

The Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 12, 1890.

NO. 334.

Voigt, Herpolsheimer & Co.,
Importers and Jobbers of
Dry Goods
STAPLE and FANCY.

Overalls, Pants, Etc.,
OUR OWN MAKE.

A COMPLETE LINE OF
Fancy Crockery and
Fancy Woodenware
OUR OWN IMPORTATION.
Inspection Solicited. Chicago and Detroit prices guaranteed.

Cook & Bergthold,
MANUFACTURERS OF
SHOW CASES.

Prices Lower than those of any competitor. Write for catalogue and prices.

106 Kent St., - Grand Rapids, Mich.

Magic Coffee Roaster.
The Best in the World.

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

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

Chas. Pettersch,
JOBBER OF
Imported and Domestic Cheese
Swiss and Limburger a Specialty.
161-163 West Bridge St., Telephone 123
GRAND RAPIDS, MICH.

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

Fancy
Holiday
Goods.

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

AWNINGS
AND TENTS.



Flags, Horse and Wagon Covers, Seat Shades, Large Umbrellas, Oiled Clothing, Wide Cotton Ducks, etc. Send for Illustrated Catalogue.

CHAS. A. COYE, 11 Pearl Street, Telephone 106.

Something New

Bill Snort

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

Charlevoix Cigar M'fg Co.,
CHARLEVOIX, MICH.

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

SEEDS!

Write for jobbing prices on
Mammoth, Medium, Alsike and
Alfalfa Clover, Timothy, Orchard
Grass, Red Top, Blue Grass,
Field Peas, Beans, Produce and

WOOL.

C. Ainsworth,
76 So. Division St., Grand Rapids.

West Michigan BUSINESS UNIVERSITY
AND NORMAL SCHOOL.
(Originally Lean's Business College—Established 1874.)
A thoroughly equipped, permanently established and pleasantly located college. The class rooms have been especially designed in accordance with the latest approved plans. The faculty is composed of the most competent and practical teachers. Students graduating from this institution MUST be efficient and PRACTICAL. The best of references furnished upon application. Our Normal Department is in charge of experienced teachers of established reputation. Satisfactory boarding places secured for all who apply to us. Do not go elsewhere without first personally interviewing or writing us for full particulars. Investigate and decide for yourselves. Students may enter at any time. Address West Michigan Business University and Normal School, 19, 21, 23, 25 and 27 South Division St., Grand Rapids, Mich.
J. U. LEAN, Principal. A. E. YEREX, Secy and Treas.

Fehsenfeld & Grammel,
(Successors to Steele & Gardner.)
Manufacturers of
BROOMS!

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

Learn Bookkeeping, Shorthand, Etc.,
AT THE
Grand Rapids Business College

Corner Ottawa and Pearl Streets.
Send for Circular.

Playing Cards
WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,
19 So. Ionia St., Grand Rapids.

Give Me a
BEN HUR
Cigar

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

EDMUND B. DIKEMAN
THE GREAT
Watch Maker
AND
Jeweler,
44 CANAL ST.,
Grand Rapids, - Mich.

Remus Roller Mills,
Remus, Mich., Jan. 20, 1890.
Martin's Middlings Purifier Co., Grand Rapids, Mich.

Gentlemen—The roller mill put in by you last August has run from twelve to fifteen hours every day since it started and is giving entire satisfaction.

Your Purifier and Flour Dresser are dandies. I have used nearly all the best purifiers and bolting machines made, and can say yours discounts them all.

Any miller who intends making any change in his mill will save money to use your machines, for they can do the work.

Yours truly,
D. L. GARLING.



Apples,
Potatoes,
Onions.

FOR PRICES, WRITE TO
BARNETT BROS., Wholesale Dealers,
CHICAGO.

SEEDS!

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

Seed Store,
71 Canal St., GRAND RAPIDS.

W. T. LAMOREAUX.

FOURTH NATIONAL BANK
Grand Rapids, Mich.

A. J. BOWNE, President.
GEO. C. PIERCE, Vice President.
H. W. NASH, Cashier.

CAPITAL, - - - \$300,000.
Transacts a general banking business.

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

BEACH'S
New York Coffee Rooms.
61 Pearl Street.

OYSTERS IN ALL STYLES.
Steaks, Chops and All Kinds of Order Cooking a Specialty.

FRANK M. BEACH, Prop.

FIT FOR
A Gentleman's
TABLE:
All goods bearing the name of Thurber, Whyland & Co. or Alexis Godillot, Jr.

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

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Yours truly,
D. L. GARLING.

HOW BIG STORES FIND OUT WHAT RIVALS ARE DOING.

The proprietor of one of the largest dry goods stores in New York sat in his office looking over some marked advertisements in the Sunday newspapers. Presently he rang for the superintendent and that gentleman came in.

"Mr. Johnson," said the merchant, "these advertisements that I have marked here are worth inquiring into. It means that some of our competitors are offering special inducements at this time in the matter of seasonal goods. Attend to this at once, please, and let me hear from you."

Mr. Johnson bowed, took the papers and walked out. He devoted about half the next hour to carefully reading over the advertisements referred to by his employer. Then Mr. Johnson turned around and, nodding to one of the clerks in his office, said:

"I wish you would find Miss Williams in the brie-a-brac department. Tell her I would like to see her at once."

The clerk went out, and in a few moments returned with a young woman. She was a very pretty, demure and intelligent-looking girl. She was well dressed and seemed to know what she had been sent for. She looked up at the superintendent with an inquiring glance as she said:

"You sent for me, sir?"

"Miss Williams," said Mr. Johnson, "we will have to send you out again to-day."

Miss Williams simply nodded, smilingly, and then Mr. Johnson took the marked papers and spread them out before her. A long conversation followed. Miss Williams made notes from the advertisements as she read them and repeated them over to herself a number of times, as though committing them to memory. The superintendent said to her:

"Now, I would like to be able to report this matter to the firm by to-morrow, and if you are very spry you will be able to get around to all these parties to-day before 6 o'clock."

Miss Williams now withdrew to the room in which the clerks hung their wraps. In a few moments she came out with a bundle, gloves and wrap looking not unlike many of the stylish young women who were coming in to start their day's shopping. When she stepped out into the street, she looked up and down for a moment as though undecided which way to go. Then she pursed up her pretty lips into a pout, nodded her head in a knowing way, and tripped off at a lively pace toward Fifth avenue. She had not gone far before she saw a throng of shoppers going into one of the big stores. She followed in their wake, and although the crowd in front of her was very large, she managed in some way to get near the front at each counter with very little difficulty. At one of the counters she remained for some time.

"I want to see some of that surah silk you have advertised," she said.

The clerk took down several bolts of the silk and she examined it critically. "Thank you," she said.

A moment later she was at another counter where large wax dolls were being disposed of to a hungry crowd of shoppers. There were several clerks at this counter, and the floorwalker, also, happened to be standing there. He let his eye fall upon Miss Williams and he seemed to recognize her. He stepped up to her, standing so that he was between her and the counter, and said in a voice slightly tinged with sarcasm:

"Ah! how do you do, Miss Williams? Very glad to see you."

Miss Williams drew herself up very rigidly, stared at the floorwalker in a most haughty manner, and said, very indignantly:

"Who are you, sir? I don't know you, sir. What do you mean, sir, by addressing me?"

"Well," said the floorwalker, "I thought I recognized you as the Miss Williams who once was employed here as a cash girl."

"No, sir. I am not the person, sir, at all. I don't know you. Am I to be insulted?"

"Oh, no; I did not mean to insult you," said the floorwalker, taken somewhat aback by her grand airs, "I must have been mistaken."

Miss Williams bowed frigidly, in recognition of his apology, and pushed her way up to the counter. She bought several of the dolls, after examining them very closely, paid for them and ordered them sent to a house in West Forty-fourth street. She stopped at several other counters and bought other articles, which she had sent to the same address.

In the meantime the floorwalker, whom she had so brusquely repulsed, had been talking with a young cash girl of more than usually intelligent appearance. Evidently he was not satisfied of his mistake so far as Miss Williams was concerned, for he said to the girl:

"You just follow her. Don't lose sight of her, if it takes until to-morrow. If she goes into a house, wait for her. If she goes into a store, follow her. If she stays there, find out whether she is a clerk or not. If she doesn't keep on following her until you run her down."

In consequence, when Miss Williams again went out into the street, the little cash girl was following her at a respectful distance. After her experience with the floorwalker, Miss Williams had become very wary. She had maintained with considerable success the haughty demeanor she had assumed, and even when she stepped out into the street she held her nose high in the air. But after she had gone about half a block, and had looked around several times to see if she was being followed, the success of her bluff tickled her so much that she burst out laughing. In a moment the laugh had departed and her face had resumed its usual demure expression, for she was sharp enough and experienced enough to know that such indulgence might prove

fatal to her purpose. There were several other stores along Fourteenth street in which Miss Williams stopped, and at nearly every one she purchased something and had it sent to the Forty-fourth street house. She frequently referred, when her memory was at fault, to the notes she had made; but this was usually done on the street, and only with great caution within the stores.

From Fourteenth street she started up town on Sixth avenue. One of the first of the big stores that she came to was more than usually crowded, because of certain advertisements that had appeared in the paper of the day before. Before entering this store, Miss Williams spent several minutes in studying over her notes. As she looked up from them and was about to put them into her pocket, her eye caught the young cash girl, who had been following her. There was hardly a change in her face to denote that she recognized the girl, and only for a moment did a shade of annoyance linger on her brow. Then she pretended to resume her study of the notes, but all the time she was watching the little girl out of the corners of her eyes. She had seen the girl in the store, and recognized her from this. It was now her aim to put the little one off her track. She put her notes into her pocket with a decided air and turned about as though to retrace her steps. The little girl did not budge. Miss Williams walked half a block away, then turned around as though undecided, and saw that the little girl had still not moved. For a moment Miss Williams was in doubt as to whether or not she had been mistaken. As she stood there outside the door, the little girl looked as though she were waiting for her mother to come out, and not as if she were playing the detective. To make certain, Miss Williams decided upon another test. She turned quickly and walked around the corner, stopping so she could see through the windows of the corner store on to Sixth avenue. A minute passed and the little girl had not appeared. Miss Williams was about to return, when she saw the cash girl come slowly up the avenue, apparently with no special idea in mind. Miss Williams stepped back into a doorway and waited to see if the girl would pass, but she was too wise for that. After having waited several minutes, Miss Williams' stock of patience was exhausted, and she came out. There was the little girl standing on the corner, calm as ever, with just a little hint of a confident smile on her face.

"You little rogue," said Miss Williams to herself, "you knew I couldn't have gone to the other corner in so short a time, and so you waited for me to come out of hiding. Well, we will see."

Miss Williams walked right along now as though she had really had some business in the house from which she had emerged, and returned to the dry goods store she had started to enter when interrupted by the little girl. But all her unpleasant experiences were not yet ended. She was examining some toys when a clerk said, sharply:

"See here, what store do you come from?"

"What do you mean?" returned Miss Williams, again assuming the airs of a queen.

"Oh, I know you," returned the clerk. "I have seen you before."

"How dare you insult me?" said Miss Williams. "I shall report you."

"Oh, that's all right," said the clerk. "I don't want to insult you, but I won't sell you anything. You cannot buy anything here."

Several other customers who were standing near looked up in surprise, while the little cash girl, who had smuggled herself in, leaned up against the adjoining counter and grinned from ear to ear.

"Well, we will see about that," said Miss Williams. "Where is the superintendent?"

"Here, cash," said the clerk, calling up a little cash girl, "take this lady to the superintendent."

The clerk said this in a very sarcastic manner, and for once Miss Williams' anger and indignation were not feigned. She did not go to the superintendent, however, but tried to outwit the clerk by going to another part of the store. The clerk was apprised of the fact, however, and got around in time to bar Miss Williams in her attempt to purchase. The clerk could not, of course, refuse absolutely to sell to her, but overcame this obstacle by saying that everything was sold. Miss Williams was followed from counter to counter, and finally gave up in despair, having been able to purchase only one article of the many she had started to get in this store.

With few exceptions, however, in the other stores she went to she found no difficulty in obtaining all that she desired. With the exception of a few minutes for lunch, she was on her feet nearly the whole day. Several times she attempted to escape from the little girl who was following her, but each time was entirely unsuccessful. She stopped for half an hour at the house of a friend. When she came out, she thought she was not in sight, but several minutes later the little girl bobbed up serenely, having spent the meantime munching cakes in a bakery across the way from the house at which Miss Williams had been visiting.

When Miss Williams finally turned up at the store from which she had started, the cash girl was close behind her. She saw Miss Williams go up stairs and report to the superintendent, and managed, through a shrewd question or two, to find out that she was employed there. Then, with a knowing nod of the head and a self-satisfied smirk, she gave up the chase. Miss Williams had been comparatively successful, and there were many articles awaiting her at home. Having announced this to the superintendent, she went home, and the next

morning came to the store at the usual hour with a written report of her entire experience and the samples she had obtained. These were critically examined by the superintendent, and then taken to the head of the firm.

Nearly every Monday clerks from the various dry goods houses go through the same experience, so that it has become a recognized custom. It is the only way in which the big retail merchants can keep themselves informed as to the inducements offered by their rivals. Monday is especially selected because the greatest bargains are usually advertised on the day previous. The object more particularly is to see whether the goods are really sold as advertised, and to enable each merchant to see for himself whether he is being undersold by a competitor in any particular article. Rarely does the same clerk go out for more than two or three weeks in succession. When the articles he or she has purchased are brought to the merchant, he compares them with the announcements in the advertisements, and if any of them are sold cheaper than in his own store, then the buyers of those particular articles are likely to be hauled over the coals.

"Some clerks," said the superintendent of one of the big stores recently, "go beyond their orders. I remember a girl who had been buying up bargains on a firm up town some time ago. She came to us and secured employment for the mere purpose of getting our prices and turning them over to the other firm. Of course, no reputable clerk would do that, and neither would a reputable firm countenance it."

"Not only do the firms endeavor to keep track of the bargains offered by their rivals, but they are fully as much interested in the prices of the regular stock goods. These are just as apt to vary as the prices of special bargains."

Industrial Partnerships.
Nicholas P. Gilman, in the Arena.

How far shall the partnership between master and men go? It should be confined to the industrial department, and stop short of a voice in the management, inspection of the accounts and responsibility for losses. These three things stand together. Establish the third, and you must admit the first two; deny the advisability of the first two, and you must also reject the equity of the third.

Gain sharing is probably too logical an arrangement for the mass of employers; they would be unwilling to pay a bonus to labor in years in which the business, as a whole, including the productive and the commercial departments, shows no profit or a positive loss. The practical effect of the majority of profit-sharing systems in operation to-day is that the workman takes the risk that the commercial departments will do as well as the industrial department of the manufactory. The workmen have it fully in their power to make a reduction from the present average cost of production in an iron foundry or a cotton mill, and if they do not accomplish this, then profit sharing would be recommended to little purpose and with slight reason.

Making their contribution to the success of the business as a whole, they must then depend upon the business ability of the firm for the payment of any bonus. But this dependence is probably the best arrangement for the producer. He allies himself, having industrial ability, with one or two or three men of commercial talent. If the firm cannot succeed in selling goods at a profit, much less would a combination of simple producers be able to do it. The workman to-day depends for his wages, in the long run, upon the shrewdness and perseverance of his employer. It would probably be best in the great majority of cases where profit sharing is introduced that he should depend for his bonus also upon the same conditions. He then casts in his lot as a producer with the manager of the buying and selling department, and there is no separation in interests between the two departments, however logically desirable it might seem to be.

Thus considered, the objection that is most commonly raised to profit sharing, that it does not involve loss sharing, will be seen to be a boomerang in the hands of its users. The workman in an industrial partnership shares profits only when the whole establishment makes a profit to which he has contributed his share in his department. He falls to receive a bonus, and thus shares losses, when he has actually done his part toward making a dividend, but the firm has not done as well, because success with them is not so simple a matter. Objection might be made from the workman's side with more consistency than from the employer's side. But when we take both parties into full consideration, and remember that it is a partnership they seek, in which one department must not expect to profit when the other is losing, then the equity of profit sharing becomes manifest.

Conventional Lies.
Mr. Sympathetic—I would sooner cough myself than hear any one else.

Mrs. Spanker—I don't understand how that woman next door can whip her children so.

Miss Decent—That new bonnet you're wearing is very becoming.

Mrs. Pecksniff—Good-bye, my dear. I enjoyed your call so much, and am only sorry you can't stay to tea.

Mr. Houseful—It breaks my heart to lose my daughter, but take her, young man, and God bless you.

Miss Hiffing—George, you mustn't spend your money on me so foolishly.

A Study in Repartee.
Fenderson—What is the reason, I wonder, that fellow comes here every day or two to make a fool of himself?

Fogg—I don't know, unless it is he believes in doing in Rome as the Romans do.

STILL THEY COME.
Another Organization Launched to Entrap the Farmers.

The Farmers' League is the latest addition to the long list of organizations gotten up to wring hard-earned dollars from the farmers of the country. The constitution of the new organization is as follows:

The Farmers' League is a non-secret, independent, non-partisan organization, in harmony with the grange, kindred associations, agricultural societies, farmers' clubs and similar organizations. But the League goes a step further. Its object is the farmers' political welfare. The work of the League is directed toward securing a just representation and treatment of the agricultural interests in Congress and in the legislatures and due recognition of farmers in all public affairs, without conflicting with the best interests of the entire people. It consists of a national branch, state branch, county branches and subordinate branches. The national branch has general supervision of the affairs of the League and the work of organization, and attends to its interests in Congress. The state branch confines its work to the state legislature. The county branches are in a measure independent, yet under the supervision of the state branch, and attend exclusively to county matters and to affairs in senatorial and representative districts. The subordinate branches furnish the delegates who constitute the county branches and attend to the farmers' interests in local districts and in each election precinct.

CONSTITUTION—ARTICLE I.—OFFICERS.
Section 1. The officers of a branch are, president, vice-president, secretary, treasurer and doorkeeper, with an executive committee and such other officers and committees as may be desirable.

Sec. 2. Officers are elected in the national branch once in four years. In the state branch once in two years. In county and subordinate, annually.

ARTICLE II.—BRANCHES.
Section 1. The national branch will consist, when permanently organized, of the president and secretary of each state branch.

Sec. 2. The state branch consists of delegates, one from each county, to be elected by ballot, for two years, by the county branch.

Sec. 3. County branches consist of delegates, one from each subordinate branch in the county, elected annually by ballot. They have full control of the work in the county, and regulate the fees and dues of the subordinate branches.

ARTICLE III.—MEMBERS.
Section 1. Members of branches must be directly interested in the cultivation of the soil, and may be admitted by a majority vote of the members present at a regular meeting or at any special meeting called for the purpose. Members must be legal voters, women excepted.

Sec. 2. The initiatory fee of membership shall not be less than \$1.

Sec. 3. Each branch may make such rules as they deem proper, not in conflict with this constitution.

Sec. 4. Every member shall pay an annual due of twenty cents to the national branch and at least thirty cents to the state branch, all other dues to be regulated by the county branches.

ARTICLE IV.—ORGANIZATION AND FEES.
Section 1. All charters are issued by the national branch.

Sec. 2. Five persons in one locality must first receive certificates of membership from the national treasurer, after which a charter may be issued without further expense.

Sec. 3. When five subordinate branches have been organized in one county, they may organize a county branch, and on application to the national treasurer, and a fee of \$2, may receive a charter for the same.

Sec. 4. When county branches have been organized in three of the counties in a state, they may organize a state branch and receive a charter from the national branch without any fee.

Sec. 5. The fees for the first five certificates in a subordinate branch shall go into the treasury of the national branch. Those of the second five go into the treasury of the county branch when formed. All other fees remain in the subordinate branch.

The national branch of the Farmers' League has been organized and is ready to co-operate with farmers in every part of the Union in the work of local organization. The officers are, George T. Powell, Ghent, N. Y., President; Walter P. White, Putnam, Conn., Treasurer; and Herbert Myrick, Springfield, Mass., Secretary.

Anything Cheap Enough.
Grocer—That new customer of yours is just married.

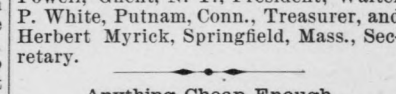
Delivery Clerk—Yes.
Grocer—Don't be particular about selling at close figures; they won't kick on prices while the honeymoon lasts.

Perfection Scale.
The Latest Improved and Best.

Does Not Require Down Weight.

Will Soon Save Its Cost on any Counter.

For sale by leading wholesale grocers.



The Michigan Tradesman

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Hum & Schneider, plumbers, have dissolved. The business will be continued by A. B. Hum.

The East Grand Rapids Lumber, Wood & Coal Co. has dissolved. Thos. Bates continues the business.

G. S. Stafford has opened a dry goods and notion store on South Division street. P. Steketee & Sons furnished the stock.

E. E. Thayer has engaged in the confectionery business at 225 South Division street. W. R. Keeler furnished the stock.

The Michigan Can Manufacturing Co. has given the sole agency of its product in Ohio to the Arnold Woodenware Co., of Cleveland.

Tucker, Hoops & Co. have under contemplation the removal of their lumber office to Luther, where their mill and store are located.

"Soapine" peddlers have struck Grand Rapids, and are canvassing the city, selling the article from door to door on the basis of 5 cents per package.

Wm. H. Powers succeeds his father, Wm. T. Powers, as President of the Martin's Middlings Purifier Co. The latter drops in the position of Vice-President, which was formerly occupied by Wm. H. Powers.

Wm. Hetterscheldt, formerly proprietor of the Central Pattern Shop, has formed a copartnership with B. B. Powell, and the firm has started a machine shop at 68 South Front street, under the style of the Powell Machine Works.

John P. Steketee and Fred Cady have formed a copartnership under the style of Steketee & Cady and purchased the grocery stock of C. E. Hull & Son at 79 West Leonard street. They have also added a notion stock, which was furnished by P. Steketee & Sons.

The Wilson drug stock, which was brought down from Sand Lake by the Hazeltine & Perkins Drug Co. about two weeks ago, has again changed hands, having been replevined by Rosenthal & Sons, of Cincinnati, and removed to the Fuller block. As Julius Houseman is surety on the Rosenthal's bonds, the Drug Co. is naturally pleased at the turn affairs have taken.

Perkins & Co. are now pleasantly settled in the offices they have been building this season. The first floor consists of half a dozen rooms, handsomely finished in oak, with vault and all other modern conveniences. Above this is a well-lighted draughting room, fitted with photographic appliances. This firm claim the credit of being the first in the city to make successful commercial use of the phonograph, which they have employed for nearly a year.

AROUND THE STATE.

Bellevue—Geo. Miller has closed his meat market.

Remus—Dan. Horton is closing out his stock of hardware.

Ludington—S. Slaght, grocer, is succeeded by S. Slaght & Co.

South Boardman—George Robison has opened a meat market here.

Burr Oak—Rockwell & Son succeed F. W. Sheldon in general trade.

Alpena—Geo. D. Bradford has sold his meat business to H. J. Clark.

Frank Obits, the Greenville grocer, was in town three days last week.

Flint—Crawford & Wright succeed Albert Myers in the clothing business.

South Boardman—Geo. W. Nelhardt has sold his meat market to Henry Monroe.

Iron Mountain—Emil Carriere succeeds Carriere & Barrett in the hardware business.

Blissfield—Samuel Lee, late of Hudson, has embarked in the bakery business.

Flint—Buckingham & Jones succeed Geo. W. Buckingham in the clothing business.

Hopkins Station—Ludlow's meat market has been closed on account of hard times.

Eaton Rapids—John Blacker will return from Chicago and re-open his tailor shop here.

Ann Arbor—Z. Roath has been admitted to the firm of Bach & Abel, dry goods dealers.

Cheboygan—Ed. C. Nutt has purchased Dr. O'Connor's drug store and will soon take possession.

Fife Lake—C. T. Kimball has purchased the interest of E. F. Foster in the city meat market.

Stanton—The H. S. Cook hardware stock is advertised to be sold at assignee's sale on February 14.

Hastings—Chas. Lunn, of the former firm of Lunn Bros., has opened a tailor shop in Eaton Rapids.

Sparta—Hicks & Walsh, formerly of Byron Center, have purchased the meat market of David & Co.

Charlotte—Keeler Bros., who have conducted a dry goods store here since 1886, have discontinued the same.

Nashville—G. A. Truman, general dealer, has associated his son Sanford in business with him.

Ionia—R. C. Stone's dry goods store has been closed. An indebtedness of about \$18,000 is the cause.

Ganges—S. S. Waldo is closing out his dry goods and grocery stock, having decided to go in other business.

Byron—A gentleman from Perry has rented N. Gulick's store and intends to embark in the grocery business.

Frank A. Rockafellow, President of the Rockafellow Mercantile Co., at Carson City, was in town one day last week.

Petoskey—A. C. Huntley and A. Furtney have formed a copartnership and purchased Milor's boot and shoe stock.

Marcellus—Frank Caldwell, formerly of Schoolcraft, has engaged in the grocery business here with his brother S. F. Caldwell.

Grand Ledge—A. J. Halsted has arranged to remove his grocery stock to Ryerson, where he was formerly engaged in trade.

Hilliards—A portion of the Foote stock was recently replevined from the store of H. Parmelee, and taken to Dorr, where it was appraised at \$694.

Vicksburg—C. Carlisle, of the firm of Baker & Carlisle, dealers in drugs and groceries, has sold his interest to R. Baker, who will continue the business.

Coopersville—Warren Reynolds, who sold his grocery to Bas Dell and bought a tea store at Ionia, has returned and opened a grocery next to his old stand.

Kalamazoo—Geo. Munger, who has been in charge of the stock and books of Huntley & Baker, has been appointed a receiver and has given a bond of \$1,500. Kalamazoo—E. J. Clark, formerly engaged in the dry goods business at Greenville, has opened a dry goods establishment here in the double store in the new Chase block.

Kalamazoo—John A. Wheeler and Ad. C. Pitkin have formed a copartnership under the firm name of Wheeler & Pitkin, and will embark in the plumbing, steam and gas fitting business.

Detroit—D. L. Hempsted, who has been associated with H. A. Newland & Co. for the past ten years, has returned to Walter Buhl & Co., where he was previously located for nine years.

Detroit—J. A. Fay & Co., of Cincinnati, have commenced suit against James Jenks & Co. for \$20,000 for the non-payment of a \$12,000 note, alleged to have been given on October 19, 1886.

Vicksburg—O. C. Carrier will move to Ciseo, Ill., having traded his grocery stock here to Hugh Goldsmith for a stock of goods at the above named place. Goldsmith takes possession in a day or two.

Carson City—N. W. Daggett has leased the west store in the Rockafellow block, which he will occupy with his general stock. The Rockafellow Co. is fitting up the second floor of its block for mercantile purposes.

Vermontville—The meat markets owned by Fuller & Rhodes and E. C. Boardman have been consolidated. Mr. Rhodes retiring from the former firm. The new firm will be known as Fuller & Boardman and the business will be conducted in the market occupied by Boardman.

Whitehall—The stock of merchant tailor goods lately owned by G. C. Funk was sold Tuesday on the mortgage held by Field, Benedict & Co., who replevined the stock from attaching creditors. Their mortgage was for about \$1,350, and the stock was bid in by them for \$75, subject to \$1,150 balance on the mortgage.

MANUFACTURING MATTERS.

Pontiac—S. A. King has sold his foundry to W. F. Stewart & Co.

Flint—A. Braford & Son succeed A. Braford in the cooperage business.

Hartwick—Mr. Filley succeeds Vanderhoof & Filley in the lumber business.

Sheridan—Fargo & Murray have sold their shingle mill to Gebhart & Johnson.

Muskegon—A. W. Gumsier, of Terre Haute, Ind., has opened a basket factory here.

Republic—Jochim & Co. are succeeded by Munson & Peterson in the lumber business.

Bay City—Ross, Bradley & Co. have increased their capital stock from \$75,000 to \$100,000.

Reading—Kesserling & Cowan, sawmill, have dissolved, William Cowan continuing.

Douglas—The Fruitgrowers' Manufacturing Co. has increased its capital stock from \$15,000 to \$25,000.

Casnovia—Williams & Hutchins, wagonmakers, have dissolved. A. L. Williams will continue the business.

Huron—Langdon Hubbard has sold his general stock to Ira O. Trumbull. He will continue in the lumber business.

East Saginaw—John C. Brown has put in about 35,000,000 feet on Dead river and will conclude operations early in March.

Mt. Pleasant—J. E. Chatterton has assumed the general management of the Mt. Pleasant Lumber and Manufacturing Co.

Detroit—The capital stock of the Michigan Radiator & Iron Manufacturing Co. has been increased from \$125,000 to \$200,000.

South Arm—Wm. Parkes & Co. have merged their sawmill and general store into a stock company, under the style of the Parkes Lumber Co.

Detroit—The report of Charles H. Fisk, assignee of the Hoffman Machine Co., states that the assets of the company are \$11,810.26 and the liabilities \$26,167.

Traverse City—F. D. McCarty has retired from the Traverse City Manufacturing Co., and the company now consists of E. N. Emory, R. W. Round and C. D. Monroe.

Midland—Sam Lias, who is lumbering for Gordon & Fales, on the Tittabawassee, has 3,500,000 feet skidded. The same firm is putting in 1,000,000 feet on the Chippewa.

East Saginaw—C. M. Hill has abandoned his idea of removing his sawmill to Duluth, and has put it on the market. If not sold, it will be stocked and operated the coming season.

Otsego—The Russell Cart Co. has been organized by home capital and Chicago parties, having obtained leases of three buildings west of the depot, which are being fitted up for immediate occupancy.

Detroit—Rufus N. Crossman, George R. Jenkins and Henry H. Cushing have formed the Detroit Office Device Co., with a capital of \$5,000. They will manufacture office furniture and supplies.

Midland—"Uncle John" Larkin, who has run a sawmill here since 1858, has sold out to W. D. Marsh and C. Brown for \$13,500. The purchasers will organize a stock company to continue operations.

Middleville—E. W. Carr has made arrangements to build a cooper shop at Hastings. The building will be 30x100 feet in dimensions, and, besides a cooper shop, will include a packing house and store room.

Culver—D. D. Potter's mill manufactured 2,000,000 feet of lumber and 1,000,000 shingles last season. He has another mill, located two and a half miles east of Alger, which manufactured 7,000,000 shingles.

Manistee—S. Babcock has broken ground at Copemish for his hoop factory, which he proposes to move from here to that point and hopes to have it in running order by May 1. There is a very large amount of elm tributary to that town and he will get raw material for years.

East Saginaw—Sibley & Bearinger will finish lumbering their pine tributary to their Tawas mill this winter. About 10,000,000 feet will be brought from Marquette to Tawas to complete the season's work for the mill. They have, however, large holdings of pine in Minnesota.

Otsego—C. D. Stuart has sold his water power and workshops, including the sawmill, retaining possession of and continuing the chair business until January 1, 1891. Purchasing parties' names are not given out, but are understood to be some of the stockholders of the Bardeen Paper Co.

Manistee—Among other new industries on the programme is a flour mill, to cost \$60,000. Louis Sands is one of the chief instigators of the project, which is earnest sufficient that it will go through. Already 220 shares have been subscribed, and the stock has only been on the market for a few days.

Detroit—The Hall Consolidated Brick Co. has been incorporated, with a capital stock of \$600,000. The stockholders are as follows: Henry C. Moore, 53,000 shares as trustee, and 1,000 individually; Horace G. Smith, 800; Chas. E. Christian, 600; Richard H. Hall, 4,000, and John F. Marke, of Marquette, 300.

Detroit—Corbin, May & Co., of Chicago, sued W. J. Gould & Co., of this city, for alleged infringement of the "Little Tycoon" trade mark. Judge Brown granted an injunction restraining Gould & Co. from using the trade mark, but the United States Supreme Court has dissolved the injunction.

Flint—The Crapo planing mill has shut down, and it is doubtful if it ever resumes operations. The lumber yard will be continued, and about a dozen of the employees retained. It is not unlikely that the mill will ultimately be converted into a woodworking establishment. One cart firm desires to let a contract for 10,000 cart bodies.

Big Rapids—The business of the Phelps Lumber Co. will be gradually closed up within the next few months. This determination was reached some time before the death of the late Hon. Fitch Phelps, president of the company, as it was the latter's wish to relieve himself as much as might be from business entanglements, so that he might devote more time to travel and the improvement of his stock farm.

Manistee—Cook Bros., who have been dealing somewhat in logs for the past two or three years, are about to erect a small sawmill at Cleon Centre, a new town on the Manistee & Northeastern Railroad, and have the framing timbers on the ground. Mr. Luse, of Ohio, who has been prospecting in this vicinity for a desirable location for a hardwood mill and handle factory, has about decided on the same place as a location for his prospective plant.

Manistee—Louis Sands has a portable mill in operation at the site of his new mill at Lake City and is getting out the frame of his new mill, which he expects to have in operation by the middle of the season. Although the town offered a bonus of \$25,000 to any one who would locate a mill there, the site offered did not suit Mr. Sands, so he refused the bonus and purchased his own site, preferring not to be dependent on any corporation or body of men.

Manistee—The Manistee Lumber Co. is putting considerable repairs on the old Engelmann mill, and among other things has purchased a large engine which is being put in to replace three engines. The idea is that one engine will be able to do the work better and cheaper, and be more easily attended to. Two steam niggers are being put in. As the mill had not had any repair for two or three years, it was considerably run down, but it is now in hands that will keep it up to the highest notch of efficiency.

East Saginaw—The lumber capacity at this end of the river has been reduced about 25,000,000 feet by the sale and dismantlement of the N. & A. Barnard mill and the burning of the Warner & Eastman mill. There has been some talk that a small circular and band mill would be erected by Warner & Eastman on the site of the burned mill, as they have a salt block in working shape and all teams and docks. What the result will be is yet unknown. At present indications there will be sufficient milling capacity to take care of all the logs. We can cut over 800,000,000 feet and it is doubtful if the log product that reaches this river the coming season will exceed those figures.

Wants West Bay City Recognized. C. M. La Rue, the West Bay City druggist, puts in the following pertinent plea for his native city:

I notice in your paper that you credit all our enterprises to Bay City. Now, we have a city of nearly 15,000 inhabitants. Both Wheeler's and Davidson's ship yards are in West Bay City; also Sage's sawmill, the largest on the river—all of which your paper credits to Bay City. Now, give West Bay City all the credit that belongs to her. The new iron bridge between Bay City and West Bay City, costing \$125,000, was opened to travel on January 24. The Cincinnati, Saginaw & Mackinaw Railway is completed to West Bay City and regular trains are run between here and Durand.

THE TRADESMAN is pleased to note the spirit exhibited by the writer of the above protest. It is such a spirit—a firm belief in the prosperity and supremacy of one's home city—that makes cities great and powerful.

Good Opening For a General Stock.

Anyone seeking a location for a general stock would do well to obtain from THE TRADESMAN the name of the town thus described by a local correspondent:

At the present time there is a grand opening for a general stock of merchandise in this town. The facts are these: The Patrons of Industry arose, flourished and fell. They could not make contracts with any dealers in this town, so went to adjoining places, and were galled and cheated at every turn. Now, they are anxious to return to trade at this town, but the only general dealer here holds prices up and does not compete with reputable dealers in adjoining towns. The Patrons of Industry craze is ended, and the people want a general stock here, conducted on modern business principles. A well-selected stock, selling goods at bottom prices for cash, would do a good business from the start and steadily increase its volume of trade.

No Wonder the People are Destitute.

A Grand Rapids firm recently received from a customer at Newark, South Dakota, a check for \$1 on the Bank of Newark. As the check could not be handled to advantage by a Grand Rapids bank, it was sent to the bank on which it was drawn, accompanied by a stamped return envelope, with a request that the amount of the check be forwarded in postage stamps or currency. The returns were 75 cents, making the net returns to the Grand Rapids house 71 cents.

So long as the people of the Dakotas are at the mercy of such shysters, it is no wonder that they are destitute and find it necessary to invoke aid from other states, in order to keep from starving.

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

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. & W. M. WURZBURG, EXCLUSIVE JOBBERS AND MANUFACTURERS OF JEWELRY.

NEW YORK—202 Broadway, Room 7. Widdicom Building, Grand Rapids, Mich. Will send dealers small sample line, if desired, on approval.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

FOR SALE—AT ONCE, CLEAN STOCK OF DRY goods, boots and shoes, hats and caps, gents' furnishings goods in a good town of 2,000 population; two railroads; low rent and insurance; waterworks; stock about \$5,000; can be reduced to \$3,000; if you want a clean, nice business, look this up; will not wait to sell after April 1. Address No. 582 care Tradesman.

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. Hungerford, Stetson, Mich.

FOR SALE—AT ONCE—A NEW, WELL-SELECTED stock of general merchandise in a live town and wealthy and prosperous farming community on the Michigan Central Railroad; inventory about \$2,000; annual business \$28,000; new, modern, double, brick store; best location; low rent and insurance; can reduce stock; reason for selling, poor health. Address, Box 178, care Tradesman.

FAIR CHANCE TO BUY THE ONLY DRUG STORE in Central Michigan railroad town of nearly 400, with fast-growing farming country; stock and fixtures invoice \$1,200; half cash, balance on easy payments; good new fixtures; only drug, book, stationery, wall paper, paint and jewelry stock in town; splendid opening for young man; good reasons for cash or part cash and time; low rent for building. Lock box 73, Greenville, Mich.

\$10,000 STOCK OF GENERAL MERCHANDISE, to be exchanged for city property, lumber or coal; 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 278.

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.

WANTED—TO EXCHANGE FARM OF 120 ACRES OR village property for stock of goods, hardware preferred. Address No. 673, care Michigan Tradesman.

FOR SALE—HARDWARE STOCK, INVENTORING about \$2,000, 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.

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 inventory about \$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 sell on easy payments; these farms have the best of soil, are under good state of cultivation, and located between the cities of Grand Rapids and Muskegon. O. F. Conklin, Grand Rapids, Mich.

FOR SALE—WE OFFER FOR SALE, ON VERY favorable terms, the F. H. Scott drug stock, at 75 Canal street, Grand Rapids, Hazeltine & Perkins Drug Co. Price, \$4,000.

MISCELLANEOUS.

WANTED—SITUATION BY REGISTERED PHARMACIST, with six years' experience; good reference. Address No. 581, care Tradesman.

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 Tradesman Company, 614 Rapids. BEGIN THE NEW YEAR BY DISCARDING THE annoying Pass Book System and adopting in its place the Tradesman Credit Coupon. Send \$1 for sample order, which will be sent prepaid. E. A. Stowe & Bro., Grand Rapids.

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

BASEMENT TO RENT.

The large, light and dry basement under the Steele meat market, in the McMullen block, 19 and 21 So. Division street. Large doors in rear open even to alley. Apply on premises to W. G. SINCLAIR & CO.

F. A. Wurzburg & Co.,

Exclusive Jobbers of:

DRY GOODS, HOSIERY,

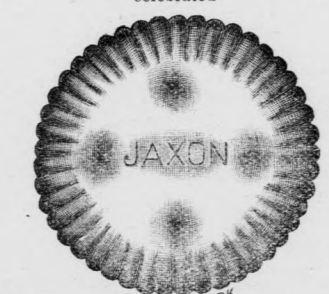
NOTIONS, UNDERWEAR,

19 & 21 SOUTH DIVISION ST.,

GRAND RAPIDS, - MICH.

PURE GOLD

Is good, but no more standard than the celebrated



Which holds it own against all opposition. Manufactured by JACKSON CRACKER CO., Jobber of Candy and Nuts, Cigars and Cheese. JACKSON, MICH.

*Mich
Heyman & Co
Serving Dec 16 1889
Sent your show case has
arrived in good shape
it is just splendid
For price and quality
Knocks 'em all out on first
round Respectfully
M C Crandall & Co*

We still continue to sell our oval or square front show cases with metal corners for \$1.50 Per Foot—6 Feet or Over.

HEYMAN & CO., Grand Rapids.

Equal to Custom

Made means a great deal. It means that extra care is taken in the cut; that great pains throughout is required in the stitching; that every portion of the work must receive the closest attention; that the garment when completed shall be perfect.

You do not often get these qualities in the shirts you buy.

It is just that fact that gives us (Michigan Overall Mfg. Co., Ionia, Mich.) such a trade on our shirts.

We not only try to turn out a perfect shirt, but we DO.

Our shirts are immense in size. Large enough to fit a double-breasted man, and fit him easily, too.

Long, wide, ample, three big things in a shirt.

These qualities, when combined in a well-made, neatly-fashioned garment, make shirts that sell—sell easily and at good profits.

Our line of fancy chevots and domets range from \$4.50 to \$7.50 per dozen. The styles are exquisite, all the new patterns and pleasing combinations of handsome coloring.

We should like to have you ask us to send you, at our expense, samples of our line, that you can compare them with your present goods and see the difference in every way.

Will you?



Merchants,

YOU WANT THIS CABINET

Thousands of Them

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

Every Wide-Awake Merchant

Should Certainly Sell

LION, THE KING OF COFFEES.

An Article of Absolute Merit.

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

Woolson Spice Co., TOLEDO, OHIO.

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The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

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

E. A. STOWE & BRO., Proprietors.

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

Entered at the Grand Rapids Post Office.
E. A. STOWE, Editor.

WEDNESDAY, FEBRUARY 12, 1890.

HANDSOME MARGINS.

A summary of the forthcoming report of Insurance Commissioner Raymond shows that the 115 foreign stock fire insurance companies doing business in this State during 1889 received \$2,414,085 in premiums and returned to us in payment of losses, \$1,116,846—about 46 per cent.

The mutual fire insurance companies of other states received \$75,357 in premiums and incurred losses of \$41,541—about 55 per cent.

The three stock fire insurance companies of this State—all of them a credit to the enterprise of our citizens—received \$248,675 in premiums and paid losses of \$96,877—about 35 per cent.

A million and a quarter dollars seems like a large yearly tribute to pay to outside capital, but as the same people who enjoy the dividends earned from our insurance are compelled to buy our iron and copper, our lumber and salt, our furniture and plaster, perhaps they grumble as much at us over the large profits they imagine we exact we do at them. As the State grows richer, however, more insurance companies ought to be organized within her borders, to the end that men may make the profit on their own insurance. As THE TRADESMAN looks at it, there are few more inviting fields for investment than that of fire insurance. In substantiation of this belief, the compilation of the *Insurance Chronicle*, published in another column, is placed in evidence.

The suit brought by the United States against the Bell Telephone Co. is gradually bringing out the truth of the charge that Alexander Graham Bell has no right to the telephone patent, because it was obtained by fraud in the Patent Office, and, even if it were obtained without fraud, he has no right to it, because Daniel Drawbaugh was the prior inventor. In a recent hearing before an examiner, at Harrisburg, Penn., several neighbors of Daniel Drawbaugh testified that they used the telephone in Drawbaugh's workshop between 1875 and 1874, before Bell had even announced such an invention. The indications are that Bell will spend his last days behind prison bars, in spite of the great wealth he has wrung from the people through exorbitant charges for a device which is rightly the creation and property of another.

An organization of young ladies in Massachusetts has begun a movement to establish libraries in small towns in that State which have no such advantages. Their method of working is to visit a locality and get the people interested in the enterprise by means of visits and public meetings. The townspeople contribute according to their means, some giving a site, others money or books, and still others day labor. In this way a number of small places have been supplied with good working libraries. It is proposed to ask the Legislature to help by appropriating \$100 to any town which shows a disposition to help itself with a library. This is a commendable movement and might be copied elsewhere. Residents of cities, with their many literary advantages, are apt to forget how easily they could relieve the cramped and meager intellectual life of the people in small towns if they were only willing to make the effort.

Worth Mentioning.

From the American Commercial Traveler.

It should not go unnoticed that the Michigan Knights of the Grip refused a donation of a case of fine wine tendered them by a prominent hotel in that State. The traveling men are setting the country an example in this direction which may well be followed by many other organizations. It is seldom, indeed, that wine is served at one of their banquets. Within the past year we have had occasion to notice this fact several times. Since the organization of traveling men's clubs and associations, it is an indisputable fact that the standing of traveling men has been materially raised, in the eyes of the world. In their ranks may be found the most successful of business men, representatives in our legislative bodies, ardent temperance workers, earnest, consistent Christian men, who are not afraid to proclaim their principles, and, it must be confessed, some few who are a disgrace to their class. But there are black sheep in every flock, and before criticising too severely, consider the temptation to which he is daily subjected, the lack of the restraining influence of home for so much of his life and the strong competition for business which he must constantly meet, and say then, would you, in his position, do better? The proportion of this latter class is small, indeed—not larger than can be found in any profession, business or calling. The time when the world looked with suspicion upon a "drummer" because he was a "drummer" is past. Now a man may well be proud to say, "I belong to a generous, open-hearted, jolly, honest, honorable class—I am a traveling man."

STORE-KEEPING IN THE COUNTRY.

In the country store the loafer question is one which is very perplexing at times. To have a lot of fellows congregating in your place of business on stormy days and night after night, regardless of weather, and to be obliged to listen to their sickening yams and more or less idle gossip is, to say the least, very vexatious. But when you couple this with the never-ending "tobacco business," you get it to where it is a positive nuisance. In districts far removed from the railroads, it is hard to have any fixed and definite time for closing the store. You have customers situated at points equidistant from your own town and another trading point, and if your men get an idea that they can't get into your store after 7 o'clock in the evening, they are very apt to go to the other place, where they know the stores are open until 9 o'clock. So you find that it pays to keep late hours, and, while you do, how are you to prevent people from sitting around and talking, if they want to.

There is, perhaps, no one commodity which the "general dealer" in the country handles which is so certain to waste as kerosene oil. Guard it ever so carefully and you will find that it dwindles away faster than the legitimate demands upon it will justify. It leaks from the barrels. It evaporates from the tank. It is almost sure to be split upon the floor of the oil room, and, last but not least, you generally buy short measure. Do you make a practice of gauging your oil into the tank? I always do, and I find that when there are no accidents or special cause for extra leakage, for every twenty barrels I buy and pay for, I get less than nineteen barrels of oil. Not so very long ago a business acquaintance discovered that his tank was running low, and procured the assistance of a stout man to help in rolling a barrel into his warehouse. But he found upon inspection that no help was needed. The barrel was empty. Every bit of oil had leaked out. I will venture the assertion that no business man of two years' personal experience in handling oil but will endorse, in the main, what I have here set down, and yet, in the face of all this, the grocers all over the country make a "leader" of kerosene, and, in many cases, cut the price right down to cost, with, perhaps, freight added. In the case of the city dealer, where competition is close, and anything is done to draw trade; where he can roll the oil from the wholesale trucks into his own store and sell the empty barrel for enough to cover loss by evaporation and slight leakage, there may be some excuse for this policy.

In the case of merchants way back "in the woods," the case is slightly altered. If we are going to cut prices, and must knock the stuffing out of something, let it be on goods that do not shrink so, that are more agreeable to handle, and on which the freights and cartage do not count up so confoundingly fast.

I was talking with a Grand Rapids gentleman one day last summer about matters in general and the country retail trade in particular. Smith is a pretty good name to call him by, so I will call him that. Smith carried the impression through all he said that the business of a country merchant was something that any one could handle, and as well as need be, too. The stock was not a very large one and was arranged in small compass. All that one had to do was to buy a few goods occasionally to keep the shelves full and everything would run along almost of its own accord. While we were speaking, however, the son of one of my customers came in. He wanted a variety of articles and among those which he required were a bolt 2 1/2 x 5-16, a pane of 8x10 window glass, a fine comb, a can of pine tar, a bottle of Castoria, a lantern globe, prunes, 2 oz. senna, a broom, mosquito bar, a bottle of ink, two slate pencils and a thimble. He also enquired the price of pork and flour and asked what I was paying for butter. After he had gone, Smith asked:

"Do you always keep such a variety of goods in stock?"

"Sure. Keep everything that anybody wants. If you will sit here for half a day, you will probably see that there will not be more than one or two things called for which are not in stock, and these we make a point of getting on the shortest notice."

"I should think you would always be getting stuck on a lot of goods that you couldn't sell."

"Stuck? Well, did you ever know a merchant who never did? Yes, I get stuck once in a while; but it is very seldom. I will guarantee that there is not 2 per cent. of dead stock in my store. My long experience with the trade in this locality has taught me what I can sell, and in matters where my instinct guides me, I am proof against the seductions of the drummer."

"Well," said Smith, "I begin to see that it must take a man with a head to run this sort of thing. Why don't you go into the city, though? A fellow like you could do ever so much better."

"Thanks," I replied. "I'm very well suited where I am."

Geo. L. THURSTON.

Incongruities of the P. of I.

The Patrons of Industry mean business. They are picking out merchants with whom to deal and to whom they propose to give their exclusive custom. They select a merchant in each class of business; for instance, one grocery firm, one hardware firm, one dry goods firm, one clothier, one druggist, and possibly one harness or wagon shop, six in all. On Monday evening a committee was in town trying to arrange with a grocer, and said they had come to an agreement with the other classes of merchants. They met with more difficulty in getting a grocery firm to go into it, and, indeed, we do not know that they had any success. We know they made propositions at two places which were not accepted, and they went out saying that if they could not do otherwise they would start a grocery of their own.

Their plan seemed to be to make Three Rivers headquarters for the county and establish branch concerns at other points through the county which would get their supplies through the merchants here, thus making it a sort of wheel within a wheel. This part of it we like. It would make business brisk here while it lasts. The 500 Patrons whose natural market place is Three Rivers would make it lively for one grocery man, especially on Saturday, and if he buys all their truck, which he will be obliged to do under their proposed contract, he would pretty soon have to pull down his ware-houses and build larger. But the grocer's greatest trouble would be to dispose of the truck so as to get his money back.

The Patrons lay much stress on per cent. They seem to have conceived the idea that the merchants realize an enormous per cent. on everything they sell and the committee were something astonished when told by a grocer that if he could get from 10 to 15 per cent. on everything the farmer buys he would make more money than he does now; if he sold them sugar and coffee at that rate it would cost them from 1 to 2 cents per pound more than other people paid. The committee asserted that Arbuckle coffee could be purchased at wholesale for 17 cents per pound when the merchant told them to buy all they could get and he would engage to take it off their hands and allow them 20 cents for every pound of it, as it cost him over 24 cents.

Our readers have doubtless all heard of the German trader, who, when asked how he could afford to sell his wares below cost as he claimed he was doing, said it is this way, "I sell so many of them." It seems to be something after this fashion that our farmer friends are figuring.

How a P. of I. Organizer Feels Toward the Order.

From the Manton Tribune.

One day this week a reporter of the *Tribune* chanced to overhear a conversation between a young man who claims to be one of the chaps who are at present engaged in organizing lodges of the P. of I. in this county and the clerk of the Central House. The organizer is a young man about 22 years of age, with a fair dress suit and a very seedy overcoat. When asked if he was doing well, he replied:

"Oh, yes, I am doing well enough. This world owes me a living, and I am going to have it, if I have to steal."

He then stated that he had succeeded in organizing nine lodges in this county and received \$10 for each organization. He has been in the habit of doing his traveling on foot from place to place, and said he had walked from about twenty miles beyond Sherman to this place.

"Why do you not get a rig?" was next asked. "You are certainly making enough 'stuff' to easily afford it."

"Oh, it costs too much to feed a team while out in the country among the farmers."

"I should not think the Patrons would charge you anything for board and lodging and horse-feed."

"Well, you bet they do. You can't trust these farmers. They 'stick it on to' you harder than the city people. They charge you 25 cents for every meal and lodging you get out of them, you bet. But," said he, "some of them are, of course, all right. I was speaking of the general run of them."

Our reporter was called away at about this stage of the conversation, but as he thought about the matter and the young organizer, he arrived at this conclusion, that if the farmers would do away with the "general run" of these sharpers who, for \$10, promise so much and do so little, and use their own good common sense more, they would be far better off in the long run. Let the farmers organize, for by organization there is strength, but don't allow this class of men, "who can't trust the farmers," do business for you.

A Representative Farm Journal on the P. of I.

From the Western Plowman.

We have been requested to advocate the claims of a new farmers' organization, except the Patrons of Industry. Thank you, we prefer not to do it. There are enough organizations now. The Grange, the Alliance and the Wheel are enough for all purposes, and the organization of a new one weakens instead of strengthening. What is needed is not a new organization, but the extension of all those we have, and working them for all there is in them. There is a *banking for leadership in certain men* and, if they cannot lead in the organizations already made, they stand ready to form new ones in which they may assume leadership. All this scatters the strength which, gathered in one compact organization, would accomplish all that has been desired by farmers. The *Plowman* believes that the oldest of these organizations, the Grange, is the best, that no subsequent one has improved in its methods, or produced new ones by which more could be accomplished. It is unfortunate that in the Western States it has been suffered to grow so weak as it is, yet, if we mistake not, it is to-day as strong in numbers and influence as any organization, and its revival would accomplish more good than the organization of any number of new societies.

FULFILL YOUR PROMISES.

The Value of a Good Reputation to Young Business Men.

There is no lesson the young business man needs to learn more thoroughly than the value of a good reputation and good credit. These cannot be won and kept by false pretenses of any kind, but must be earned by a strict observance of contracts, agreements and promises. The man whose word is "as good as his bond" is the man who has inspired confidence in himself by always doing that which he has promised to do. He is also, as a rule, cautious about entering into obligations, chary about making promises which he may not be able to fulfill. If too prodigal in the latter respect one cannot hope to keep faith at all times. A man who is or intends to be honest sometimes loses credit and reputation simply because he is too hopeful. Counting with too great confidence on uncertainties, he makes promises that he cannot fulfill because of the failure of the event on which they were predicted. He voluntarily fixes the date for the payment of a debt, and finds too late something has gone wrong, so that he cannot meet his obligation. Such an accident may happen to any man. Upon the way in which he meets the unexpected trouble depends how his reputation shall stand afterward. If he can fulfill his promises at any personal sacrifice he should do so; failing that, he should endeavor to keep his word by borrowing elsewhere, thus gaining time for the final discharge of his obligation. But if he cannot do either, he should go as soon as possible to his creditor and secure an extension by frankly telling him the state of affairs, thus renewing instead of breaking his promise.

The one essential thing to do is to keep good faith, or come as near to it as possible. The worst possible course is to let time run on until his creditor begins to press him on an obligation long overdue. It is too late then for explanations or renewals. His credit is gone, his reputation is broken down. His after promises are distrusted, though they may be grudgingly accepted. He may for years after thus shattering faith in himself pay promptly and keep his word, but there will remain the lingering feeling of distrust born of one failure to keep faith or to explain in advance the reasons why it should not be kept. An engagement of any kind should be held sacred, and thus good reputation, which is of slow growth, may be gradually built up, for he who keeps his word at all times becomes respected and is trusted.

The young man cannot learn too early in life his responsibility to himself and others. He is to make his reputation by what he says and does, and at the outset should have a high regard for truth, which carries with it honesty and insures a prompt and complete fulfillment of all engagements. He should not allow a careless habit in money matters to grow upon him, but should pay all his bills promptly. There is an implied promise to pay at the end of the month, or when the bill may be presented, even though there has been no engagement to do so made in so many words, and it is a good practice to keep these implied as well as all other promises with scrupulous care. Such a course will in time establish a reputation whose value cannot be measured by money, besides developing useful habits and keeping one free from oppressive and grinding debts.

Over-Stocking a Frequent Cause of Failure.

The temptation to buy too much is constant. The rivalry of trade, the desire to be the first in the market, the importuning of traveling salesmen, the constant expectation of "better times," the demand of customers for variety and novelty, are constant spurs goading on the tradesman to an undue increase of stock. It is no doubt a praiseworthy ambition and a legitimate advertisement to be first in showing new goods and to be the heaviest buyer, but wise old heads in business do not judge entirely of the amount of profits by the number of empty boxes upon the sidewalk. It should not be so much a question of how much I sell, but how much I can pay for. Calculation should not be made for filling the largest possible demand, but should be with a view to what can be paid for should there be a dull trade. It is not now as in the days of our fathers, when the visits of the sales agents were at long intervals, and goods enough had to be bought to-day to last for months, owing to the difficulties of transportation and travel. A merchant now, be he in what line he may, has only to step on the cars at his door, and in a few hours he is in the heart of the wholesale trade of a large city. He has all the advantages of buying right at his door. Let him then buy only such quantities as his business experience tells him even in the bad season he can sell and pay for, then, if the bad season comes, he has, perhaps, been enabled to discount his bill and is able to get rid of his moderate stock, while his neighbor, who looked for a great trade, was unable to take advantage of the discount offered on his large bill, and goes over the season with his counters piled high with unsalable stock, which still must be paid for. Should a good season come, the merchant who has bought moderately has, perhaps, been compelled to purchase again—and, perhaps, to a better advantage—for the season is well spent and he may have the chance of buying at a reduction on early prices, and with a knowledge of what to buy. He, of course, runs the risk of a higher market and scarcity of the goods, but the risk is slight in comparison with that of buying immoderately. As a rule, the oftener a man turns over his capital in business, the faster will it accumulate. Stock that is held over is eating itself up in insurance, wear and tear, change of style and demand, handling and inertia of capital.

The careful buyer will not buy with a view to the *largest trade possible*, but to the *smallest trade probable*. Why is it necessary for a hardware man in Michigan, in buying stoves, to load the store with shining metal, though it presents a handsome appearance, when he is in speaking distance of the stove center of the West? Some men buy stock as if afraid all business but their own will suspend and they be left to supply the

universe. We recently had occasion to see the business method of an implement and buggy dealer, who, on the approach of July 4, burdened the U. S. mail with orders—great fat orders—buggies—buggies—buggies—all for the Fourth of July in a little rural village, which orders, had they all been filled, would have given nearly every one in the town a buggy. The merchant had gone wild over a celebration on foot for the glorious Fourth, and evidently dreamed that every one who came to town that day would need a vehicle to carry him home. Failure followed. No one is surprised. He bought for a trade which could exist only in his imagination.

The man who sells is frequently as greatly to blame for this undue stocking up as the man who buys; and yet we need not go into figures to prove that this is as disadvantageous to the jobber and manufacturer who sells, as to the merchant who buys. What affects the latter unfavorably must likewise affect the former. No traveling salesman should be a party to unwise buying, and the careful credit man of a house will refuse an order manifestly beyond the legitimate wants of the merchant—unless the merchant be so amply responsible as that he can be prodigal with his capital and can afford the risk incident thereto. A careful credit man may well view with suspicion and alarm an order out of proportion to the conditions of trade and the buyer's means of selling and paying for the goods. So often does an unreasonable order or an unusually large order precede a scheme on the part of the buyer to defraud the seller, it is well for the jobber to see that the merchant have just enough of his goods that they may be carried with comparative safety to both parties. It is to the advantage of the jobber that the salesman continue in business, and anything which tends to weaken the merchant and render him less able to use his capital to keep his business afloat, is just so much to the disadvantage of the jobber.

Traveling salesmen are not always so deeply interested in the fate of the merchant's business. True, they may lose a customer by his failure, but that is a long way in the future, and may not occur, while the advantage to the salesman in the additional salary, commission or credit to him, by an unusually large sale, is in the present and deemed desirable. Whether or not the man pays is a question for others or for the future. The satisfaction and profit to him in a large deal is now and for him, and is the only tangible fact often considered. So that merchants are continually being led, coaxed, driven into the trap by buying too many goods. Suppose he run out of a certain line of goods and lose a few sales before being able to replace them, what is the disadvantage in the loss of the profit on a few sales in comparison with the disadvantage of locking up in old stock not only profits but capital as well as profits. If you have one wagon less in stock than you can sell this season, you lose the profit on one wagon, if, indeed, it cannot be furnished your customer by a special order. If you have one wagon too many, you will lose the use of the capital invested in it until the next season, and run the risk of the entire loss of that capital, or a portion thereof, by its being then old stock and perhaps superseded by a better article in the market. There is profit in buying as well as in selling, and you may lose more in the former than you make in the latter.

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.

"Well, now," said an old farmer, when his cow had kicked him, the milking stool and the pail in different directions, "that's the worst fault this cow has got."

Nelson, Matter & Co.,

—FOR—

Furniture.

See what they can do for you.

DISSOLUTION NOTICE.

Notice is hereby given that the copartnership heretofore existing between Leonard L. Conkey and J. H. Goulding, under the firm name of Conkey and Goulding, veterinary surgeons and publishers, has been this day dissolved by the retirement of J. H. Goulding. The business will be continued by the said Leonard L. Conkey, who now owns all the tools, books, copy rights, cuts and publications of the former firm.

LEONARD L. CONKEY,
J. H. GOULDING.

Dated at Grand Rapids, this 27th day of January, 1890.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun.....	45
No. 1 ".....	48
No. 2 ".....	50
Tabular.....	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.....	1 85
No. 0 Sun.....	2 00
No. 1 ".....	2 00
No. 2 ".....	3 00
First quality.....	3 00
No. 0 Sun, crimp top.....	2 25
No. 1 ".....	2 40
No. 2 ".....	3 40
XXX Flint.	
No. 0 Sun, crimp top.....	2 60
No. 1 ".....	2 80
No. 2 ".....	3 80
Pearl top.....	3 70
No. 1 Sun, wrapped and labeled.....	3 70
No. 2 ".....	4 70
No. 2 Hinge.....	4 70
La Bastie.....	1 25
No. 1 Sun, plain bulb, per doz.....	1 50
No. 2 ".....	1 50
No. 1 crimp, per doz.....	1 35
No. 2 ".....	1 60
STONEWARE.—ASHES.	
Butter Crocks, per gal.....	60 1/2
Jugs, 1/2 gal., per doz.....	75
" " ".....	90
" " ".....	1 80
Milk Pans, 1/2 gal., per doz. (glazed 60c).....	85
No. 2 ".....	78

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.

BLIVEN & ALLYN,

Sole Agents for the Celebrated

"BIG F" Brand of Oysters.

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

H. M. BLIVEN, Manager. 63 Pearl St

Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.

WM. SEARS & CO.,

Cracker Manufacturers,

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



THE BEST FITTING & WEARING STOCKING RUBBER.

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

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,

IMPORTERS OF TEAS, COFFEES AND SPICES.

1 AND 3 PEARL STREET.

P. STEKETEE & SONS,

Wholesale Dry Goods.

Our new line of fancy prints are all in stock for coming season. Allen's, Hamilton, Washington, Indigo, Merrimac, Simpson's, Garner's, plain and satine styles.

Also our new imported fine Satines in new colors and patterns. Dress Gingham, Seersuckers and Fancy Flannels, Zephyrs, Toile du Nord, Amoskeag, A. F. C., Cotton Hosiery, Underwear, Overshirts, Jackets, Overalls, Pants.

A large line of Notions, Neckwear, Windsor Ties, Etc.

Correspondence solicited.

We Import All Our Fancy Buttons and Laces.

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

Putnam Candy Co.,

HEADQUARTERS FOR

FLORIDA ORANGES, LEMONS, NUTS, ETC.

WEDNESDAY, FEBRUARY 12, 1890.

"Business is Business."

There lives in the city of New York a man who has accumulated quite a fortune by simply advising people what to do. There always will be a large number of persons who are unable to rely on their own judgment; others come to a conclusion with ease and certainty.

A young man had accumulated a thousand dollars, and was debating whether he should buy a small candy store with it, or whether he should lend it on a mortgage. This latter he knew was the secure way; the other promised great profits. In this perplexity he saw an advertisement: "Advice given to those going into business."

After stating his case, the counsellor said, "My fee will be \$5 in advance."

When this was paid, he asked: "Do you understand the candy business?"

"No; I did not think it was necessary. I expect to supervise it tenderly."

"Then you will lose all your money in three months."

"You think I had better lend the money on the mortgage?"

"I do not say that. What is your business—that is, what do you perfectly understand?"

"I know the pickle business through and through. I can make pickles of all kinds, but I do not like it."

"Never mind what you like. Go and get a small place and make pickles; go from hotel to hotel, restaurant to restaurant, and sell them. In ten years come back and see me; you will have \$10,000, at least."

As the young man was going away, he was called back.

"Here is a card; I want you to put it where you can see it a hundred times a day." These were the words on the card: "Business is business. Men don't do what they like; they do what they can."

The card had a strange fascination for him; he read it with care, as he walked along the street. As he studied it, new light seemed to enter his mind.

He found a dingy basement, and began to arrange for his operations. Of course, vinegar must be got, several barrels of it; some was offered him at ten cents a gallon, some more was shown at five cents. "Which shall I take?" He thought of the words on his card. He seemed to see people testing his pickles, and not liking them, depart without buying. "They will know good vinegar," thought he, and so he bought the honest stuff.

In a few days several tubs of market were ready, and he knew he must market them. Now, he greatly dreaded to face strange people and push his goods upon their notice. He never had courage when a boy, and now as a young man he felt more timid, it seemed. But he thought of the words of the card, and entered a restaurant. The evident manager was a blooming young woman, and the pickle dealer was more afraid of women than men. But "business is business" repeated itself over and over in his mind.

The answer to his statement was that his pickles would be tried, and if found all right would be purchased. "Glad I got that good vinegar," thought the young man; and he began to feel that there was a certain power in the maxim his adviser had given. He began to feel a courage he had never expected in meeting people and trying to sell his goods to them.

Calling at a store to get, if possible, an order for pickles in bottles, he was quickly and rudely met with, "Don't want to see any such stuff." Noticing the utter dismay on the young man's face, the merchant said, short and sharp, "Don't you know enough of business to put up your goods attractively?" As he retreated, ruffled and disheartened, the maxim repeated itself over and over, with this additional sentence, "It is business to put up goods attractively." He sought out a lithographer and had some handsomely colored labels printed. "They will buy the bottles," said a friend, "just for the picture you have on them."

When he had gained sufficient courage, he sought out again the merchant who had rebuffed him. "I have come to make you a present of a bottle of fine pickles."

"Why do you make me a present of them?"

"Because you gave me advice that is worth a great deal."

The morning of one Fourth of July came, and he pondered whether to go to his store or not. All at once he thought, people going on picnics will want pickles; it was the magic words on the little card that ran through his mind. He found, as he had thought, a large number of buyers waiting for him.

The little card was consulted in all sorts of weather. If a man made a proposition to him of any kind, and he was in doubt, he would go and look at the words, though he knew them by heart already. One day a cheese merchant came to persuade him to buy his stock.

"People," said he, "who buy pickles always buy cheese; you will do a big trade." It was a temptation. He went and looked at the words and studied them intently, trying to think out their application to the case in hand. "Men do what they can," he reflected. "I would like to sell cheese, but I know I can sell pickles," then he returned. Now he was resolute and firm, although by nature easily bent and swayed by the words of others.

"Business is business," he said. "I am in the pickle business; if I cannot make money in this, I shall quit and go into something else; but I will not have two kinds on my hands."

It was a turning point; after this he could refuse all influence to go into something that seemed at the time more lucrative. He was not only industrious, it was plain, he had a fixed principle of action. Of course, he was successful; all men who put industry and mind to their work are bound to be successful. When the ten years were up, of course he had the \$10,000, and more, too.

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

JO BRANT'S TRIAL.

Written for The Tradesman.

You want to know how the case was tried, you say, and the sentence of the court, a sort of a summing up of the case, kind of a brief, short-hand report. Well, sir, can't give you all of the details, but enough I'll give you of them to show you there's something yet left that's about right in the hearts of men. The charge, you know, was for kidnapping and looked for Jo rather bad. For he, by a kind of a bargain, had made conditional sale of the lad; On trial he owned up to the charge and there wasn't very much for to prove, And so the old court just rattled along without getting out of her groove.

But the case was an uncommon one, and some nice points of law were involved, And the lawyers had come from the towns all around to hear their intricacies solved. The trial itself was but brief, and the hour for sentence leaked out, So the people from country and town forthwith for the court were en route; For every one knew of Jo Brant, his misfortunes were everywhere known, And interest was keen his sentence to hear and whether the child he should own. The Judge had taken his seat, as dignified, stern and cold as you please, And he who acts for the people smiled with a sort of self-satisfied ease.

The seats were all crowded with women, and men packed the halls and the aisles—A sight, sir, I tell you, they were—the rich and the poor, all grades and all styles; And the Judge, says he, "Mr. Sheriff, bring the prisoner at once to the bar." And he came, with the cuffs on his wrists, came, just like a murderer, there.

You could hear a pin drop, as he entered, and a shudder ran through the crowd, For Jo was a rough-looking fellow and a tough one, as was mostly allowed. And then said the Judge, "Joseph Brant, you're convicted of a heinous crime. By twelve of your peers, but the duty of pronouncing your sentence is mine. If you've anything to say in the case why sentence on you shouldn't be. You now have the chance, sir, to say it, and the court will list to your plea."

"I thank you, Judge, I have, sir," said Jo. "I'll commence away back at the start—'Twill give you a better chance for to judge than if I give you a part. It's been a long time since I came to this county—twenty years, at the least, This town was nothing but woods, then, given over to Indians and beasts. I settled out there in my town, sir, the first settler by more than a year, And no one laid claim to the land, sir, and no one had ever come near."

"Well, sir, I built a house there, such as it was, and worked with all of my might A clearing the land and earning my bread like a man that's honest and right. I own 'twas rather hard pulling, sometimes, in getting through safe to the shore, A pretty hard battle, sometimes, out there, in keeping the wolf from the door."

"But I kept right on, and my wife was as willing and as true and as good To help at the clearing and planting as, being a delicate woman, she could, Till at last we were proud of our prospects and the crops were growing and fine, When complainant came out there and said, 'This land you're clearing is mine. You must leave it or buy it, forthwith, or I'll call the law to my aid. I'll sue you for the timber you've cut and collect the damages laid.'"

"Well, Judge, that man he had bought it unbeknown and, sir, in an underhand way—There was nothing for me but to buy it, if on it I wanted to stay. 'Twas hard and wrong, I acknowledge, 'twas worse, in my mind, as often I've said, Than relieving a man of his wallet by holding a gun to his head. And my wife, sir, she was sick, right down sick, and sleep wouldn't come to her eyes, Through fretting and worry and suffering over a wrong that none can deny; For our children—we had four of them then—were small and winter was near, And there wasn't much for a man to do and living that winter was dear."

"But, sir, there wasn't much use of us kicking—poor folks have no business at law, And it's risky paying out money to lawyers, just for picking a flaw. So we just came down for two hundred, turning out everything that we had, With eight hundred more hanging back under contract, ten per cent, iron clad. And it wasn't an easy thing paying—eighty per year's quite a sum— And a hundred more on the note, with nothing to help 'bout a thing to be done; For wife she wasn't very healthy—through worry she seemed to lose heart— But still she always was willing and did as well as she could her own part."

"And the children they kept right on coming until seven sat at our board, But, Judge, they were the sweetest of blessings that ever came straight from the Lord. They blessed us, cheered us and helped us on a dark and discouraging road; They gave us new heart, in our trials, to carry a heavy and difficult load. And we worked on for years and for years, keeping straight along with that debt in our sight, A mountain before us forever that haunted us by day and by night, Till, at last, sir, we had but three hundred still back on the contract to pay, When wife came down with the fever that with her had come determined to stay; So, whatever there was then of work was depending on me to be done, And a year went by without payment—then, sir, it was this trouble begun."

"The complainant then came to my house, with his smooth, villainous face, And told us on what terms we could settle, or else we must vacate the place; For my contract was forfeited then, but he 'would make things easy,' he said, 'If we chose to keep the old home—and would give him our baby instead.' At that, sir, I sprang to my feet and the blood ran hot through my veins— Perhaps, had I followed my heart, I would sooner have been in these chains!"

"Why, Judge, I could have killed him, and justly. I ordered him out then and there, But he parleyed and begged and promised so much, so strong and honest and fair, That we told him, at last, we'd study a week and decide on what we would do; And, sir, as God is above us, that week was an agony of pain to pass through. But, sir, the complainant was rich, had promised the advantage of wealth, We, sir, were poor, disheartened, struggling against debt, bad luck and ill health."

"And so, at last, we consented, providing that sometime we might Take him back to ourselves, by the payment of a sum that was right. His name, sir—the baby's—should never be changed, to which the complainant agreed, Nor allowed to his parents forget, nor taught to believe in a different creed. The name that we gave him was Benny and that was to stick to him still, But, would you believe, sir, he robbed him of that and then re-christened him Phil."

"He was to bring him home for a visit, every now and then, for a day, But never a once for a twelve-month had he done so since he took him away. No, sir, he took him away and his whereabouts to us were unknown— He gave us to understand, by his actions, that Benny was his'n alone. Well, sir, perhaps he was right, but, sure, it was nowhere that he agreed, And the curse of God has followed us close since the day we accepted that deed! A curse for bartering what He had intended, when he gave it, should stay; A curse, and a merited one, but God knows, a terribly hard one to bear, A cross on our shoulders so heavy it seemed full more than our share."

"Yes, Judge, I see you're uneasy and it's rather a long story, I know, But I'll make it as short as I can and feel better when with it I'm through. You see, Mr. Judge, the first of this curse came on us just a week from the day That complainant gave us the deed and carried Benny, our baby, away. Yes, just a week, sir, when Emma, our oldest, was stricken down to the bed, Just a month and the fever had left her and Emma lay pulseless and dead."

"Yes, sir, a week and a month, to a day, and that beautiful, sweet, loving girl Had gone to her God, and I cut from her brow, as a sort of memento, this curl. And, sir, we laid her away in her grave, and half of life's sunshine was hid When we bathed her with tears and bade her good-bye and screwed down the lid. And then we laid her just over the hill where the snow first melts in the spring, And the birds build their nests in the boughs and the robins stay latest to sing."

"And the next of this curse that befell us came in its most horrible form, Making the death of our Emma a prelude, just a cloud preceding a storm. Yes, sir, three more of our children were stricken with that night shade of death, That scourge of all scourges most awful, that stifles and poisons the breath. That scourge, the diphtheria, was on them, and with the fever was low, And 'twas just at a time when they needed a mother to doctor them through."

"But I was alone to attend them (the neighbors to come in were afraid), And Harry and Tommy died in a week and by the side of Emma were laid. And Ralph, he seemed to be better, he was up and around for a while; His cheeks, though, were hollow and pale, but his lips bore faint hints of a smile. But 'twas only a lull before danger, a pause for the taking of death, A sight of the gates into heaven, that came as a warning of death. And one night, after saying his prayers, he kissed us and went up to bed. When I went to him in the morning, poor boy, he was lying there dead."

"'Twas a thing, sir, to freeze a man's blood, to drive reason off of her throne, To cause wonder if God was justice and right in all that was done. And my wife, Oh, God! how to tell her, already o'erburdened with grief, With death almost on her features and threatening to bring her relief! 'Twas awful, sir, awful! I hadn't the heart nor the courage to speak. And, somehow, I came near a falling, everything darkened and I was so weak."

"But, thank God, He had mercy, after all, through that horrible season of pain, For she became unconscious and nothing was steady and clear in her brain; And, sir, how it all happened through the funeral and burial of Ralph I leave to the neighbors, for, of a truth, I didn't realize half. 'Twas all like a dream, sir, a horrible dream! The first I remember was when Some of my neighbors sat by my bed and said that a week had passed then; And my wife had suffered the shock with the strength of a martyr, they said."

"Yes, sir, she bore it that way, bless heaven, and went to God with her prayer, And, perhaps it is foolish in me, but I lay my recovery there;

And, sir, I was getting along pretty well, might say I was getting quite smart— Still, something was pressing my temples and a goneness hung hard on my heart. And wife, she kept on improving and gaining in strength till we thought, at the last, That mebbe we'd atoned for that deed, and hoped that the scourge of vengeance had passed; For we made out a deed to complainant and begged him to take back the place And give us our child, but he laughed a mean insult square into our face."

"Yes, sir, scoffed at our anguish and said, 'The old farm is valued too high. It's worth a solid two thousand, no doubt, but Benny it never can buy.' And then, sir, our hearts were so heavy we thought our misfortunes would cease, And God from the scourge of his vengeance would grant us a season of peace."

"But 'twas scarcely a month when our Robert, just fourteen years old on that day, And Mary, the youngest save Benny, returning from meeting one day, Had stopped a while at the maples, where are sleeping those darlings of ours, To pay them their tribute of tears and drop on their graves some flowers. When a wind, without warning, came down, terrific and awful in force, Straight down from the heavens at noonday, and the scourge was marked in its course. And Robert and Mary, oh, how can I tell it! on the graves of the others they lay. Crushed by a limb, our last children for that deed had been taken away!"

"And wife, how she lived through that nightmare of death and came back almost from the dead I know not, sir; but she did, poor thing! And for weeks, when asleep or awake, I thought surely her heart through weeping and mourning for Benny would break. Yes, sir, she just laid there and called him, and doctoring could do her no good, And no one could lighten her sorrow, though I did the best that I could."

"So, one day, I came to this city for the doctor to go with his skill. Had just got to complainant's—to the track just at the foot of the hill. When, who but our Benny was playing in the sand there, square on the track. With the lightning express a thundering down grade and just at his back! There wasn't no time, sir, to stop for a thought nor ask what 'twas duty to do, Only just time for the child to be snatched and the jaws of death to jerk through."

"And that, sir, was mighty soon done, and I ran like a deer with the kid, Didn't stop to look back nor to ask if 'twas a brave act of duty I did. No, sir, ran straight home to his mother and laid her own babe by her side, And, Judge, if you had been there, you would with that mother and baby have cried. Never before was such meeting, never before was such weeping for joy As when she clasped to her bosom and smothered with her kisses that boy! And a happier child and happier mother than they were never were seen, And I guess, sir, a sight more affecting and touching in this world has seldom been."

"No, Judge, I didn't stop to enquire, when that train had vanished from sight, Whether Benny was ours or whether a father to his child has a right; I came for the doctor to help that mother, poor, sick and suffering, through, And knew when I came to Benny that he could do more than all doctors could do."

"When complainant came down the next morning and said that Benny must go, We offered the deed, but he furiously said that 'nothing but Benny would do.' 'The farm and five hundred,' said I, 'but spare this poor mother's heart. This child is her last and her only—have mercy—don't tear them apart! Go over the hill 'neath the maples and list with humanity's ears. And the voice of God will be heard through the prayers of a mother in tears!'"

"But the wretch, sir, scoffed at our plea and demanded the child as his own. Then I thrust him out of my house, as a king would a thief from his throne. And next, this sheriff came down and carried me off in his chains; But his search for our Benny, thank God, has not rewarded his pains. Be my sentence whatever it may, e'en should death the sharp penalty be, That child should be ours till God calls it forth from his mother and me! And that is the way of it, Judge, just the facts, fair and true, 'twixt you and me, And, God helping, I'm ready for sentence and I thank you for hearing my plea."

Well, sir, that was the case of Jo Brant, the roughest of the old pioneers. He made his own plea, and the court and lawyers and all hands were in tears. Says the Judge: "Mr. Sheriff, take the cuffs from his wrists! Mr. Brant, your sentence will be That you shall go home, that Benny be yours and you draw for five hundred on me!"

Well maybe there wasn't spitting and cheering and shaking of hands all around, And mebbe no one was glad to see that villainous complainant get downed; Mebbe there didn't some dollars find their way into Jo's pockets, right there, And mebbe that night went by without Jo's receiving some blessings and prayers; And mebbe that mother and baby and Jo didn't pour out blessings on high, And mebbe to them, in their fullness of heart, God didn't seem very nigh; And mebbe there wasn't as much of real love left in that poor mother's breast Because Benny was all that she had and because she had lost all the rest; And mebbe that mother grew worse—but, if I was to judge, I should say She grew to good health, though sad was her eye and her hair was sprinkled with grey; And I'd say the old Judge won a worthier crown than e'er graced a king or a czar, And something far nobler shone on his broad breast than glittering royalty's star."

M. J. WRISLEY.

HARDWOOD LUMBER.

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

Basswood, log-run	13 00/15 00
Birch, log-run	15 00/16 00
Birch, Nos. 1 and 2	22 00/24 00
Black Ash, log-run	14 00/16 00
Cherry, log-run	25 00/30 00
Cherry, Nos. 1 and 2	60 00/65 00
Cherry, Cull	61 00/62 00
Maple, log-run	12 00/13 00
Maple, soft, log-run	11 00/13 00
Maple, Nos. 1 and 2	23 00/24 00
Maple, clear, flooring	23 00/24 00
Maple, white, selected	23 00/24 00
Red Oak, log-run	30 00/32 00
Red Oak, Nos. 1 and 2	36 00/38 00
Red Oak, sawed, 6 inch and up w'd	38 00/40 00
Red Oak, sawed, 8 inch	30 00/32 00
Red Oak, No. 1, stop plank	25 00/26 00
Walnut, log-run	25 00/26 00
Walnut, Nos. 1 and 2	27 00/28 00
Walnut, cull	25 00/26 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, sawed, Nos. 1 and 2	42 00/43 00

SHIPPERS CAN SAVE TIME AND CASH

BY USING BARLOW'S PATENT SHIPPING BLANKS, SEND FOR SAMPLE SHEET OF PRICES.

BARLOW BROS. GRAND RAPIDS, MICH.

Creamery Outfit For Sale or Trade.

I have on hand a complete creamery outfit, consisting of the following:

- One 200-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 5-gallon Fairlamb setting cans.

Will sell the whole outfit at a bargain. It is all practically as good as new, having run but four months. The country here is too new for the business. I will sell this at a big discount for cash or good security, or will take in trade a good team of work horses. Would take a good Perkins or Hall shingle mill or a planer and matcher, but machinery must be in good repair, practically as good as new. If parties have a good shingle mill without power, will pay the difference. Is I can not sell all together, will sell any of the articles separately.

JOHN KOOPMAN, Falmouth, Mich.

P & B COUGH DROPS

TIME TABLES.

Grand Rapids & Indiana.

In effect Nov. 17, 1889.

TRAINS GOING NORTH.

Leave	Arrive
Traverse City & Mackinaw	7:10 a.m.
Traverse City Express	9:20 a.m.
Traverse City & Mackinaw	3:15 p.m.
From Mackinaw & Traverse City	10:40 p.m.
From Cadillac	9:35 a.m.

GOING SOUTH.

Leave	Arrive
Cincinnati Express	11:45 a.m.
Fort Wayne Express	12:50 p.m.
Cincinnati Express	5:30 p.m.
From Mackinaw & Traverse City	10:40 p.m.
From Cadillac	9:35 a.m.

Trains leaving for Cincinnati at 6 p. m. and arriving from Cincinnati at 9:30 p. m., runs daily, Sundays included. One train daily except Sunday, 7:10 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.

Detroit, Grand Haven & Milwaukee.

GOING WEST.

Leave	Arrive
Morning Express	12:50 p.m.
Through Mail	4:10 p.m.
Grand Rapids Express	10:40 p.m.
Night Express	6:40 a.m.
Mixed	7:30 a.m.

GOING EAST.

Leave	Arrive
Detroit Express	10:10 a.m.
Through Mail	10:30 a.m.
Evening Express	3:35 p.m.
Night Express	10:30 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. Through railroad tickets and ocean steamship tickets and sleeping car berths secured at D. G. H. & M. Ry. offices, 25 Monroe St., and at the depot. Jas. CAMPBELL, City Passenger Agent. Jno. W. LOUD, Traffic Manager, Detroit.

Toledo, Ann Arbor & Northern.

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

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

MICHIGAN CENTRAL

"The Niagara Falls Route."

DEPART	ARRIVE
Detroit Express	6:45 a.m.
Mixed	6:50 a.m.
Day Express	11:55 a.m.
Atlantic & Pacific Express	4:00 a.m.
New York Express	5:40 p.m.

"Daily" All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.

Parlor cars run on Day Express and Grand Rapids Express to and from Detroit.

Fares M. Baines, Gen'l Agent, 25 Monroe St. G. S. HAWKINS, Ticket Agent, Union Depot. GEO. W. MURSON, Union Ticket Office, 21 Monroe St. O. W. RICHARDS, G. P. & T. Agent, Chicago.

Grand Rapids Fruit and Produce Co.,

JOBBER OF

FOREIGN FRUITS.

Oranges, Lemons and Bananas a Specialty.

3 NORTH IONIA ST., GRAND RAPIDS.

MOSELEY BROS.,

—WHOLESALE—

Fruits, Seeds, Oysters and Produce.

All kinds of Field Seeds a Specialty.

If you are in market to buy or sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

26, 28, 30 and 32 Ottawa St., - - GRAND RAPIDS

Alfred J. Brown,

WHOLESALE

Foreign Fruits, Nuts, Dates, Figs, Etc

16 and 18 North Division Street, Grand Rapids.

EDWIN FALLAS,

JOBBER OF

Butter, Eggs, Fairfield Cheese, Foreign Fruits, Mince Meat, Nuts, Etc.

Oyster and Mince Meat Business Running Full Blast. Special Bargain in Choice Dairy Butter. Let your orders come.

Office and Salesroom, No. 9 Ionia St., Grand Rapids, Mich.

BUILT FOR BUSINESS

Do you want to increase your trade in a safe way?

Do you want to do your customers justice?

Do you want the confidence of all who trade with you?

Would you like to rid yourself of the bother of "posting" your books and "patching up" pass-book accounts?

Did you ever have a pass-book account foot up and balance with the corresponding ledger account, without having to "doctor" it?

Do not many of your customers complain that they have been charged for items they never had, and is not your memory a little clouded as to whether they have or not?

Do you not want pay for all the small items that go out of your store, that yourself and clerks are so prone to forget to charge?

Then why not adopt a system of crediting that will abolish all these and a hundred other objectionable features of the old method, and one that establishes a CASH BASIS of crediting?

A new era dawns, and with it new commodities for its new demands; and all enterprising merchants should keep abreast with the times and adopt the

Tradesman Credit Coupon Book,

Which is now in use by over 5,000 Michigan merchants, in every case giving the

GROCERIES.

Purely Personal.

O. A. Ball put in Monday at Milwaukee.

C. J. Rumsey, of Mulr, was in town Monday.

Wm. G. Herpolsheimer is back from Herriman, Tenn., where he proposes to make extensive purchases of real estate.

C. A. Barnes, the Otsego grocer, is down with a relapse from la grippe, and grave fears are entertained as to his recovery.

Frank Hamilton is in town for a day or two on his way to his home in Traverse City from an extended visit of the Eastern cities.

Arthur Meigs and Geo. N. Davis have secured a patent on their new folding bed, which they confidently expect to see revolutionize the trade in that now indispensable article.

Abel Stein, who has stood behind the counter of Sherwood & Griswold, at Allegan, for the past ten years, is there no longer, having decided to embark in business on his own account.

H. Matthews, the Chase druggist, is spending a couple of weeks in charge of his Grand Rapids store, while his manager at this end, Ben. F. Schrouder, is putting in a fortnight at Chase.

Chas. F. Nevin, President of T. H. Nevin & Co., paint manufacturer at Pittsburg, was in town last Saturday, taking the Hazelton & Perkins Drug Co.'s order for "Pioneer Prepared" for 1890.

The many friends of Mr. and Mrs. Summer Wells will sympathize with them in their grief over the loss, from diphtheria, of their pretty little two-year-old, Ethel Maran, who died on Monday, after an illness of but three days, and was buried on Tuesday.

Tacoma West Coast Trade: "Frank Jewell, Secretary of the Puget Sound Hardware Co., is to be congratulated. The house he so ably represents is building up a prosperous jobbing trade, and now Mrs. Jewell presents Frank with a handsome baby daughter."

A. L. Conger, the Kalamazoo bazaar dealer, writes THE TRADESMAN that he has sold his stock at Battle Creek to N. H. Hammond, for the past eleven years engaged in the bazaar business at Sandusky, Ohio. He has also sold his South Bend stock to L. Nellis & Co., who will designate their business the "Owl Store." Mr. Conger has now but two stocks on his hands, the one at Kalamazoo and the business at Mt. Clemens, conducted under the style of Conger Bros.

Wool, Hides, Pelts and Furs.

"The wool market is dead," so say commission houses at the East. It is disgusting, and all feel blue. Wools are too high in England for this market, and our manufacturers take only such of our grades as they can use in place of foreign wools. Such grades (fine delaines and combeds) have been bought freely, while low, and heavy shrinking wools are lower and dull of sale.

Hides remain fairly firm, with few buyers, the larger tanneries being well stocked with early hides, and are not anxious buyers now on account of poor quality. No advance need be looked for before June or July.

Pelts are dull, in sympathy with wool. Tallow is lower again and slow sale. There is no export demand. All the call is for soapers and pressers and they want it low.

Furs are flat, with large offerings. The demand is good, if the price is low enough, which is so much below prices before the London sales that parties holding are loth to let go. A loss was expected by the exporters, but it came heavier than anticipated. They now will not buy only at reduced prices and strict selection.

The Grocery Market.

Sugars are lower. Granulated was offered at 6 1/2 Monday, but an advance in the market later in the day forced the price up to 6-44. Starch declined 1/4 c per lb, but advanced again to the old figure before the end of the week. Turkey prunes are higher and are sure to go still higher, as the crop is short and the supply very limited. Boneless codfish is higher.

Oranges are coming in freely, and prices on Messinas and Valencia are a shade lower, while Floridas are scarce and firm, and Californians are held stony. Lemons are also more plentiful, and prices are somewhat reduced, with large arrivals for the coming two weeks. Bananas are not much sought for, on account of the poor color and general appearance, occasioned by the cool season. Figs are steady and reasonable in price. Dates are cheap and fine in quality, and are moving freely. Nuts of all kinds are steady in price, with light demand.

Not Thoroughly Posted.

Customer—I say, uncle, how long have you had these new-laid eggs in stock?

Rastus—I dunno e'zackly, boss. You see I've only been wu'kin' heah a month.

The Ruling Passion.

"What were his last words?"

"He didn't have any. He was a Boston man, and died trying to think how he'd put it."

MODUS OPERANDI OF THE P. OF I.

Written for THE TRADESMAN.

Being desirous of procuring for THE TRADESMAN a correct report of the practical working of the Patrons of Industry, and knowing that they had been organized at Howard City a sufficient length of time to be fully tested, I accordingly, investigated the matter at that place with the following results:

The first to sign contracts there were Henry Henkel, dry goods and groceries, and Herold Bros., boots and shoes.

In talking with Mr. Henkel, who was running a grocery store there and put in the dry goods stock for the special accommodation of the P.'s of I., he said that, when he first started, there was an increase in his trade, but afterward it became annoying and unprofitable. As an illustration, he said that other merchants there had always sold calico at cost. He met their prices, both to P.'s of I. and outsiders. A female member of the organization came to his store and ordered a calico dress, and when it was cut off asked for the reduction. The clerk tried to explain to her that it was already at cost, but to no avail—she refused it and left the piece on their hands. Similar cases became so frequent that he was glad to be relieved when the time of his contract expired and would not renew it. Asking several leading members why Mr. Henkel quit, I was told that he did not deal honestly with them and they threw him overboard, showing that they will try to injure the character of a merchant who discards them. As the dry goods business is overdone there, Mr. Henkel is trying to sell his stock at cost to get rid of it.

About a year ago, J. Herold went there with a stock of boots and shoes from A. Herold's store at Grand Rapids, and, under the firm name of Herold Bros., commenced business. Like all other branches, the shoe business was overdone, and, finding the picking rather thin, they accepted a contract with the P.'s of I. in hopes to get started. They, too, were favored with a little rush, which evidently has not held up, as Mr. Herold has gone to work in the furniture factory by the day, leaving the store in charge of his wife, who has a sewing machine in the front end of the store and seems to spend most of her time in sewing.

O. J. Knapp signed recently, for groceries. On account of his wife's illness he was at his home, and I could not learn how he was pleased with his contract. His clerk evidently had orders to "keep mum," but, judging from what I did learn, Mr. Knapp had been doing a large credit business with members of the order, and, doubtless, hoped to make some collections by signing with them; but, as the farmers have very little money, and a great portion of his city trade has left him, his cash trade has fallen off.

C. E. Pelton, who contracted for hardware, is more talkative. He is a tinner. Was working at his trade in Iowa. While there, received a proposition from the P.'s of I., who said that they had 1,200 at that trading point and asked him to come there and start for them. He came about a month ago, and his father-in-law, a lively man there, furnished the money to start with. Mr. Pelton's appearance and conversation are not such as to inspire a person with the utmost confidence in his ability as a merchant. His trade averaged \$5.60 per day for the first month. He agreed to sell at 15 per cent. above cost, which would give him a profit of about 13-1-20 per cent. profit on sales. Assuming that he deals honestly with them, his daily profit was 74c, out of which he pays rent, lights, wood, living, etc. These cold figures do not compare very favorably with the talk of the organizers, but they say they will "deal more in the future."

There does not seem to be any particular feeling against the organization, but it is not natural for anyone to want to buy an article at a store when it is known that others buy the same article over the same counter for less money, and so, as a rule, the town people avoid the P. I. stores, making them rely entirely on Patrons for trade.

The leaders claim harmony, prosperity, etc. Among the members there seems to be a feeling creeping in that the leaders are ambitious and are trying to hold them together in hopes to get themselves into office. The trade scheme is beginning to play out and the leaders know they must work some other scheme. They are now promising that they will make the government pay the mortgages on their farms and let them have the money twenty years at 1 per cent. A few actually believe that this will be done, and as soon as the P.'s of I. get in power they expect they can cover their farms with mortgages and make something out of it. I did not think it possible that they were making such promises, but I see by the report of their county conventions that they passed resolutions to that effect. I also noticed that they passed a resolution that it be made a penal offense for anyone to form a trust or combination for financial gain that would be a detriment to farmers and laborers. But they said nothing against the farmers

trying to form a trade combination for their own gain, which, if it proved successful, would be a detriment to merchants and all others.

The bitterness of feeling does not exist that I have heard of elsewhere. They all say that trade is dull, at present, but, as they get a valuable part of the P. I. trade, and as the P.'s of I. merchants do not seem to do any more business than they do, there is no need of apprehension and they feel satisfied.

Wishing to learn something regarding the financial standing of the farmers and to see if they were really any better off, I talked with a gentleman who goes through their buying cattle. He stated that very much of the stock is covered by chattel mortgages, and accounted for it by saying that when the idea first struck the farmers they were so enthusiastic over it that they mortgaged their stock for money to trade with. (This accounts for the little rush at the stores on the start.) But now the mortgages are becoming due and they are hard pressed and ready to sacrifice on stock to meet their obligations.

While sitting in the rear of one of the stores, a tall, lean young fellow came stalking in, with a grin and a rather frank expression on his face. He had a package of coffee sticking out of one pocket, soda out of another and soap out of another. I struck him for an interview, and, when once started, he was chock full of talk. His drawing tone became somewhat monotonous, but it was information I was after and that I got. He said that he didn't "b'long," but his step-father did, and that he came to town for the groceries. I suggested that he doubtless got them at the P. I. store. "No," he said, and, by way of explanation, added, "Most on 'em don't think they need trade at the P. I. store if they don't want it, but step-dad does. He thinks they ought to have each other, so he won't buy nothin' to no other place hisself. But he didn't have me jine, so I when anyone else sells cheaper'n the P. I. store he can have me go and buy there, an' as he says 'at Knapp didn't come down on nothin' but tea, he had me go to John Collins an' git these 'cause he sells 'em cheap." Asking him if he knew anything of the future policy of the order, he replied that "step-dad said this trade part was only a triflin' matter; they would keep spreadin' till they got hold of the government." He also stated that "step-dad" thought they would elect the President in 1892, and that it was the belief "up their way" that Elder Paine, of Cedar Springs, would be the next President, as he was "a good organizer."

Their figures seem more inflated than the average affidavit to the circulation of a daily newspaper. They claim 1,200 adjacent to Howard City, 1,200 to Sand Lake, 1,200 to Morley, 1,200 to Newaygo, etc., making it appear that there are 4,800 adjacent to these four points. But every man within reach of every town is figured to that town. A farmer living west of Howard City occasionally goes to the four points named, and so he is figured to all four. If the hardware man's trade really came from 1,200, each of them bought only 12 cents' worth a month. So it is safe to figure that their actual subscription list is only about one-fourth of "sworn circulation."

NEMO.

He Bought Everything.

From the New York Sun.

"I pay you dot cold cash for your store, and now Moses Grapenheimer say he hafe a shattel mortgage on it."

"Yell, you pay eberythings on dose shelves un counters, don't it?"

"Yaw, dot was so."

"Yell, dot shattel mortgage vas on dose shelves un counters dot life years."

Blue soap, rendering the employment of bluing in laundry work unnecessary, is made by incorporating with ordinary soap a solution of aniline green in strong acetic acid. By the action of the alkali of the soap, the green is converted into blue, uniformly coloring the mass.

A Grocer Does Not Understand His Business.

From the New York Retail Grocer's Advocate.

When he buys on credit, when he can save money by buying for cash.

When he tries to palm off Peaberry for best Mocha or Java coffee.

When he keeps goods he ought to sell and sells goods he ought to keep.

When he hangs his table celery on hooks in front of his store, where the wind, sun and dirt can reach it.

When he spreads his spinach or sprouts where it will get sun cured, or leaves his salad uncovered.

When he gives more potatoes for a quart than he ought to for a small measure.

When he buys teas and coffees and depends upon others for the selection of quality.

When he pays eight cents a pound for granulated sugar and sells it for seven.

When he takes it for gospel truth that there are as many oranges in a box as marked, and sells them accordingly.

When he spends ten minutes selling a head of cabbage, when in the same time he could have sold a pound of tea.

When he takes goods on sale and accepts a bill for same, as if purchased outright.

When he tries to persuade a customer, against her will, that what he has to offer is better than the article she wants.

When he gives credit to those who apply without strict inquiry as to their financial standing.

When he looks after the horses in the stable, while his clerks neglect patrons in the store.

Do to Bet On.

From the Chicago Herald.

A traveling man who is on the road for a Chicago boot and shoe house spent a Sunday recently in a small Western town, and as he had nothing to do, he accepted the invitation of the landlord of the small hotel where he was stopping, to attend divine service at the local church and listen to the sermon of a celebrated Eastern brother who was to occupy the pulpit. The little church was crowded with country folk, all anxious to hear the popular preacher, and the latter evidently thought it a good chance to awe the people with his erudition. Accordingly, he employed all the polysyllabic words he could think of in his discourse, and his congregation was at a loss to know what he was getting at. It put the traveling man to thinking hard, too. Finally, wishing to impress his hearers with the omnipotence of his Maker, the clergyman, said, solemnly: "God made me!" and then, after an impressive pause, he added: "and he made a daisy." And the traveling man nudged the landlord and whispered: "That's a good betting point."

Gripsack Brigade.

Jas. B. McInnis, formerly with Ricker & Co., of Milwaukee, is now on the road for Cummings & Yale.

Clarence J. Peck and wife, now residing at Grass Lake, were called upon to mourn the death of their four-year-old daughter, Lucy, on January 31. The little one was born in this city the day before Christmas, 1886, and the memory of her merry ways still lingers in the minds of many friends of the family.

East Saginaw.—F. N. Smith has 6,000,000 feet of logs skidded at his camp on the Molasses, which will be put in, provided there is enough cold weather. He has two other camps, and, if there is any winter at all, hopes to bank 20,000,000 feet.

E. J. Mason & Co., Proprietors of Old Homestead Factory GRANT, MICH. MANUFACTURERS OF Preserves, Evaporated Apples, Jellies and Apple Butter.

Our goods are guaranteed to be made from wholesome fruit and are free from any adulteration or sophistication. See quotations in grocery price current.

The Grand Rapids trade can be supplied by GOSS & DORAN, 138 South Division street. Telephone, 1150.

Lemon & Peters,

WHOLESALE GROCERS.

SOLE AGENTS FOR

Lautz Bros. & Co's Soaps,

Niagara Starch,

Amboy Cheese.

GRAND RAPIDS.

PRODUCE MARKET.

Apples—Dealers hold winter fruit at \$2.25 @ \$2.50 per bbl.

Beans—Dealers pay \$1.25 for unpecked and \$1.30 for pecked, holding at \$1.60 per bu.

Butter—There is no improvement in the market. The price of creamery butter is 17 1/2 c.

Coffee—The market is dull and sluggish. Dealers pay 12c per doz. for most offerings and hold at 14c.

Corn—Fair stock of full cream commands 11 1/2 @ 12c.

Cheese—Fair stock of full cream commands 11 1/2 @ 12c.

Cocoa—Fair stock of full cream commands 11 1/2 @ 12c.

Cranberries—Bell and Cherry is in fair demand at \$4 per box or \$12 per bbl.

Dried Apples—Evaporated are held at \$6 @ \$6 1/2 and sundried at \$6 1/2 @ \$7.

Eggs—The market is dull and sluggish. Dealers pay 12c per doz. for most offerings and hold at 14c.

Field Seeds—Clover, mammoth, \$4.35 per bu. medium, \$3.75. Timothy, \$1.50 per bu. Honey—Quiet and slow sale. Clean comb commands 15c per lb.

Maple Sugar—Genuine, 12 1/2 c per lb. Onions—Good stock is scarce, dealers freely offering \$1 per bu. and holding at \$1.25. Spanish stock is in fair demand at \$1.30 per 40 lb. case.

Pop Corn—4c per lb.

Pork—Buyers pay 4c, shipping out at 4 1/2 c. Poultry—The market is weak. Dealers not offering over 30c, except where competition is strong.

Poultry—Dressed is falling off in demand. Squab—Hut hard, 30c per lb. Sweet Potatoes—Illinois stock commands \$1 per bbl.

Swet Potatoes—Early Southern stock commands \$1 per peck (7 qts.) box.

Turnips—30c per bu.

PROVISIONS.

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

MESS, NEW.

Short cut, 10 1/2

Extra clear, 10 1/2

Clear, fat back, 11 1/2

Boston clear, short cut, 12 1/2

Clear back, short cut, 12 1/2

Briskets, 12 1/2

Standard clear, short cut, best, 12 1/2

SMOKED MEATS—Canvassed or Plain.

Hams, average 20 lbs., 8 1/2

" 12 to 14 lbs., 9 1/2

" picnic, 9 1/2

" best boned, 9 1/2

Breakfast Bacon, boneless, 8 1/2

Dried beef, ham prices, 8 1/2

Long Cuts, heavy, 8 1/2

Briskets, medium, 8 1/2

" light, 8 1/2

LARD—Kettles.

Tubs, 7 1/2

50 lb. Tins, 7 1/2

Tierces, 5 1/2

30 and 50 lb. Tubs, 5 1/2

Apples, galions, stand, 5 1/2

5 lb. Pails, 12 in a case, 6 1/2

10 lb. Pails, 6 in a case, 6 1/2

50 lb. Pails, 4 in a case, 5 1/2

50 lb. Cans, 5 1/2

BEEF IN BARRELS.

Extra Mess, warranted 20 lbs., 7 1/2

Evaporated Chicago packing, 8 1/2

Boneless, rump butts, 8 1/2

SAUSAGES—Fresh and Smoked.

Pork Sausage, 6 1/2

Ham Sausage, 6 1/2

Tongue Sausage, 6 1/2

Frankfort Sausage, 6 1/2

Good Sausage, 6 1/2

Bologna, straight, 6 1/2

Bologna, thick, 6 1/2

Head Cheese, 6 1/2

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcasses, 4 1/2 @ 6

" hind quarters, 5 1/2 @ 6 1/2

" fore, 3 1/2 @ 4

" loins, 3 1/2 @ 4

" ribs, 3 1/2 @ 4

" tongues, 3 1/2 @ 4

Hogs, 4 1/2 @ 5

" Pork, 4 1/2 @ 5

" shoulders, 4 1/2 @ 5

" Bologna, 4 1/2 @ 5

" Sausage, 4 1/2 @ 5

" liver, 4 1/2 @ 5

" Frankfort, 4 1/2 @ 5

Mutton, 7 @ 8

OYSTERS and FISH.

F. J. Dettenhauser quotes as follows:

Whitefish, 8 1/2

" smoked, 8 1/2

Trout, 8 1/2

Halibut, 8 1/2

Haddies, 8 1/2

Ciscoes, 8 1/2

OYSTERS—CANS.

Fairhaven Counts, 22 @ 35

Selects, 22 @ 35

Clams, 22 @ 35

Anchors, 22 @ 35

Standards, 22 @ 35

Favorites, 22 @ 35

OYSTERS—Bulk.

Standards, 22 @ 35

Selects, 22 @ 35

Clams, 22 @ 35

Anchors, 22 @ 35

Standards, 22 @ 35

Favorites, 22 @ 35

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

Standard, 25 lb. boxes, 9

Cut Loaf, 25, 10 1/2

MIXED.

Royal, 25 lb. pails, 8 1/2

The Michigan Tradesman

LA GRIPPE.

The Experience of a Grand Rapids Newspaper Man.

Considering how much I am exposed to the variations in temperature of a Michigan winter, it is any wonder that that distinguished foreigner, la grippe, laid, respectively, his icy and his burning hand upon me? I confess with proper humility that I had made a joke of la grippe, and His Highness seemed to think I was a good subject for taking a joke. At any rate, whatever the primary and moving cause, I discovered one day that my voice, instead of having the soft, lute-like characteristic of a man who is afraid to call his soul his own, because he is in the newspaper business, had assumed for its expression a rich bass. It soon became necessary for me to make the preliminary remark, "ahem," before making a further observation. Then a sense of fullness appeared in the region of my nose and forehead, which I could not by any stretch of the imagination take to be ideas. At this stage of the march of la grippe I was still disposed to laugh at the puny misery he was inflicting, but the next day the monster, instead of gingerly pinching me with his fingers, grabbed me with his two powerful hands, planted his two massive feet on my breast and took my whole head into his capacious jaws. One minute he was an iceberg and the next a red-hot, writhing dragon. I would stand with my back to the stove until I could hear the fat commencing to "sizzle," and all the time my front elevation would seem to be in Greenland's icy mountains. Then I would reverse my position until I was warned by the warping of my ribs that I was getting warm, even if I did not realize it. If a person had solicited me for a dollar in aid of indigent Congressmen I couldn't have been colder. This state of affairs continued until it terminated. Then I took an aerial flight from Greenland to Africa. Instead of an iceberg I was a veritable living pillar of fire. Hot? Why, it seemed as if my two feet were being used for furnaces, and into those furnaces were cast the most combustible material. I could seem to feel the flashes of the heat as a few shovelfuls of resin, a bucketful of tar and a pailful of kerosene were thrown upon those fiery beds. To add to the horrors of my situation, I sunk off into a partial doze, and then new troubles assailed me. Just before deciding to go home for repairs, I was engaged upon some mathematical calculations—my expense account, or something that required a good many figures. Well, the moment I closed my eyes, hundreds, thousands and millions of figures rose before me. They arranged themselves in all sorts of problems demanding immediate solution. For instance: If a person has an annuity of 19-79 cents per day and invests it at 7 1/2-27 per cent, interest compounded daily, how long a time will it take to accumulate money enough to get a divorce?

Then the figures got to cutting up all sorts of monkey shins. A great fat figure 9 put a little fraction 1-9 on his shoulder and dared any other figure to knock it off. Figure 6 accepted the challenge and then a ring was formed and the combatants sailed in with an utter disregard to the Marquis of Queensbury rules. After the scrimmage, 9 had lost his body and 6 his head, and the most intimate friend couldn't distinguish one from the other. It was no use to try to shoo the swarm of figures away. They came through windows, they crowded in solid columns up the stairway and they roosted on the bed posts and made faces at me. How fervently I wished that figures had never been invented. All night long these unwelcome guests remained torturing me with their ten million combinations. My head all this time was a blacksmith shop and great brawny smiths were pounding and pounding. Did mortal head ever throb, crack and alternately swell and contract as mine did? My eyes were not eyes, they were simply little balls of something with a temperature raised 1,000 degrees above white heat.

But the next day my fever subsided. I was happy then! O, yes, for then la grippe seized me and proceeded to break every bone in my body into a million pieces, and after that was done to rub the broken ends together. Then some sort of milk shake machinery was attached to my wrecked body, and after racking me for a few hours one way, the crank would be reversed. I didn't call for any encores, the forces of la grippe didn't wait for any invitations, but took complete possession of my human frame divine and made themselves completely at home. After exhausting all the combinations of physical agony, la grippe gradually loosened his hold and I got up from my bed weaker than my bank account in its most overdrawn condition. The doctor kindly assured me that I was subject to only one dangerous condition. La grippe was likely to mass his forces against the weakest part, hence it might go at once to my brain; but he would

drive it into my feet, if possible, where the misery would be more widely distributed. At this writing, with the exception of handkerchief friction, conveys the impression that it is about time I was reforming, I am convalescing and able to be out and to do justice to three meals a day.

But let me issue a few solemn words of warning. If any person, male or female, white or black, Republican or Presbyterian, alludes to la grippe as a joke in my presence, I will lay violent hands upon him, her or it, and standing said offending object in a corner, I will inflict the direst torture that ever made death welcome. I will not pour molten lead down his, her or its back; I will not apply the thumbscrew or the rack; I will not engage two politicians to discuss the tariff; but I will, yes, I will, read some of my earlier poems, in which I made hoghead rhyme with dog's dead, and described that muscle known as my heart as an "aching void filled with ecstatic" love and all such things. I would show no mercy, for I would continue to read until the hapless victim went to another world where youthful poets do not abound or sank into a merciful condition of lunacy.

The Short-Weight Man.

I was reading in the papers the other day that the "short-weight" man had been arrested and held to bail in Chicago on a charge of swindling. It was all of nine years ago that I saw him play his game in Toledo, and he has not only been at it ever since, but must have laid away a snug little sum of money. I was in a large retail grocery house one day when the man came in, briskly enquired for the proprietor, and said:

"In connection with the Government effort to shut out all adulterated goods, we are compiling tables to show that 90 per cent. of retail buyers are defrauded in weight. These tables are classified by states, counties and cities, and I respectfully request the privilege of examining your scales."

"But they have been tested by the city sealer," protested the merchant.

"Then so much the better," replied the stranger, as he took several weights, each of which was stamped "U. S.," from his satchel.

"But—I—come in later, when I am at liberty. I want to understand this matter more thoroughly."

"Oh, certainly," and the man replaced his weights and bowed himself out, to return at another hour and "arrange matters in a satisfactory manner."

I met him fifty times in three years, and, up to that date, no one had questioned his identity as a Government agent, while he had "fixed matters" with hundreds of men whose scales had been found short. It was in De Witt, Iowa, that I saw him last. He entered a grocery there, tested a scale without having said a word, and then explained his mission to the proprietor.

"Is my scale short?" inquired the grocer.

"Two ounces to the pound, sir."

"And for seven years I have been giving customers only fourteen ounces to the pound?"

"Exactly."

"Well, darn my hide. I've dropped \$300 a year right along, even while doing that, and this satisfies me that I had better go back to my old trade, which was prize fighting! Now is a good time to begin!"

And he hauled off and knocked the agent clean over a broom rack and under the stove, and then lifted him up and booted him into the street.

A Word With the Merchant.

The selling end of your store is probably all right. Your clerks are undoubtedly polite and anxious to please. Your stock is probably kept in perfect order. The windows shine with elbow grease. The floor is spotless in its cleanliness. Your show-cases are polished until they shine like the faces in a Sabbath school at Christmas time. But how about the office end? Have you any office to which you can retreat for a little private business chat, upon occasion? Is there any particular place in your store to which all your clerks do not have free access? Are not your papers scattered about without order, and can you, at a moment's notice, put your hand on any bill you have received during the past six months? We hope that you have a neat little office, and that you are as systematic in caring for it as we would like you to be, but we are, nevertheless, going to preach to you about the necessity of having such a place, and tell what should characterize it. First, we would have it so arranged, if possible without sacrificing light and space, that it would be screened from public view. Here we would receive all traveling men, and, so far as possible, look at the samples. Here we would have a desk sacred to the affairs of the head of the house, in which could be systematically arranged the correspondence—bill-files, letter-files, price lists, catalogues and other papers which one may need at any moment to secure some desired information. The desk should permit of locking, and the proprietor should teach the clerks to look upon it as his special property and that it is not to be disturbed by them. We cannot speak too strongly of the importance of preserving the catalogues sent by manufacturers and jobbers. Though they may not seem to contain information which is useful to you to-day, they will probably be wanted badly before long. They will save you from saying a great many "I don't know's" to your customers. The bill-files are of great importance, too. It may seem to many that a bill has survived its usefulness when the goods have been checked off and the bill paid. It will frequently prove valuable, however, to re-order by, or to settle some point on which memory is not to be trusted. It will often save embarrassing discussions with wholesalers, if you preserve copies of all orders. With the great abundance of cheap and serviceable office furniture to be had, this feature of the store can be made a comfort and a joy.

Successful Salesman.

In June last a large pottery and glass-ware jobbing house in Chicago, says an exchange, sent a circular letter to each of its commercial travelers and offered a prize for the reply which should be deemed best by the majority, the writers remaining unknown to all but the firm, except by number. The following is the substance of the circular:

"DEAR SIR—Believing that every salesman has acquired, in his experience on the road, certain facts and methods which have proved most successful in selling goods, and realizing that, as no two men's experience can be the same, we think if the combined experiences of all can be brought forward for the benefit of all, that the experiment would lead to decidedly practical ends. Every successful salesman on the road has some strong points peculiar to himself, and it would seem as if something new could be found in the experience of twenty men. In the majority of cases, the costly experience of years dies with its possessor."

"We, therefore, ask your co-operation in the plan of writing an article on the following points, etc.:

"First—What constitutes a successful salesman on the road?

"Second—What qualities do you deem most essential to become such?

Respectfully, etc."

A few extracts from replies to the above letter are given below:

"The successful salesman is the man that knows how to talk, what to talk about, and more especially when to stop talking."

"The faculty of holding trade or selling repeatedly to the same people, is the highest attribute in the condition of a successful salesman."

"A man who is honest in his transactions with his customers, who can make plain to them, in the fewest words, the superior quality of his wares, keeping himself thoroughly posted in the line he represents."

"Modest in demeanor, neat in appearance, energetic, truthful and reliable; of temperate habits; not argumentative; a student of human nature."

"The power of entertaining men in a business way and getting them interested in what you have to sell."

"A salesman is the firm's representative, and should, therefore, be a gentleman."

"Every man has some article which is his favorite hobby. Get on to that and cater to it for a starter, and lead him on to other goods."

"When an intemperate man is found traveling as a salesman, his class of trade is of the poorest, and his prosperity is in correspondence with his personal condition."

"The country merchant is a conundrum. If you guess him right at first meeting, you will miss him the next time. Never try to 'stuff' him with an order or attempt familiarity with him."

"Do not present too many various samples at once; it confuses the buyer. A book agent does better with one book than with many."

"Refrain from any but business talk with busy men."

"A common fault is that salesmen, as a rule, give merchants credit for knowing a great deal more about goods than they really do."

"Tell him it costs no more for rent, light, clerk hire, etc., to carry a full line of goods, and as he is also spending his own time, he may as well have the increased profits. A man cannot sell goods if he does not have them."

"The practice of using 'leaders' has several objections. One of the chief is that it gets the same article into too many stores and tends to make dealers cut prices among themselves. It is better to look over the stock, see what is short, and make some article a leader or nucleus for other sales."

"Do not forget the connecting links; that is, when one article is ordered, bring to notice such other articles as will match or complement it."

"Never speak of a competitor in any way. Get the good-will of the clerks, for they can help you."

"When trade is brisk, push all the harder."

"Never abuse competing firms. Leave slow buyers till the last in a town, and let them know the limits of your time."

"If a merchant tells you he can buy any article below your price, do not argue with him; try something else. Do not ask if he is in need of any goods, for he will generally tell you he is 'full up.' The better way is to carry some small article and introduce yourself with that before you are told that nothing is wanted."

"Nothing is gained by traveling nights, and the same is true of working Sundays."

"The opinion of at least one successful commercial traveler (in another line) differs entirely from those given in the last paragraph. He says: 'To succeed nowadays as a traveling salesman, a man must sell days and travel nights whenever he can save time by it. He must not expect to have things easy, for he cannot do it and win. He must score every point he can, and work like blazes. He is no pleasure tourist, and selling goods on the road is not a picnic.'"

The Lightning Rod.

Everybody believes that Franklin was the inventor and constructor of the first lightning-rod. In this one particular everybody is mistaken. The first lightning-catcher was not invented by the great philosopher, but by a poor monk of Seuttenberg, Bohemia, who put up the first lightning-rod on the palace of the curator of Preditz, Moravia, June 15, 1754. The name of the inventive monk was Prohop Dilwisch. The apparatus was composed of a pole surmounted by an iron rod, supporting twelve curved branches and terminating in as many metallic boxes filled with iron ore and enclosed by a wooden box-like cover, traversed by twenty-seven iron-pointed rods, the basis of which formed a resting place in the ore box. The entire system of wires was united to the earth by a large chain. The enemies of Dilwisch, jealous of his success, excited peasants of the locality against him, and, under the pretext that his lightning-rod was the cause of the excessive dry weather, had the rod taken down and the inventor imprisoned. Years afterward, M. Melson used the multiple pointed rod as an invention of his own.

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.

"Our Leader" Goods.

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

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

WHICH ARE NOW

LEADERS IN FACT

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

I. M. CLARK & SON.

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

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

Houseman Block, Grand Rapids, Mich.

S. K. BOLLES.

E. B. DIKEMA.

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.
Carry 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.

Headquarters for Oranges, Lemons, Bananas, Nuts, Peanuts, Figs, Dates, Citron, etc. Ask for Price List.

The Putnam Candy Co.

EGG CASES & FILLERS.

Having taken the agency for Western and Northern Michigan for the LIMA EGG CASES and FILLERS, we are prepared to offer same to the trade in any quantity.

No. 1—30-doz. Cases, complete..... Lots of 100. Less than 100.
No. 1—Fillers, per set..... 33 c. 35c.
No. 1—Fillers, per set..... 9 1/2 c. 10c.
Parties ordering Fillers have to buy one Case with every 10 sets of Fillers (no broken cases sold), making 10 sets with Case \$1.25 (10 Fillers and 8 Dividing Boards constitute a standard set). Strangers to us will please remit money with their orders or give good reference.

LAMOREAUX & JOHNSTON, 71 Canal St., Grand Rapids.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

The Belknap Wagon and Sleigh Co.,

Grand Rapids, Mich.

MANUFACTURERS AND JOBBERS IN

Road Logging Delivery SLEIGHS.

SEND FOR CATALOGUE.

A. E. BROOKS & CO.,

WHOLESALE MANUFACTURERS OF

Pure Candies.

The Only House in the State which Puts Goods Up NE' WEIGHT.
NO CHARGE FOR PACKAGES.
CODY BLOCK, 158 EAST FULTON ST., GRAND RAPIDS, MICH.

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:

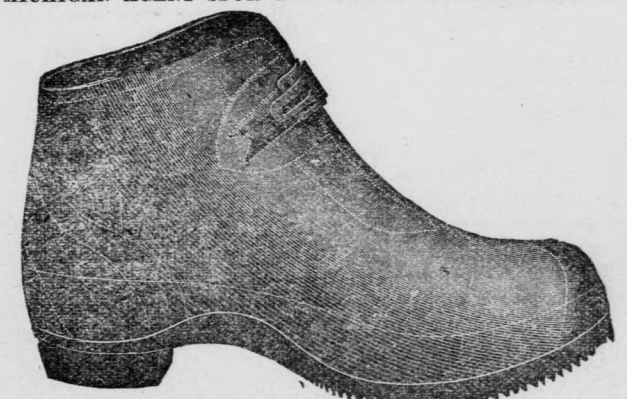
QUEEN ANNE, TRUE BLUE, MOTTLED GERMAN, SUPERIOR, PHENIX, ROYAL BAR, MASCOFFE, CZAR, AND OTHERS, CAMEO.

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

W. G. HAWKINS, Salesman for Western Michigan, LOCK BOX 173, GRAND RAPIDS.



Rindge, Bertsch & Co.,
MICHIGAN AGENT 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.