





## AMONG THE TRADE.

## GRAND RAPIDS GOSSIP.

Palmer & Crozier have removed their boot and shoe stock from 29 to 18 Canal street.

M. Torcuette, grocer at Volney, has arranged to put in a sawmill at that place. Hester & Fox furnish the plant.

H. Barker has embarked in the grocery and meat business at Pierson. The Olney & Judson Grocer Co. furnished the grocery stock.

Goossen & Daane, grocers at 149. Monroe street, have dissolved partnership. Business will be continued at the old stand by M. C. Goossen.

Spaulding & Co. succeed L. S. Hill & Co. in the sporting goods line, the change in style occurring at the time of the removal from Pearl to Monroe streets.

W. D. Reynolds & Co., formerly engaged in the grocery business at Coopersville and Lake Odessa, have opened a grocery store at Ionia. I. M. Clark & Son furnished the stock.

The store now occupied by Wasson & Lamb, at 120 Monroe street, has been leased to the Morse's, and the present occupants will be compelled to find another location by April 1.

L. M. Wilson, late of Kansas City, has opened a grocery store on South Division street, about a half-mile south of the city limits. The Ball-Barnhart-Putman Co. furnished the stock.

John Ten Hope has withdrawn from the firm of Boss, Norton & Ten Hope, dealers in carpets, at 27 South Division street. The remaining partners will continue the business under the style of Boss & Norton.

The Martin's Middlings Purifier Co. has voted to increase its stock from \$25,000 to \$100,000, and is arranging to place the new stock on the market. Two new patents of Mr. Martin's—a dust arrester and a scalper and grader—have been added to the line of goods already manufactured by the company.

## AROUND THE STATE.

Stetson—Geo. N. North has removed his drug stock to Volney.

Owosso—W. S. Hunt opened his new grocery store on the 25th.

Clarion—W. H. Ellis succeeds W. H. Ellis & Co., general dealers.

Detroit—John B. Price, tailor, has assigned to Thomas O'Rourke.

St. Johns—Clark Putt succeeds Putt & Davis in the grocery business.

Moscow—E. D. Buck has removed his notion stock to North Adams.

Flint—J. K. Montrose has sold his stock of groceries to W. H. Brooks.

Harrison—Dr. H. Thompson is seeking another location for his drug stock.

Richmond—Chas. Knight succeeds Knight & Cudworth, general dealers.

Lawrence—O. E. Holmes, shoemaker, has sold his stock to Chas. H. Holmes.

Vicksburg—A. B. Kingsbury has sold his harness business to Cline & Mahn.

Hubbardston—J. M. Holbrook has sold his stock of groceries to John L. Donmy.

Pine Grove—A. M. Byers, of Bloomington, has gone into the meat business here.

St. Johns—Albert Retan has sold his dry goods stock to Thelan & Dever, of Detroit.

Mt. Clemens—Geo. C. Fenton, dealer in boots and shoes, has sold out to Frank Ullrich.

Detroit—M. J. Ciganek succeeds Ciganek & Steiger in the hat and cap business.

Lowell—A. S. Hawk & Son succeed Hawk & Bostwick in the boot and shoe business.

Sherman—H. Saperston is closing out his stock of clothing, dry goods, boots and shoes.

Detroit—H. D. Harris & Son, cigar dealers, have mortgaged their stock to Henry George.

Tustin—G. A. Skaglin has opened a meat market in connection with his flour and feed store.

Grand Haven—John Duursema, succeeds Wm. Meiras & Co. in the bakery and grocery business.

White Pigeon—John J. Davis, Jr., will continue the business of Bracken & Davis, general dealers.

Geo. Kerry, formerly engaged in the commission business here, is now located at Gale's Creek, Oregon.

Detroit—Huettemann, Rademacher & Co. succeed John F. Behlow & Co. in the wholesale grocery business.

Carson City—Lane & Hamilton have embarked in general trade, occupying the former stand of B. F. Sweet.

Cheboygan—W. A. Lynn & Co., meat dealers, have dissolved. The business will be continued by W. A. Lynn.

Jackson—W. L. Seaton will close up the affairs of the late firm of Pilcher & Williams, of which he is assignee.

Nashville—W. S. Powers has sold his interest in the grocery business of Powers & Stringham to C. H. Reynolds.

Fremont—Lewis Vallier has bought the interest of his partner, Wesley Pearson, in the grocery and bakery business.

Maple City—R. W. Burke & Sons have embarked in the real estate business under the style of Burke's Real Estate Agency.

Holland—Gilmore & Walsh, dealers in furniture and carpets, have dissolved. The business will be continued by Walter C. Walsh.

Cheboygan—Martin & Silliman propose extending their business in the spring by opening a branch office at Ashland, Wis.

Petoskey—Thompson Bros. have sold their Elkhorn bakery and confectionery business to G. W. Ferguson & Son, of Jonesville.

West Windsor—Carman & Rumsey have sold their grocery stock to Will Kimball and Plynm Rumsey, who will continue the business.

Battle Creek—Alva Davis succeeds the agricultural implement firm of Davis & Bayley, having purchased the interest of his partner, John C. Bayley.

Middleton—The McLeod drug stock has been purchased by D. H. Meeker, the Perrinton druggist, who will continue the business as a branch store.

East Jordan—J. E. Watson, of Cedar Springs, has purchased an interest in the hardware business of H. L. Page. The firm will be known as Page & Co.

Detroit—H. E. Hatch, of Lapeer, will remove to this city and enter into the hardware business with John A. Boyle, for many years with Standart Bros.

Greenville—Clark Bros. are succeeded by E. S. Clark in the dry goods business. The retiring partner, E. J. Clark, will embark in the same business at Kalamazoo.

Vernon—Henry Clark, of this place, and M. K. Clark, of Durand, have bought the stock of dry goods and groceries formerly belonging to R. P. Nichols, and will continue the business.

Carson City—Mr. Pettys has retired from the drug and grocery firm of Kelley, Pettys & Co. The business will be continued by D. Kelley and Geo. W. Cadwell under the style of Kelley & Cadwell.

Grand Haven—T. Vanden Bosch & Bro., dealers in dry goods and clothing, have dissolved. T. Vanden Bosch & Bro. continue in the clothing business, and G. Vanden Bosch & Bro. continue in the dry goods business.

Sault Ste. Marie—Curtis & Pelton, dealers in dry goods, clothing, boots and shoes, have dissolved. The business will be continued by Ira Curtis. Mr. Pelton will engage in the dry goods business in Conneaut, Ohio.

Harrison—The drug stock of P. E. Wither spoon sustained a loss of \$500 one day last week by its sudden removal from the store, when fire in adjoining buildings led the proprietor to think that his store would also be a prey to the flames.

Detroit—John Barry, who has been book-keeper and manager for Brand & McCullough, painters and paper hangers, for the past eight years, has taken the place of Mr. McCullough in the firm, which will be known hereafter as Charles R. Brand & Co.

Grand Ledge—Geo. L. Coryell, who runs a drug store and saloon under the same roof, has settled the suit brought against him by the widow of the late George Shipman for \$400. Shipman was killed while under the influence of Coryell's whisky.

Kalamazoo—Huntley & Baker, dealers in agricultural implements, buggies and harnesses, were closed on chattel mortgage by S. A. Browne one day last week, a first mortgage having previously been given L. Waterbury & Co., of New York, for \$620. While the stock was in the hands of the sheriff, Mr. Baker broke open the safe and carried away the notes and books of the firm. As this property was covered by Mr. Browne's mortgage, a criminal action is likely to follow in the wake of the failure.

## MANUFACTURING MATTERS.

Detroit—The Hoffman Machine Co. has assigned to Chas. H. Fisk.

Charlotte—Deaninger Bros., millers, have sold out to Perkins & Moon.

East Tawas—Emery Bros., lumber dealers, have dissolved. Temple Emery continues the business.

Lowell—Misner & Burdick, lumber dealers, have dissolved. Fred Misner will continue the business.

Owosso—T. J. Perkins, of Bennington, has entered into partnership with Mr. Greer, in the spoke manufactory.

Dowagiac—The Round Oak Stove Co. has worsted the Indiana stove company, which was stealing its trade mark.

Detroit—The Russell Wheel & Foundry Co. recently shipped 100 heavy logging cars to the Norfolk & Carolina Railroad Co.

Flint—Solomon Aberdee has retired from the firm G. F. Warren & Co., cigar manufacturers, his interest having been purchased by D. D. Aitken.

Nashville—The Bell Furniture & Novelty Co. has been organized, with a capital of \$10,000, to engage in the manufacture of special lines in furniture and novelties in wood. The officers are: President, John Bell; Vice-President, C. L. Glasgow; Secretary, E. M. Everts; Treasurer, C. A. Hough.

West Bay City—Danforth, Lloyd & Smith, manufacturers of staves and heading here and at Gladwin, have sold out to Kerns, Heisner & Co.

Ionia—The Wagar Lumber Co. is shipping to Mobile, Ala., thirty-five car loads of mill machinery, railroad iron and rolling stock. This is pulling up stakes in earnest.

Manistee—It is rumored that Charles Perry will build a hardwood and hemlock mill at Pierport, north of here, next summer. He already has a grist mill at that point.

Charlotte—The proposed consolidation of the lumber business of the Richardson Mill Co. and that of R. H. Bohn, of Chester, has not yet been carried into effect, owing to a hitch in the negotiations.

Big Rapids—L. W. Bowen, formerly manager of the Lansing Lumber Co., has gone into the lumber and shingle business here, having arranged to handle the cut of several mills in this vicinity.

Charlotte—The common council has voted John L. Dolson a bonus of \$5,000, in consideration of his erecting a brick carriage factory, with a capacity for 200 workmen, and have same in operation by October 1.

Plainwell—The annual meeting of the Michigan Paper Co. closed a very prosperous year. The mill has done about \$10,000 worth of business a month, realizing a profit of 12 per cent. on the capital stock.

Detroit—James B. Delbridge, Frank J. Dingeman, and Morral, Minnie T. and Alice H. Cameron have organized the Delbridge, Cameron & Dingeman Co., with a capital stock of \$20,000, to operate a planing mill.

West Bay City—E. M. Danforth, D. S. Lloyd and Peter C. Smith have sold to Kern, Heisner & Co. five acres of land at Gladwin and a stave mill, the consideration being \$5,000. The purchasers will begin the manufacture of staves at once.

Cadillac—The most active dealer in pine here this winter is G. A. Bergland, who last week made another sale, this time 1,200,000 feet of timber in Henderson township to Salter & Munn, of East Saginaw. This firm will get some square timber from this tract, and probably bank the rest of the logs on the Clam lakes.

Manistique—The Manistique Railroad Company, composed of the Manistique Lumber Co., the Chicago Lumbering Co. and Hall & Buell, all of Manistique, has extended its logging road eight or nine miles the past season. Hall & Buell are putting in 50,000,000 feet of logs this winter for the Manistique and Bay City mills.

East Saginaw—E. O. & S. L. Eastman & Co. have purchased the salt block on the C. & E. Ten Eyck shingle mill premises, and will remove it to their planing mill premises on the west side. They expect to have the new block in operation April 1, and will manufacture 100 barrels daily in connection with the planing mill.

Flint—A new firm, consisting of W. G. Braman, H. M. Sperry and Sol. Aberdee, has been formed for the purpose of manufacturing cigars. The two former gentlemen have for a number of years conducted a wholesale cigar store here, while the latter, on the 1st inst., withdrew from the cigar manufacturing firm of Geo. T. Warren & Co.

## Purely Personal.

John W. Mead, the Berlin merchant, was in town Monday.

Thos. Sloan, the Dimondale general dealer, was in town several days last week. He was accompanied by his wife.

Peter Stekete, of the firm of P. Stekete & Sons, contemplates establishing a matrimonial bureau, having already supplied Geo. F. Cook, the Grove general dealer, with a handsome partner of the female persuasion.

O. B. Pickett, the presiding genius in the general store of M. V. Gundrum & Co., at Leroy, was in town Saturday, on his way home from a trip of six weeks' duration, which included Buffalo, Washington and Evansville, Ind.

Mrs. Maria Clark, wife of Nathaniel Clark, the pioneer merchant of Reed City, died recently of lung trouble. The deceased was the mother of eleven children—one of whom, N. B. Clark, is a resident of this city—and possessed the respect and friendship of everyone fortunate enough to enjoy her acquaintance.

## Rivals for Popular Favor.

Coal to ice!—Never had a more comfortable season, thank you! Have been allowed to stay in my bin undisturbed all winter so far. Usually about this time a big ruffian has come along and, without saying a word, or asking my leave, has cremated me. Whereas, I would rather be buried, as I am this winter, in a vault, with a big brick monument over me.

Ice—Oh, well, if you think you have been well treated, just wait until next summer. You'll see people so fond of me that they won't give me a minute's chance to run away, but will hurry me into that same cellar you like so much.

## A Pertinent Question.

"I would like to ask you a question," said a gentleman to a fellow who was spreading himself over four seats in a crowded railway car.

"What is it?"

"What brand of nerve food do you use?"

## P. of I. Gossip.

A. J. Halsted has thrown the P. of I. overboard at Grand Ledge.

Shelby Herald: "The P. of I. have been unable to find any one in Shelby willing to contract to furnish them with goods at a fixed percentage, and discriminating between them and other customers."

Allegan Gazette: "The P. of I. have boycotted Bangor. It has been said that they were going to combine together and hold their wheat and force people to pay them their price for it, which sounds bad beside their everlasting cry of down with monopoly."

Having satisfied themselves that they can obtain no permanent advantage of consequence in pursuing the present policy toward the mercantile classes of the State, the leaders of the P. of I. organization have concluded to tackle the milling business, and announce their intention of erecting and operating milling plants at the principal business centers.

"A fool and his money are soon parted." Geo. H. Wright & Co., the Mt. Pleasant notion dealers, write as follows: "We notice in the last issue of your paper that G. H. Wright & Co. have entered into contract with the P. of I. society. We feel that a report of this kind, going out among the business people of this and other states, will do us a great injury, and would be pleased to have the matter made right, if possible. We wish to have it distinctly understood that we have no contract with the P. of I., and never will have. We hope you will see to it that the error is corrected."

A Harvard correspondent writes as follows: "We had a P. of I. store in this town for some time, but the Patrons found that they were paying more than 12 per cent., which was the profit agreed upon. For instance, they had to pay fifty cents for Spearhead plug, while other dealers sold the same brand for forty-five cents. As it cost thirty-seven cents, the contract dealer made a clear profit of 35 per cent. In spite of such drawbacks, however, the Patrons are now endeavoring to secure a renewal of the old contract, which leads us to believe that they take delight in being swindled."

Cadillac News: "It is now an established fact that the Patrons of Industry have formed organizations in Wexford county. Delegations from some of the branch societies were in the city, one day last week, looking for merchants who would agree to conform to their requirements in order to secure the order's trade. So far as we can learn, no merchant was found who thought his profits too great, or who could afford to risk the scheme of selling goods to one class of customers at a lower rate than to others. It is very probable that the Patrons will have to establish their own stores, if they have mercantile representatives in Cadillac, especially in the grocery or clothing line."

Geo. Vernier, the Crystal hardware dealer, writes as follows: "Some time ago you stated that the P.'s of I. had boycotted the village of Crystal, which was true (with the exception of the drug store and the saloon), and we are obliged to make the best of it. We notice that when a P. of I. enters a store, he looks guilty, and acts as if officers were looking for him to answer for some great crime, when, in reality, he is the one who is plotting against his neighbor. A Patron told me that he could not do as well at a P. of I. store as at any other, either in Carson City or Stanton. He thinks it is all a humbug, and has had all he wants of it; but there are some who, instead of benefitting others by their experience, try to induce them to join, and be beaten as they were themselves. We understand that there has been trouble in one of our lodges, and that the president has withdrawn, but we hope this not true, as we dislike to see trouble in any family."

Hart Tribune: "Here's a joke on a P. of I. who doesn't live a thousand miles from Walkerville, of how he caught on to their 10-per-cent.-above-cost plan: A few days ago he went to their store and bought some sugar and tobacco. After the goods were done up, he paid for them and then presented his card and demanded a rebate of 10 per cent. in cash. The clerk informed him that he had already got the benefit of the 10 per cent. on the purchase, and tried to explain the matter, telling him they sold everything at 10 per cent. above cost, but his mind was not quite clear on the subject, and he left the store somewhat dissatisfied at the manner of doing business, vowing to himself that he would look into it. Having at last figured it out satisfactorily to himself, he again visited the store, wearing a confident, complacent smile, and said to the clerk, 'Well, since I was here before I've been figuring out this thing, and I think I've got it.' At the same time laying sixty cents upon the counter. 'There's sixty cents, ain't there? Well, 10 per cent. of sixty cents is six cents, ain't it?' Being answered in the affirmative, he said, 'Give me a pound of your sixty-cent tea,' and, without more ado, he took his tea, handed the clerk sixty-six cents and departed, happy in the thought that he at last understood the difficult solution of buying goods at 10 per cent. above cost."

## Wholesale Jewelry!

Messrs. W. F. & W. M. Wurzburg have returned from Providence (the jewelry center of the world) and will soon call on the trade with the most attractive line of jewelry ever shown in Michigan. Our line comprises all the new novelties in Ladies' Lace Pins, Bar Pins, Brooches, Cuff and Collar Buttons, Hair Ornaments, Chains, Bracelets, etc. A full line of Children's Jewelry, and an elegant stock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets for the Dry Goods and Furnishing Goods trade.

## W. F. &amp; W. M. WURZBURG,

EXCLUSIVE JOBBERS AND MANUFACTURERS OF JEWELRY.

NEW YORK—202 Broadway, Room 7.

Widdicomb Building, Grand Rapids, Mich.

Will send dealers small sample line, if desired, on approval.

## Annual Meeting of the Salt Makers.

At the annual meeting of the Michigan Salt Association, held at East Saginaw, all of the salt producing districts were represented. Mr. Burt's report showed that during the season of 1889 there were made 3,847,000 barrels of salt, being 19,000 barrels less than in 1888. There were manufactured on account of the Michigan Salt Association, in 1889, 2,986,000 barrels—280,000 barrels less than in 1888. There were manufactured in 1889, for parties outside the Association, 860,000—260,000 barrels more than in 1888. On December 1, 1888, the Association had on hand 1,883,000 barrels, and December 1, 1889, 1,620,000 barrels—a decrease of 263,000 barrels, or about the same amount as the increase of the manufacturers outside the Association. December 1, 1889, there were in the hands of parties outside the Association 181,000 barrels.

During the season of 1889 the Association shipped 3,140,000 barrels, divided as follows:

East Shore	98,000
Tawas	92,000
Oscoda	219,000
St. Clair River	97,000
Manistee and Ludington	96,000
Bay County	790,000
Saginaw County	935,000

December 1, 1889, there were 1,619,000 barrels in the hands of the manufacturers.

The sales of the Association during the season of 1889 were 3,228,000 barrels, as against 3,284,000 in 1888, a decrease of 56,000 barrels. In 1889, salt netted the manufacturer 54 3-10 cents a barrel; in 1888, 58 1/2 cents.

The grievance of the Ludington and Manistee manufacturers was adjusted, they being allowed a differential of 4 cents a barrel to make up for the difference in freight rates.

## A Thrifty Butcher.

From the Lowell Courier.

Lady—I paid you the full price, seventeen cents a pound for this steak, and the weight was short.

Butcher—Madam, you are right about the price. As to the weight, I don't know. I believe in the old adage, "Look out for the pennies and the pounds will take care of themselves."

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

## FOR SALE, WANTED, ETC.

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

**BUSINESS CHANCES.**

WANTED TO TRADE—A HALF SECTION UNINCORPORATED land for stock of dry goods, groceries, boots and shoes or hardware. Address F. A. Thoms, Newark, South Dakota.

FOR RENT—GROCERY AND MEAT MARKET—GOOD location; with or without stock. Apply at office of Trademan, Swift & Co., or Teller Spice Co., 589

FOR SALE—AT ONCE—A NEW, WELL-SELECTED stock of general merchandise in a live town and healthy and prosperous farming country on the Michigan Central Railroad; inventory about \$5,000; annual business \$25,000; new, modern, double, brick store; best location; low rent and insurance; can reduce stock; reason for selling, poor health. Address, Box 13, care Trademan.

FAIR CHANCE TO BUY THE ONLY DRUG STORE IN Central Michigan railroad town of nearly 400, with fast-growing farming country; inventory \$10,000; good fixtures; half cash, balance on easy payments; invoice \$1,200; only drug, book, stationery, wall paper, paint and jewelry stock in town; splendid opening for young man; good reasons for selling. If you will, address for particulars, L. M. Miles, 568 Wealthy Ave., Grand Rapids, Mich.

\$10,000 STOCK OF GENERAL MERCHANDISE—due to exchange for city property, lumber or shingles; we also have 3 drug stocks, 4 grocery stocks, 3 hardware stocks and 3 cigar stocks for sale or exchange. A. J. Fogg & Co., 3 & 4 Tower Block

FOR SALE OR EXCHANGE—IN THE BEST TOWN OF its size on the C. & E. I. R. R., a clean, new stock of groceries and three houses, besides some vacant lots; also five and one-half miles west of Traverse City, by a party who, for good and sufficient reasons, desires to remove farther south. The village has a population of about 2,000, and is the county seat; any one wanting to buy or having a good business to exchange for any or all of above, is invited to correspond; it will bear investigation. Address K, care Michigan Tradesman.

FOR SALE—\$5,000 STOCK OF HARDWARE, STOVES, furniture and crockery, with full stock of tools for tin, water and gas jobs; a bargain for cash or part cash and time; low rent for building. Lock box 73, Greenville, Mich.

FOR SALE—STOCK OF DRUGS, LOCATED IN A VILLAGE surrounded by a good country; good trade; object of selling, practice here. Address Dr. H. E. Hill, 572

WANTED TO EXCHANGE FARM OF 120 ACRES OR VILLAGE property for stock of goods, hardware preferred. Address No. 572, care Michigan Tradesman.

BARGAIN—\$5,500 STOCK GENERAL MERCHANDISE for sale cheap, or will exchange for improved, rentable real estate; must sell soon. W. Wood, Sheridan, Mich.

FOR SALE—HARDWARE STOCK, INVESTING FOR about \$1,000, doing a very prosperous business; can reduce the stock to suit purchaser; best of reason for selling. Address A. L. Paine & Co., Reed City, Mich.

FOR SALE—STOCK OF CLOTHING, FURNISHING goods and hats and caps in the best city of 6,000 inhabitants in the State; other business; no trade taken. W. R. Dennis & Co., Cadillac, Mich.

IF YOU WANT TO EXCHANGE YOUR STOCK OF goods for a farm, large or small, write to No. 583, care Michigan Tradesman.

FOR SALE—CLEAN STOCK OF DRY GOODS, GROCERIES, boots and shoes, hardware and drugs situated in good trading point; will exchange for \$3,000; sales for past three years, \$42,000; reason for selling, owner has other business. Address No. 559, care Michigan Tradesman.

I HAVE SEVERAL FARMS WHICH I WILL EXCHANGE for stock of goods, Grand Rapids city property, or will take 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.

FOR SALE—WE OFFER FOR SALE, ON VERY favorable terms, the F. H. Escott drug stock, 573 Canal street, Grand Rapids, Hazeltine & Perkins Drug Co., Price, \$4,000.

**COMPLETE HISTORY OF THE PATRONS OF INDUSTRY**, from the inception of the organization; only a few copies left; sent postpaid for 10 cents per copy. Address The Trademan Company, Grand Rapids

WANTED—LIVE TRAVELING MEN TO CARRY Merchandise Specialty Co., Chicago, Ill.

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

SAMPLES OF TWO KINDS OF COUPONS FOR S. retailers will be sent free to any dealer who will write for them to the Suttiff Coupon Pass Book Co., Albany, N. Y.

## F. A. Wurzburg &amp; Co.,

Exclusive Jobbers of

## DRY GOODS, HOSIERY,

## NOTIONS, UNDERWEAR,

19 & 21 SOUTH DIVISION ST.,

GRAND RAPIDS, - MICH.

## For Sale!

THE ENTIRE STOCK OF

## DRY GOODS,

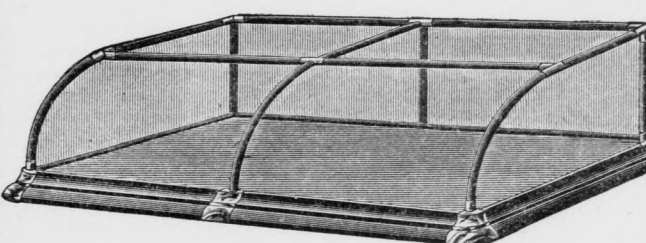
Notions and Fixtures

Of John J. Timmer, Muskegon, Mich., the appraised value of which is \$2,300. Will be sold at a great bargain.

FOR FULL PARTICULARS, APPLY TO

SPRING & COMPANY,  
Grand Rapids, Mich.

## SHOW CASES!



6-ft case like above \$9.00

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

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

## HEYMAN &amp; COMPANY,

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





ASSOCIATION DEPARTMENT.

**Michigan Business Men's Association.**  
President—C. L. Whitney, Muskegon.  
First Vice-President—C. T. Bridgman, Flint.  
Second Vice-President—M. C. Sherwood, Allegan.  
Secretary—A. S. Stowe, Grand Rapids.  
Treasurer—H. V. Parker, Owosso.  
Executive Board—President: Frank Wells, Lansing; Frank Hamilton, Traverse City; N. B. Blain, Lowell; Chas. F. Bridgman, Flint; O. F. Conklin, Grand Rapids; Secretary: Geo. R. H. Hays, Lansing; Treasurer: Geo. R. H. Hays, Lansing; Committee on Finance—O. F. Conklin, Grand Rapids; Committee on Legislation—Frank Wells, Lansing; H. B. Pope, Saginaw; Committee on Trade Interests—Frank Hamilton, Traverse City; Geo. R. Hays, Lansing; Committee on Transportation—C. T. Bridgman, Flint; M. C. Sherwood, Allegan; O. Wheeler, Manistee; Committee on Building and Loan Associations—N. B. Blain, Lowell; F. L. Fuller, Coopersville; P. J. Connelley, Muskegon.  
The following auxiliary associations are operating under charters granted by the Michigan Business Men's Association:

- No. 1—Traverse City B. M. A. President, J. W. Milliken; Secretary, E. W. Hastings.
- No. 2—Lowell B. M. A. President, N. B. Blain; Secretary, Frank T. King.
- No. 3—Sturgis B. M. A. President, H. V. Parker; Secretary, H. J. M. J. M.
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- No. 16—Plain Lake B. M. A. President, J. V. Cronk; Secretary, W. H. Raso.
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- No. 18—Owosso B. M. A. President, Warren W. Wood; Secretary, S. Lamfrom.
- No. 19—Ada B. M. A. President, D. F. Watson; Secretary, E. E. Chapel.
- No. 20—Saugatuck B. M. A. President, John F. Henry; Secretary, N. B. Rowe.
- No. 21—Wayland B. M. A. President, C. R. Wharton; Secretary, M. V. Hoyt.
- No. 22—Grand Ledge B. M. A. President, A. B. Schumacher; Secretary, W. R. Clarke.
- No. 23—Holland B. M. A. President, John W. Hallett; Secretary, L. A. Lyon.
- No. 24—Morley B. M. A. President, J. E. Thurlock; Secretary, W. H. Richmond.
- No. 25—Palo Alto B. M. A. President, F. A. Hays; Secretary, R. S. Jeffers.
- No. 26—Greenville B. M. A. President, A. C. Satterlee; Secretary, E. J. Clark.
- No. 27—Dorr B. M. A. President, E. B. Hoyer; Secretary, C. A. Fisher.
- No. 28—Cheboygan B. M. A. President, A. J. Paddock; Secretary, H. G. Dozer.
- No. 29—Freepont B. M. A. President, Wm. Marshall; Secretary, W. H. Chesbrough.
- No. 30—Oscoda B. M. A. President, A. G. Avery; Secretary, E. S. Houghtaling.
- No. 31—Charlotte B. M. A. President, Thos. J. Green; Secretary, A. G. Fleury.
- No. 32—Coopersville B. M. A. President, W. G. Barnes; Secretary, B. M. Watson.
- No. 33—Charlevoix B. M. A. President, L. D. Bartholomew; Secretary, R. W. Kane.
- No. 34—Harrison B. M. A. President, H. T. Johnson; Secretary, P. T. Williams.
- No. 35—Hellaire B. M. A. President, H. M. Hemstreet; Secretary, E. S. Denmore.
- No. 36—Hillsdale B. M. A. President, O. F. Jackson; Secretary, John M. Eversden.
- No. 37—Battle Creek B. M. A. President, Chas. F. Rock; Secretary, E. W. Moore.
- No. 38—Hillsdale B. M. A. President, R. S. Symons; Secretary, D. W. Higgins.
- No. 39—Burr Oak B. M. A. President, W. S. Miller; Secretary, F. W. Sheldon.
- No. 40—Eaton Rapids B. M. A. President, C. V. Harrison; Secretary, E. H. Emmert.
- No. 41—Breckenridge B. M. A. President, C. H. Howd; Secretary, L. Wagoner.
- No. 42—Fremont B. M. A. President, Jos. Gorbey; Secretary, C. E. Hubban.
- No. 43—Tustin B. M. A. President, Frank J. Lecky; Secretary, J. A. Lindstrom.
- No. 44—Rosedale B. M. A. President, E. B. Hays; Secretary, W. H. Smith.
- No. 45—Hoyville B. M. A. President, D. E. Hallenbeck; Secretary, O. A. Halladay.
- No. 46—Leslie B. M. A. President, Wm. Hutchins; Secretary, R. M. Gould.
- No. 47—Flint B. M. A. President, W. C. Pierce; Secretary, W. H. Graham.
- No. 48—Hubbardston B. M. A. President, Boyd Reimer; Secretary, J. E. Taber.
- No. 49—Leoni B. M. A. President, A. Wenzell; Secretary, Frank Smith.
- No. 50—Manistee B. M. A. President, A. O. Wheeler; Secretary, C. Grinnis.
- No. 51—Ely Lake B. M. A. President, L. S. Sellers; Secretary, W. C. Congdon.
- No. 52—Grand Haven B. M. A. President, A. S. Kedzie; Secretary, F. D. Vos.
- No. 53—Sellewille B. M. A. President, Frank Phelps; Secretary, E. Fitzgerald.
- No. 54—Douglas B. M. A. President, Thomas B. Dutcher; Secretary, C. B. Waller.
- No. 55—Petoskey B. M. A. President, C. H. Hankey; Secretary, A. C. Boyman.
- No. 56—Bangor B. M. A. President, Silas DeLong; Secretary, Geo. Chapman.
- No. 57—Rockford B. M. A. President, Geo. A. Sage; Secretary, H. H. Holden.
- No. 58—Ely Lake B. M. A. President, E. L. Walter; Secretary, G. E. Blakely.
- No. 59—Fennville B. M. A. President, F. S. Raymond; Secretary, A. J. Capen.
- No. 60—South Boardman B. M. A. President, H. E. Hogan; Secretary, J. E. Schardt.
- No. 61—Hartford B. M. A. President, V. E. Manley; Secretary, L. B. Barnes.
- No. 62—East Saginaw B. M. A. President, Jas. H. Hays; Secretary, D. W. Mulholland.
- No. 63—Ewart B. M. A. President, C. V. Priest; Secretary, C. E. Bell.
- No. 64—Merrill B. M. A. President, Wm. Boston; Secretary, Wm. Horton.
- No. 65—Kalkaska B. M. A. President, Alf. G. Drake; Secretary, S. C. Blom.
- No. 66—Lansing B. M. A. President, Frank Wall; Secretary, Chas. Cowles.
- No. 67—Watervliet B. M. A. President, W. L. Garrett; Secretary, F. H. Merrifield.
- No. 68—Allegan B. M. A. President, H. H. Pope; Secretary, E. T. VanOstrand.
- No. 69—Scotts and Climax B. M. A. President, Lyman Clark; Secretary, F. S. Willison.
- No. 70—Nashville B. M. A. President, Wm. Boston; Secretary, Walter Webster.
- No. 71—Ashley B. M. A. President, M. Netzer; Secretary, Geo. E. Clutterbuck.
- No. 72—Belding B. M. A. President, A. L. Spencer; Secretary, O. F. Webster.
- No. 73—Hillsdale B. M. A. President, J. F. Cartwright; Secretary, C. W. Hurd.
- No. 74—Tucumseh B. M. A. President, Oscar P. Ellis; Secretary, F. Rosencrans.
- No. 75—Kalamazoo B. M. A. President, S. M. McCarry; Secretary, D. W. Richardson.
- No. 76—South Haven B. M. A. President, E. J. Lockwood; Secretary, Volney Ross.
- No. 77—Calhoun B. M. A. President, J. O. Seibert; Secretary, J. W. Saunders.
- No. 78—East Jordan and No. Arm B. M. A. President, Chas. F. Dixon; Secretary, C. E. Madison.
- No. 80—Hay City and W. Bay City B. M. A. President, F. M. McCarry; Secretary, L. E. Joslyn.
- No. 81—Flushing B. M. A. President, L. A. Vickery; Secretary, A. E. Ransom.
- No. 82—Alma B. M. A. President, H. B. Hays; Secretary, J. E. Polasky.
- No. 83—Sherwood B. M. A. President, L. F. Wilcox; Secretary, W. R. Mandigo.
- No. 84—Standish B. M. A. President, F. M. Angus; Secretary, D. W. Richardson.
- No. 85—Clio B. M. A. President, J. M. Beaman; Secretary, C. H. May.
- No. 86—Millbrook and Blanchard B. M. A. President, T. W. Preston; Secretary, H. F. Blanchard.
- No. 87—Shepherd B. M. A. President, H. B. Dent; Secretary, A. W. Hurst.
- No. 88—Ovid B. M. A. President, J. A. Andrews; Secretary, L. D. Cooley.

**Association Notes.**  
At the annual meeting of the Bangor B. M. A., Silas DeLong was elected President and George Chapman Secretary.

**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.  
Allendale—Henry Dalman.  
Almont—Cokerick & Martin.  
Altona—Ell Lyons.  
Assyria—J. W. Abbey.  
Bay City—Frank Rosman & Co.  
Belding—L. S. Roell.  
Big Rapids—W. A. Verity, A. V. Young, E. P. Shankweiler & Co., Mrs. Turk, J. K. Sharp.  
Blanchard—L. A. Wait.  
Blissfield—Jas. Gauntlett, Jr.  
Brice—J. B. Gardner.  
Burnside—Jno. G. Bruce & Son.  
Capac—H. C. Sigel.  
Carson City—A. B. Loomis, A. Y. Sessions.  
Cassovia—Ed. Hayward, John E. Parcell.  
Cedar Springs—John Beucus, B. A. Fish.  
Charlotte—John J. Richardson, Daron & Smith, J. Andrews, C. P. Lock, F. H. Goodby.  
Chester—P. C. Smith.  
Chippewa Lake—G. A. Goodsell.  
Clio—Nixon & Hubbell.  
Conklin—Wilson McWilliams.  
Coral—J. S. Nevell & Co.  
Deerfield—Henry W. Burghardt.  
Eaton Rapids—Knapp & Rich, H. Kositchek & Bro.  
Ewart—Mark Ardis, E. F. Shaw, Stevens & Farrar, John C. Devitt.  
Fenwick—Thompson Bros.  
Flint—John B. Wilson.  
Flushing—Sweet Bros. & Clark.  
Fremont—Boone & Pearson, J. B. Ketchum.  
Gladwin—John Graham, J. D. Sanford, Jas. Crockery.  
Gowan—Rasmus Neilson.  
Grand Ledge—A. L. Halsted & Son.  
Grand Rapids—Joseph Berles, A. Wilzinski, Brown & Sehl, Volmar & Wilkeppel.  
Hart—Rhodes & Leonard.  
Hersey—John Finkbeiner.  
Hesperia—B. Cohen.  
Howard City—O. J. Knapp, Herold Bros., E. C. Pelton.  
Hubbardston—M. Cahalen.  
Inlay City—Cohn Bros.  
Jackson—Hall & Rowan.  
Kalamo—L. R. Cessna.  
Kent City—M. L. Whitney.  
Lansing—D. Lebar.  
Lake Odessa—Christian Haller & Co., E. F. Colwell & Son, McCartney Bros., Fred Miller.  
Lakeview—H. C. Thompson.  
Langston—F. D. Briggs.  
Lansing—C. A. Bailey, Etta (Mrs. Israel) Gliceman.  
Lapeer—C. Tuttle & Son, W. H. Jennings.  
Lowell—Patrick Kelly.  
McBride's—J. McCrae.  
Maple Rapids—L. S. Aldrich.  
Marshall—W. E. Bosley, S. V. R. Loper & Son, Jno. Butler, Richard Butler, John Fletcher.  
Meosota—Parks Bros.  
Millbrook—T. O. (or J. W.) Pattison.  
Millington—Chas. H. Valentine.  
Milton Junction—C. A. Warren.  
Morley—Henry Strope.  
Mt. Morris—H. E. Lamb, J. Vermett & Son, F. H. Cowles.  
Mt. Pleasant—Thos. McNamara.  
Nashville—Powers & Stringham, H. M. Lee.  
North Dorr—John Homrich.  
Ogden—A. J. Pence.  
Olivet—F. H. Gage.  
Onondaga—John Sillik.  
Orono—C. A. Warren.  
Pottsville—F. D. Lamb & Co.  
Reed City—M. Cudow.  
Remus—C. V. Hane.  
Richmond—Knight & Cudworth.  
Riverdale—J. B. Adams.  
Rockford—B. A. Fish.  
Sand Lake—Brayman & Blanchard.  
Frank E. Shattuck & Co.  
Shelby—Angus Rankin.  
Shepherd—H. O. Bigelow.  
Sheridan—M. Gray.  
Sparta—Dole & Haynes.  
Springport—Powers & Johnson.  
Stanton—Fairbanks & Co., Sterling & Co.  
Stanwood—F. M. Carpenter.  
Trufant—T. Terwilliger.  
Wheeler—McHose & Gage.  
Wheeler—Louis (Mrs. A.) Johnson, H. C. Breckenridge.  
White Cloud—J. C. Townsend, N. W. Wiley.  
Williamston—Thos. Horton.

**Getting Ready to Boom the Grand Traverse Region.**  
The Traverse City B. M. A. has issued the following call for a meeting of those most interested in the material prosperity of the Grand Traverse region:  
TRAVERSE CITY, Jan. 16, 1890.  
We desire to call your attention to the Northern part of the Lower Peninsula of Michigan. There are but thirty counties in this portion of the State that have a large quantity of available farming lands, and in addition, untold millions of extremely valuable hard wood. This territory needs immigrants to occupy and develop its farming lands and capital to utilize its magnificent forests and increase its manufacturing interests. Railroads are pushing their extensions into this region, capital is looking this way to a limited extent, summer resort associations are learning of its attractions, its own citizens fully appreciate its advantages and opportunities; but the great public does not know, or, if it knows, does not realize its future possibilities fully. It seems to need at this time a combined effort by all interested to put these facts properly before the public in an exhaustive, legitimate, truthful and persistent advertisement conducted on a broad and liberal plan.  
We believe that every transportation line depending largely on the development of this country for its business, every real estate agent who wants to make his loans a better investment, every summer resort association, as well as every town and county in the territory named, should be keenly interested in its

development, and ready to assist in forwarding it in every possible way.  
The following plan has been suggested as having some advantage as a method of inaugurating this movement:  
Such parties as are most directly interested in this matter should, by themselves, or their representatives, meet for general discussion at an appointed time and place. At that meeting the following questions might be considered:  
1. The territory to be included in the movement.  
2. What interests are involved, as, for instance, transportation lines, summer resort associations, proprietors of towns or villages, manufacturing industries, real estate men, etc.  
3. To what extent, and in what way, these various interests can be enlisted in pushing the development of the territory and advancing the enterprise.  
4. How can finances be provided for inaugurating and maintaining a systematic and well-digested plan of operations?  
5. The advisability of calling a convention of all who are, or who are likely to be, interested in the matter, at an early date, at some place to be decided upon at the initial meeting.  
Other points will suggest themselves to all.  
Feeling confident that you will be directly interested in the matter, we extend to you a most cordial invitation to meet, with others equally interested, at Traverse City on the 18th day of February, at 9 o'clock a. m., for a friendly consultation regarding this matter.  
Trusting that out of this may come something that may be of direct benefit to your special interest, we are,  
Yours truly,  
J. W. MILLIKEN,  
S. BARNES,  
S. E. WAIT,  
Advertising Committee, Business Men's Association.  
Approves of "The Tradesman's" Stand on the P. of I.  
MUR, Jan. 22, 1890.  
Editor Michigan Tradesman:  
I am always sure to read the "P. of I. Gossip," and such other kindred news items as are such welcome features of THE TRADESMAN to us injured dealers.  
Accept my thanks for the stand you have and are taking on the matter of the P. of I.  
The "Scene" in the two leading stores of your city call to mind the same weapon (a falsehood) which is the stock in trade of the organizations in this vicinity. If other merchants get their share of the abuse which is heaped onto me for not favoring the soulless institution, I pity them. Scarcely a day passes that I do not hear of some disagreeable lie which the "county organizers" start, or which are started "in secret session of the various sessions." One day it is that I say I do not want a P. of I. to come into my store. The next day it is stated as a fact that I turned out of my store one of the leading farmers of the vicinity. This is usually followed the next day by the assertion that I have kicked an old customer out of doors, because of his leaning towards the P. of I. doctrine. If I open the door for a lady customer to leave the store, though done in the utmost civility, I look for the report, the next day, that this same lady was turned out of my store by the proprietor.  
These are samples of what one hears here, and if the whole State is in the same condition of things, then can I truly say, I am sorry for the deluded, misguided farmer, who is being led astray by such false doctrine.  
I hope the future will bring things to the old stand, and that, if there is a way for farmers to be benefited by organization, the present excitement will show that way.  
Yours truly,  
L. A. ELY.

**Aroused His Suspicion.**  
Customer (getting measured for a suit)—I want a pocket made to hold my check book.  
Tailor—Certainly, sir.  
As the customer passed out, the tailor observed to the clerk:  
"James, be sure and have that coat sent c. o. d. I've been fooled by such remarks too many times to be taken in again."

**A Sign Which Failed.**  
Young Husband—Seems to me, my dear, this chicken is pretty tough.  
Young Wife—I know it is, and I can't understand it at all. I picked it out myself.  
"Did you examine it closely?"  
"Indeed, I did. I looked in its mouth the first thing, and could see it hadn't even cut its first teeth yet."

**The Retort Courteous.**  
Customer (in tea store, tasting the tea)—I don't like this tea. It tastes like hay.  
Exasperated Clerk—I don't know, sir, whether it does or not. I'm not such a donkey as to know how hay tastes.

**No Pleasure in It.**  
First Boy—No, my mother never whips me. It doesn't do her any good.  
Second Boy—How's that?  
"Why, she's deaf, you know, and she can't hear me yell."

**An Ancient Refrain.**  
Grocer—What noise is that in the cellar, John?  
Boy (after an investigation)—It's only the vinegar singing, "No One Cares for Mother, Now."

**Wanted a Warm Kind.**  
Old Lady—I'd like to buy some plasters, young fellow.  
Drug Clerk—Yes, ma'am; porous?  
Old Lady—Do ye s'pose I want to ketch my death o' cold? Let's see yer wetcher styles.

**A Slander on the Sex.**  
"Postage stamps at cost!" is a sign in a Chestnut street, Philadelphia, drug store, and 98 per cent. of the women who read it nearly run each other down in their haste to lay in a supply.

**Some men work harder to avoid paying an honest debt than they would have to work to earn the money to pay it with.**

**Promptness in Business.**  
Promptness in meeting money obligations is a quality that soon gives a man or firm a marked and enviable position in trade circles, to say nothing of the many advantages it gains.  
Punctuality is, in part, at least, a habit capable of cultivation, but to compel circumstance to wait upon obligations rebreins of good fiber! Foresight, wisdom, caution and energy must be continually exercised that one may be invariably at a given point at a specified time, and the man who does it secures the respect and confidence of buyers and sellers, associates, employees and friends, beside gaining for himself a comfortable conscience. Loose methods and procrastination in the matter of payments too often react with severity upon innocent parties. The relation of man to man is necessarily close and dependent, and individual conduct often sets in motion a train of circumstances, which, passing individual control, may cause inconvenience, anxiety and sometimes loss of character to persons whose intentions are upright, but who are the victims of procrastination, either intentional or careless in others.  
But perhaps it is in the matter of discounts that the tradesman reaps the most substantial benefits arising from prompt payments, and by prudence and sagacity he is often able to increase his profits one-half from this source alone. Jobbers always favor a prompt master, not only by giving him better terms, but by keeping him in mind when advantages arise. Bills taken up promptly not only save money, but worry also, and leave the mind clear and the purse ready to "catch on" to passing opportunities. It is also not only a legitimate and proper way of making and saving money, but one which the trade like to see practiced, as it enables all hands to see just where they stand every time.  
**The Florida Orange Crop.**  
The Florida orange crop is large this year, and began coming to Northern markets in heavy shipments at least a month earlier than in any previous season. Last year Florida shipped North 2,000,000 boxes of oranges, but owing to the yellow fever epidemic which prevailed, the shipments for the holiday trade were light. The receipts in New York alone last year for November were 45,000 boxes, and for December 147,000 boxes. This season the November receipts were 131,000 boxes, and for December upward of 150,000 boxes. The crop this year is said to be about 250,000 boxes short of a year ago, but it is estimated that fully two-thirds of the crop has left Florida by now. The quality of the latest shipments is fair. The bulk of the fruit sells in Boston at \$2.50 to \$2.75 per box for good to choice, and at \$1.75 to \$2.25 for ordinary. In New York the fruit has brought at auction from \$2.50 to \$3. Prices are holding firm, and the commission men expect an advance in January. New York takes about one-fourth of the whole crop, and the proportion is growing larger as the Florida orange grows in popularity. In some parts of Florida the "lady bug" is being propagated for dissemination among the orange groves infested with what is called the white scale. This pest seems the most difficult to cope with, and had no remedy been found, the industry in the sections affected by it would probably have been destroyed.

**Keep Your Credit Good.**  
From the Inter-State Grocer.  
The country merchant, as a rule, does not think enough of his credit. Many a good merchant, by allowing his bills to run over time, from a week to ten days and even longer, has caused the city house with whom he is dealing to look upon his account with disfavor. It should be the pride of every good merchant to meet his bills the day they become due, and thus inspire the trade with confidence and make his business sought after. Country merchants often write to their city houses, asking why there is such a delay in shipping their goods. The reason may often be found in the fact that the merchant is behind in his payments and the order is placed on file to await a remittance. In all first-class city houses there is an intimate relation existing between the book-keeper and the shipping clerk, and when the book-keeper cannot report "nothing past due," the shipping clerk is likely to be derelict in the matter of filling orders. Orders for goods received by the credit man from those who make prompt payments are seldom delayed in shipment.

**An Unprofitable Salesman.**  
It was a Haverhill shoe manufacturer who, on being asked if his salesman on the road was a good one, replied: "You can bet he is. He can sell shoes every time cheaper than I can make them."

**A Kalamazoo county man buried his wife, put up a headstone, repainted his house, married a second wife and dug five acres of potatoes within seventeen days, and yet he says he can't begin to hustle as his father used to.**

**Dry Goods.**  
**Prices Current.**

UNBLEACHED COTTONS.			
Atlantic A.	7 1/2	Clifton C.	8 1/2
" B.	7 1/2	" Conquer XX.	5
" C.	6 1/2	" Dwight Star.	7 1/2
" D.	6 1/2	" E. 32 in.	5 1/2
" E.	6 1/2	" Full Yard Wide.	6 1/2
" F.	6 1/2	" Great Falls E.	7 1/2
" G.	6 1/2	" Hartford A.	6 1/2
" H.	6 1/2	" Integrity XX.	5
" I.	6 1/2	" King, E. F.	6 1/2
" J.	6 1/2	" King, E. F.	6 1/2
" K.	6 1/2	" L. 32 in.	5 1/2
" L.	6 1/2	" Lawrence L.	5 1/2
" M.	6 1/2	" N. 32 in.	5 1/2
" N.	6 1/2	" No. 8.	5 1/2
" O.	6 1/2	" No. 8.	5 1/2
" P.	6 1/2	" No. 8.	5 1/2
" Q.	6 1/2	" No. 8.	5 1/2
" R.	6 1/2	" No. 8.	5 1/2
" S.	6 1/2	" No. 8.	5 1/2
" T.	6 1/2	" No. 8.	5 1/2
" U.	6 1/2	" No. 8.	5 1/2
" V.	6 1/2	" No. 8.	5 1/2
" W.	6 1/2	" No. 8.	5 1/2
" X.	6 1/2	" No. 8.	5 1/2
" Y.	6 1/2	" No. 8.	5 1/2
" Z.	6 1/2	" No. 8.	5 1/2
BLEACHED COTTONS.			
" A.	7	" B.	7 1/2
" C.	7	" D.	7 1/2
" E.	7	" F.	7 1/2
" G.	7	" H.	7 1/2
" I.	7	" J.	7 1/2
" K.	7	" L.	7 1/2
" M.	7	" N.	7 1/2
" O.	7	" P.	7 1/2
" Q.	7	" R.	7 1/2
" S.	7	" T.	7 1/2
" U.	7	" V.	7 1/2
" W.	7	" X.	7 1/2
" Y.	7	" Z.	7 1/2
UNBLEACHED FLANNEL.			
" A.	7 1/2	" B.	7 1/2
" C.	7 1/2	" D.	7 1/2
" E.	7 1/2	" F.	7 1/2
" G.	7 1/2	" H.	7 1/2
" I.	7 1/2	" J.	7 1/2
" K.	7 1/2	" L.	7 1/2
" M.	7 1/2	" N.	7 1/2
" O.	7 1/2	" P.	7 1/2
" Q.	7 1/2	" R.	7 1/2
" S.	7 1/2	" T.	7 1/2
" U.	7 1/2	" V.	7 1/2
" W.	7 1/2	" X.	7 1/2
" Y.	7 1/2	" Z.	7 1/2
DRESS GOODS.			
" A.	10 1/2	" B.	10 1/2
" C.	10 1/2	" D.	10 1/2
" E.	10 1/2	" F.	10 1/2
" G.	10 1/2	" H.	10 1/2
" I.	10 1/2	" J.	10 1/2
" K.	10 1/2	" L.	10 1/2
" M.	10 1/2	" N.	10 1/2
" O.	10 1/2	" P.	10 1/2
" Q.	10 1/2	" R.	10 1/2
" S.	10 1/2	" T.	10 1/2
" U.	10 1/2	" V.	10 1/2
" W.	10 1/2	" X.	10 1/2
" Y.	10 1/2	" Z.	10 1/2
SATINETS.			
" A.	10 1/2	" B.	10 1/2
" C.	10 1/2	" D.	10 1/2
" E.	10 1/2	" F.	10 1/2
" G.	10 1/2	" H.	10 1/2
" I.	10 1/2	" J.	10 1/2
" K.	10 1/2	" L.	10 1/2
" M.	10 1/2	" N.	10 1/2
" O.	10 1/2	" P.	10 1/2
" Q.	10 1/2	" R.	10 1/2
" S.	10 1/2	" T.	10 1/2
" U.	10 1/2	" V.	10 1/2
" W.	10 1/2	" X.	10 1/2
" Y.	10 1/2	" Z.	10 1/2
CORSET JEANS.			
" A.	10 1/2	" B.	10 1/2
" C.	10 1/2	" D.	10 1/2
" E.	10 1/2	" F.	10 1/2
" G.	10 1/2	" H.	10 1/2
" I.	10 1/2	" J.	10 1/2
" K.	10 1/2	" L.	10 1/2
" M.	10 1/2	" N.	10 1/2
" O.	10 1/2	" P.	10 1/2
" Q.	10 1/2	" R.	10 1/2
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# The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

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E. A. STOWE, Editor.

WEDNESDAY, JANUARY 29, 1890.

## RURAL HIGHWAYS.

Governor Hill found time to say a word in behalf of the necessity of better country highways in his annual message to the New York Legislature. "Our highways," he writes, "are, as a general rule, in a most unsatisfactory condition, many of them being almost impassable without great discomfort during large portions of the year, while few are kept in a proper state of repair. They are inferior to those throughout England and several other countries in Europe, while the public roads of New England are conspicuously better than ours." This is a subject with regard to which there has been a very general awakening of interest, to which we have reason to believe our own articles on methods of making good roads contributed not a little. The newspapers of the State ascribe the badness of the roads to the old-fashioned method of allowing the farmers to "work out their road tax" in a lazy way which does very little for their improvement. In early times, when money was scarce and labor plenty, this way of proceeding was unavoidable. But, like many other usages of those times, it has outlived its usefulness, and the business of road-making should be put into the hands of experts, who would not be content with shoveling loose soil from the roadside ditch into the middle of the highway and spreading it there. Very few, indeed, are the districts of this country where a good road can be made out of materials close at hand, and the farmers are indisposed to incur the trouble and expense of going to gravel beds and quarries for the material needed to construct a road-bed that will last. But we have reached a stage in social development when nothing less than this should be tolerated by public opinion.

Governor Hill proposes that the State shall set the example of doing better by constructing two good roads in each county. We fear that this would only ease the farmers' minds about the rest. What is needed is an effective system of State supervision, or, better still, that road-making be taken over by the State from the counties and townships. But we do not expect to see the States undertake this work effectively, so long as they are obliged to depend on direct taxation for the whole of their revenue. This is one of the openings for the wise use of the national surplus of revenue, which our legislators of both parties seem most anxious to throw away.

## MUNICIPAL PROSPERITY.

Prof. Albert B. Hart, of Harvard University, has an interesting article on "The Rise of American Cities," in the *Quarterly Journal of Economics*, showing the change which has passed over the country within a hundred years. In 1789, not 100,000 of the something less than 4,000,000 of our population lived in cities. Now there are nearly sixteen millions, out of less than sixty, gathered in some 350 cities. Looking at the question on its economic side, Professor Hart thinks that the possession of a port like that of New York is the surest guarantee of a city's permanent eminence. We think that this is a mistake that grows out of an overestimate of foreign trade. If it were true, how should we account for the early decay of Newport and Salem, and the present decay of Boston in relative importance? And the rapid growth of cities like Chicago, Minneapolis and St. Paul, to say nothing of the way in which Cincinnati holds its own in the last three decades, while Charleston, Savannah and Mobile have lost ground, and New Orleans threatens to take its place beside "the dead cities of the Zuyder Zee," is proof enough that the secret of municipal prosperity is a much more complex matter than Professor Hart assumes. Indeed, he himself abandons his own case when he admits that the geological conformation of the Mohawk Valley, admitting of canal communication with the West, has been of as great importance to New York as its harbor; and yet that advantage declines in relative importance with every year, although it sufficed to put New York ahead of Philadelphia after 1830.

It is said in the article that cities like New York owe much to the stimulus of direct contact with the rest of the world, and are more open to new ideas than are those of manufacturing centers. This is true as far as it goes, but it remains uncertain whether the real growth of a community is to be traced to its eagerness to hear some new thing every day, or to a more solid and earnest appreciation of the truths of its own intellectual heritage.

It is given out by the officers of the Detroit exposition that the net profits on last year's exposition were \$27,000 of which \$10,000 went for a 5 per cent. dividend and \$17,000 remains in the surplus fund. It is understood, however, that the net receipts were about double the amount above given, as no account is given of the receipts from exhibitors for floor space. It was thought best to make the showing as small as possible, in order to avoid the impression that the exposition is such a money-making institution.

The man who attempts to combat the P. of I. craze with argument is wasting his breath. It is as reasonable to expect to carry a point by argument before the inmates of a lunatic asylum as to be able to convince an ignorant individual who is inflamed with unjust resentment against the man who has been his best friend. Fortunately, there is a weapon when argument does not avail—a weapon as keen as steel—ridicule. Its shafts are piercing the rotten fabric of the P. of I. on every side, and depleting the ranks faster than any amount of facts and figures could do.

The present policy of the great naval powers is to depend largely on converting ordinary merchantmen into cruisers and transporters in case of war, instead of depending on their navy alone. Mr. Whitney took the first step in this direction, by having all the steamships sailing under the American flag examined by naval boards with reference to their war capabilities. There are at least eighty-two such steamships now afloat, of which thirty-three could be converted into fast cruisers for the capture or destruction of ships of commerce, by the employment of a few guns and some changes in their structure. Thirty-nine others are capable of conversion into effective transport vessels for carrying troops and stores. All of these vessels except a dozen were built on the Delaware, and most of them within a few years past. The New York *Times* very properly urges that the work of preparing for such a use of these ships should not be delayed until the moment when we may need to so employ them. Alterations which would have to be made should be made at once on government account, and the necessary armament should be in readiness to fit them out for this service. But thus far the Government has not been able to do anything of the sort, because Congress has not heeded its application for money for such purpose.

## A Better Pull.

"Do you expect a raise of salary on the 1st?" he asked as they came down town together. "No," was the confident reply. "So you did last year at this time, but didn't get it?" "I know it; but circumstances are different now." "Going to marry the old man's only daughter?" "Better than that." "Whew! You must have got an inside track." "So I have." "What is it?" "Last year he had three men of us who knew how to mix beans, chicory and coffee together to make O. G. Java. The other two are dead."

"A rival concern has offered me an advance of five dollars a week. He must come up to it or I go. His only daughter! She isn't shucks compared to 68 per cent. adulteration."

## Dirt in Lozenges.

A wholesale grocery house of St. Louis recently made a claim against the South Shore Railway for damages to half a dozen barrels of lozenges, shipped from Boston. The railway company sent samples of the lozenges to a chemist, who discovered them to consist "entirely of terra alba bound together with a little gelatine or gum." Investigation showed them to yet require dipping in syrups flavored with peppermint, wintergreen, sassafras, and the like, before being ready for infantile consumption. As terra alba is a mineral utterly insoluble in the saliva or gastric juice—a dangerous compound to put within even a healthy stomach—the railroad company very properly refused to pay any damages, and the grocery house, fearing exposure, ceased to press the claim.

The *Board of Trade Journal*, of Portland, Me., says that 6,000 tons of terra alba were recently imported through the port of New York alone.

## Must Be New.

Old Lady (from the country)—I'd like to get a pair o' shoes, young man. Polite Clerk—Yes, ma'am. Something pretty nice, ma'am? Old Lady—I want 'em good 'n' stout. Polite Clerk—Well, ma'am, here's a strong shoe, an excellent strong shoe. It has been worn a great deal this winter— Old Lady—Man alive, I don't want no shoe that's been worn this winter nor any other winter; I want a bran' new pair!

## An Average Irishman.

"If I put my money into the savings bank," said Pat, "when can I draw it out again?" "Oh," answered his fellow-countryman, "if you put it in to-day, you can draw it out to-morrow by giving a fortnight's notice."

## Heard on a Street Car.

From the Philadelphia Record. "Going to open a drug store, I hear. Got capital enough?" "Well, I've got a directory and a lot of postage stamps, and I'll get the other things together by degrees."

## WHAT AILED UNCLE BILLY.

Written for THE TRADESMAN.

It was a very cold day, and the little storm that had been in progress early that morning had almost developed into a blizzard. The crowd which generally adorns the post-office on stormy days was there, and was considerably augmented by those who usually attended to their own business, but through the inclement weather were unable to continue their customary avocations. Some one had just suggested that it would be well to call the roll, as all the loafers had come in, when the door opened, and the grizzled visage of Uncle Billy Daniels appeared in the aperture.

"Hello, Uncle Billy," "How do, Uncle Billy," "You here ag'in, Uncle Billy? Thought you was dead?" "Bully for you, uncle. Just needed somebody to take the chair," were some of the greetings which were showered upon him almost with one breath.

"Yes, it's me," said the patriarch, as he stepped inside and slowly and painfully closed the door after him. "It's me yit; but the Lord knows it's mighty nigh bein' somebody else;" and then he noticed that he carried a crutch and limped as he walked.

"Why, what's the matter, uncle?" "Sakes alive? what ails you?" "Hain't sick, be ye?" were fired at him from all sides, and several of the loafers made places for him by the stove, and conducted him in state to a chair.

"Waal, boys, it'd be more like fer me to tell ye what hain't the matter of me than to tell ye what is. I'm a tarnation old wrack, that's what I be—a total and unconditional old wrack. Say, any o' you fellers got any chewin'?"

Half a dozen plugs and as many papers of fine cut were tendered him. Uncle Billy selected a piece of black twist, and pulled off a liberal allowance. Part of this went between his toothless jaws, and the balance he held and gently rolled between his fingers as he talked.

"Terbacker hain't what it uster be," he soliloquized. "I uster git tobacco—"

"But say, Uncle Billy, you didn't tell us what made you lame?"

"Bless me; guess I didn't. I didn't, did I, boys? Waal, that's a fact, I didn't. Beats all how forgetful a feller'll git. Now, I uster remember like a cuss. I uster pride myself on allers rememberin' everything. Never forgot nothin'. C'd tell ye to the day an' hour jess what I'd done fer the month past. Now my old woman, she was allers ter'ble forgetful. Never c'd remember nothin'. Onct when we was —"

"But say, Uncle Billy, did you break your leg?"

"No. Don't interrupt a feller." "Yes, but you were going to tell us what made you so lame."

"Of course. Declare, but I must er fergot. Why, I was took down with the roomertiz week afore las' of a Tuesday. No, it wasn't nuther. It was of a Monday. Hold on, now, but I guess it was of a Tuesday, arter all. It was the day but one arter Jim brought home them yoke of steers he got 'n' Pete Snyder. Say, them's as good a yoke o' steers fer their heft as the' is in this county—don't keer a cuss whose. Yist'day Jim had 'em hitched up, 'n' he tried 'em on a log, an' cuss me, if —"

"Was it the rheumatiz that made you lame, Uncle Billy?" asked Jack Jones.

"Hey?"

"I say, did the rheumatiz make you limp like that?"

"No."

"Well, what was it, then?"

"If you'll keep still for a minute, young feller, mebbe you'll find out. I was just a tellin' of ye."

"No you weren't, either. You were telling about Jim's steers."

Uncle Billy glared in silence upon his inquisitor for a moment, and then resumed: "Granny Williams she came to our house, an' I was flat onto my back with the blamed roomertiz.

"Mornin' to ye, uncle," ses she, "what's the best word with ye, this mornin'?"

"Nothin' very good," ses I. 'I've be'n took down agin with the bloody roomertiz, an' not to be a deceiving of ye, granny, I never felt so tarnation mean in all my borned days.'

"Lordy massy," ses she, 'uncle, but I kin help ye out of that, I reckon. Got any turkytime in the house?'"

"Nary bit," ses I.

"Turkytime's a prime thing fer roomertiz," ses she. 'The hain't nothin' elst what'll help it like that. You send Jim right down town fer some turkytime, an' when you git it you rub it onto you where the mos' of the pain is, an' that'll help it right away.'

"Waal, Jim he got the turkytime an' the old woman she rubbed it on, an' I 'lowed it made me feel some better. But along in the night I got to feelin' wuss ag'in, an' the more turkytime ma rubbed on, the wuss I felt, an' finally I got Jim to heat some flatirons an' put to my back an' laigs, an' I'll be tetotally chawed up if it didn't raise blisters everywhere them irons teched."

"Hurt any, uncle?"

"Hurt! Thunder an' blazes! No, it

didn't hurt. It don't hurt to skin a feller alive, do it? It was nice. Somp'n' like pullin' teeth, 'cordin' to my tell."

And Uncle Billy's usually solemn visage spread itself into a derisive grin.

"Waal," he resumed, "I was purty nigh floored before, an' that made me wuss. I ketched cold f'm kickin' the kivers off, an' then this here bloody la grippy sot in an' I cum within one o' croakin' right there."

"We're glad to see you out again, anyway, uncle. Was it the grippy or the blisters that made you lame?"

"Blisters? No. Them's well. 'Twan't the grippy, nuther."

"What was it, then?" queried Jones again.

"Say, young feller, ef you'd a kep' still a while ago, you'd a found out. When Jim had his steers hitched up to that air saw lawg, yist'day, the tarnation lawg slewed around and whacked me one right onto my left laig. That's what ailed me an' made me the mos' lame of all."

And then, as Uncle Billy concluded his narrative, he centered a spittoon about ten feet away with an accumulated quantity of tobacco juice, tied his faded scarf once more about his wrinkled and bearded throat, hobbled slowly toward the door and was soon lost to view.

Geo. L. THURSTON.

## Verdict for the Plaintiff.

When John Jones and James Smith were young men, Mr. Jones did a great kindness for Mr. Smith, which Mr. Smith at that time was not able to repay. Mr. Smith, then, half in humor and half in earnest, gave the following note to Mr. Jones:

"For value received, I promise to pay John Jones the sum of \$10,000, providing that at the time this note is presented, I shall have accumulated property to the value of \$100,000."

"JAMES SMITH."

The young men separated. Smith was a very shrewd brain, and in time he became wealthy. He located in St. Louis, Mo., and Jones heard nothing from him. Jones, in the meanwhile, never got along in the world. He was of too generous a disposition, and then, again, he had a run of hard luck, until at last he found himself, as the physician told him, close to death's door, and he realized that his wife and family would be left in want. In rummaging through his papers and assorting them out for him, his wife came across this note for \$10,000.

"Who was this Mr. Smith that you went to college with?" she asked him.

"Oh, he was a friend of mine at that time. He went to St. Louis, I believe that he is now very wealthy."

"And how about this note which you have?"

"What note?" asked Jones. "Let me see it."

His wife handed it to him, and Jones read it through carefully and thought over it for a while.

"That is no use, I expect," he said. "I applied to Smith for some little help that he might easily have given me. It was only a matter of recommendation, not money at all, and he refused it. That was five years ago."

"But," said his wife, "are you sure that the note is not good?"

"I doubt if I could collect it. He has the money to fight, and I have not. I think the best thing to do is to tear it up."

But his wife did nothing of the sort. She took it to a young lawyer of her acquaintance and asked him whether anything could be done in the matter or not.

"It is perfectly legal," said the young man, "but there might be some difficulty in collecting it. You see, we would have to prove that he was worth at least \$100,000, and that is sometimes a difficult thing to do. But I haven't any too much business, and if you like I will take this note in hand—it will cost you nothing—and see what can be done with it."

The lawyer wrote to Mr. Smith, and received an answer repudiating the affair altogether. He had no recollection of it. So the case was brought into court. The document, it was easily seen by the lawyers of the other side, could be proved to be a genuine note. Their defense was that Mr. Smith was not possessed of \$100,000. A schedule was then drawn up, showing the actual possessions of Mr. Smith, and that schedule put it up to \$99,700. Into it had been put all the property of Mr. Smith that could be easily traced. The young lawyer was nonplussed as to how to prove that Mr. Smith owned more than this amount.

Smith, however, was a very avaricious man, and thus it was that the lawyer managed to secure his verdict.

Mr. Smith was sitting in his office, when a gentleman called on him one day, and said:

"I understand that a frivolous suit has been brought against you for \$10,000 on some note that you gave when you were a young man. Is this true?"

"That is perfectly true," said Mr. Smith.

"I hope then, sir, that you, in the interest of the community, will fight the suit to the last inch."

"I intend to do so," said Mr. Smith.

"I hope you will not spare any costs in the matter, because it is something of deep interest to the community in general that the frivolous suits should be unsuccessful as often as possible."

"I quite agree with you," said Mr. Smith.

"Now, sir, I am President of the Society for the Prevention of Needless Litigation, and as the President of that society I beg to say that we will stand all the costs of this suit."

"That is very good of you," said Mr. Smith.

"In order to show you that I am not making a promise that I am unable to fulfill, I have the pleasure of giving you a check for \$500 with which to bear the preliminary expense of the suit. If it comes to more, I hope that you will call on us."

Mr. Smith took the check and looked at it rather dubiously. He evidently expected that it was bogus, and the mo-

ment the man was gone he called to his clerk and said:

"Take that check to the bank and collect the cash on it if it is any good. I don't think myself that it is."

But when the clerk came back he said the check was perfectly good, and he handed to Mr. Smith the \$500.

When the case came into court a few days later, and the schedule for \$99,700 was brought up, the lawyer on the opposite side offered to give proof that Mr. Smith was possessed of more money than this. Mr. Smith had received, he claimed, a check for \$500 only a day or two before, and in evidence his check was produced as having been collected by Mr. Smith and paid to his order. That settled the matter. Mr. Smith's wealth was, therefore, over \$100,000, and the result was a verdict for the plaintiff.

## Dr. Jenkinson and Dr. Rybold.

From the Chicago Tribune.

"This," said the man who was traveling on the cars, as he opened his valise and took out a bottle, "is a mixture called Dr. Jenkinson's Indispensable. I never travel without it. It is the best and most agreeable tonic now on the market, by all odds." "I am not so sure about that," replied the man who was occupying the seat with him. "I have here (and he opened his own valise and took out a bottle) a tonic called Dr. Rybold's Extract, which I have used for several years, and consider it the very best preparation made. No man ought ever to —"

"I have no doubt it is a fairly good medicine in its way," broke in the other, "but if you had ever tasted Dr. Jenkinson's Indispensable you would throw that stuff of yours away."

"I know all about Dr. Jenkinson's nostrum, sir. I know exactly what it is made of."

"You do, hey?"

"Yes, sir; and I know Dr. Rybold's Extract is made from precisely the same formula only from pure materials, instead of the vile and adulterated ingredients old Jenkinson uses."

"It's made from the same formula, is it?"

"Exactly the same."

"You lying old ignoramus, how do you know what it is made of?"

"How do I know, you insulting old scoundrel? I'm Dr. Rybold, sir."

"I am glad I have found you out, you infernal villain. I am Dr. Jenkinson."

## Niagara Falls in Art.

The Michigan Central, "The Niagara Falls Route," has published a remarkably fine reproduction of Graham's water-color of Niagara Falls. A limited number will be furnished the public at fifty cents each, which is much less than their commercial or artistic value, but not more than two copies will be sent to any one address. Send postal note or money order for the amount to O. W. Ruggles, General Passenger and Ticket Agent, Chicago, Ill.

## Questionable Proof of Merit.

From the Boston Herald.

Old Gent (looking for a pair of stout shoes for boy)—Can you warrant these shoes?

Dealer—I know of a pair of the same make which have been in constant use for three years.

Old Gent—Is that so? Who wore them?

Dealer—A messenger boy.

## Notice to Stockholders.

The annual meeting of the stockholders of the Grand Rapids & Indiana Railroad Co. will be held at the general office, in the city of Grand Rapids, Mich., on Wednesday, March 5, 1890, at 1 o'clock p. m., for the election of thirteen directors constituting a board to serve for the ensuing year, and for the transaction of such other business as may be presented at the meeting.

J. H. P. HUGHART, Secretary.

## The Phenomenon Explained.

From the Detroit Free Press.

Lady in drug store (who has just taken a dose of belladonna, picking up a hand mirror)—Oh, my! My right pupil's ever so much larger than my left.

Drug Clerk (gravely)—You probably swallowed your medicine all on that side, madam.

## Crockery & Glassware

LAMP BURNERS.

No. 0 Sun..... 45  
No. 1 "..... 45  
No. 2 "..... 70  
Tubular LAMP CHIMNEYS.—Per box.

6 doz. in box.  
No. 0 Sun..... 1 35  
No. 1 "..... 1 35  
No. 2 "..... 3 00  
First quality.

No. 0 Sun, crimp top..... 2 25  
No. 1 "..... 2 40  
No. 2 "..... 3 40  
XXX Fine.

No. 0 Sun, crimp top..... 2 60  
No. 1 "..... 2 80  
No. 2 "..... 3 80  
Pearl top.

No. 1 Sun, wrapped and labeled..... 3 70  
No. 2 "..... 4 70  
No. 2 Hinge, "..... 4 70  
La Bastie.

No. 1 Sun, plain bulb, per doz..... 1 25  
No. 2 "..... 1 35  
No. 1 crimp, per doz..... 1 35  
No. 2 "..... 1 60

SPONGEWARE.—AKRON.  
Butter Crocks, per gal..... 06 1/2  
Jugs, 1/2 gal., per doz..... 75  
" 1 "..... 80  
" 2 "..... 1 80  
Milk Pans, 1/2 gal., per doz. (glazed 66c)..... 75

## HARDWOOD LUMBER.

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

Basswood, log-run..... 13 00@15 00  
Birch, log-run..... 15 00@16 00  
Birch, Nos. 1 and 2..... 22 00  
Black Ash, log-run..... 14 00@15 00

Cherry, log-run..... 25 00@40 00  
Cherry, Nos. 1 and 2..... 60 00@65 00  
Cherry, Cull..... 21 00  
Maple, log-run..... 12 00@13 00  
Maple, soft, log-run..... 11 00@13 00

Maple, Nos. 1 and 2..... 23 00  
Maple, clear, flooring..... 25 00  
Maple, white, selected..... 25 00  
Red Oak, log-run..... 30 00@31 00  
Red Oak, Nos. 1 and 2..... 26 00@28 00

Red Oak, 1/4 sawed, 6 inch and up w'd..... 38 00@40 00  
Red Oak, 1/4 sawed, regular..... 30 00@32 00  
Red Oak, No. 1, step plank..... 25 00  
Walnut, log run..... 25 00  
Walnut, Nos. 1 and 2..... 27 00  
Walnuts, cull..... 25 00

Grey Elm, log-run..... 12 00@13 00  
White Ash, log-run..... 14 00@16 00  
Whitewood, log-run..... 30 00@32 00  
White Oak, log-run..... 17 00@18 00  
White Oak, 1/4 sawed, Nos. 1 and 2..... 42 00@43 00

# "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.

## 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.

# NEW MOLASSES!

We have received large shipments of molasses, direct from the planters in Louisiana, which we are offering to the trade at our usual low prices.

## Telfer Spice Company,



The Michigan Tradesman

WEDNESDAY, JANUARY 29, 1890.

WILD OATS.

[CONTINUED FROM FIRST PAGE.]

eyes followed those of her child, and for an instant she gazed vaguely at the bearded man with the foreign air and the elegant attire, but there was not a gleam of recognition in her dull blue eyes.

"Come, Lucy," Albert remarked, in a voice which he strove to make steady, "let us go home. I think you have had enough of the immigrants."

Something unusual in his voice or his manner startled her. He was very pale, but a small red spot burned in the middle of each cheek.

"Why, I really believe you are angry because I found your flaxen-haired countrywoman unpoetic," she cried, gayly. "Well, every one to his taste. I, for my part, prefer to take my Norseman duty diluted—*garni en Amerikain*. If you please—re-costume me mentally and physically by the masculine equivalent for Worth. *Au naturel*, he is too strong for me."

Albert was far from relishing this kind of pleasantry; but in his present mood he had no heart for a dispute. He helped his wife silently into the carriage, and ordered the coachman to drive home.

V.

It was about 11 o'clock in the evening. It was quite dark in Castle Garden. A few scattered gas-jets burned under the wide rotunda in rings of steam and dust, and served but to make the density of the atmosphere visible.

It was yet half an hour from midnight when a well-dressed gentleman, having shown the door-keeper his card of admission, entered the inner enclosure and picked his way cautiously among the sleeping figures, stooping now and then to scrutinize some face which attracted his attention. He had a haggard and careworn look, and his movements were hesitating and reluctant, as if it were but a strong sense of duty which urged him on. Nearly twenty minutes elapsed before he paused in his search. Upon the bare floor at his feet, amid a confusion of boxes and bundles, lay a sleeping peasant woman, and a little flaxen-haired boy was reposing with his body upon a wadded petticoat and his head in his mother's lap. There was something touching in the care she had bestowed for his comfort while having no thought for her own; it was pretty, too, to see her rough, toil-worn hand resting unconsciously upon his head, as if to protect him from any harm that might come to him in this great foreign land. The gentleman stood long contemplating the group before disturbing the two sleepers. He was even for a moment tempted to withdraw without making himself known to them. But the sight of the boy, whose features, as he plainly saw, bore a vague resemblance to his own, drew him back and quickened the voice of his conscience. Finally he stooped down and touched the woman on the shoulder. She did not stir. He then seized her arm and shook her, but she only turned, and continued her heavy sleep. At his third effort he was equally unsuccessful; it seemed impossible to arouse her. It then occurred to him to wake the child, and to his surprise the boy sprang up the moment he touched him. He stared fearfully at his disturber and asked him, defiantly, what he wanted.

"I want you to wake your mother," answered Albert (for, of course, the stranger was no other than he), "I want to speak to her."

But the sound of the child's voice had already roused the woman; she arose somewhat wonderingly, gazed timidly at the strange visitor, and then, in her bewilderment, made a deep courtesy.

"Gentlefolk out walkin' so late?" she observed, in her broad peasant dialect, "perhaps you know somethin' of my husband, Albert Westerholm?"

"Yes, I do, Gerda," he answered, in as friendly a voice as he could command. You evidently do not know me. I am Albert Westerholm."

He had expected her to betray some emotion, or, at least, surprise. Instead of that, she lifted her eyes to him with an embarrassed smile, wiped her hand, peasant fashion, on her apron and extended it to him.

"Well, now," she remarked, hesitatingly, "isn't that queer? I didn't know you."

Her embarrassment was to him pathetic, and her extreme deference inexpressibly painful. That there was considerable feeling hidden under this impassive mask he knew full well, and he knew, too, that the disappointment of their meeting was hardly less terrible to her than it was to him. But the Norse peasants are an undemonstrative race; they do not know the language of emotion.

"I should not have known you, either, Gerda," he replied, gently. "You have changed much."

"Yes; I had a hard time with this boy. God bless him. I have never been quite the same since he was born."

He did not know what to answer, and there was a long, awkward pause. The thought rose dimly in his mind how she must have hungered during many weary years for this meeting; how her simple fancy must have pictured the mutual joy of their reunited lives, and how bitterly he would in her place resent such a monstrous wrong. And yet, the consequences of a surrender to his generous impulse would be too terrible. He had not the strength to contemplate them, far less to bear them. He must be well on his guard so as not to be surprised into disadvantageous concessions; he must smother his pity, and under a stern mask hide his bleeding heart. The courage almost failed him, however, and he did not dare to meet her guileless eyes as he said:

"And why did you come here now, Gerda, after so many years? You ought to have come before or not at all."

His change of tone startled her, but the splendor of his person was to her simple soul so awe-inspiring that she lacked spirit to resent it.

"Oh yes, you might well say so," she answered, awkwardly pulling at the corners of her apron; "but I didn't know you was alive until four weeks ago; a kinsman of ours came from America, and he told me for sure you was alive and

thriving. Then my father died, too, and I had nothin' more to keep me. But, beggin' your pardon, you used to be so sorter talkative and friendly-like and not a bit grand; and then—and then—I thought you wouldn't mind," she finished, despondently.

"Well, to be frank with you, I do mind," he said, with a severity of which he would not a moment ago have thought himself capable.

"Oh yes, yes, you might well say so!" she responded, pitifully, resorting in his distress to her customary phrase. "I sorter of knowed at the start, before I set eyes on you, that things was goin' all wrong. I dreamed bad dreams on ship-board, though it may have been the bad soup as went to my head; and the coffee was sorter queer, too. But, beggin' your leave, sir, I made a mistake, as I oughtn't to have done at my time of life. And we won't trouble you any more. We'll go back to-morrow, and then the boy can leastways say he has seen his father."

The meek and dispirited way in which she uttered these words, waiving her rights, and only conscious of the spiritual gulf which divided them, cut him to the quick. If she had indignantly recited her wrongs, it would have been easy to shake her off. But this magnanimity, which took more account of his feelings than of her own, betrayed, after all, a fineness of perception of which her appearance meant and contemplated in his own sight, and he writhed under the sense of his own baseness. Nevertheless, he could not protest against her resolution.

"Let me, at all events, have the boy, Gerda," he said, rather from a desire to repair his own self-respect than from any natural impulse of affection; "I will take good care of him and bring him up well."

"The boy! the boy!" she repeated, wondering, as if she had not quite grasped his idea; but then, suddenly, as the meaning of the proposal dawned upon her, she sprang forward and flinging her arms about her child cried out: "No, no, don't take him from me! You wouldn't go away from your mother, Albert, dear; you wouldn't leave your mother as has no one in the world but you."

The boy clenched his fist and gazed defiantly at his father.

"I will stay with you, mother," he said, soothingly; "the stranger man shall not take me away. I would kick him if he dared."

She remained for several minutes kneeling with her arm about her son's neck, but the sudden passion had quickly spent itself, and when she looked up again her face wore its former expression of weariness and meek resignation. The scene struck him with strange force. A great wave of pity swept away all pusillanimous considerations, and he flung himself down at her side, seizing her hands and gazing intently into her eyes.

"Gerda," he broke forth, in a hushed, breathless voice, "I have been faithless to you. I am married, Gerda; I have a wife here! I don't ask you to spare me. Do as you think best; I shall not complain." He bent eagerly forward, watching her unresponsive face with anxious scrutiny.

"I know'd something was wrong with you," she said, simply. "But there is no help for it now. I wouldn't give your fine lady-wife trouble, sir, not I. But if you hadn't had no other wife, I wouldn't stay with you. You are a fine gentleman, and I am a plain peasant woman, and shall never be nothin' else. We don't match now, as once we did, when we was both young and silly. God have pity on us! You didn't mean no harm, and you was born of genteel folks, and you couldn't help growin' inter the sorter chap as your own folks was. I oughter have know'd better, but I didn't. God forgive me!"

In spite of the generous impulse which his pity had prompted, he gave a sigh of relief, and rising from his kneeling position, he whipped the dust off his trousers and prepared to take his leave.

"If you are in need of money, Gerda," he said, a trifle awkwardly (for the offer following upon such a scene seemed horribly sordid), "I need not say that I shall be happy to supply all your wants."

"Oh, yes, yes," she answered, vaguely; "it's very nice of you to say so. But I don't need nothin'." My father left me the farm, and it seems God's providence now that I couldn't find nobody to buy it. If it wasn't for the neighbors and the parish talk, I shouldn't be a bit sorry to be home again."

Her voice broke a little at the last words, and there was a nervous twitching at the corners of her mouth; otherwise her tired face betrayed no sign of feeling. Albert recognized by this very immobility, and the uncomplaining meekness of her demeanor, how wide was the gulf that separated them, and how inadequate, on this account, any reparation he could offer.

"Farewell, Gerda," he said; and without waiting for her reply, hastened away. When he felt again the fresh air about him, he flung his hands passionately toward the heavens and groaned aloud. But it was but for a moment; the pain nestled deeply about his heart, though soon again he was calm.

An hour later, worn with the struggle, humiliated and remorseful, he entered his house, went to his wife's room and roused her from her slumber.

"Why, Bert," she exclaimed, as she sat up and flung her hair back from her shoulder, "how you frightened me! You look as if you had seen a ghost."

"So I have, Lucy," he said, mournfully, "and that is what I wished to talk with you about. The peasant woman you saw this morning—"

"Was your wife," she cried, flinging herself forward and clutching his arm, breathlessly.

"No," he answered, "not my wife." She looked at him for a moment, fix-

edly, then heaved a sigh of relief, and sank back among the pillows.

"You are a truthful man, Bert," she said, calmly. "And that suffices me. I don't wish to hear your story. Every man, they say, must sow his wild oats, but he needn't ask his wife to help harvest them. You are my husband now. What you were I do not wish to know."

She suppressed a yawn, nestled down luxuriously among the pillows, and looked at the wall beyond. He sat long listening to the light rhythm of her breath while she dozed off into her untroubled slumber. An overwhelming pity, both for himself and for her, took possession of him. He felt, almost as a sensible tap upon his shoulder, the finger of Nemesis.

HJALMAR H. BOYSEN

Some of the Annoyances Incident to a Drummer's Life.

From the Merchants' Review.

It has probably occurred to the members of the Farmers' Alliance by this time that their resolution proposing the extermination of that valuable factor in trade, the commercial traveler, was not calculated to reflect credit on their sagacity. But whether the proposition is commendable or not, there will be no disputing the difficulty of enforcing it, and the class aimed at is not likely to worry itself over the matter, as no one knows better than the drummer how necessary he is to the proper distribution of the necessities of life. Necessary though he may be, yet, considering the importance and arduous nature of his duties, they are not so remunerative as to call for the expression of such sentiments as the hayseeds gave voice to at their recent convention. Only those who have carried a "grip" over "the road" can form the slightest idea of the drawbacks of the drummer's avocation, and the generally inadequate extent of its rewards. When a customer has been secured by frequent visits and an expenditure of skill and patience that would surprise the uninitiated, the rest is by no means easy. There is always the danger that travelers for rival firms will secure him, and the drummer has to be constantly on the *qui vive* in order to retain the trade. Many of the drummer's troubles are due to the neglect or mistakes of shipping clerks and book-keepers at headquarters. First-class customers are either lost entirely or made so angry as to endanger the relations between them and the salesman by the assiduity of book-keepers in sending in statements before they are due, or by drawing on the customer before he has had time to check the invoices, or by errors in accounts. Then the delay in shipping goods ordered in a hurry is a fruitful cause of trouble to traveling salesmen, also the careless marking of goods, which causes them to go astray; in the meantime the customer becomes disgusted and orders from another house. When such instances occur, the traveling salesman has a hard time of it in pacifying patrons. To the merchant, the drummer generally serves as a shield, a guide and a faithful and prudent counselor; to the large number of dealers who have but little practical knowledge of the goods handled by them—gradually growing smaller year by year, fortunately—he is their chief reliance in the matters of quality and suitability of the goods to the trade for which they are intended. Lest the salesman should wax too complacent and have too easy a time, the firm generally provide a sure specific in constant notifications that his route must be worked over more energetically and his trade extended. Profits, however large, rarely satisfy the firm; the cry is always that he is selling too low. Interspersed between these hints and cautions are requests for more and more collections. Customers also help to make the drummer's lot a burden; being naturally as anxious to scale prices down as the house is to scale them up. The discomforts of the traveling salesman's life are too well known to need mention, and unless a young man has an unusually good constitution he will find traveling on the road is not calculated to ensure a hale old age. The drummer has his faults, of course. The temptation to induce a customer to overload is sometimes too strong to be resisted, and this fault is common chiefly among young, inexperienced salesmen, who are ignorant of the fact that there is no surer or quicker way of killing trade than by inducing customers to buy either in excessive quantities or of goods that are not salable. Take him all in all, however, the drummer is a valuable member of the community; to dispense with him would necessitate a complete revolution of the manner of distributing merchandise, with no prospect of improvement in efficiency or cheapening of the cost of doing business.

EARL BROS., COMMISSION MERCHANTS

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

TIME TABLES.

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

Traverse City & Mackinaw. Leave. 7:10 a.m. 9:30 a.m. 11:30 a.m. 4:10 p.m. 6:30 p.m. 8:50 p.m. From Mackinaw & Traverse City. 10:40 p.m. From Cadillac. 9:15 a.m.

Cincinnati Express. 7:15 a.m. 11:45 a.m. 12:50 p.m. 3:45 p.m. 6:00 p.m. 8:30 p.m. Fort Wayne Express. 7:15 a.m. 11:45 a.m. 12:50 p.m. 3:45 p.m. 6:00 p.m. 8:30 p.m. Sleeping and Parlor Car Service. North—7:00 a.m. and 4:10 p.m. trains have sleeping and parlor cars for Mackinaw City. South—7:15 a.m. train has chair car and 6 p.m. train Pullman sleeping car for Cincinnati.

Muskegon, Grand Rapids & Indiana. In effect Nov. 10, 1889. Leave. 7:00 a.m. 10:15 a.m. 11:15 a.m. 1:15 p.m. 3:45 p.m. 6:40 p.m. 8:40 p.m. Arrive. 10:15 a.m. 11:30 a.m. 1:30 p.m. 3:45 p.m. 6:00 p.m. 8:30 p.m. Leaving time at Bridge street depot 7 minutes later. Through tickets and full information can be had by calling upon A. Almquist, ticket agent at depot, or Geo. W. Munson, Union Ticket Agent, 67 Monroe St., Grand Rapids, Mich.

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

Detroit, Grand Haven & Milwaukee. GOING WEST. Arrives. Leaves. Morning Express. 12:50 p.m. 1:00 p.m. Through Mail. 1:30 p.m. 1:40 p.m. Grand Rapids Express. 10:40 p.m. 1:00 a.m. Night Express. 6:40 a.m. 7:30 a.m. Mixed. 6:50 a.m. 7:15 a.m. GOING EAST. Arrives. Leaves. Through Mail. 10:10 a.m. 10:20 a.m. Evening Express. 9:30 p.m. 10:30 p.m. Night Express. 10:30 p.m. 11:30 p.m. Mixed. 10:50 p.m. 11:50 p.m. Daily, Sundays excepted. Daily. Detroit Express and Evening Express have parlor cars attached and make direct connections in Detroit for all points East.

Morning express and Grand Rapids express have parlor cars attached. Night express has Wagner sleeping car to Detroit, arriving in Detroit at 7:30 a.m. To the Through railroad tickets and ocean steamship tickets and sleeping car berths secured at D. G. H. & M. R.'s offices, 28 Monroe St., and at the depot. Jas. CAMPBELL, City Passenger Agent.

Jso. W. LODD, Traffic Manager, Detroit.

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

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

ity and brand of an article, as well as to discover its selling price. They must hide their business from those they spy upon as carefully and ingeniously as a detective works among criminals. They must pretend to be shoppers, messengers from invalids wanting samples, eccentric ladies who scarcely know what they want, and so ask about many things. They must in some cases work in one great store and draw salaries from two, the second salary being their pay for acquainting a rival with their employer's business.

WANTED.

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

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

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

TIME TABLES.

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

Traverse City & Mackinaw. Leave. 7:10 a.m. 9:30 a.m. 11:30 a.m. 4:10 p.m. 6:30 p.m. 8:50 p.m. From Mackinaw & Traverse City. 10:40 p.m. From Cadillac. 9:15 a.m.

Cincinnati Express. 7:15 a.m. 11:45 a.m. 12:50 p.m. 3:45 p.m. 6:00 p.m. 8:30 p.m. Fort Wayne Express. 7:15 a.m. 11:45 a.m. 12:50 p.m. 3:45 p.m. 6:00 p.m. 8:30 p.m. Sleeping and Parlor Car Service. North—7:00 a.m. and 4:10 p.m. trains have sleeping and parlor cars for Mackinaw City. South—7:15 a.m. train has chair car and 6 p.m. train Pullman sleeping car for Cincinnati.

Muskegon, Grand Rapids & Indiana. In effect Nov. 10, 1889. Leave. 7:00 a.m. 10:15 a.m. 11:15 a.m. 1:15 p.m. 3:45 p.m. 6:40 p.m. 8:40 p.m. Arrive. 10:15 a.m. 11:30 a.m. 1:30 p.m. 3:45 p.m. 6:00 p.m. 8:30 p.m. Leaving time at Bridge street depot 7 minutes later. Through tickets and full information can be had by calling upon A. Almquist, ticket agent at depot, or Geo. W. Munson, Union Ticket Agent, 67 Monroe St., Grand Rapids, Mich.

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

Detroit, Grand Haven & Milwaukee. GOING WEST. Arrives. Leaves. Morning Express. 12:50 p.m. 1:00 p.m. Through Mail. 1:30 p.m. 1:40 p.m. Grand Rapids Express. 10:40 p.m. 1:00 a.m. Night Express. 6:40 a.m. 7:30 a.m. Mixed. 6:50 a.m. 7:15 a.m. GOING EAST. Arrives. Leaves. Through Mail. 10:10 a.m. 10:20 a.m. Evening Express. 9:30 p.m. 10:30 p.m. Night Express. 10:30 p.m. 11:30 p.m. Mixed. 10:50 p.m. 11:50 p.m. Daily, Sundays excepted. Daily. Detroit Express and Evening Express have parlor cars attached and make direct connections in Detroit for all points East.

Morning express and Grand Rapids express have parlor cars attached. Night express has Wagner sleeping car to Detroit, arriving in Detroit at 7:30 a.m. To the Through railroad tickets and ocean steamship tickets and sleeping car berths secured at D. G. H. & M. R.'s offices, 28 Monroe St., and at the depot. Jas. CAMPBELL, City Passenger Agent.

Jso. W. LODD, Traffic Manager, Detroit.

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

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A. D. Spangler & Co

WHOLESALE DEALERS IN

FRUITS AND PRODUCE

And General Commission Merchants.

EAST SAGINAW, MICH.

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

Creamery Outfit For Sale or Trade.

I have on hand a complete creamery outfit, consisting of the following: One 500-gallon square churn. Two 200-gallon cream vats. One Mason butter worker. Six galvanized gathering cans. One Reids' shipping box, to hold 120 pounds of butter in trays. One I. X. L. butter print machine, 1-pound prints. Two skimming pails, covered. One strainer pail. One buttermilk strainer. A quantity of glass testing tubes. Lot of pointed skimmers. About 100 5½-gallon Fairbank setting cans.











## The Michigan Tradesman

### ANTI-ADULTERATION.

Bill Prepared for Congress by the U. S. Dairy and Food Commissioners' Association.

### A Bill to Prevent Adulteration of Food and Drugs.

Section 1. Be it enacted, etc., that there shall be established in the Department of Agriculture a bureau to be known as the Bureau on Adulteration. The President shall appoint by and with the advice of the Senate a competent chief officer of said bureau, who shall receive a salary of \$5,000 a year, and hold office for four years and until his successor is appointed. The chief of the bureau may appoint, with the approval of the Secretary of the Department of Agriculture, such chemists, inspectors and clerks, not exceeding ten in number, with such salaries as the Secretary of the Department of Agriculture may approve, provided that the total expenses of inspectors and employees, but exclusive of suitable offices, laboratory, stationery and supplies, which shall be provided by the Secretary of the Department of Agriculture, shall not exceed \$50,000 per annum.

Sec. 2. That no person or corporation shall transport or cause to be transported from the State, district or territory in which he resides or does business, into any State or territory, or from any foreign country or other State or territory, into the State or territory in which he resides or does business, for sale or barter, or to be offered for sale or barter, any article of food or drugs adulterated within the meaning of this act, and any person violating the above provisions shall be deemed guilty of a misdemeanor, and upon conviction thereof shall, for the first offence, be fined not more than \$100, and for each subsequent offence not more than \$500, or imprisonment not exceeding one year, or both, in the discretion of the court.

Sec. 3. That no person shall, within the District of Columbia, or in any of the territories, or in any fort, arsenal, dockyard or reservation, or other place under the jurisdiction of the United States, manufacture, offer for sale, or sell any article of food or drugs which is adulterated within the meaning of this act; and any person violating this provision shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be punished as provided in the preceding section.

Sec. 4. That it shall be the duty of all collectors of customs, through the appraisers or other proper officers, to cause examinations to be made of articles of food or drugs which may appear to be adulterated, and if, on examination of any article of food or drugs, imported from any foreign country, it is found to be adulterated within the meaning of this act, a return to that effect shall be made upon the invoice, and articles so noted shall not be permitted to pass the custom-house, or be delivered to the consignees, unless, on re-examination, as provided for in this act, it shall be found that the said articles are not adulterated.

Sec. 5. That the owner or consignee shall have the privilege of calling, at his own expense, for re-examination, and on desisting with the collector of customs such sum as said collector may deem sufficient to defray such expense, it shall be the duty of the collector of customs to procure a certificate under oath, from a public analyst, of a careful analysis of the articles in question; and in case the report by certificate of the analyst shall declare the goods to be erroneous and the said articles to be unadulterated, the said articles shall be returned to the owner or consignee, and pass without reservation on payment of duties, if any.

But in case the officer's return be sustained by the analyst, the said articles shall be destroyed; provided that the owner or consignee, on payment of charges of storage and other expenses necessarily incurred by the United States, and on giving bond, with sureties satisfactory to the collector, agreeing to remove said articles from the United States, shall have the privilege of re-exporting them at any time within the period of six months after the date of the report of the inspector or public analyst.

Sec. 6. That in order to carry into effect the provisions of this act, the Secretary of the Treasury is hereby authorized to appoint, from names submitted to him for that purpose by the National Bureau on Adulteration, one or more suitably qualified persons as inspectors and public analysts for adulterated food and drugs at such ports of entry, and with such compensation, as the Secretary of the Treasury may deem expedient; and it shall be the duty of the National Bureau on Adulteration to prepare instructions governing the work of such inspectors and analysts, which, when approved by the Secretary of the Treasury, shall govern their actions; and that of collectors of customs, in preventing importation from foreign countries of food or drugs adulterated within the meaning of this act.

Sec. 7. That the National Bureau on Adulteration shall make, or cause to be made, examination of specimens of food and drugs collected under its direction in various parts of the country, and shall publish in a weekly bulletin the results of such analysis. If it shall appear from such examination that any of the provisions of this act have been violated, the bureau shall at once report the fact to the proper United States District Attorney, with a copy of the results of the analysis, duly authenticated by the analyst under oath.

Sec. 8. That it shall be the duty of every district attorney, to whom the National Bureau on Adulteration or any collector of customs shall report any violation of this act, to cause proper proceedings to be commenced and prosecuted without delay for the fines and penalties in such case provided, unless upon inquiry and examination he shall decide that such proceedings cannot probably be sustained, in which case he shall report the facts to the National Bureau on Adulteration. And for the expenses incurred and services rendered in all such cases the district attorney shall receive and be paid from the Treasury such sum as the Secretary of the Treasury shall deem just and reasonable, upon the certificate of the judge

before whom such cases are tried or disposed of.

Sec. 9. That an article shall be deemed to be adulterated within the meaning of this act—

(a) In the case of drugs:

1. If, when sold under or by a name recognized in the United States Pharmacopoeia, it differs from the standard of strength, quality or purity laid down therein.

2. If, when sold under or by a name not recognized in the United States Pharmacopoeia, but which is found in some other pharmacopoeia or other standard work on *materia medica*, it differs materially from the standard of strength quality or purity laid down in such work.

3. If its strength or purity falls below the professional standard under which it is sold.

(b) In the case of food:

1. If any substance or substances have been mixed with it, so as to lower or depreciate or injuriously affect its quality, strength or purity.

2. If any inferior or cheaper substance or substances have been substituted, wholly or in part, for it.

3. If any valuable or necessary constituent or ingredient has been, wholly or in part, subtracted from it.

4. If it is an imitation of, or is sold under the name of another article.

5. If it consists, wholly or in part, of a diseased, decomposed, putrid, infected, tainted or rotten animal or vegetable substance or article, whether manufactured or not; or in the case of milk, if it is the product of a diseased animal.

6. If it is colored, coated, polished or powdered, whereby damage or inferiority is concealed; or if, by any means, it is made to appear better or of greater value than it really is.

7. If it contains any added substance or ingredient which is poisonous or injurious to health; provided that the provisions of this act shall not apply to mixtures or compounds recognized as ordinary articles of food, if the same be distinctly labeled as mixtures or compounds with the name and per cent. of each ingredient therein, and are not injurious to health.

Sec. 10. The term "drug," as used in this act, shall include all medicines for internal or external use. The term "food," as used herein, shall include all articles used for food or drink by man, whether simple, mixed or compound.

Sec. 11. Every person manufacturing, offering or exposing for sale, or delivering to a purchaser, any drug or article of food included in the provisions of this act, shall furnish to any person interested, or demanding the same, who shall apply to him for the purpose, and shall tender him the value of the same, a sample sufficient for the analysis of any such article of food which is in his possession.

Sec. 12. Whoever refuses to comply, upon demand, with the requirements of Section 11, shall be guilty of a misdemeanor, and, upon conviction, shall be fined not exceeding one hundred, or less than ten dollars, or imprisonment not exceeding one hundred, or less than thirty days, or both. And any person found guilty of manufacturing, offering for sale, or selling an adulterated article of food or drug under the provisions of this act, shall be adjudged to pay, in addition to the penalties heretofore provided for, all the necessary costs and expenses incurred in inspecting and analyzing such adulterated articles, of which said person may have been found guilty of manufacturing, selling, or offering for sale.

Sec. 13. This act shall take effect and be in force from and after its passage.

### The "House" to Blame.

From the Ohio State Journal.

Much has been said and written about the ability of the salesman to represent his employer properly and build up a trade to make it valuable to both of them. The salesman, in many instances, is blamed if a certain trade is worked disastrously, but if it results in a good and prosperous business being built up, the house wants the large part of the credit for "good goods," low prices, etc., thinking any man of ordinary ability, backed by their "modus operandi," could have done as much, and perhaps even go so far as to regret having paid the salesman a large salary when a cheaper man might have accomplished the same results. The forces spoken of, i. e., house and salesman, must work in perfect harmony and operate with the same end in view as to promptness, carefulness and honor to insure success, and without which hearty co-operation, the result must be disastrous. Many a good, competent, careful salesman has had his reputation blasted by a careless office force or bad help in getting out the goods which were not up to the sample, owing to mistakes in shipping the proper articles, or being out of the ones designated. The order, something "just as good" has been substituted, but which is not "just as good" to the purchaser, and the salesman, being the only one ever seen, must stand the abuse for the house. An incident came under our observation recently which serves to illustrate. A retail grocer bought of a prominent and elegant house a bill of goods at thirty days net. The goods were satisfactory, but the house made a draft in ten days, which, to avoid trouble and complications, the retailer paid. The salesman was taxed with the matter on his next visit and convinced the buyer it was an error, and being anxious to sell a certain article, the retailer said that as he had enough to do him for thirty days he could send it at the end of that time on thirty days' time, or at once and give him sixty days. Fearing some rival salesman would load the retailer up, and that possession was ten points in law, he sent the goods at once, billed at sixty days net. At the end of the thirty days, and just when the goods should have been shipped, the house made a draft for the amount of the invoice. The buyer was rightly incensed at what he called an unfair transaction, and when the salesman called was confronted by a man with his hair point on, and barely civil to the innocent victim of the error. The result was that the retailer said, "We will not buy another dollar of your house, but get goods where we have a definite understanding as to terms, etc." Trade lost, customer gone elsewhere, and no fault of any one but the house.

### Some Advantages of the Cash System.

A leading grocery firm of Olean, N. Y., writes the *American Grocer* as follows:

We are still holding to the cash plan. This month we begin the sixth year under circumstances more favorable to us and more satisfactory, on the whole, than any previous year.

Our rule is iron-clad; that is, we do not let the goods go out of our possession without the cash therefor. We send out quite a quantity of goods c. o. d., in which case the driver carries the change and collects the bills. We also have a fine shipping trade, amounting to several thousand dollars yearly, with families and lumbermen residing in adjoining counties. The cash plan includes them as well as residents of our city (about 10,000 inhabitants). They send us the money before we ship the goods.

We regard the iron-clad rule as the only safe and sure one for a would-be cash grocer to adopt. We have no monthly pay-roll (i. e., where manufacturers pay monthly). We cater very little to that class of trade. To be sure, we get more or less of it, generally from foremen, superintendents, or those not classed among the poor. We do, however, sell credit coupon books in denominations of \$5 and \$10 at 2 per cent. discount. Many well-to-do customers use the coupon books—the 2 per cent. discount fairly remunerating them for the advance cash they are obliged to make.

The greatest difficulties to overcome in adopting the change were:

1. To make up our minds to do it. We had been selling groceries on careful credit for seven years from the same store as the one in which we proposed to adopt the cash system. Our customers were among the best in town (our village then had about 7,500 inhabitants). A fair proportion of our trade, probably one-quarter, was from monthly customers, and to cut loose from these was quite an undertaking. The discussions we had read in the *American Grocer* in favor of the cash plan, local competition, and the advantages we knew the cash system possessed, led us to make the change.

2. To make the public, and our customers in particular, believe we meant to adopt permanently the iron-clad cash plan. Of course, we published our intentions two or three months previous to the change, talked with most of our best customers and found they favored the plan, so that when the change came we found that we lost only a few of these, while those we lost from our monthly pay list were more than made good by the new trade that had been attracted by the change. The volume of our trade has been larger under the cash system than it was under the credit.

3. Competition. Our competitors said it was a bluff. They watched our movements, copied our prices and tried for five or six months to "tire us out" by cutting prices. We pursued a steady course, held our prices as low as our competitors, advertised the advantages of the cash system and, on the whole, succeeded admirably in convincing most people that the grocer who bought for cash and sold for cash could adopt a lower range of prices than he who carried on a credit business. For the last three years or more we have had comparatively pleasant sailing. We do not find it necessary to hold prices below our competitors on staple goods. We make our stores as attractive as possible, depend very much upon the service we render, and take special pride in keeping in stock the best and freshest goods. He who adopts the cash business must make up his mind to lead, and not to follow, and he can do it.

If we were to name some of the advantages of the cash plan, we should enumerate them about as follows:

1. Less capital is required. With \$1,000 invested on the cash plan, a merchant can do quite as large a volume of business as \$2,000 will do on credit.

2. Several hundred dollars of worthless accounts.

3. Several thousand dollars of capital locked up in accounts.

4. A nice sum every year in discounting his bills.

5. The expenses of a book-keeper and a collector of his accounts.

### The Way It Works.

Customer—What is this watch worth? Jeweler—That one? That's a very handsome watch. Solid gold eighteen karat cases, very heavy, A1 movement and warranted to keep perfect time. We have more demand for that kind of watch—

"Well, what is it worth?"

"We are selling that watch at \$90, and there is no profit in it at all. But it is such an excellent article that it recommends our business."

"Ninety dollars is too much money for me to lay out at once."

"Oh, you want to pay cash?"

"Certainly."

"We can let you have that watch for \$20. I thought you wanted it on our installment plan."

### Curious Method of Book-Keeping.

The bakers of Paris have a rather original system of keeping accounts, which may be called a kind of book-keeping by double entry. When the carrier delivers a loaf of bread, which, by the way, is about five or six feet long, he is handed a wooden lath about a foot long by the party to whom he delivers the bread. From a collection of laths of the same size, one for each customer, he picks out this particular customer's one, and placing the two parallel, he cuts a groove across the face of both. In the final adjustment of accounts, both laths have to have the same number of notches. Cheap, but ingenious.

### A Novel Suggestion.

"Yes, I am badly in debt and can't meet a man who isn't my creditor," replied a young man the other day, as he stood off a creditor for the doventh time. "But can't you set a time?"

"Hardly. I may, however, call a meeting of my creditors soon."

"What for?"

"To lay a plan before them by which they can get their money."

"What is your idea?"

"To have them elect me President of the United States. The salary is \$50,000 a year, and I can easily live on \$10,000 and divide the rest among my creditors, and mention it to your folks, will you?"

## CURTISS & CO.,

WHOLESALE

## Paper Warehouse.

We carry the VEBY BEST double or single bit, hand-shaved ax handle ever made.

Houseman Block, Grand Rapids, Mich.

S. K. BOLLES.

E. B. DIKEMAN

## S. K. Bolles & Co.,

77 CANAL ST., GRAND RAPIDS, MICH.

Wholesale Cigar Dealers.

## "TOSS UP!"

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

## Ionia Pants & Overall Co.

E. D. Voorhees, Manager.

MANUFACTURERS OF

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

Warranted Not to Rip.

Fit Guaranteed.

Workmanship Perfect.

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

IONIA, MICH.

## HESTER & FOX,

Manufacturers' Agents for

## SAW AND CRIST MILL MACHINERY,

Send for Catalogue and Prices.

**ATLAS ENGINE WORKS**  
INDIANAPOLIS, IND., U. S. A.  
MANUFACTURERS OF  
**STEAM ENGINES & BOILERS.**  
Cater Engines and Boilers in Stock for immediate delivery.

Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.

Write for Prices. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

We manufacture all our

goods. Warrant them pure

and first class. Carry an

immense stock. Fill orders

promptly and solicit the

correspondence and patron-

age of all legitimate buyers

in our line.

## PUTNAM CANDY CO.

WHO URGES YOU

TO KEEP

## SAPOLIO?

THE PUBLIC!

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

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.

Common Sense Idea.

"CANDEE" Double Thick Ball.

Two Years TEST.

"CANDEE" Double Wear on the Sole.

Double Thick Ball.

Send for Large Illustrated Catalogue and Price List.

TELEPHONE 464.

No. 4 Monroe Street, GRAND RAPIDS, MICH.

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

## A. HIMES,

Shipper and Retail Dealer in

## Lehigh Valley Coal Co.'s COAL

Office, 54 Pearl St. Grand Rapids, Mich.

THE ABOVE COMPANY'S COAL IN CAR LOTS ALWAYS ON TRACK READY FOR SHIPMENT.

## DETROIT SOAP CO.,

Manufacturers of the following well-known brands:

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

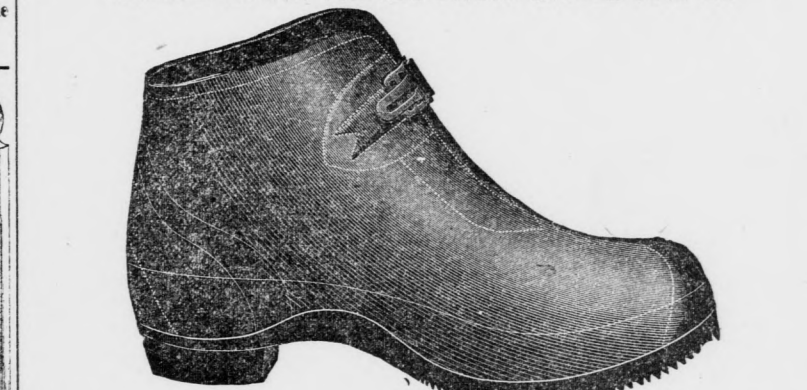
For quotations in single box lots, see Price Current. For quotations in larger quantities, address,

W. G. HAWKINS, Salesman for Western Michigan, LOCK BOX 175, GRAND RAPIDS.

FREE FROM WATER - FREE FROM SUGAR - NATURAL FLAVOR RETAINED - LONG TENDER AND SWEET AND CHANCED INTO FINE SUGAR - OPEN AT THIS END - 3/4 IN. WIDE

## Rindge, Bertsch & Co.,

MICHIGAN AGENTS FOR THE BOSTON RUBBER SHOE CO.



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

12, 14 AND 16 PEARL ST., GRAND RAPIDS, MICH.

## THE WALSH-DE ROO MILLING CO.,

HOLLAND, MICH.

Daily Capacity, 400 Bbls.  
BRANDS:  
SUNLIGHT,  
DAISY,  
PURITY,  
MORNING STAR,  
IDLEWILD,  
DAILY BREAD,  
ECONOMY.  
SPECIALTIES:  
Graham,  
Wheatena,  
Buckwheat Flour,  
Rye Flour,  
Boiled Meal,  
Rye Meal,  
Wheat Grits,  
Buckwheat Grits,  
Pearl Barley,  
Oat Meal,  
Rolled Oats.

Correspondence Solicited.

## The Belknap Wagon and Sleigh Co.,

Grand Rapids, Mich.

MANUFACTURERS AND JOBBERS IN

Road Logging Delivery Pleasure

SEND FOR CATALOGUE.