rooms on second floor. There is a splendid opening for a first-class watchmaker and jeweler in the post office room, with front window and plenty of shelf room. Rent of same is low, not

exceeding \$5 per month. We also want a good dentist. Excellent rooms are now ready. A new sawmill has also started up and does a good business. This is also true of a large machine shop, for wood turning and house furnishing material, the proprietors of which are building contractors. Our town is situated in a beautiful farming country, where the farmers are mostly well-to-do. No towns very near to draw from us. The nearest is eight miles. Would also say that there is the best kind of an opening for a flour mill, the power for which could be procured very cheap from the machine shop, which has a monster engine for the work they have. The different sorts of business could not be enumerated here, for want of room. Our railroad is the St. Louis, Sturgis & Battle Creek, now running from Goshen to Battle Creek, via Sturgis. Any and all good people and manufacturing interests are cordially invited to come among us—we would do you good.

### A Pointer for Clerks.

"You often hear merchants say in a tone of disgust, 'Oh, I can't sell to that man, he knows it all!'" observes a writer in *Sturges and Hardware*, "when, in fact, the man who knows it all is by no means a hard customer to handle. It only requires a little diplomacy. That is, you must concede that he does know it all. Show him an article and he will naturally commence to find fault, and suggest where improvements can be made. Agree with him and possibly add, 'It's a wonder these things have not been noticed before.' Even appear surprised at his remarkable perspicacity, and incidentally remark that you have since the defects have been pointed out, they will be remedied in time, but just now they exist in all such articles, and, unfortunately, the customer has to submit to them. This clinches the sale. He thinks that he has taught the manufacturer a lesson, that you are a very teachable fellow, indeed, and not only buys that article, but always comes back when he wants anything in your line."

### Probable Split in the Salt Association.

THE TRADESMAN has it on unquestioned authority that the Ludington and Manistee members of the Michigan Salt Association will pull out of the organization at the annual meeting, next month, and handle their product through an organization of their own, for which pledges of \$150,000 in stock have already been received. The Manistee and Ludington manufacturers have felt for years that they were not being fairly treated by Dictator Burt, and the new method of operation will undoubtedly secure to them a larger margin of profit.

### The Grocery Market.

Sugars are weak and a little lower. Cove oysters are higher. Codfish is scarce and higher.

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

### VISITING BUYERS.

F. M. Hodge, Middleville  
J. N. Pike, Caledonia  
J. E. Vevey & Son, Holland  
Herrington  
Johnson & Selbert, Caledonia  
Ballard & Field, Sparta  
M. Miner, L. K. Odessa  
G. H. Remington, Bangor  
Hans & Van Rensselaer, Holland  
J. L. Thomas, Cadillac  
Hastings  
G. W. Peters, Bangor  
W. W. Dale, Fenwick  
S. D. Kinney, Covert  
R. A. Hastings, Sparta  
N. Harris, Big Rapids  
A. Skelton, Holland  
B. A. Fish, Cedar Springs  
J. W. Rodenhag, Brecksville  
J. T. Pierson, Irving  
W. H. Hicks, Morley  
E. L. Willet, Allenton  
H. M. Lewis, Ionia  
W. H. McQuarrie, Luther  
J. T. Perham, Kent City  
G. H. Walbrink, Allenton  
E. E. Berry, Allenton  
G. S. Putnam, Fruitport  
C. C. Benbow, Hammond  
Maston & Hammond, Grandville  
F. E. Shattuck & Co., Grandville  
B. E. Fitch, Wayland  
R. T. Van Ostrand, Allegan  
Clary & Eaton, Inland  
Frank Cornell, Sebewa  
Conner & Townsend, Battle Creek  
F. D. Warren, Berlin  
V. Zinz, Conklin  
H. Meltinger, Jamestown  
H. W. Willet, Allenton  
T. H. Condra, Lisbon  
A. Eckerman, Muskegon  
J. E. Freeman, Grand Haven  
F. E. Berry, Grand Haven  
W. N. Hutchinson, Grant  
T. C. McCulloch, Berlin  
W. H. Young, Middleville  
C. E. Harris, Allenton  
Mills & Mills, Allenton  
Nagler & Reed, Caledonia  
Holmes & Cornell, Belding  
Lamoreaux & Belding, Fruitport  
Michigan Outer Co., Lowell  
F. W. Turner, Nunica  
A. Wagner, New Holland  
C. L. Lillie, Coopersville

### The P. of I. Dealers.

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

Adrian—Powers & Burnham, Anton  
Wehle, L. T. Lochner.  
Almont—Colerick & Martin.  
Altona—Eli Lyons.  
Assyria—J. W. Abbey.  
Belding—L. S. Roell.  
Big Rapids—W. A. Verity, A. V. Young,  
E. P. Shankweiler & Co., Mrs. Turk.  
Blanchard—L. A. Wait.  
Blissfield—Jas. Gamblett, Jr.  
Brice—J. B. Gardner.  
Burnside—Jno. G. Bruce & Son.  
Capac—H. C. Sigel.  
Carson City—A. B. Loomis, A. Y. Sessions.  
Casnovia—Ed. Hayward, John E. Parcell.  
Cedar Springs—John Bencus, B. A. Fish.  
Charlotte—John J. Richardson, Daron & Smith, J. Andrews, C. P. Lock, F. H. Goody.  
Chester—P. C. Smith.  
Chippewa Lake—G. A. Goodsell.  
Clio—Nixon & Hubbell.  
Coral—J. S. Newell & Co.  
East Saginaw—John P. Derby.  
Ewart—Mark Ardis, E. F. Shaw, Stevens & Farrar.  
Flint—John B. Wilson.  
Flushing—Sweet Bros. & Clark.  
Fremont—Boone & Pearson, J. B. Ketchum.  
Gladwin—John Graham, J. D. Sanford, Jas. Croswery.  
Gowan—Rasmus Neilson.  
Grand Ledge—A. J. Halsted & Son.  
Grand Rapids—Joseph Berles, A. Wilzinski, F. W. Winkberg.  
Hersey—John Finkbeiner.  
Hesperia—B. Cohen.  
Howard City—Henry Henkel.  
Hubbardston—M. Cahalan.  
Imlay City—Cohn Bros.  
Jackson—Hall & Rowan.  
Kent City—R. McKinnon, M. L. Whitney.  
Lake Odessa—Christian Haller & Co.  
Lapeer—C. Tuttle & Son, W. H. Jennings.  
McBride—J. McCrae.  
Maple Rapids—L. S. Aldrich.  
Marshall—W. E. Bosley, S. V. R. Lepore & Son, Jno. Butler, Richard Butler, John Fletcher.  
Mecosta—Parks Bros.  
Milan—C. C. (Mrs. H. S.) Knight.  
Millbrook—T. O. (or J. W.) Pattison.  
Millington—Chas. H. Valentine.  
Morley—Henry Strope.  
Mt. Morris—H. E. Lamb, J. Vermett & Son, F. H. Cowles.  
Muskegon—C. M. Philabaum, Broner & Aldrich.  
Nashville—Powers & Stringham, H. M. Lee.  
Ogden—A. J. Pence.  
Olivet—F. H. Gage.  
Otisco—C. W. Snyder & Co.  
Renuis—Geo. Blank.  
Riverdale—J. B. Adams.  
Rockford—B. A. Fish.  
Sand Lake—Brayman & Blanchard.  
Frank E. Shattuck & Co.  
Shepherd—H. O. Bigelow.  
Sparta—Dole & Haynes.  
Stanton—Fairbanks & Co.  
Stanwood—F. M. Carpenter.  
Vassar—McHose & Gage.  
Wheeler—Louise (Mrs. A.) Johnson.  
H. C. Breckenridge.  
White Cloud—J. C. Townsend.  
Williamston—Thos. Horton.

### Le Roy Business Men on the P. of I.

LE ROY, Dec. 14, 1889.

Editor Michigan Tradesman:

DEAR SIR—At a meeting of the business men of this village, recently, the following resolution was unanimously passed:

"We, the undersigned, business men and merchants of the village of Le Roy, look upon the organization known as the Patrons of Industry, except for social and intellectual purposes, as derogatory and injurious to the best interests of this community. While we recognize the right of any individual to conduct his own business as he may deem for his own best interest, it is the sense of this meeting and these subscribers that we cannot countenance or uphold any society that advocates any measure that savors of a boycott, nor will we by any act of ours show favor to any such society by making them lower prices on goods than we sell to all; and we hereby pledge ourselves not to enter into any contract with the said organization for the sale of goods."

The above resolution was signed by each business man present.

Ready and willing to contribute our part toward the general fund of information usually contained in THE MICHIGAN TRADESMAN, we respectfully submit the above for publication in your esteemed paper. Yours truly,

CARL L. MACREK, Sec'y.

### PRODUCE MARKET.

Apples—Dealers hold winter fruit at \$2.25 to \$2.50 per bushel.  
Beans—Dealers pay \$1.25 for unpecked and \$1.50 for pecked, holding at \$1.75 to \$2 per bushel.  
Butter—The market is dull and stocks are accumulating, prices being no better than they were during the fall.  
Cabbages—\$5 to \$6 per 100.  
Cheese—Fair stock of full cream commands 10 to 11 1/2 cts.  
Cider—\$9 to \$10 per gal.  
Cooperage—Pork barrels, \$1.25; produce barrels 25 cts.  
Crabapples—Cape Cod readily command \$10 to \$15.50 per bushel. Bell and Bugle are in good demand at \$10 to \$12 per bushel. Bell and Cherry are held at \$10 per bushel.  
Dried Apples—New evaporated are held at 8 to 8 1/2 cts. and new sundried at 20 to 25 cts.  
Eggs—Jobbers pay 19 to 20 cts for fresh and hold at 21 to 22 cts. Pickled and cold storage stock commands about 18 cts.  
Field Seeds—Clover, mammoth, \$4.35 per bushel; medium, \$3.75. Timothy, \$1.50 per bushel.  
Honey—Quiet and slow sale. Clean comb commands \$10 to \$12 per lb.  
Onions—Dealers pay 4 to 4 1/2 cts for clean stock, holding at 6 to 6 1/2 cts.  
Pork—Buyers pay 4 cts, skipping out at 4 1/2 cts.  
Potatoes—There is some demand throughout the State, but not enough to warrant the low prices anticipated by the growers in some sections.  
Squash—Hubbard, 20 cts per bushel.  
Squash—Potatoes—Jerseys and Muscatine stock are out of market at present. Illinois stock commands \$4 to \$4.25 per bushel.  
Turnips—30 cts per bushel.

### PROVISIONS.

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

PORK IN BARRELS.  
Mess, new, 10 to 12 cts.  
Short cut, 10 to 12 cts.  
Extra clear pig, short cut, 12 to 14 cts.  
Extra clear, heavy, 12 to 14 cts.  
Clear, fat back, 12 to 14 cts.  
Boston clear, short cut, 12 to 14 cts.  
Standard clear, short cut, best, 12 to 14 cts.  
Squash, 20 lbs. in a case, 12 to 14 cts.  
Hams, average 20 lbs., 12 to 14 cts.  
" 16 lbs., 12 to 14 cts.  
" 12 to 14 lbs., 12 to 14 cts.  
" picnic, 12 to 14 cts.  
" best, 12 to 14 cts.  
Breakfast Bacon, boneless, 12 to 14 cts.  
Dried beef, ham, prices, 12 to 14 cts.  
Long Cans, heavy, 12 to 14 cts.  
Briskets, medium, 12 to 14 cts.  
Light, 12 to 14 cts.  
LARD—Kettle Rendered.  
Tierces, 12 to 14 cts.  
Tubs, 12 to 14 cts.  
50 lb. Tins, 12 to 14 cts.  
LARD—Refined.  
Tierces, 12 to 14 cts.  
Tubs, 12 to 14 cts.  
50 lb. Tins, 12 to 14 cts.  
3 lb. Pails, 20 in a case, 12 to 14 cts.  
5 lb. Pails, 12 in a case, 12 to 14 cts.  
20 lb. Pails, 4 in a case, 12 to 14 cts.  
50 lb. Cans, 12 to 14 cts.  
Extra Mess, warranted 20 lbs., 7 to 10 cts.  
Extra Mess, Chicago packing, 7 to 10 cts.  
Boneless, rump butts, 7 to 10 cts.  
Tongue Sausage, 7 to 10 cts.  
Frankfort Sausage, 7 to 10 cts.  
Blood Sausage, 7 to 10 cts.  
Bologna, straight, 7 to 10 cts.  
Muskogee, 7 to 10 cts.  
Head Cheese, 7 to 10 cts.  
In half barrels, 3 to 5 cts.  
In quarter barrels, 3 to 5 cts.  
In half barrels, 3 to 5 cts.  
In quarter barrels, 3 to 5 cts.  
In kits, 3 to 5 cts.

### FRESH MEATS.

Swift and Company quote as follows:  
Beef, carcass, 4 to 6 cts.  
hind quarters, 4 to 6 cts.  
" fore, 4 to 6 cts.  
" loins, 4 to 6 cts.  
" ribs, 4 to 6 cts.  
" tongues, 4 to 6 cts.  
Hogs, 4 to 6 cts.  
Pork loins, 4 to 6 cts.  
Bologna, 4 to 6 cts.  
Sausage, blood or head, 4 to 6 cts.  
" liver, 4 to 6 cts.  
Mutton, 4 to 6 cts.  
OYSTERS AND FISH.  
F. J. Dettenthaler quotes as follows:  
FRESH FISH.  
Whitefish, 9 to 10 cts.  
" smoked, 8 to 9 cts.  
Trout, 8 to 9 cts.  
Halibut, 8 to 9 cts.  
Haddies, 8 to 9 cts.  
Fairhaven Counts, 8 to 9 cts.  
Selects, 8 to 9 cts.  
F. J. D.'s, 8 to 9 cts.  
Standards, 8 to 9 cts.  
Favorites, 8 to 9 cts.  
Standard, 25 lb. boxes, 9 to 10 cts.  
Twist, 25, 9 to 10 cts.  
Loaf, 25, 9 to 10 cts.  
Royal, 25 lb. pails, 9 to 10 cts.  
Extra, 25 lb. pails, 9 to 10 cts.  
" 20 lb. pails, 9 to 10 cts.  
French Cream, 25 lb. pails, 9 to 10 cts.  
Lemon Drops, 12 to 14 cts.  
Sour Drops, 12 to 14 cts.  
Peppermint Drops, 12 to 14 cts.  
Chocolate Drops, 12 to 14 cts.  
Mocha Drops, 12 to 14 cts.  
To ascertain cost of roasted coffee, add 1/2 cts. per lb. for roasting and 15 cts. per lb. for shrinkage.  
COFFEES—Package.  
Lion, 100 lbs., 24 cts.  
" in cabinets, 24 cts.  
McLaughlin's XXXX, 24 cts.  
Durham, 24 cts.  
Thompson's Honey Bee, 24 cts.  
Good Morning, 24 cts.  
Valley City, 24 cts.  
Felix, 24 cts.  
Cotton, 40 ft., per doz., 12 cts.  
" 50 ft., 12 cts.  
" 60 ft., 12 cts.  
" 70 ft., 12 cts.  
" 80 ft., 12 cts.  
" 90 ft., 12 cts.  
" 100 ft., 12 cts.  
" 110 ft., 12 cts.  
" 120 ft., 12 cts.  
" 130 ft., 12 cts.  
" 140 ft., 12 cts.  
" 150 ft., 12 cts.  
" 160 ft., 12 cts.  
" 170 ft., 12 cts.  
" 180 ft., 12 cts.  
" 190 ft., 12 cts.  
" 200 ft., 12 cts.  
" 210 ft., 12 cts.  
" 220 ft., 12 cts.  
" 230 ft., 12 cts.  
" 240 ft., 12 cts.  
" 250 ft., 12 cts.  
" 260 ft., 12 cts.  
" 270 ft., 12 cts.  
" 280 ft., 12 cts.  
" 290 ft., 12 cts.  
" 300 ft., 12 cts.  
" 310 ft., 12 cts.  
" 320 ft., 12 cts.  
" 330 ft., 12 cts.  
" 340 ft., 12 cts.  
" 350 ft., 12 cts.  
" 360 ft., 12 cts.  
" 370 ft., 12 cts.  
" 380 ft., 12 cts.  
" 390 ft., 12 cts.  
" 400 ft., 12 cts.  
" 410 ft., 12 cts.  
" 420 ft., 12 cts.  
" 430 ft., 12 cts.  
" 440 ft., 12 cts.  
" 450 ft., 12 cts.  
" 460 ft., 12 cts.  
" 470 ft., 12 cts.  
" 480 ft., 12 cts.  
" 490 ft., 12 cts.  
" 500 ft., 12 cts.  
" 510 ft., 12 cts.  
" 520 ft., 12 cts.  
" 530 ft., 12 cts.  
" 540 ft., 12 cts.  
" 550 ft., 12 cts.  
" 560 ft., 12 cts.  
" 570 ft., 12 cts.  
" 580 ft., 12 cts.  
" 590 ft., 12 cts.  
" 600 ft., 12 cts.  
" 610 ft., 12 cts.  
" 620 ft., 12 cts.  
" 630 ft., 12 cts.  
" 640 ft., 12 cts.  
" 650 ft., 12 cts.  
" 660 ft., 12 cts.  
" 670 ft., 12 cts.  
" 680 ft., 12 cts.  
" 690 ft., 12 cts.  
" 700 ft., 12 cts.  
" 710 ft., 12 cts.  
" 720 ft., 12 cts.  
" 730 ft., 12 cts.  
" 740 ft., 12 cts.  
" 750 ft., 12 cts.  
" 760 ft., 12 cts.  
" 770 ft., 12 cts.  
" 780 ft., 12 cts.  
" 790 ft., 12 cts.  
" 800 ft., 12 cts.  
" 810 ft., 12 cts.  
" 820 ft., 12 cts.  
" 830 ft., 12 cts.  
" 840 ft., 12 cts.  
" 850 ft., 12 cts.  
" 860 ft., 12 cts.  
" 870 ft., 12 cts.  
" 880 ft., 12 cts.  
" 890 ft., 12 cts.  
" 900 ft., 12 cts.  
" 910 ft., 12 cts.  
" 920 ft., 12 cts.  
" 930 ft., 12 cts.  
" 940 ft., 12 cts.  
" 950 ft., 12 cts.  
" 960 ft., 12 cts.  
" 970 ft., 12 cts.  
" 980 ft., 12 cts.  
" 990 ft., 12 cts.  
" 1000 ft., 12 cts.

### CANDIES, FRUITS AND NUTS.

The Putnam Candy Co. quotes as follows:  
STICK.  
Standard, 25 lb. boxes, 9 to 10 cts.  
Twist, 25, 9 to 10 cts.  
Loaf, 25, 9 to 10 cts.  
Royal, 25 lb. pails, 9 to 10 cts.  
Extra, 25 lb. pails, 9 to 10 cts.  
" 20 lb. pails, 9 to 10 cts.  
French Cream, 25 lb. pails, 9 to 10 cts.  
Lemon Drops, 12 to 14 cts.  
Sour Drops, 12 to 14 cts.  
Peppermint Drops, 12 to 14 cts.  
Chocolate Drops, 12 to 14 cts.  
Mocha Drops, 12 to 14 cts.  
To ascertain cost of roasted coffee, add 1/2 cts. per lb. for roasting and 15 cts. per lb. for shrinkage.  
COFFEES—Package.  
Lion, 100 lbs., 24 cts.  
" in cabinets, 24 cts.  
McLaughlin's XXXX, 24 cts.  
Durham, 24 cts.  
Thompson's Honey Bee, 24 cts.  
Good Morning, 24 cts.  
Valley City, 24 cts.  
Felix, 24 cts.  
Cotton, 40 ft., per doz., 12 cts.  
" 50 ft., 12 cts.  
" 60 ft., 12 cts.  
" 70 ft., 12 cts.  
" 80 ft., 12 cts.  
" 90 ft., 12 cts.  
" 100 ft., 12 cts.  
" 110 ft., 12 cts.  
" 120 ft., 12 cts.  
" 130 ft., 12 cts.  
" 140 ft., 12 cts.  
" 150 ft., 12 cts.  
" 160 ft., 12 cts.  
" 170 ft., 12 cts.  
" 180 ft., 12 cts.  
" 190 ft., 12 cts.  
" 200 ft., 12 cts.  
" 210 ft., 12 cts.  
" 220 ft., 12 cts.  
" 230 ft., 12 cts.  
" 240 ft., 12 cts.  
" 250 ft., 12 cts.  
" 260 ft., 12 cts.  
" 270 ft., 12 cts.  
" 280 ft., 12 cts.  
" 290 ft., 12 cts.  
" 300 ft., 12 cts.  
" 310 ft., 12 cts.  
" 320 ft., 12 cts.  
" 330 ft., 12 cts.  
" 340 ft., 12 cts.  
" 350 ft., 12 cts.  
" 360 ft., 12 cts.  
" 370 ft., 12 cts.  
" 380 ft., 12 cts.  
" 390 ft., 12 cts.  
" 400 ft., 12 cts.  
" 410 ft., 12 cts.  
" 420 ft., 12 cts.  
" 430 ft., 12 cts.  
" 440 ft., 12 cts.  
" 450 ft., 12 cts.  
" 460 ft., 12 cts.  
" 470 ft., 12 cts.  
" 480 ft., 12 cts.  
" 490 ft., 12 cts.  
" 500 ft., 12 cts.  
" 510 ft., 12 cts.  
" 520 ft., 12 cts.  
" 530 ft., 12 cts.  
" 540 ft., 12 cts.  
" 550 ft., 12 cts.  
" 560 ft., 12 cts.  
" 570 ft., 12 cts.  
" 580 ft., 12 cts.  
" 590 ft., 12 cts.  
" 600 ft., 12 cts.  
" 610 ft., 12 cts.  
" 620 ft., 12 cts.  
" 630 ft., 12 cts.  
" 640 ft., 12 cts.  
" 650 ft., 12 cts.  
" 660 ft., 12 cts.  
" 670 ft., 12 cts.  
" 680 ft., 12 cts.  
" 690 ft., 12 cts.  
" 700 ft., 12 cts.  
" 710 ft., 12 cts.  
" 720 ft., 12 cts.  
" 730 ft., 12 cts.  
" 740 ft., 12 cts.  
" 750 ft., 12 cts.  
" 760 ft., 12 cts.  
" 770 ft., 12 cts.  
" 780 ft., 12 cts.  
" 790 ft., 12 cts.  
" 800 ft., 12 cts.  
" 810 ft., 12 cts.  
" 820 ft., 12 cts.  
" 830 ft., 12 cts.  
" 840 ft., 12 cts.  
" 850 ft., 12 cts.  
" 860 ft., 12 cts.  
" 870 ft., 12 cts.  
" 880 ft., 12 cts.  
" 890 ft., 12 cts.  
" 900 ft., 12 cts.  
" 910 ft., 12 cts.  
" 920 ft., 12 cts.  
" 930 ft., 12 cts.  
" 940 ft., 12 cts.  
" 950 ft., 12 cts.  
" 960 ft., 12 cts.  
" 970 ft., 12 cts.  
" 980 ft., 12 cts.  
" 990 ft., 12 cts.  
" 1000 ft., 12 cts.

### Wholesale Price Current.

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

Artich., 1/2 lb. cans, 6 doz.	45	DRIED FRUITS—Prunes.		SWEET GOODS.	
" 1/2 lb. " 4 "	75	Turkey	54 1/2 @ 6	Ginger Snaps	X XXX
" 1 lb. " 2 "	75	Roach	54 1/2 @ 6	Buns, 1/2	
" 1 lb. " 2 "	75	California	8 @ 10	Sugar Creams	8 1/4
" 5 lb. " 1 "	12 00	DRIED FRUITS—Raisins.		Strained Creams	9
Absolute, 1/2 lb. cans, 100 doz.	75	Valencia	6 @ 8 1/4	Crackers, 1/2 doz.	2 1/4
" 1/2 lb. " 50s, 100 doz.	85	Ondaras	6 @ 9 1/4	Patented Crackers	2 1/4
" 1 lb. " 50s, 18 doz.	85	Sultanas	12 @ 13	Boxes	SODA
Teifer's, 1/2 lb. cans, 4 doz.	85	London Layers, Cal.	2 @ 50	Kege, English	4 1/4
" 1 lb. " 1 "	1 50	London Layers, for n.			
Acme, 1/2 lb. cans, 3 doz.	75	Muscadine, California	2 1/2 @ 20		
" 1 lb. " 1 "	1 50	DRIED FRUITS—Peel.			
" 1 lb. " 1 "	3 00	Lemon	13		
Red Star, 1/2 lb. cans, 4 doz.	75	Orange	13		
" 1 lb. " 1 "	3 00	FAIR			
" 1/2 lb. " 1 50		FAIR			
Frazer's, AXLE GREASE.	82 00	FAIR			
Aurora.	1 75	FAIR			
Diamond.	1 60	FAIR			
English, 2 doz. in case.	80	FAIR			
Bristol, 2 doz. in case.	80	FAIR			
American, 2 doz. in case.	80	FAIR			
Artich. 4 doz.	3 40	FAIR			
" 1/2 pt.	10 40	FAIR			
" 8 oz paper bot	2 30	FAIR			
" Pepper Box No 2	3 00	FAIR			
" 1/2 lb. " 5 80		FAIR			
No. 2 Hurl.	1 70	FAIR			
No. 1	1 90	FAIR			
No. 2 Carpet	2 00	FAIR			
Wickham	1 20	FAIR			
Forlor Gem	2 60	FAIR			
Common Whisk	90	FAIR			
Fancy	2 75	FAIR			
Warehouse	2 75	FAIR			
BUCKWEHEAT.	4 50	FAIR			
Kings 100 lbs.	3 85	FAIR			
Dairy, solid packed	12 1/4	FAIR			
" rolls	13 1/4	FAIR			
Creamery, solid packed	13 1/4	FAIR			
" rolls	14 1/4	FAIR			
Hotel, 40 lb. CANDLES	10 1/4	FAIR			
Star, 40 "	3 1/4	FAIR			
Paraffine	25	FAIR			
Wickham	25	FAIR			
CANNED GOODS—Fish.		FAIR			
Clams, 1 lb. Little Neck	1 20	FAIR			
Clam Chowder, 3 lb. can	2 10	FAIR			
Oyster, 1 lb. can	1 10	FAIR			
" 2 lb. can	1 85	FAIR			
Lobster, 1 lb. picnic	1 40	FAIR			
" 2 lb. can	2 10	FAIR			
" 1 lb. Star	2 00	FAIR			
" 2 lb. Star	2 00	FAIR			
Mackerel, in Tomato Sauce	1 10	FAIR			
" 2 lb. can	2 00	FAIR			
" 3 lb. in Mustard	2 85	FAIR			
" 2 lb. can	1 85	FAIR			
Salmon, 1 lb. Columbia	1 80	FAIR			
" 1 lb. can	1 80	FAIR			
Sardines, domestic	1 80	FAIR			
" Mustard	1 80	FAIR			
" Imported	1 80	FAIR			
" Mustard	1 80	FAIR			
Trout, 3 lb. brook	1 80	FAIR			
CANNED GOODS—Fruits.		FAIR			
Apples, gallons, stand	2 25	FAIR			
Blackberries, stand	90	FAIR			
Cherries, red standard	1 30	FAIR			
" pitted	1 40	FAIR			
Damsons	1 40	FAIR			
Egg Plums, stand	1 15	FAIR			
Gooseberries	1 00	FAIR			
Grapes	1 15	FAIR			
Green Grapes	1 15	FAIR			
Peaches, all yellow, stand	1 70	FAIR			
" Pic	1 15	FAIR			
Pears	1 25	FAIR			
Pineapples	1 20 1/2	FAIR			
Guilines	1 00	FAIR			
Raspberries, extra	1 08	FAIR			
" extra maroon	1 05	FAIR			
" June, stand	1 40	FAIR			
" June, stand	1 40	FAIR			
Mushrooms, extra fine	2 15	FAIR			
Pumpkin, 3 lb. Golden	1 00	FAIR			
Succotash, standard	1 10	FAIR			
Squash	1 10	FAIR			
Tomatoes, Red Coat	1 06 1/2	FAIR			
" Good Enough	1 06 1/2	FAIR			
" stand br	1 06 1/2	FAIR			
CHEESE.		FAIR			
Michigan Full Cream 11 1/2 @ 12		FAIR			
Sap Sago	1 16 1/2	FAIR			
CHOCOLATE—BAKERS.		FAIR			
German Sweet	23	FAIR			
Premium	35	FAIR			
Breakfast Cocoa	38	FAIR			
Broma	37	FAIR			
CHEWING GUM.		FAIR			
Rubber, 100 lumps	25	FAIR			
Spruce	35	FAIR			
CHICORY.		FAIR			
Bulk	6	FAIR			
Red	7 1/4	FAIR			
COFFEE—Green.		FAIR			
Rio, fair	17 @ 10	FAIR			
" prime	18 @ 10	FAIR			
" fancy, washed	19 @ 10	FAIR			
" golden	20 @ 10	FAIR			
Santos	20 @ 10	FAIR			
Mexican & Guatemala	19 @ 10	FAIR			
Peaberry	20 @ 10	FAIR			
Java, Interior	20 @ 10	FAIR			
" Mandehling	20 @ 10	FAIR			
Mocha, genuine	25 @ 10	FAIR			
To ascertain cost of roasting		FAIR			
add 1/4c. per lb. for roasting		FAIR			
and 15 per cent. for shrinkage		FAIR			
COFFEES—Package.		FAIR			
Lion	100 lbs	FAIR			
" in cabinets	24 1/4	FAIR			
McLaughlin's XXXX	24 1/4	FAIR			
Durham	24 1/4	FAIR			
Thompson's Honey Bee	24 1/4	FAIR			
Tiger	24 1/4	FAIR			
Good Morning	24 1/4	FAIR			
Valley COFFEE EXTRACT.		FAIR			
Felix	1 10	FAIR			
CLOTHES LINES.		FAIR			
Cotton, 50 ft. per doz.	1 50	FAIR			
" 60 ft.	1 60	FAIR			
" 80 ft.	1 80	FAIR			
" 100 ft.	2 00	FAIR			
" 120 ft.	2 20	FAIR			
" 140 ft.	2 40	FAIR			
" 160 ft.	2 60	FAIR			
" 180 ft.	2 80	FAIR			
" 200 ft.	3 00	FAIR			
" 220 ft.	3 20	FAIR			
" 240 ft.	3 40	FAIR			
" 260 ft.	3 60	FAIR			
" 280 ft.	3 80	FAIR			
" 300 ft.	4 00	FAIR			
" 320 ft.	4 20	FAIR			
" 340 ft.	4 40	FAIR			
" 360 ft.	4 60	FAIR			
" 380 ft.	4 80	FAIR			
" 400 ft.	5 00	FAIR			
" 420 ft.	5 20	FAIR			
" 440 ft.	5 40	FAIR			
" 460 ft.	5 60	FAIR			
" 480 ft.	5 80	FAIR			
" 500 ft.	6 00	FAIR			
" 520 ft.	6 20	FAIR			
" 540 ft.	6 40	FAIR			
" 560 ft.	6 60	FAIR			
" 580 ft.	6 80	FAIR			
" 600 ft.	7 00	FAIR			
" 620 ft.	7 20	FAIR			
" 640 ft.	7 40	FAIR			
" 660 ft.	7 60	FAIR			
" 680 ft.	7 80	FAIR			
" 700 ft.	8 00	FAIR			
" 720 ft.	8 20	FAIR			
" 740 ft.	8 40	FAIR			
" 760 ft.	8 60	FAIR			
" 780 ft.	8 80	FAIR			
" 800 ft.	9 00	FAIR			
" 820 ft.	9 20	FAIR			
" 840 ft.	9 40	FAIR			
" 860 ft.	9 60	FAIR			
" 880 ft.	9 80	FAIR			
" 900 ft.	10 00	FAIR			
" 920 ft.	10 20	FAIR			
" 940 ft.	10 40	FAIR			
" 960 ft.	10 60	FAIR			
" 980 ft.	10 80	FAIR			
" 1000 ft.	11 00	FAIR			
" 1020 ft.	11 20	FAIR			
" 1040 ft.	11 40	FAIR			
" 1060 ft.	11 60	FAIR			
" 1080 ft.	11 80	FAIR			
" 1100 ft.	12 00	FAIR			
" 1120 ft.	12 20	FAIR			
" 1140 ft.	12 40	FAIR			
" 1160 ft.	12 60	FAIR			
" 1180 ft.	12 80	FAIR			
" 1200 ft.	13 00	FAIR			
" 1220 ft.	13 20	FAIR			
" 1240 ft.	13 40	FAIR			
" 1260 ft.	13 60	FAIR			
" 1280 ft.	13 80	FAIR			
" 1300 ft.	14 00	FAIR			
" 1320 ft.	14 20	FAIR			
" 1340 ft.	14 40	FAIR			
" 1360 ft.	14 60	FAIR			
" 1380 ft.	14 80	FAIR			
" 1400 ft.	15 00	FAIR			
" 1420 ft.	15 20	FAIR			
" 1440 ft.	15 40	FAIR			
" 1460 ft.	15 60	FAIR			
" 1480 ft.	15 80	FAIR			
" 1500 ft.	16 00	FAIR			
" 1520 ft.	16 20	FAIR			
" 1540 ft.	16 40	FAIR			
" 1560 ft.	16 60	FAIR			
" 1580 ft.	16 80	FAIR			
" 1600 ft.	17 00	FAIR			
" 1620 ft.	17 20	FAIR			
" 1640 ft.	17 40	FAIR			
" 1660 ft.	17 60	FAIR			
" 1680 ft.	17 80	FAIR			
" 1700 ft.	18 00	FAIR			
" 1720 ft.	18 20	FAIR			
" 1740 ft.	18 40	FAIR			
" 1760 ft.	18 60	FAIR			
" 1780 ft.	18 80	FAIR			
" 1800 ft.	19 00	FAIR			
" 1820 ft.	19 20	FAIR			
" 1840 ft.	19 40	FAIR			
" 1860 ft.	19 60	FAIR			
" 1880 ft.	19 80	FAIR			
" 1900 ft.	20 00	FAIR			
" 1920 ft.	20 20	FAIR			
" 1940 ft.	20 40	FAIR			
" 1960 ft.	20 60	FAIR			
" 1980 ft.	20 80	FAIR			
" 2000 ft.	21 00	FAIR			
" 2020 ft.	21 20	FAIR			
" 2040 ft.	21 40	FAIR			
" 2060 ft.	21 60	FAIR			
" 2080 ft.	21 80	FAIR			
" 2100 ft.	22 00	FAIR			
" 2120 ft.	22 20	FAIR			
" 2140 ft.	22 40	FAIR			
" 2160 ft.	22 60	FAIR			
" 2180 ft.	22 80	FAIR			
" 2200 ft.	23 00	FAIR			
" 2220 ft.	23 20	FAIR			
" 2240 ft.	23 40	FAIR			
" 2260 ft.	23 60	FAIR			
" 2280 ft.	23 80	FAIR			
" 2300 ft.	24 00	FAIR			
" 2320 ft.	24 20	FAIR			
" 2340 ft.	24 40	FAIR			
" 2360 ft.	24 60	FAIR			
" 2380 ft.	24 80	FAIR			
" 2400 ft.	25 00	FAIR			
" 2420 ft.	25 20	FAIR			
" 2440 ft.	25 40	FAIR			
" 2460 ft.	25 60	FAIR			
" 2480 ft.	25 80	FAIR			
" 2500 ft.	26 00	FAIR			
" 2520 ft.	26 20	FAIR			
" 2540 ft.	26 40	FAIR			
" 2560 ft.	26 60	FAIR			
" 2580 ft.	26 80	FAIR			
" 2600 ft.	27 00	FAIR			
" 2620 ft.	27 20	FAIR			
" 2640 ft.	27 40	FAIR			
" 2660 ft.	27 60	FAIR			
" 2680 ft.	27 80	FAIR			
" 2700 ft.	28 00	FAIR			
" 2720 ft.	28 20	FAIR			
" 2740 ft.	28 40	FAIR			
" 2760 ft.	28 60	FAIR			
" 2780 ft.	28 80	FAIR			
" 2800 ft.	29 00	FAIR			
" 2820 ft.	29 20	FAIR			
" 2840 ft.	29 40	FAIR			
" 2860 ft.	29 60	FAIR			
" 2880 ft.	29 80	FAIR			
" 2900 ft.	30 00	FAIR			
" 2920 ft.	30 20	FAIR			
" 2940 ft.	30 40	FAIR			
" 2960 ft.	30 60	FAIR			
" 2980 ft.	30 80	FAIR			
" 3000 ft.	31 00	FAIR			
" 3020 ft.	31 20	FAIR			
" 3040 ft.	31 40	FAIR			
" 3060 ft.	31 60	FAIR			
" 3080 ft.	31 80	FAIR			
" 3100 ft.	32 00	FAIR			
" 3120 ft.	32 20	FAIR			
" 3140 ft.	32 40	FAIR			
" 3160 ft.	32 60				







