

# The Michigan Tradesman.

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## RAILWAY TRAVEL.

### Characteristic Incidents of a Night in the Day-Coach.

BY ROBERT J. BURDETTE.

A semaphore light at the Broad Street station has just tipped the wink to a waiting train, and it steals out of the elegant station as stealthily as though it was running away to go out West and blow up with the cyclones, and feared the station master would call it back if he saw or heard it. Out of the white glare of the electric lights, out of the din of hissing cylinder cocks and jangling bells, out of the shouting of the ushers, we rumble easily and swiftly along the great elevated railway, over the river lying in the shadow below, and down through a garden of signals, a glittering *parterre* of red and white and green; a bewildering carcanet of ruby and pearl and emerald, that ties and loops and tangles a score of iron tracks in intricate glitter of dazzling confusion to the traveler; gleaming aiguillets that shine on semaphore, tower, and switch signal; a railway constellations; an aurora of labyrinthine glimmer and twinkle, that is only an orderly page of quiet reading to a savant of the rail, on the train, or in the yard. Everywhere moving lights and stationary signals, until all the yard

"Twinkles with diamond sparks, Myriads of topaz-light, and jacinth work Of subtlest jewelry."

everywhere shrill-voiced whistles and clanging bells; the quick exhaust of shifting engines; drifting columns of smoke and snowy puffs of steam, until red and white and green blend with the stars, and the clamor of the yard dies into a murmur and the murmur into a murmur, and the murmur is swallowed up in the roar of "number seven," muffled and dull, over the ballasted embankment, and shouting in resonant echoes over culvert and bridge, until the dense shadows of clustering trees and wide stretches of harvest field and meadow, slumbering black and still, and gleaming silver white under the blue skies of summer, shut out the glare of the station, the glitter of the yard, the illumination of the Schuykill bridges, and the long processional perspective of the Philadelphia streets.

We are climbing the long hill west of Overbrook, and the rapid exhaust of the panting engine wakens a thousand echoes in the woods. At intervals a glare of light, long and fan-shaped, like the tail of a comet, cuts a swath into the night and throws into sudden and sharp relief the whirling banner of smoke and steam streaming back over the train as the fireman for an instant throws open the furnace door. Lean out of the window and see it and catch a cinder as big as a pea in your eye. Did you get one? Well, never mind! Don't hold it, drop it. You've cried upon it until you've put it out—and one dead cinder is of no use to any one; and you haven't room in one eye to carry two and have any leisure to employ the eye for anything else.

We are running now. You can feel the train quiver and spring under the spur of thirty-eight miles an hour. And just here the usual knowing passenger, the traveler who has been every place and knows it all in his mind, interrupts us to tell me, holding his watch in his hand to prove it,—as though a watch was a pedometer,—that we are making fifty miles an hour easy, if not sixty. It is useless to dispute with this passenger, who has forgotten, or perhaps, never knew, that the official time of the fastest through trains on the road over which he is traveling averages forty-four miles per hour from New York to Philadelphia, thirty-eight from the Quaker City to Harrisburg, thirty-three from Harrisburg to Altoona, and forty-three to Pittsburg. The trouble with this fast traveler is that his figures never harmonize with the official time-tables. I have known this man to leave Chicago at 9 a. m., run sixty miles an hour right along by his own watch, and reach Elkhart, one hundred and one miles, at 12:55 p. m.,—twenty-five miles an hour, as nearly as the tables can make it. When the rapid traveler begins to count the telegraph poles to regulate the speed of the train, you might as well give in; he will make to a second exactly the time he said we were making. Some time when you know, by the official word of the conductor, that you are running fifty miles an hour, try counting the telegraph poles, three or four of you just for amusement, and see how widely your counts do not agree for a few miles. And, believe me, take the railroad, by and large, you ride twenty-five miles an hour oftener than you ride fifty. Abroad, the lightning train on the Paris-Marseilles line averages thirty-five miles per hour; the express train on the Lehrter railroad from Berlin to Cologne, thirty-seven and a half miles; the Scottish mail, from Euston Square to Edinburgh, forty-one and a quarter miles, including stops; the express train from King's Cross to Edinburgh, forty-two miles; and the Irish mail, London to Holyhead, makes the same time. The fastest short distance trains in Germany—Spandau to Steindal, distance, fifty-seven and a half miles—run forty-five miles an hour without stopping; the fast train from Berlin to Lagdurg makes forty miles an hour, including two stops. In England, the Great Western trains from London to Swindon make fifty-three miles an hour. There are

trains that run faster than that, even in our own fast land, but they are not through trains. A sixty-mile gait is not kept up for a long distance. The passenger who is pulling out his watch every ten or fifteen minutes to declare that we are running sixty miles an hour would get home a couple of days ahead of the train, if he could but keep up with his own time. And then it may comfort you to know that if you break through a bridge or collide with another train at a speed of thirty-five miles, your chances for escape are just as good as though you were running one hundred.

Don't go into the Pullman to-night, come into the day-coach. If you desire to study character and amuse yourself watching people, avoid the barren waste of unbending and one-type "respectability" that grades the parlor car to one mediocre level. Sit in the day-coach; if you want variety, you'll find it. In the day-coach, people assimilate they fraternize; in the parlor car, they hate each other. In the Pullman, your particular seat, numbered and ticketed to your very self, is so much your own that you experience an uncomfortable, cat-in-a-strange garret feeling if by accident or through weariness you sit anywhere else. And you will yield your seat or your berth to no other human being. In the democratic day-coach there is now and then a thrill of excitement, caused by some new passengers—usually a woman and two or three children—"jumping your claim" while you are forward in the smoker. Sometimes one determined woman turns you out of your pre-emption bodily.

There she is now. Her step is heavy, and her resolute brow is not sicklied o'er with the pale cast of thought so much as some healthier brows we have seen. Her mouth is straight as a rule, and the firm lines at its corners are not there for nothing. The little man timidly keeping close by her side is her husband, her very own—body, boots, and breeches. She married him herself. She could do it again, too, with one hand tied behind her. She holds you with her glittering eye, eftssoons she standeth still; you listen like a three-years' child; the Gorgon hath her will. "Would this gentleman be polite enough to occupy a seat with this other gentleman, that she and her husband might sit together?" Would you? Ah, wouldn't you just! You do and she thanks you in thorough-bass. They sit, and the little man holds the bundles and runs errands while the Gorgon looks around for new victims. "Make that man put out that cigar." Obedient as a tender to a man-of-war, the little man goes and returns. "It isn't lighted." "Make him take it out of his mouth; this isn't a smoking-car." Again the little man goes and comes. "It's a lead pencil; and he says he'll hold it in his eye if he wants to." A few people begin to smile, but one glare freezes them in the midst of their presumptuous levity. "Tell that man to close his window; I feel a draught." Another round trip for the meek little man. "He is asleep." "Wake him up!" And she speaks as one having authority, and not as a woman who married because she wanted to lean on somebody. Away goes the little married man. A gentle shake, a timid—

"Sir, would it discommode you too much if I asked you to—"

A smothered roar and a volley of savage language, a half-lifted head showing a fierce pair of eyes and a most forbidding countenance, a threatening movement of a fist like the hand of fate, an earnest pledge to fire somebody of the window if the request was repeated, and the meek mercury returns meeker than ever.

"He says he can't; he has heart disease, and will faint if the window is closed."

Measureless liar! The little man is a giant in some things; after all, he has the soul of a man.

"Bah!" like a pistol shot. "Anything but a sick man!"

The very lights burn blue in the glare of her fierce contempt. A majestic stride carries her to the seat of rebellion. She bends above the snoring "slugger." Bang! The window comes down, like a wooden imprecation, in a little puff of dust and cinders. The slumberer lifts his wrathful head, and begins a savage snarl, which ends as abruptly as a stub switch, and his threatening frame shrinks into a placid heap of invertebrate limpness—protoplasm in clothes. Triumphant Eurayle resumes her seat, with one ejaculation, "Heart disease!" and glares up and down the car, hoping to catch some man lighting a cigar, that she may turn him into stone.

"All tickets, please!" Lo! the conductor, nonchalant, quick in movement, brusque in manner, keen of eye, seeing everything, missing nothing, terse of speech, a very Spartan in conversation, answering a volume with a sentence, making three words withstand a thousand questions. Much need hath he of this economy of speech, "for we are the same that our fathers have been; we see the same sights that our fathers have seen;" on the very same train, the same seat, the same run, we ask the same "when" and "what," every one. How far? What time? and How much? and Which way? How close the connection? At night? Or by day? What hotel? Which junction? How? Which? Where? and When? And

the next car will ask him them all over again. But nothing seems to disturb him. What a fortune that immobile face would be for a poker player! How he answers the wisest questions without a show of admiration, the stupidest and silliest without a sign of contempt! Can you carry a lantern tucked up on your arm like that? Yes, with both hands you could. See, when you try it, all the passengers laugh to see the lantern fall behind you. Can you make your lantern at home burn one half so brightly? Not if you put an electric light in it. Can he, does he, read all those tickets so rapidly as he affects to! There now? You saw him punch that one without ever looking at it. You think so! Well, try him on an expired limited ticket sometime, or hand him some fraudulent paste board you bought of a scalper. Give it to him some night when he is behind time, dreadfully crowded, and too busy to think, and you will soon know whether or not he is given to punching tickets without looking at them.

There, he is talking to a young man in pointed shoes and tight pantaloons on this very subject. The young man evidently thought as you did. Listen to the pleading accents of the tender-hearted conductor:

"Where are you going?" "I am going to Pittsburg," says the young man defiantly; "and that ticket is good until it's used."

"Certainly it is," replies the conductor apparently greatly terrified by the young man's resolute attitude. "You're right about that—it is good until it's used; but as it is a ticket on the Boston and Maine Railroad from South Lawrence to Kennebunk, you'll have to go there to use it. Keep that ticket; it may come useful sometime; but it won't ride you on the Pennsylvania. I only go to Harrisburg. Three dollars and twenty-six cents please. Better get a ticket at Harrisburg—plenty of time."

And having paid ten cents for having no ticket, that young man is making up his mind that wasting a local ticket to get through the gate doesn't pay.

Could you stand up and write, as the conductor does? You could write very well, but no living creature could read what you wrote. Still, writing on the train in these days of spirit-level grades is not the difficult art it used to be. A great many busy people write on the train. During the seven years past at least seventy per cent. of my daily newspaper work, during the winters, has been done on the trains. There was a time when I used pen and ink in my railway correspondence; not that erratic aggravation born in an evil hour called a stylograph, but a good old-fashioned pen and a glass ink bottle. I have also upset a bottle of ink in my lap. Without going into particulars, I will merely say that the quiet old citizen sitting behind me, at the close of my remarks, which were, conversely, remarks about my clothes, tapped me on the shoulder and said—

"Young man, if I could use the English language as fluently as you, I'd lecture."

I believed him. All newspaper correspondents frequently write their despatches and letters on the train, and make good enough copy for any printer to mangle.

See the man standing up holding his hat in his hand. That passenger is traveling on his first pass. He calls the conductor "sir," and has an impression, that amounts to a conviction, that the busy official, recognizing in him a guest of the company, will pause and hold a few moments' conversation with him. To the passenger's amazement the precious trip pass is seized as unceremoniously as a local ticket, turned over like a flash for a glimpse of the signature on the back, one quick glance at the passenger's face—that the conductor may be able to identify him if any question arises about that pass any time within the next five years—the paper is punched full of holes, and the conductor is gone, without even stopping to shake hands. A pained look of offended friendship, frost-nipped cordiality, creeps into the grieving face of the passenger, lightly tinged with dignified wrath. "I'll report that fellow, see if I don't!"

"What for?" asked his fellow traveler, who, having paid three cents a mile for his ride, is half determined to be a Nihilist and do something dreadful—"what for?"

But the offended "D.H."—for even so are all "lead heads" stingingly entered on the official reports—doesn't know just exactly for what, or rather, he doesn't like to tell, so he contents himself with shaking his head darkly and looking things that are fortunately unutterable.

A little girl and her mother get on. They wear sun-bonnets. Don't peer around into their faces now, but just look at them as they sit before us, and tell me which is the girl and which is the mother? The crowning peculiarity of the sun-bonnet is, that it makes the maiden of twenty and the woman of sixty look like twins. There are only two types of faces seen in sun-bonnets. One is faded, listless, wearied, seamed by the hand of care, and the other is rosy and pretty and bashful. Did you ever kiss a girl in a sun-bonnet—one of the old-fashioned "calico slats"? Man, there is a sense of quiet seduction, of peaceful possession, a kind of "the world forgetting, by the world forgot"

feeling comes over you, back in its shadowy portals, into which not even the all-beholding sun can peer until his fiery chariot touches the horizon line, that—But I digress.

Look up, if you want to envy somebody. He hasn't shaved this week; and his shoulders are broad as his face is grizzled—six feet two—and never had a toothache since he knew how to bite; wears a coat that doesn't fit him, and a collar that nearly kills him on the Fourth of July,—never at any other time; conceives it to be his patriotic duty to suffer for his country on that glorious day. Eyes as bright as his face is brown, can't help looking like a rough-cast Apollo, in a blue shirt and jean overalls, and never save the day that he wasn't hungry three times. Isn't worth a dollar in the world save what he can get at day's work on the farm in the summer, and in the pine-woods in the winter; but he has a digestion that Wall street can't buy. He is hailed by a friend; and harken to his response, "Hallo, Leander! How's your bein'?" The whole car hears and smiles in reply.

Leander is the usual sick man of the train. He an the deaf old gentleman have been exchanging vociferous medical recipes for carefully selected ailments for the past twenty-five miles. Leander is telling how ill he was just afore hay harvest. First stage, he couldn't work; second, he couldn't stand up; third, he couldn't sit up; fourth, he couldn't lie down; fifth, he couldn't drink; sixth, he couldn't eat. Just here the entrance of the rough-cast Apollo interrupted him, and we will never hear what was the seventh stage of that fell disease. But it is my firm opinion that in the seventh stage Leander died.

But his afflictions have been few and light, compared with those of his companion of the heavy hearing. Few and evil have the days of the years of his pilgrimage been, and they have been rounded by nurses and doctors. At almost every station he remembers a man living there who used to be his nurse. One of these nurses is especially commended as "bein' jest about a reg'lar studied doctor. All he wanted was a hoss and buggy to be a reg'lar studied doctor." Mr. Spoondyke himself might envy this vivid description of an educated physician, given in all seriousness by as earnest a man as ever I heard keep a car-load of passengers awake with stentorian remarks.

The long five seconds' whistle calls for a station. As we dash through do you notice what a sudden increase of speed hurries us like a thunderbolt through the streets of the slumbering village? I have often noticed this apparent increase of speed when passing through a station as though the train was anxious to do its best before an audience. I have wondered if it was real or only apparent, and often I have made up my mind to ask, but as I approached the engineer my heart has failed me: something in his face allays my burning curiosity, without gratifying it. Once, when I was younger than I am now, or ever will be again, a railway train which I honored with my distinguished presence, halted, without consulting my wishes, out on the open prairie, between stations. I hastened with the crowd to the engine. I took out my note book and pencil, that all the world might know a live reporter was on the spot, and would have this thing down "very fine," in a very brief space of period. After a little difficulty in finding the right man to cross-examine, I discovered the engineer stooping under the engine, softly tapping something with a copper hammer. I said—

"What is the matter with her?" There was a brief interval of silence, as my voice died away, and then the world seemed to be turning around on schedule time so as to be in the round-house at sunset just as usual, and just as though I was not standing there, waiting for an answer to my question. So I raised my voice a little, a very little, for the action of this earth had somewhat affected me.

"What seems to be the matter?" Then the engineer crawled out, and giving me a kind glance, stood wiping his hands with a handful of waste while he looked down the track a thousand miles, and, after an embarrassing pause in the conversation, he said, in low, quiet, tones—

"She's dropped her exhaust." I thanked him in broken accents, and I was very quiet all the rest of the trip. Oh, very quiet! much quieter than the other passengers.

The man with the oil-cloth "carpet-sack," who is storming at the conductor, is the man who gets carried by. He never misses it. If he is only going fifteen miles, the first thing he does is to go to sleep. He declares that the brakeman never called "Mount Joy." "As though," says the indignant brakeman, "I couldn't waken a dead man on that station. Now, if it was Dillerville, or Swissfield, or some little thin name like that, all I's and e's maybe I couldn't shake 'em up quite so boisterously, but a big mouthful like Mount Joy or Tyron, where your voice has something to catch on to, why, man, I can put the headlight out with it!"

Confidentially the brakeman lowers his voice.

"Why, yes," he says; "somebody gets carried by every run, unless I bounce him, just like a tramp. I believe when the last

day comes, and Gabriel sounds his awful trumpet, and the dead rise up and answer the summons, there'll be some men won't know anything about it until the next day, and then they'll say, 'Well, you never blowed at Snyder's Crossing!'"

The man just in front of us is whistling. Now listen. The man opposite has heard him, and now he is whistling too. The same air or another one; nobody ever knows what tune a man on the train is whistling save only the whistler's self. The sad passenger, just behind us cannot whistle, so he sings. And the man on the wood-box plays a little accompaniment to the sibilant aria which he whistles between his teeth by drumming with his heels. This sets four or five other men to drumming on the windows with their fingers. Sad, indeed, at this hour, devoted to railway minstrelsy, is the lot of the man who is crowded to the end of the seat and has no window to drum upon.

The tall thin passenger adds a little variety to the general effect by whistling against the strident edges of the leaves of a book. Not one of all the passengers hears the mellow piping of his fellow-passengers. Each man is absorbed in his own hum and whistle. And if you can by listening intently, and by calling to your aid a very vivid and charitable imagination, detect a tune in any of the whistles, you rarely hear a lively air. The general tenor of railroad music is tinged with melancholy, like the dash of the wild waves on the shingly beach. It has a plaintive, longing quality, a nocturne builded on a theme of homesickness; for it is when the day is done that the whistling madness seizes upon the traveler; when the hurrying landscape robes itself in cool snadows, and a quiet and peace, hallowed as an Easter dawn, broods over the farms where lie "the penned flocks in their wattled lodge," and sweet-perfumed kine, with Here's eyes, stand in the perfumed clover, or move slowly down the darkening lane, when, as the night draws on and the stars come out, the train dashes past a cottage set in the background of a wooded knoll; in the open door, bathed in a flood of light from lamp and cheery fireplace, a woman stands, shading her face with open hand, as she peers down the winding road, and the little child at her side, waving a merry signal with dimpled hand to the passing train, turns the rosy face and in the direction of the mother's look to welcome "papa" home; when cosy tea-tables seen through quick glimpses of the windows in the towns paint beautiful pictures of the far away homes on the heart of the traveler—

then it is that he breathes his soul's plaintive longing through his puckered lips, and the tenderness of his dreams softens the grotesque lines of the pucker, lest he might see its wrinkled caricature, and, like Athene, cast away his breathing flute forever. Listen, and you shall hear that songs of home and old ditties are all the airs they blow who whistle in the cars at eventime. Behold the woman preparing to go to sleep. All the shawls, rugs and wraps whereof she may be possessed she rolls up into a large wad and lays the gigantic pillow on the arm of the seat. She braces her feet against the side of the car and lies down. Before her head can catch it that fearful and wonderful pillow rolls off on the floor, and she lies down to rest her neck upon the inhospitable nickel-plated arm of the seat, while her head projects over into the aisle. Of course the first man who walks down the car knocks her hat off and bumps her head. With an expression of wearied, forlorn, despairing resignation, such as no man can imitate, she gathers up her bonnet and shawls and sits bolt upright. Sleep with her feet next the aisle she will not. If she cannot sleep with her head projecting over the arm of the seat into the public highway of the car, she will not sleep at all.

Ah, the gentleman who gets on down at the Y switch, and prefers to ride on the rear platform of the rear coach. The brakeman has found him and is instructing him regarding the distance and condition of the walking to the next station. The gentleman's taste, in preferring to ride out on the bleak platform, is very singular; but this is a free country, and a passenger may ride where he pleases, under certain conditions of a pecuniary character. Aside from this, his position is subject only to the limitations of the Constitution of the United States and the amendments thereto. But the railway trains are not so free as the country. The gentleman who got on after the train was under way confides to the brakeman, in a moment of weakness, that his funds are not at present in available condition; that his securities are not immediately negotiable; he has no collaterals that he can hypothecate on the spot, and so the inevitable stares him in the face, the hand in uniform reaches for the remorseless bell-cord, and manifest destiny beckons the embarrassed gentleman down the embankment. He says he wants to go to some place where there is a coal mine. Alas! he looks as though the best fortune that could meet him in the way would be a good-paying lead in an undeveloped soap mine. Poor tramp! I wish I owned a coal mine. I'd give him enough of it to pay his fare, anyhow. Let us be charitable. "Not to tramp?" say you? True, let us be merely just to the tramps. So "he is lazy," you say. So am I. "He won't work unless he has to."

Neither will I. How is it with you, brother? "But he is grimy and dirty—deplorably untidy." I have seen diamond rings glittering only two joints above very sad-browed finger-nails. "He is wicked." So am I. "He steals." So also do some very eminent "statesmen." "He lies." So do many distinguished politicians. "He swears." So Washington did at Monmouth. "He drinks; he gets drunk." Alas! that is deplorable. I can find no parallel for that vice in good society; go on. "He smokes." So does Grant. "He is not trustworthy." There are American bank cashiers in Canada. The clerks in the Mint and the Treasury Department are checks and counter-checks upon each other; and there isn't a bank in the country will trust you with money unless you give a note with good security. "He is ungrateful: kindness would be wasted on him." Here, too, I am ungrateful a thousand times a day; kindness has been wasted upon me nearly forty years. "Oh, well! he's good for nothing; you can't do anything with him." Has any one ever tried? Well, he's gone; and the only momento we have of him is a stream of terrific profanity that followed the train as it left him standing in the ditch. "Served him right." Oh, yes, yes, undoubtedly. Still, I can't help hoping, seeing the tramp is so like his more prosperous neighbors, that, when our credentials are demanded, He, who was a friend of publicans and sinners, and sat at meat with them, will not "serve us right."

She comes; my lady comes. Bird-cage, parasol, bandbox, basket, shawl-strap, bouquet, and bundle. She has been sitting in the station nearly three hours, waiting for this train, and in that time has tried to climb upon everything that went in either direction, including a yard engine and a hand car. And then she never thought of buying a ticket until the train whistled, and she fell into the car, "all of a heap," scrambling herself together. Now she has lost her ticket. Less than ninety seconds ago she bought it, and where is it now? Her handbag is in the basket, her port-monnaie is in the handbag, and in an inside pocket of the port-monnaie, wrapped up in a receipt for White Mountain cake and a pattern for a new tidy stitch, is that blessed ticket. There goes her hat! As she balances it back upon her head, down comes her hair "and showers the rippled ringlets to her knee,"—only the rippled ringlets are straight wisps and merely hang down her back. As with deft touch and nimble hands she twists up the hair and belays it with a long pin, the bundle falls from the rack upon her head and topples the hat over to larboard; as she reaches up to replace the bundle, she bursts the collar button off her duster, and sticks her fingers on four pins before she can find one she dare take to repair damages. There! the bundle has exploded; and there are more things lying around that seat than a man could pack into a Saratoga trunk. This is her station, and she goes out with the shattered bundle tucked under one arm, trying to corral her wondering hair and tottering hat with one hand while with the other she vaguely feels around for woman's great stay and comfort in every wreck and distress—more pins; and you can't help thinking, as she goes straggling and fluttering into the station, that it would be much more convenient and safer if she would run herself in sections and flag herself against everything.

The long, long night has worn itself away and the passengers out. How drearily long is one night in a day-coach. But for the panorama of station and passenger you never could endure it. By daybreak, the wearied cargo has shaken itself down into endurable discomfort. The snoring proceeds in regular cadences; the children have ceased to cry; the human form divine in the various seats have taken on the distorted shapes and hideous postures of the fallen angels. Every face is pallid, grimy, wan. Every sleeping mouth is open. Disheveled hair and rumpled collars. Every tottered woman and frowzy man, waking in the pale, trying light of dawn, sighs for solitude and darkness and hates the light. There is not a good-natured soul in the car, not one. Even the jolly commercial traveler, who got on at the last station, succumbs to the infection, loses his smile at the first crossing, and snarls at the train-boy ten miles out. Come: this stop is only the stock-yards; but get off. The cattle are better, more cheerful, Christian company at five o'clock in the morning than are the all-night passengers in the day-coach.

## Paper Plates.

A daring landlord in Berlin last year introduced paper plates. Bread and butter, cakes and similar articles were served on a pretty papier-mache plate having a border in relief, and closely resembling porcelain. The landlord liked them because they were so cheap they could be thrown away after once using, waiters liked them for their lightness and because they were neither to be washed nor broken, and guests were delighted to take them away as souvenirs. Housewives will cordially welcome the introduction of this sort of table furniture into America.

Divine and VanDenbergh, the Howard City clothing and dry goods dealers, have moved into new quarters in the O'Donald block.



# The Michigan Tradesman.

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Mercantile and Manufacturing Interests of the State.

E. A. STOWE, Editor.

Terms \$1 a year in advance, postage paid.  
Advertising rates made known on application.

WEDNESDAY, NOVEMBER 5, 1884.

## POST A.

Organized at Grand Rapids, June 28, 1884.

## OFFICERS.

President—Wm. Logie.  
First Vice-President—Lloyd Max Mills.  
Second Vice-President—Richard Warner.  
Secretary and Treasurer—L. W. Atkins.  
Official Organ—The Michigan Tradesman.  
Committee on Elections—Wm. B. Edmunds,  
chairman; D. S. Haugh, Wm. G. Hawkins,  
Wallace Franklin and J. N. Bradford.  
Regular Meetings—Last Saturday evening in  
each month.  
Next Meeting—Saturday evening, November  
15, at "The Tradesman" office.

Evaporating fruit is growing into a great  
industry. Besides apples and peaches, rasp-  
berries, cherries, grapes, sweet corn, pota-  
toes, beans and pumpkins are also evapo-  
rated. Cabbage and celery are bleached to a  
crispy white. The latest notion is evapo-  
rating finely chopped vegetables to be used  
in soups.

Ten pages this week, and not much of a  
week for business either. Thirty-one col-  
umns of reading matter and quotations—  
seven more than the entire paper contained  
when it was started a little over a year ago,  
besides twenty-nine columns of advertise-  
ments from reputable jobbing houses, with  
any one of which it is a pleasure to do busi-  
ness. Sixty columns in all in this week's  
issue. And the end is not yet.

It is the common impression that we have  
had in this country a good deal of red-hot  
politics to the square inch; yet Americans  
who have been spending the summer in Eng-  
land say the political excitement on this  
side of the water is "a mere bagatelle com-  
pared with that which prevails there with  
reference to the Franchise Bill and the atti-  
tude of the House of Lords." It requires a  
great effort to put faith in such a statement;  
but assuming it to be true, all Americans  
must profoundly sympathize with the Eng-  
lish in their unspeakable agony.

It will be a surprise to most dealers to  
learn that for fifteen years past the exten-  
sive mercantile house of Messrs. Hannah,  
Lay & Co., at Traverse City, have bought  
and sold eggs entirely by weight. The sur-  
prise will be intensified when it is remem-  
bered that this is the only establishment  
East of the Rocky Mountains where such a  
custom is in vogue. The advantages of  
handling the staple in such a manner will be  
fully and clearly set forth in an article on  
that subject now in course of preparation by  
Mr. Smith Barnes, general manager of the  
corporation, and an active worker in the es-  
tablishment for the past twenty-five years.  
Mr. Barnes has kindly agreed to favor THE  
TRADESMAN with the article for publication,  
and those who are at all acquainted with his  
ability as a careful thinker and shrewd ob-  
server need not be told that the treatment of  
the subject will be thorough and interesting,  
and that the facts set forth can be relied upon.

## AMONG THE TRADE.

### IN THE CITY.

Jas. D. Barner, State agent for the Hall  
Type Writer and O. K. Steam Washer, has  
opened an office in this city at 37 Canal  
street.

Thomas Crane has started in the grocery  
business at the corner of Hall street and  
Madison avenue. Cody, Ball & Co. furnished  
the stock.

Joseph Schursch has engaged in the gro-  
cery business at the corner of Gold and  
West Fulton streets. Shields, Bulkeley &  
Lemon furnished the stock.

Jacob Ritzma, formerly of the firm of  
Ritzma & VanHalteren, has engaged in the  
grocery business on Grandville avenue, just  
below the city limits. Cody, Ball & Co. fur-  
nished the stock.

Wentworth & Cannon will shortly remove  
from their present location on Canal street  
to the new Norris block on South Division  
street. They will then carry a large line of  
fancy groceries, and also cater to the out-  
side farming trade.

A representative of the Cutler & Savidge  
Lumber Co., who was in town a few days  
ago, stated to a reporter of THE TRADES-  
MAN that his corporation would cut about  
35,000,000 feet of logs the coming winter  
season against 63,000,000 the year before.  
He was of the opinion that this proportion  
will be about the same with the leading lum-  
bering concerns of the State, in other words  
a decreased cut of about 43 per cent. The  
Cutler & Savidge Lumber Co. has 12,000,000  
feet of lumber piled at Spring Lake, besides  
a small quantity at their retail yards at In-  
dianapolis and South Bend, Ind.

E. J. Savage, who is building a new cheese  
factory at Coopersville, was in town last  
Saturday, and pulled THE TRADESMAN'S  
latch string. He states that the timber for  
the new structures is all on the ground and  
that work on the frame will begin short-  
ly. The main building, the dry room, will  
be 22x40 feet in dimensions, story and a  
half high. The vat room will be 22x18 feet,  
one story. The buildings will be completed  
so that operations can be begun about April  
15. The milk from 600 cows has been  
promised, although Mr. Savage says he does

not expect more than 300. Careful attention  
will be given to every detail, with the inten-  
tion of producing nothing but the finer  
grades of cheese.

## AROUND THE STATE.

Thomas Ford & Co., grocers at Ludington,  
have sold out.

Wm. Kelly, grocer at Midland, has been  
closed on chattel mortgage.

Henry P. Whipple succeeds Whipple &  
Chaunty, general dealers at Paradise.

A. Snyder has purchased the grocery busi-  
ness of R. V. McArthur, at Rockford.

A. R. Gardner succeeds J. A. Brown &  
Co. in the drug business at Fowlerville.

D. M. Harvey succeeds Hoyden & Wil-  
liams in the meat business at Constantine.

Peter Ross is removing his stock of no-  
tions and fancy goods from Saugatuck to  
Fennville.

J. W. Lovely has purchased the interest  
of Wm. Robbie in the firm of Robbie & Den-  
ton, hardware dealers at Howard City.

A. O. McEuen, dealer in drugs and gro-  
ceries at Mason, is moving his stock to Pe-  
ry, where he will re-engage in business.

Ed. F. Payne has purchased the interest  
of Thad. G. Mercer in the firm of Anderson  
& Mercer, boot and shoe dealers at Saranac,  
and the business will be continued under  
the firm name of Anderson & Payne.

Whitehall Forum: J. F. Kelly is moving  
the Mason Bros. stock from Montague to  
Whitehall where it will be located in A.  
Mears' store formerly occupied by the Op-  
penheims, until a store can be fitted up in  
Montague.

## STRAY FACTS.

The St. Clair Salt Works have commenced  
operations.

C. K. Griggs has commenced the erection  
of a grain elevator at Rochester.

Daniels & Dearing succeed Chas. W.  
Dearing & Co. in the livery business at Lan-  
sing.

The Big Rapids Woodenware Co. will  
probably double the capital stock of the cor-  
poration.

It is expected that the new tannery at Pe-  
toskey will use about 12,000 tons of hem-  
lock per year.

Over 200 dwellings and a large manufac-  
turing establishment have been erected in  
Owosso this season.

J. Holtenhouse, of the firm of J. & W.  
Holtenhouse, wholesale celery dealers at  
Kalamazoo, is dead.

R. G. Peters, at Manistee, is building an  
addition to his salt block 60x224 feet, which  
will contain 10 grainers.

R. N. Thompson has purchased the har-  
ness business of Marshall Rich, at Ovid, and  
will continue at the old stand.

The City of Traverse, Hannah, Lay &  
Co.'s lumber carrier and passenger steamer,  
goes into winter quarters at Chicago this  
week.

D. Cleland, the Coopersville dealer, has  
shipped 4,000 bushels of potatoes to Ohio,  
and will send 3,000 bushels more in the  
same direction.

The Oakland Woolen Co. have purchased  
Samuel H. Richardson's woolen mill at  
Rochester and will soon remove their ma-  
chinery to it.

The \$25,000 capital stock in the Roches-  
ter Roller Process Flour Co. has all been  
taken, and the company has commenced re-  
modeling and enlarging their building (the old  
Gillett & Andrews mill,) and expect to get  
into the rollers and commence operations dur-  
ing December.

L. S. Baker, of Big Rapids, has purchased  
all the property of the West Troy Lumber  
Co., including mills, pine lands, logs and  
about 8,000,000 feet of lumber; also the vil-  
lage of West Troy and the entire lumber and  
logging outfit. The original cost of the mills  
is stated to have been \$120,000.

## The Gripsack Brigade.

B. F. Emery is in Chicago this week, en-  
tertaining a northern customer of his house.

It is no longer in good taste to refer to  
the drummer as a traveling salesman. He is  
hereafter to be spoken of as the "genial com-  
mercial solicitationist."

That Dick Savage possesses a glib tongue  
all his friends will admit, but no one would  
suspect him to be guilty of the offense of  
talking a man to death. There is a report  
up around Petoskey, however, that D. N.  
White recently succumbed to his persuasive  
eloquence, and tumbled into the arms of  
Morpheus. Dick, however, did not notice  
the condition of his victim and continued the  
flow of words until he happened to discover  
a death-like palor creeping over the features  
of the sleeper. By dint of the use of restor-  
atives, and the assistance of a physician, Mr.  
White was restored to consciousness. He  
declared that he had been dreaming of a  
place where drummers never tread—the  
pearly steps of heaven.

## The Figures in the McVean Matter.

Amos C. Beebe, assignee for D. E. Mc-  
Vean, makes the following report as the re-  
sult of an examination into the condition of  
the estate:

Total liabilities.....\$17,535.63  
Secured liabilities.....\$3,334.00  
Available assets.....11,273.01  
Assets covered by mortgages.....6,944.00

The assets consist of the following items:

Merchandise.....\$4,394.38  
Book accounts.....5,539.62  
Real estate.....6,440.00  
Bills receivable.....1,342.05  
Cash.....191.23

As will be seen from the above statement,  
there are \$4,335.01 assets against \$9,201.63  
commercial liabilities. Allowing for the  
shrinkage incident to such cases, it is not  
likely that creditors will realize to exceed  
20 per cent., although there has been some  
talk of a settlement on the basis of 25 per  
cent.

# ROCK BOTTOM!

Wholesale Price-List of Tinware.

PAILS.	
1 Pint, Covered.....	per dozen 45
2 Pint, Covered.....	55
3 Pint, Covered.....	65
4 Quart, Covered.....	84
5 Quart, Covered.....	1 20
6 Quart, Covered.....	2 00
8 Quart, Covered.....	3 50
10 Quart, Covered.....	4 50
5 Quart, Dinner (with cup on top).....	2 00
5 Quart, Flaring.....	1 50
8 Quart, Flaring.....	1 90
14 Quart, Flaring.....	2 40
12 Quart, "Iron Clad".....	4 50

With flat or pit copper bottoms, No. 7.....\$12.00  
With flat or pit copper bottoms, No. 8.....14.00  
With flat or pit copper bottoms, No. 9.....16.00

PIECED TINWARE.  
Tea Kettles, No. 7, \$5.40; No. 8, \$6; No. 9, \$6.50.  
Tea Pots, octagon, with spun tin bottoms, 2 pt.  
\$1.08; 3 pt. \$1.50; 4 pt. \$1.75; 5 pt. \$2.00.  
Tea or Coffee Pots, with spun copper bottoms,  
4 pt. \$4.25; 5 pt. \$5.24; 6 pt. \$6.25.  
Coffee Pots tin bottom, 1 qt. \$1; 2 qt. \$1.75; 3  
qt. \$2; 4 qt. \$2.50.  
Cullenders, small, \$1.08; large, \$2.  
Dippers, 2 qt. pieced, 85c; pint cups, 24c.  
Steamers, No. 7, \$3; No. 8, \$3.50; No. 9, \$4.  
Flasks, 1 pt., 60c.  
Oil Cans, 1 gallon, \$2.  
Pie Tins, square, 60c.  
Bread Bars, 85c.  
Cake Bars, 75c.  
Tea Steepers, 1 quart, 85c.  
Sprinklers, 6 quart, \$1.25; 10 quart, \$6.  
Rattles, 18c.  
Nutmeg graters, 20c.  
Milk Strainers, small, \$1; large, \$2.  
Biscuit and cake cutters, 25c, 30c and 35c.  
Measures, 1 pint, 65c; 1 quart, 90c; 2 quart,  
\$1.75; 4 quart, \$2.50.  
Scoops, Refined, No. 5, 50c; Nos. 14 and 16, 75c.  
Pione Mugs, 50c.  
Dish Pans, 4 piece, \$1.75; 5 piece, \$2.25.  
Sifters, "Victor," crank, \$2.15.  
Sieves, Tin bound, \$1.90; wood, \$1.

MISCELLANEOUS.  
Egg Beaters, "Acme," with crank, 90c.  
Stove Polish, 35 and 60c.  
Fire Shovels, 50c.  
Tea and Coffee Cannisters, 1 lb, 80c, 2 lb \$1.  
Dust Pans, 80c.  
Slop Buckets, No. 3, covered, gold band, \$5.  
Stove Lifters, 35c.  
Basting Spoons, 13 inch, 45c.  
Candle Sticks, 35c.  
Knives and Forks, No. 18, 45c; No. 18, bolster-  
ed, 65c; No. 38, Bone, bolstered, \$1; No. 60,  
Bone, fancy, bolstered, \$1.20.  
Paring Knives, 30c and 60c.  
Butcher Knives, fine, 95c; bolstered, \$1.50.  
Bread Knives, 90c.  
Shoe Polish, Hixby's No. 3, 35c.  
Corn Poppers, \$1.  
Cuspadores, Japanned, all colors, 95c.  
Gem Pans, 8 on frame, \$2.25.  
Pad Locks, 90c.  
Wisp Brooms, 85c.  
Traps, 2 hole, 45c; 4 hole, 85c.

## PRESSED TINWARE.

Full variety always in stock, on which special  
low prices will be based on application. Also  
headquarters for Five and Ten Cent Counter  
Goods, Glassware and Crockery.

## Toys, Dolls & Holiday Goods

Having bought a large New York bankrupt  
stock at auction, I can and will undersell any  
party in the State. Mail orders receive prompt  
attention. Visiting buyers please call when  
here. Terms net cash.

E. L. Wright,

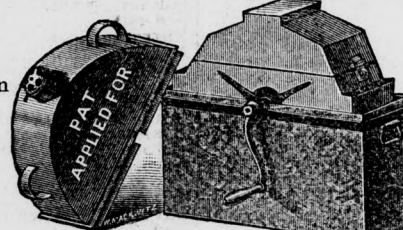
THE "BEE-HIVE,"

14 North Division St. - Grand Rapids, Mich.

# The Washer of the Future!

## O. K. STEAM WASHER

The only  
Steam Washer  
that has a valve on  
top of cover to  
prevent boil-  
ing over.



The only  
Steam Washer  
with force feed and  
Perforated Tube  
through center  
of cylinder.

It will wash more clothes in a given time than any steam washer in the  
market. It washes cleaner, as the tube through the center of cylinder has the  
advantage of steaming the clothes uniformly. The flanges on outside of cylin-  
der force steam and suds in clothes. Agents wanted everywhere in Michigan.  
Write for circulars and price.

## O. K. STEAM WASHER AGENCY,

37 Canal street,

Grand Rapids -- Michigan.

WESTERN MEDICINE CO.'S TONIC LIVER PILLS. PLEASANT TO TAKE, ACTS MILDLY, CURES QUICKLY  
Purely Vegetable; contain no calomel, mineral  
poison or quinine. Act directly on the Liver, "tone  
up" the system, aid digestion and  
purify the blood. POSITELY CURE  
HEADACHE AND CONSTIPATION. In-  
valuable for Biliousness, Indigestion,  
Hypochondria, etc. Sent free  
on receipt of price, 25 cts. Sample  
package free. WESTERN MEDICINE  
COMPANY, Grand Rapids, Mich.

NEVER KNOWN TO FAIL. Money re-  
turned if it does not cure. Price,  
50c. Ask druggist for it. Sent pre-  
paid for 60 cts. Address, WESTERN  
MEDICINE CO., Grand Rapids, Mich.

We are sole Michigan  
agents for the celebrated  
"F" brand, packed by J.  
S. FARREN & CO., Bal-  
timore, and are prepared  
to fill orders for CAN or  
BULK oysters at the low-  
est market prices either  
from here or from Balti-  
more direct. NO BETTER  
GOODS PUT UP. H. M.  
BLIVEN has charge of  
this department and will  
give your orders person-  
al and prompt attention.  
We solicit your order.

# OYSTERS.

Putnam & Brooks.

Putnam & Brooks.

Putnam & Brooks.

# OYSTERS

AT

## WHOLESALE.

We are receiving daily, direct from Baltimore,  
**FRESH OYSTERS**, in quanti-  
ties to supply the trade of Northern Michigan. Our  
Oysters are canned in Baltimore by the well-known  
and reliable packers,

W. R. Barnes & Co.,

As soon as caught, thereby retaining the sweetness  
and flavor which makes this bivalve so palatable and  
makes them far superior to the goods sold by other  
dealers, which are shipped in bulk and canned in  
this city, after being from five to ten days out of the  
water.

We claim superiority for our goods, both in

## Quality and Quantity.

"The proof of the pudding is in chewing the  
string." Send in your orders and they will receive  
our prompt attention.

WE ARE HEADQUARTERS.

# EATON & CHRISTENSON,

77 Canal street,

Grand Rapids, -- Mich.

## Hecker's Standard Manufactures.

### Hecker's Self-Raising Buckwheat

Is made from best New York and Pennsylvania stock. Has a purple label printed in black  
ink.  
Boxes, 32 3 lb packages, \$9.15. 16 6 lb packages, \$5.

### Hecker's Self-Raising Criddle-Cake Flour

For all uses where a batter is required, and for Muffins, Griddle Cakes, Waffles, Puddings, Ap-  
ple, Peach, Fish or plain Fritters, Etc. Has a yellow label printed in green ink.  
Boxes of 32 3 pound packages, \$4.50. 16 6 pound packages, \$4.35.

### Hecker's Self-Raising Wheat Flours,

A little water, with the means of making a fire, being all that is requisite in any situation to  
secure a loaf of excellent lightbread or biscuits, etc.

Superlative Brand—Boxes holding 16 6 lb papers.....5 25  
New Process Brand—Boxes holding 32 3 lb papers.....5 00  
New Process Brand—Boxes holding 16 6 lb papers.....4 85  
Red Brand—Boxes holding 32 3 lb papers.....4 50  
Red Brand—Boxes holding 16 6 lb papers.....4 50  
Blue Brand—Boxes holding 16 6 lb papers.....4 00

### Hecker's Rolled Wheat, or Wheaten Crits

Surpasses all other preparation of wheat for producing and maintaining a healthful, active  
condition of the system, and is peculiarly beneficial to dyspeptics and  
persons of sedentary habits.

Boxes holding 24 2 lb packages, \$3.50 per box.

### Hecker's Partly-Cooked Rolled Oats.

Is made from specially selected grain. A very superior article.  
Boxes holding 24 2 lb pkgs., \$3.50 per box.

### Hecker's Farina

Is made entirely from wheat, and consists of granulated particles of the berry adhering to the  
outer pellicle after crushing. It is an especially nutritious food for invalids  
and infants, and a most delicious dessert when made into jelly or  
blanc mange, and served with sauce or fruits.

Boxes holding 4 cartons, 12 lb pps., each, \$4.50.  
Boxes holding 24 1 pound papers, each, \$2.30.

### Hecker's Hominy or Corn Crits

Is made from fine white flint corn.  
Boxes holding 24 2 lb packages, \$3.50 per box.

PURITY AND STRENGTH GUARANTEED.

## Hecker's Perfect Baking Powder

Is made from Pure Cream Tartar. It is PERFECTLY HEALTHFUL, and its  
Baking Qualities cannot be surpassed.

N. B.—We offer the trade every inducement in Quality and Price to warrant  
them in pushing the sale of goods that have been recognized  
as STANDARD FOR OVER FORTY YEARS.

George V. Hecker & Co.

CLARK, JEWELL & CO.,

WHOLESALE

## Groceries and Provisions,

83, 85 and 87 PEARL STREET and 114, 116, 118 and 120 OTTAWA STREET,

GRAND RAPIDS, -- MICHIGAN.







## The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

OFFICE IN EAGLE BUILDING, 3d FLOOR.  
[Entered at the Postoffice at Grand Rapids as Second-class Matter.]

WEDNESDAY, NOVEMBER 5, 1884.

### Overstocking Country Stores.

From the Commercial Enquirer.

One great cause of ill-success in conducting the business of a country store is the tendency on the part of some dealers to load up their shelves and counters with goods for which there is no local demand. In this way many get their money tied up. The goods lie about the store until they get stale, dusty or shopworn, and when finally disposed of will scarcely bring a quarter of their original cost.

It is a great temptation to a merchant to buy goods below their quoted value. He does not always stop to consider whether or not they are such things as customers are likely to call for. They please his eye and the persuasive drummer convinces him that they are cheap and the money passes out of his possession, perhaps never to return to him again.

In buying goods always consider first what the demands of customers are likely to be. Never buy a large amount of fancy goods because they are offered to you at half price. The very fact of their being on the market at a low figure is often an indication that they are going out of fashion or that they have ceased to be a novelty. Buy cautiously, even in staple goods, unless you have positive reasons for believing that they are going to immediately advance, and never, under any circumstances, assume liabilities far beyond your ability to meet if a sudden decline should come.

It is better not to overstock country stores, but rather to send to market frequently for fresh, attractive and new-style goods. With the present railroad and transportation facilities and the promptness in filling orders of jobbing houses, a country merchant can do a large business on a comparatively small amount of capital, and without taking serious risks. He can please his customers better, and with a proper system he need not suffer much inconvenience by sending frequent orders and receiving small consignments.

Half of the retail dealers who fail in business get into financial trouble by investing in unsalable goods. Shop-worn goods do not make an attractive display. Sell them at any price and get them out of the way before they become a dead loss. They disfigure a store, and they give a frowsy appearance to better things that surround them. Buy cautiously, carefully, and for your customers, and determine in the first start in trade not to accumulate an unsalable lot of odds and ends that represent a large investment that cannot be sold at any price.

### Some of the Benefits of Competition.

From the American Storekeeper.

Competition is not only the "life of trade," but there is that in it which calls for originality of ideas, and necessitates the development of keen business principles.

There is that quality of compulsion in competition which has been the means of making an out and out business man of the merchant who might otherwise have become one of the too numerous class of fossils, known among the trade as "old fogies."

The man who has no competition, or as the saying goes, "Has things his own way," is very apt to become too well satisfied with himself and his manner of doing business—he lives on his past record, and is never discovers that he is getting into a rut until all his wheels have been bound and he is brought to a stop.

There is hardly any town of size but has its two or more wide-awake competing merchants, and any one of these stores can be recognized at sight by the air of attractiveness and the inviting appearance which seem to say, we are going to treat you as best we know how, and then you'll buy of us again in the future.

It is at this store that you see the continual changes of dress in their windows. You note the look of tidiness which prevails, and you feel that when needing any of their goods you will leave your money with them.

And if we would look, then, for the best results of business genius, or for novelty in the art of storekeeping, we must look there where competition is the strongest, and where necessity has absolutely forced them to draw unsparingly upon their stock of originality.

All cellars should be ventilated. Grocers should remember that a great amount of foul gas is generated by the damp air and the variety of vegetable matter which is usually stored for winter needs. The best way to secure ventilation is to have communication between the cellar and the chimney by means of a pipe or other opening. The upward draft will remove all foul air as it accumulates, and render it nearly or quite as pure as in the rooms above.

Ratskin fur and ratskin slippers are a late London freak. Only the skin about the haunches is used, the remainder being too thin. Four rats are required for a slipper and sixty for a neck piece.

It is claimed that in the city of New York 10,000,000 to 15,000,000 gallons of native wine are drunk every year under the belief that the wine is imported from France.

### The Necessity of Caution in Buying.

An old farmer down in Jersey opened an account at the bank, not long since, and startled the teller out of a year's growth by presenting among other checks one for \$172, dated in 1872, and drawn to the farmer's order by a commission house in New York. He had received it for produce sent the merchant twelve years ago, and put it away in the stocking that held his gold and silver. The check was duly honored, though the merchant had often wondered where it had flown to. He had had the use of this money all these years, the farmer losing in interest, \$123.84. This undoubtedly seems like a ludicrous instance of pure veridancy, but it finds a parallel in the unsophisticatedness of certain dealers, who hastily purchases stocks of worthless trash, poor in quality, meager in variety, and utterly lacking in style. Goods thus purchased are tied up, as it were, in an old stocking, and are destined to remain on the shelves month after month, when they might be, and ought to be, turning themselves over and over again. Profits depend on the frequency with which stocks are turned over, and the quick sale of goods depends on taste in selection and aptness in the difficult art of buying. To get all the profit out of any business, the whole strength and force of a man's ability should be directed to the buying of goods, and then it is time enough so go at the no less difficult task of selling them. But careful buying makes speedy selling a pleasure instead of a burden, a delight instead of a torture.

### A New Sugar-Making Process.

From the St. Louis Republican.

Louisiana planters are directing their attention to a new process for extracting sugar, invented by Konrad Trobach, of Berlin. It is purely chemical, differing materially from the mechanical process now used, and if it shall prove to be all it is claimed to be, will effect a revolution in sugar-making and cheapen the article still more. Trobach's process dispenses with crushing and pressing altogether; the cane is cut into slices by means of machinery, and the water extracted from it by alcoholic vapor, which, having an affinity for the water, absorbs it, but leaves the saccharine in the desiccated cane. This is then treated with liquid alcohol, which extracts the sugar, and afterward the sugar is extracted from the alcohol, or the alcohol from the sugar, by filtering through lime and chalk. One great obstacle to the cheap manufacture of Louisiana sugar is the difficulty of extracting all or nearly all the saccharine from the cane; a considerable proportion is lost in the bagasse or refuse which is thrown away or burned. If this waste could be saved it would cheapen the process one cent a pound. The present sugar-making machinery in Louisiana would be an impediment to the introduction of the Trobach method. It is not adapted to the new process and would have to be thrown away—a sacrifice which the Louisiana planters could ill afford, as their machinery is very costly.

### A Sympathetic Crowd.

From the Wall Street News.

He was telling 'em in the village store that his son in Chicago had failed, and when they asked for particulars he explained:

"Why, he writes me that he bought for July delivery and got left."

"How left?"

"I dunno, but I guess he couldn't deliver it. Mebbe teams was awful scarce, and mebbe the roads was bad."

"Well," said one of the crowd, "if I had a knowed that your son Bill was pinched to deliver wheat I'd have gin him the use of my team a whole fortnight for nuthin', fur Bill was one of the best boys who ever left this town."

"And me, too!" added every man in the crowd, while the old man observed:

"It'll probably be a warning to William and mebbe he'll set in and buy watermelons for January delivery and git on his feet again."

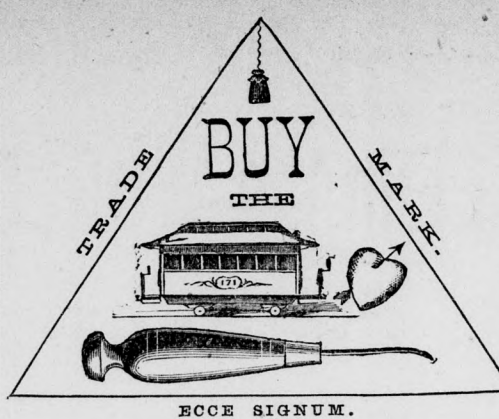
### A Puzzled Chinaman.

From the Chicago Herald.

A Chinaman who was carrying some clean clothes to a room in a business block on La Salle Street discovered a fire extinguisher in the hall, and when no one was looking he touched a match to the little end of the hose and ran. One of the occupants saw just enough of the performance to imagine the rest, and he called the heathen back. John came up slowly and the man said: "Touch him off again." John struck a match and the man holding the hose turned the crank at the same moment that the Chinaman applied the match. The escaping chemicals hit John in the mouth and eyes and covered him from head to foot with salaratus. When he could breathe he turned to the man, who had by this time corked up the machine, and smiling in a sickly way, observed, "Jelusalem! Melican man's fi-clackel too velly quick. Him bustee house wide open some-time."

The soap weed, which grows abundantly in Colorado and New Mexico, is coming to the front as a superior material for the manufacture of paper. Experiments, it is reported, have demonstrated that from the fiber of the soap weed a paper equal to the finest linen may be produced, and as the weed grows in immense quantities indigenously in the localities mentioned, the supply of the material is inexhaustible.

Needed by every retail grocer or confectioner, one or more of Kenyon's Patent Spring Paper Bag Holders. Each has capacity of containing about fifty bags. Their great convenience can be learned by having one mailed for 50c, four for \$1, or one dozen expressed for \$2.50 from Kenyon Brothers, Wakefield, Rhode Island.



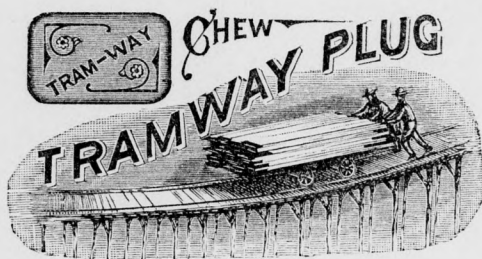
These Goods are Manufactured only by Hamilton Carhartt & Co., 118 Jefferson ave., Detroit, Manufacturers of Men's Furnishing Goods.

## ENTERPRISE CIGAR CO.,

SOLE AGENTS FOR THE FAMOUS AND POPULAR BRANDS

## OLYMPIA, AND LA BELLE SENORA.

Grand Rapids, Mich.



## CODY, BALL & CO.

SOLE OWNERS.

## RINDGE, BERTSCH & CO.,

MANUFACTURERS AND JOBBERS OF

## BOOTS & SHOES,

We are agents for the Boston Rubber Shoe Co. and keep a full line of their Celebrated Goods—both Boston and Bay State. Our fall samples of Leather Goods are now ready for inspection.

Our Goods are Specially Adapted for the Michigan Trade.

14 and 16 Pearl Street, Grand Rapids, Mich.

## APPLES.

We have a large Western order trade for Apples in car lots, as well as a good local demand, and also handle Evaporated and Sun-Dried Apples largely. If you have any of these goods to ship, let us hear from you, and we will keep you posted on market prices and prospects. We also handle Beans and Potatoes. Liberal Cash Advances made on Dried Fruit, also on Apples in carlots.

EARL BROS., Commission Merchants,

169 S. Water st, Chicago, Ill.

REFERENCE FIRST NATIONAL BANK.

## REMOVAL!

Coal, Wood, Lime, Cement, Sewer Pipe, Etc,

Office removed to 3 Canal street, Basement.

A. B. KNOWLSON.

Butts' Patent Processed

## "Hulled Corn Flour"

—FOR—

Griddle Cakes, Gems, Waffles, Etc., Etc

Finest and Best Selling Article of the Kind ever placed on the Market. Guaranteed to be as Represented, or No Sale. For Sale by all Jobbers in Grand Rapids.

Butts' Patent Processed Buckwheat

Is Warranted to be the Straightest and Best Goods Ever offered to the Trade.

—THE—

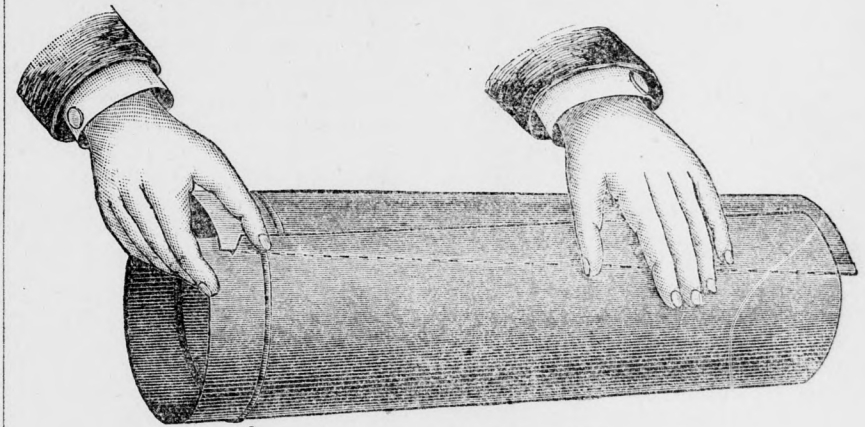
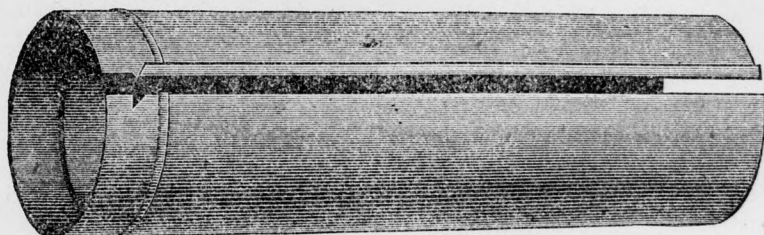
## "Perfect" Stove Pipe,

A Pipe that Nests, (for shipping convenience.)

50 to 60 Joints Packed in a Barrel.

No Rivets or Tools of any Kind Required in Putting It Together. A Child Can Do It.

Perfectly Solid and Safe.



PATENT APPLIED FOR. DIRECTIONS.

Lay the pipe on a table, place the RIGHT HAND on the LOCK end and the left hand on the other end, (as per cut), and with LEFT HAND you press the pipe and pull it over until it projects above the end, (as per cut), and with your right hand spring the lock in. SEE THAT THE SEAM CATCHES, and then the pipe will drop together without further effort. Should it be easier for you, you can reverse the pipe and your hands. Should you not think the same tight enough, just put the joint of pipe on a table or bench, with the large end toward you, and hammer it down on the inside for about two inches, and you will find you have as solid a piece of pipe as if riveted.

WE MAKE IT IN NOS. 24, 25, 26 and 27 IRON.

We make it in Russia Iron. We make no extra charge for this pipe, thus making a great saving in freights and giving you pipe in good order when you receive it.

## Foster, Stevens & Co.

Sole Manufacturers,

10 and 12 Monroe street, Grand Rapids.

## PERKINS & HESS,

—DEALERS IN—

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

## SPRING & COMPANY

—WHOLESALE DEALERS IN—

FANCY AND

## STAPLE DRY GOODS

## CARPETS,

## MATTINGS,

OIL CLOTHS,

ETC., ETC.

6 and 8 Monroe Street.

Grand Rapids, Michigan.



BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

RELEASE—ACCEPTOR—DRAWER.

The release of an acceptor of a draft by agreement not to sue releases the drawer, according to the decision of the Supreme Court of Iowa in the case of the First National Bank of Decorah vs. Day.

GROWING GRAIN—DAMAGES.

In an action for damages to a crop of growing grain its value may be ascertained by reference to the value of the crop at maturity, less expenses, according to the decision of the Supreme Court of California in the case of Harrison vs. Spring V. H. G. Company.

AGREEMENT—FAILURE TO FULFILL.

Parties to an agreement to purchase property who fail and refuse to advance and pay their proportion of the expenses can not afterward ask to be placed in the same position as the purchasers.—Supreme Court of Pennsylvania.

FRAUD—RETENTION OF POSSESSION.

In the case of Peggall et al. vs. Miller et al., the Supreme Court of South Carolina held that the retention of possession by a vendor of personal property after a sale by him, on consideration of a pre-existing debt, was a badge of fraud not conclusive but prima facie, and that the character of the possession was a question of fact to be submitted to the jury with the burden of proof upon the vendee.

HUSBAND AND WIFE—NOTE—ATTACHMENT.

In Kentucky, according to a late decision of the Superior Court of that State, a note executed to husband and wife for the purchase price of the wife's land cannot be reached by an attaching creditor of the husband unless it was provided in the conveyance or the obligation of purchase that the proceeds of the land should not belong to the wife. The fact that the note was made payable to the husband and wife does not, in the view of the court, indicate that it was to be the husband's.

PARTNERSHIP—PROMISSORY NOTE.

In the recent case of Levi vs. Latham, the Supreme Court of Nebraska held that one member of a non-trading firm has no authority to bind his copartner by a note made by him in the firm name without express authority therefor from his copartner or when the giving of such instrument is necessary to the carrying on of the partnership business, or is usual in similar partnerships; and the burden is upon a party suing on a note given by one member of such firm to prove such authority or usage.

INFINGEMENT—ACCOUNT—LUNATIC.

A decree may be made against a lunatic for an account of profits derived from an infingement of patent right by him, according to the decision of the United States Circuit Court for the Western District of North Carolina. The court held that the current of authority established the doctrine that while a lunatic is not liable for injuries in which malice is an essential ingredient in the wrong, yet in cases of injury to property he is liable for compensatory damages to the extent of the injury sustained.

FALSE REPRESENTATIONS—WAIVER.

Where one purchases property under false representations as to his ability to pay for it, the giving of a note for the property, and a part payment, will not defeat an action by the vendor upon the false representations when the receipt to the money is accompanied by the statement that it will not be received if it is to be regarded as a waiver. So held by the Supreme Court of New Hampshire. In such a case, however, the court said that the plaintiff may be required to surrender the note before taking judgment for his damages.

SLAUGHTER-HOUSES—NUISANCE.

In the case of Reichart, et al. vs. Geers et al., decided on the 18th inst., the Supreme Court of Indiana held that while the conducting of a slaughter-house in a densely populated part of the city might not be considered a nuisance per se, yet that the presumption was that it was a nuisance. The court said that even when such buildings were originally built in a place remote from the habitations of men, or from public places, if they became actual nuisances by reason of roads being afterward laid out by them or by dwellings being subsequently erected within the sphere of their effects, the fact of their existence prior to the laying out of the roads or the erection of the dwellings would be no defense.

PARTNERSHIP—CONTRACT.

Where services were rendered under a contract with a firm as partners it was held by the Supreme Court of Indiana that the partners could not defeat a recovery for the services by showing that during the time the services were rendered they sold an interest and took another person into partnership with them, it appearing that thereafter as before the original partners managed the business and the workman continued to render his services under the contract as though no change had been made. The court held that the workman was not obliged to look to the new firm, and that the service having been rendered under a contract with the firm as originally composed the mere fact that some of the services were rendered after an-

other had acquired an interest in the business neither canceled the contract nor released the firm from its obligations.

COMMISSION MERCHANT—RESPONSIBILITY.

A commission merchant was employed to purchase grain for a mill company, his instructions being to buy nothing but good sound wheat; he bought what he believed to be sound grain, but a large portion proved to be damp, and the mill company brought suit to recover damages, and in the trial court got a judgment for amount sued for. The case, the Lake City Flouring Company vs. McVean, was appealed to the Supreme Court of Minnesota, which reversed the verdict of the lower court, holding that one employed simply as an agent does not become an insurer of success in the business. He does not by merely accepting the employment, guarantee his principal against such incidental losses as may occur in the course of the business; because these are incident to all avocations, and no one, by implication of law, ever undertakes to protect another against them. If the principal desires to hold his agent liable for such losses, he must make his contract of employment accordingly.

ASSIGNMENT—GUARANTY—MORTGAGE.

The case of Wheeler et al. vs. Glenn, decided by the Kentucky Superior Court on the 15th inst., was one in which the assignor of a note simultaneously with its assignment executed to the assignee a mortgage "the better to secure the payment of said note." The note by successive assignments came to the hands of the appellee, who, having failed to make the note out of the payor after reasonable diligence, instituted an action to recover personal judgment against the original assignor and for the foreclosure of the mortgage executed by the assignor to the original assignee. The court held that the language of the mortgage imported a contract of guaranty that the note would be paid by the maker, and that the mortgage was given to secure his guaranty and not the implied liability of the assignor. The court further held that the contract of guaranty was assignable so as to vest the equitable right thereto in the assignees, that the assignment thereof carried with it the mortgage lien, and that therefore the failure of the appellee to use such diligence as was required to enable him to recover upon the implied liability of the assignor did not prevent a recovery under the contract of guaranty or the enforcement of the mortgage lien.

NATIONAL BANKS—STOCKHOLDER'S LIABILITY.

Section 5151 of the United States Revised Statutes provides that "the shareholders of every national banking association shall be held individually responsible, equally and ratably, and not one for another, for all contracts, debts and engagements of such association to the extent of the amount of their stock therein, at the par value thereof, in addition to the amount invested in such shares." According to the decision of the United States Circuit Court for the Northern District of Illinois, in the case of Iron's Administrator vs. The Manufacturers' National Bank, reported in the Reporter, the liability here imposed is a contract obligation and not a penalty, and survives against the personal representatives of the stockholders. Judge Blodgett, in giving judgment, said: "From all the various provisions of the act it seems to me that it was the intention of Congress to make this liability to the extent of the par value of the stock, over and above what the stock had cost, an asset of the bank to be resorted to in the event of insolvency, or a guaranty fund, so to speak, in case the property of the bank was insufficient to pay its debts; whoever became a shareholder assumed this liability as an element of his contract. He is declared individually responsible for the liabilities of the bank to the extent of the amount of his stock at the par value thereof, and this responsibility attaches as soon as the relation of stockholder is assumed, and continues until the relation ceases. My view is that Congress intended to give all persons dealing with the bank the guaranty or assurance of this stockholder's liability for the purpose of giving credit to banks organized under the law. The capital paid in on the shares might be wasted by fraud or bad management, but this additional stockholder's liability could not be wasted, but remains as a fund to be resorted to for the payment of debts when the other means of payment are exhausted, and it would certainly very much abridge this security if the liability of a shareholder is to cease with his death. It seems to me to be a liability which survives against the estate of a deceased shareholder to the same extent as if the shareholder had at the time he subscribed to or acquired his stock signed a written agreement to pay an amount equal to the par value of the stock on the debts or liabilities of the association when called upon by the receiver of the bank to do so, and such an agreement undoubtedly would survive against the representatives of the shareholder's estate."

There are 315 cotton mills in the Southern States, against 180 four years ago.

The increase in the cotton yield of Georgia for the last ten years is 100 per cent.

The once despised saw-palmetto of the South is likely to become a very useful tree. The fiber obtained from the inner lining of the bud is manufactured into a substance so closely resembling human hair that it is employed as a substitute for the genuine article. Paper fiber, hats, fans, and in all probability cordage and clothing, can be furnished by this tree, hitherto considered only an incumbrance to the soil.

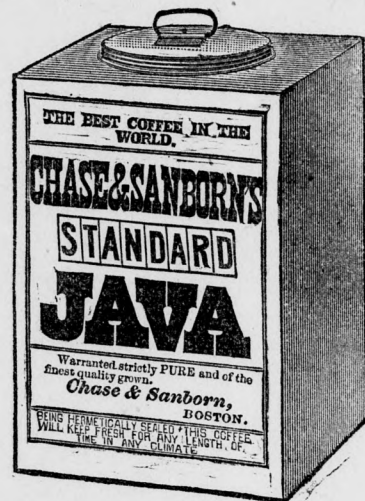
# BUY, SELL, DRINK

## —THE—

# BEST COFFEE in the WORLD

## Chase & Sanborn's

# Standard Java.



Always packed in Air-Tight Tin cans, thereby perfectly retaining Strength and Flavor.

Over 15,000 Grocers  
Throughout the United States and Canada  
Pronounce it the **FINEST COFFEE** they ever sold and testify that it has largely increased their sales by its **SUPERIOR QUALITY**.

The following testimonial coming as it does from one of the largest if not the largest grocers in the United States, is worthy of your consideration:

CINCINNATI, December 20th, 1883.

Messrs. Chase & Sanborn, Boston, Mass.

GENTLEMEN—In reply to yours of the 18th inst., asking our views in regard to the general excellence of your "STANDARD JAVA," will say that our house was founded in the year 1840, and from that time to the present our earnest united efforts have been to secure goods which represented the very highest grade of quality, and the success we have had and the reputation we enjoy we attribute to this policy.

About a year ago our attention was called to your "STANDARD JAVA," we personally tested it very carefully and to our mind it was most excellent. We then ordered a sample lot and placed it before our customers for approval, and it was pronounced by them a very fine Coffee. Since then as you know we have bought largely, and freely admit that it gives the best satisfaction. It is uniform in quality, and we have daily proofs from consumers that it is richer, finer flavored and more uniform than the Coffee we formerly sold which was the finest brand of Ankola or Mandeheling Java in the market.

Yours respectfully,

(Signed,) **Joseph R. Peebles' Sons.**

Send for Sample Lot.

We guarantee to increase your Coffee trade. We have done it with others; we can with you.

## CHASE & SANBORN,

### Importers, Roasters and Packers,

Boston, Mass., U. S. A.

CANADIAN BRANCH,  
435 ST. PAUL STREET,  
Montreal, P. Q.

MICHIGAN AGENT.  
**H. T. Chase,**  
Sweet's Hotel, Grand Rapids.

## THE "GOOD ENOUGH" FAMILY



CLOSED.



OPEN.

## Oil & Gasoline Can.

EVERY LIVE DEALER SHOULD SELL THEM.

This is the Most Practical Family Can ever Offered to the Trade.

Cannot be Excelled for Convenience, Cleanliness, Comfort.

Lamps are filled direct by the Pump without lifting the Can; the Discharge tube adjusting to suit the height of any lamp.

No dropping oil on the floor or table. No faucet to leak or get knocked open to waste contents or cause explosions. In getting can refilled, no parts to be left at home to drain oil over floor or become injured. No Corks to lose—Closes itself perfectly air tight—No Leakage—No Evaporation.

The dealer in selling this can is enabled to make a good profit, and in a measure avoid the annoyance of the small can, while you guarantee your customer absolute safety and the greatest possible convenience.

MANUFACTURED BY

**WINFIELD MFG. CO.,**  
**WARREN, OHIO.**

FOR SALE TO THE TRADE BY  
(H. LEONARD & SONS, GRAND RAPIDS.  
FOSTER, STEVENS & CO., "DETROIT."  
GEO. C. WETHERBEE & CO., "DETROIT.")

Send for Circulars & Price-List.

# JOHN CAULFIELD,

## IMPORTER

### AND

# Wholesale Grocer,

85, 87, 89 Canal Street,

GRAND RAPIDS

MICHIGAN.

I desire to call the attention of the trade to the fact that in the territory tributary to Grand Rapids, I cannot and will not be undersold. There is no conceivable reason why Chicago, Detroit, New York or Boston should be able to place groceries in Grand Rapids' territory. I certainly buy my goods as cheap as jobbers located elsewhere. Many large houses still purchase extensive blocks of goods as in war times. I purchase as the wants of my trade demand, and am, therefore, in the existing condition of trade, better able to sell goods at the lowest prices. The difference in the percentage of cost to sell goods in Chicago, Detroit, Boston and New York, and what it costs me would in itself make a handsome profit. I am anxious to obtain as large a share as possible of the near-by and home trade; and shall be pleased to furnish samples and quotations. Mail orders are especially solicited and lowest market prices on every order received is guaranteed.

## Teas.

The present is a good time to place your orders for Japan Teas. I have several invoices in transit, including basket fired and sun dried, my own importations. Please send for samples before purchasing elsewhere, or order a sample chest, subject to your approval. I wish to have it understood that all tea orders will be filled subject to approval; and if not satisfactory, after examination, the goods can be returned and will stand all expenses incurred, including outward freight.

## Coffees and Spices.

I have already called attention in the columns of THE TRADESMAN to my new brands of Roasted Coffees. The marked and deserved success of this department is the very best evidence of the merit of the goods. I devote much time and attention to the selections for roasting and blending, and GUARANTEE better values than are those furnished by Eastern parties, or no sale.

Home Roasted Rio.....	14
Prime ".....	16
Select Maracaibo.....	18
Imperial Roasted (a blended Coffee).....	18
O. G. Roasted Java.....	23
Mandeheling ".....	25
Java and Mocha.....	28

I exercise great care in selection and grinding of spices, and can especially recommend my two brands of

**J. C. Strictly Pure Ground.**  
**J. C. Pure Ground.**

Also my

**J. C. Best English Mustard.**

Can put up ground goods at any price to suit the trade, and will guarantee values.

## Canned Goods.

I have a large and well assorted stock of Canned Goods. My Black Diamond brand of California Salmon is especially fine. It is not a bad time to lay in a stock of the new pack of peaches.

I have en route a car load of Country Standards, all Yellows, which I will sell very cheap.

## Imported Groceries.

My stock includes French and Turkish Prunes, Patras Currants, Loose Muscatels, London Layer, Valencia and Ondara Valencia Layer Raisins, Citron, Prunells, Figs, Olive Oils, French Sardines, French Mustard, Crosse & Blackwell's Pickles, Sicily Canary Seed, Italian Macaroni, Condensed Milk, etc.

## Soap and Starch.

I keep all the well known and popular brands of soaps at lowest prices, including Babbitt's, Kirk's standard brands, Fairbanks', Schultz's (Fatherland), Simon's Condensed, etc.

I am agent for Gilbert's Starch Factories, Des Moines and Buffalo. Their goods have always been regarded as equal to any of the crack Eastern manufacturers, and have always held their own in the Eastern States. I am now placing my second car-load within thirty days, and have yet to hear the first complaint with regard to quality of the goods. I am able to compete with Western manufacturers in price, and guarantee quality equal to any in the market.

## Cigars and Tobaccos.

This has always been prominent in my trade, and has required much of my attention. I have the exclusive control in this State of some of the best brands of Cigars, Cigarettes, Fine Cut, Plug and Smoking Tobaccos, including in Plugs Senour & Gage's Celebrated Red Star and Old Five Cent Time; Horseshoe and D. & D.; McAlpin's Green Shield and Chocolate Cream; Nobby Spun Roll and Ne Plus Ultra Black Spun Roll. In Fine Cuts, Fountain, Old Congress, Good Luck, Good and Sweet, American Queen, Blaze Away, and Hairlifter. In Smokings, Rob Roy, Uncle Sam, Mountain Rose, and Gold Flake Cabinet. In Cigars, Glacum's Standard, Delumos, After Lunch, Our Winners, Little Hatchets, Golden Spike, Josephus, Commercial and Magnolias, the champion cheap cigar.

Yours Truly,

**JOHN CAULFIELD.**



# IMPROVED BAKING POWDER



**H. LEONARD  
& SONS.**  
Importers.

# HOLIDAY GOODS!

## CALL EARLY AND OFTEN!

**H. LEONARD  
& SONS.**  
Importers.

The largest stock in Michigan now open and ready for inspection. It is an acknowledged fact that our line of these goods pays the merchant **BETTER PROFITS** with **QUICKER SALES** than any other because

Our Goods are Useful.  
They are Ornamental.  
There is no dead Stock among them.  
They are the most durable.  
They make the most Attractive Stock.

Ladies' Cups and Saucers,  
Gentleman's Cups and Saucers.  
Plate Sets.  
Bread and Milk Sets.  
Fruit Plates.  
Fruit Comports.  
China Shaving Mugs  
New Styles Vases.

New Styles of

### TIN TOYS.

### DOLLS!

Dressed Dolls,  
Limb Dolls,  
China Dolls,  
Papier Mache Dolls,  
Wax Dolls,  
Kid Dolls,  
Cloth Dolls.

### Dollar Toys!

### Imported Colored Glass.

**Polka Dot** and **Cracquel** in Pitchers, Tumblers, Salts, Peppers, Cider Sets, Water Sets and Spoon Holders.

### MAJOLICA WARE

At greatly reduced prices.

Smoking Sets and Tobacco Boxes.

China Toys, China Figures and Iron Money Safes.  
**WOOD TOYS.**

We have such an Assortment that you can buy your Entire Stock of us.

Send for printed lists showing Assortments we keep on hand ready for Shipment.

Send for Complete Price-List of Crockery, Glassware, Chandeliers, China, Decorated Tea and Dinner Sets, Lamps and all Lamp Goods.

# H. LEONARD & SONS.

Mustard Manufacture in California.  
From the San Francisco Chronicle.

The establishment of a number of mustard manufacturing mills in this city has added a comparatively new feature to the growing industries of the coast. The prolific character of the mustard plant in the southern part of California will yield abundant material for the manufacture of prepared mustard for home consumption, and enable the mills to supply large quantities of the article in cake for shipment to the East, to be there prepared for domestic purposes. In the manufacture of this condiment both the black and

yellow seed are used. The former imparts to the preparation the sharp, pungent effect of the relish, while the yellow seed has the effect of softening and communicating the sweet flavor which is possessed by the sauce, as well as to give it color. The mustard supplied to the druggist for medicinal purposes is very different from that prepared for domestic uses, being crude in character and relatively very cheap. In crushing the seed to form the mustard cake a rich oil is extracted, which, upon being passed through a refining process and otherwise delicately worked, is made into a delightful vegetable

oil for table use, that to any other than the expert possesses the delightful flavor of the olive oil. Indeed, there is every reason to suspect that much of the oil from mustard seed is refined for table use, and with an appropriate label on the bottle, finds its way to the tables of many who delight in the use of that unctuous substance known as olive oil.

The crude or cheaper grade of oil is extensively used by paint works for mixing colors, and its application to any use where vegetable oils are serviceable has given entire satisfaction. The cost of mustard seed in open market is about two cents a pound,

and after the seed is pressed and made into mustard cake the residue in oil will yield more than the original cost of the material. The largest mill here is about to enlarge its capacity as the home demand is more than equal to the production, while the Eastern field is asking for large shipments.

The history and management of railroads will be made a special course of study at Yale College. Thorough instruction in such subjects is practical education of the highest value. Yale sets a good example to other institutions of learning.

Carbon paper, for copying and duplicating can be made in the following manner: Take sweet oil, mixed to the consistence of cream, with either of the following paints (to produce the color desired): Prussian blue, lampblack. Venetian red, or chrome green; they should be ground fine on the stone. Use rather thin but firm paper, put on with a sponge, and wipe off as dry as possible; then lay them between uncolored paper, and press by laying a weight or some other heavy flat substance upon them until the surplus oil is absorbed, when it is ready for use.

It is nearing the time for the sons of the Prince of Wales to ask the English Parliament to furnish them twenty or twenty-five thousand dollars a year in order to keep up the style becoming the sons of the future King, and probably for the purpose of showing that august body that they are neither witless nor helpless will shortly publish a book describing their experiences while cadets upon the ship Bacchante. These two boys give evidence of more energy and pluck than have the sons of Queen Victoria, all of whom seem to find most pleasure in exhibiting themselves to their sycophantic subjects.

# CHEW ACORN PLUG.

## Every Box Guaranteed to Suit the Trade.

## THREE HUNDRED THOUSAND

### Pounds Sold in Michigan in One Year

## WITHOUT THE ASSISTANCE OF A SCHEME!

## HAWKINS & PERRY

AND

## FOX, MUSSELMAN & LOVERIDGE

Agents for Grand Rapids, Mich.

MANUFACTURED BY

# DICK, MIDDLETON & CO., Louisville, Ky.



# The Michigan Tradesman.

Subscribers and others, when writing to advertisers, will confer a favor on the publisher by mentioning that they saw the advertisement in the columns of this paper.

## MERCHANTS AND CREDITORS.

Some General Observations of Interest to Debtor and Creditor.

From the U. S. Economist.

Credit is the essential element of trade, and if judiciously given, stimulates activity and promotes the happiness of mankind. It is of little consequence as regards soundness of the credit system whether the time allowed for payment be short or long. The most important part is that it be not expended beyond what experience has determined to be a proper proportion between capital and credit. This may differ somewhat in different countries, and at different times in the same countries, by legitimate expansion and contraction, in sympathy with the financial condition of the country. Credit is of special advantage in building up trade, and it is more necessary in comparatively poor sections than in financial centers, at least as regards long time. Europeans understand this matter apparently better than we do, for they are extending their commercial intercourse with distant peoples who have resources with little enterprise, and who are willing buyers, if long credits are given them. Some of the most important outlaying markets, which properly should be first supplied with our own products, because of their nearness to us, are being secured by England, France and Germany on the basis of long credits. In this connection it is not to be forgotten, of course, that the United States is shamefully in the background for marine facilities for doing business with other countries, and particularly with the States of South America. Merchants here have often to ship goods to Europe that they may have conveyance from there to South America. But a more liberal disposition to sell on long credits and to adapt goods to foreign markets would in time compel better freight facilities. Are Europeans better merchants than Americans? Is the mercantile spirit larger in England and on the Continent than in this country?

Not only are credits necessary, but they involve further obligations of a high order on the part of those who give them. Of course, all risks are calculated and constitute a part of the charge on goods so sold. It is expected that there may be some failures, that there may be some widespread business troubles, or that there may be money stringency at times. It is part of an implied contract, a part of the high mercantile character, a part of the largeness of the true merchant, that when such times do come the debtor should not be pounced upon and forced to the wall because his hands are tied by events which he could not control. It is in such times as these, in fact, that the difference is seen between the real merchant and the mere trader. The man who has his tens of thousands at stake with a customer of whom he hears some rumors of difficulties, is likely, as in more than one case which we know of, to proffer aid or an extension of credit. On the other hand, it is but too often the case that the man who has only a few dollars, or hundreds at most, at stake, is very active with his tongue in weakening and pulling down his customer, caring for no amount of destruction he brings about, so that he may possibly be ahead of others to save the dollar that is owing him.

But it is not only when a merchant may be actually in trouble that such creditors seek to work destruction. It is often the case in times like the present, for instance, that their principal occupation is to try to break down the credit of men in good standing. Rumor is a powerful agency of destruction at such times, and however good a balance sheet a merchant may have, it is often in the power and heart of those huxtering characters to strike deadly blows in their greed for gain, or out of mere dissoluteness of mercantile character. If a merchant can make a fair showing at such a time, he is entitled to be upheld by his creditors, and besides their interests are identical with his own. The mercantile community would be spared many a disaster if a high sense of responsibility in such cases were generally prevalent.

Credits not only entail responsibilities of this kind upon the creditors, but merchants should not make rash credits in the zeal to sell goods. A risky expansion of business by such methods as the present system of long datings ahead is apt to weaken the courage and magnanimity of the best merchants in times of difficulty, but it should be considered that the more risk is taken the more incumbent it should be upon the creditor to stand by his customer in the hour of peril. Credits are necessary and wholesome, but they are inseparable from the correlative duty mentioned and a sense of magnanimity on the part of the true merchant.

## A Fortune from Soapbuds.

Mr. W. M. Williams, a chemist of London, England, relates the following story about a French chemist who proceeded to Yorkshire to make his fortune. He was so presumptuous as to believe that he might do this by picking up something that Yorkshiremen threw away. That something was soapbuds. His chemistry taught him that soap is a compound of fat and alkali, and that if a stronger acid than that belonging to the fat is added to the soapbuds, the stronger acid will combine with the alkali and release the fat, which, thus liberated will float

upon the surface of the liquid, and may then be easily skimmed off, melted together and sold at a handsome profit.

But why leave the beautiful France and desolate himself in dreary Yorkshire merely to do this? His reason was, that the cloth-workers of Yorkshire use tons and tons of soap for scouring their materials, and throw away millions of gallons of soapbuds. Besides this, there are manufactories of sulphuric acid near at hand, and a large demand for machinery grease just thereabouts. He accordingly brought iron tanks and erected works in the midst of the busiest center of the woolen manufacture. But he did not make his fortune all at once. On the contrary he failed to pay expenses, for in his calculations he had omitted to allow for the fact that the soap liquor is much diluted and therefore he must carry much water to obtain a little fat. This cost of carriage ruined his enterprise, and his works were offered for sale.

The purchaser was a shrewd Yorkshireman, who then was a dealer in second-hand boilers, tanks and other iron wares. When he was about to demolish the works, the Frenchman took him into confidence, and told him the story of his failure. The Yorkshireman said little, but thought much, and having finally assured himself that the carriage was the only difficulty, he concluded after the manner of Mahomet that if the mountain would not come to him, he might go to the mountain; and then made an offer of partnership on the basis that the Frenchman should do the chemistry of the work and that he (the Yorkshireman) should do the rest.

Accordingly, he went to the works around and offered to contract for the purchase of all their soapbuds, if they would allow him to put up a tank or two on their premises. This he did; the acid was added, and the fat rose to the surface, was skimmed off, and carried without water, to the central works, where it was melted down, and with very little preparation, was converted into "cold-neck grease," and "hot-neck grease," and used, besides, for other lubricating purposes. The Frenchman's science and skill, united with the Yorkshireman's practical sagacity, built up a flourishing business, and the grease thus made is still in great demand and high repute for lubricating the rolling-mills of iron-works, and for many other kinds of machinery.

## Something for Nothing.

From the American Artisan.

The desire to get something for nothing seems to be inborn in human nature. In general, people count themselves fortunate if they get an entirely satisfactory equivalent for an expenditure of time, labor or money. Few, however, are averse to receiving benefits without rendering an equivalent. Newspaper publishers long since discovered this tendency of human nature, and are reminded of it often enough to keep it from passing out of memory. These gentle reminders seldom come in requests for gratuitous space in the regular advertising columns, although such instances are not unknown. The editorial columns are good enough for people who are willing to accept gratuitous advertising. This class of persons always have something which they feel sure the public and ourselves must be interested in, and as a matter of news, you know, etc. Now, no persons in the world are so eager to get hold of news, something good, which they can appropriately use, as newspaper men. None have so keen an appreciation of what "the public" will be interested in as they. But there is a very wide margin between what would interest the party concerned and what would command the attention of the public, which has no personal interest in the matter. The obligation of the newspaper publisher is honestly discharged when he has given a certain amount of space in his advertising columns in return for a stipulated consideration. But, as a matter of fact, publishers are exceedingly liberal in their notices, reports, news items, etc., which call the attention of readers to persons or products. These notices, while they are of value to the business of the persons or firms mentioned, are gratuitously published because they are of interest to the public, and are a part of the current history or record of the progress of trade. No class of business men in the world render so much service to business interests without asking or expecting direct return as the newspaper publishers. Such being the fact, it is not strange that they should sometimes feel that good nature is trespassed upon when people who rarely or never do legitimate advertising, go too far in their efforts to secure something for nothing.

## Consistent Reasoning.

An independent business man who carried the bulk of his stock upon his back, and went from door to door to sell his goods, in order to avoid excessive rents, was in the habit of buying his goods from a particular friend. He was sure that he was getting bottom prices. One day, by accident, he discovered that a competitor buying from the same man was getting his goods much cheaper. Very wroth at the unfriendly dealing of his supposed friend, he sought him out at once and took him to task. "You surprise me very much; don't you see I am doing better for you than for that other one?" "No, I don't see it." "Well, you buy an article for twelve dollars, add on fifty per cent, and make six dollars; the other one pays eight dollars, adds fifty per cent, and makes only four dollars! And yet you say I am not your friend!"

An immense cotton mill is to be erected in Waco, Texas.

# Collections and Insurance.

Special Attention given to Collections in City or Country. Also

## FIRE, LIFE & ACCIDENT Insurance.

Shoe and Leather..... Boston  
Cooper..... Dayton, Ohio  
Union..... Pittsburgh, Pa.  
Germania..... Cincinnati, Ohio  
Total Assets represented, \$3,516,808.

CORRESPONDENCE SOLICITED.

## TOWER & CHAMPLIN

General Collectors,

16 Houseman Block - Grand Rapids

# Hercules Powder,

THE GREAT

## STUMP and ROCK

Annihilator.

SEND FOR PRICES.

## JOHN CAULFIELD,

General Wholesale Dealer.

# BANNERS!

We are prepared to get up on short notice Banners and Transparencies of all kinds. Lettered, with or without Portraits of Candidates. Ropes to put up same also furnished. State size you want and we will quote prices.

JOBBERS OF

HORSE COVERS, OILED CLOTHING, AWNINGS, TENTS, ETC., ETC.

## ALBERT COYE & SONS,

73 Canal Street.

GRAND RAPIDS, - MICHIGAN.

# DO YOU KNOW

-THAT-

## Lorillard's Climax

PLUG TOBACCO

With Red Tin Tag, is the best? Is the purest; is never adulterated with glucose, barytes, molasses or any deleterious ingredients, as is the case with many other tobaccos? Lorillard's Rose Leaf Fine Cut Tobacco is also made of the finest stock, and for aromatic chewing quality is second to none. Lorillard's Navy Clippings take first rank as a solid durable smoking tobacco wherever introduced. Lorillard's Famous Snuffs have been used for over 124 years, and are sold to a larger extent than any others.

# SHRIVER,

## WEATHERLY & CO.,

Grand Rapids, Mich., Wholesale and Retail

## IRON PIPE,

BRASS GOODS, IRON AND BRASS FITTINGS

MANTLES, GRATES, GAS FIXTURES,

PLUMBERS, STEAM FITTERS,

-And Manufacturers of-

Galvanized Iron Cornice.

# SEEDS

-FOR THE-

FIELD AND GARDEN,

-AT-

WHOLESALE AND RETAIL,

-AT THE-

SEED STORE,

91 Canal St., Grand Rapids, Mich.

## W. T. LAMOREAUX, Agent.

## OYSTERS!

We duplicate Chicago and Detroit prices and guarantee as strictly fresh stock and as well filled cans as any in the market-at bottom prices.

## SEEDS!

Clover, Timothy and all kinds field seeds at bottom prices. Write for quotations when in need of seeds.

## Oranges and Lemons

Green and Dried Fruits, Butter, Eggs, and all kinds of Produce.

## MOSELEY BROS.,

122 Monroe Street, Grand Rapids, Michigan.

# JOHN CAULFIELD

Is our Agent in Grand Rapids for our FAMOUS

# GALVANIC SOAP

The best easy washer manufactured.

## B. J. JOHNSON & Co.,

MILWAUKEE.

# W. N. FULLER & CO

DESIGNERS AND

## Engravers on Wood,

Fine Mechanical and Furniture Work, Including Buildings, Etc.,

49 Lyon St., Opposite Arcade,

GRAND RAPIDS

MICH.

# STEAM LAUNDRY

43 and 45 Kent Street.

A. K. ALLEN, Proprietor.

WE DO ONLY FIRST-CLASS WORK AND USE NO CHEMICALS.

Orders by Mail and Express promptly attended to.

## THE GRAND RAPIDS

# Com'l. College

(Established 1866) is acknowledged to be the most complete, thorough, practical, economical and truly popular school of its kind. Demand for its graduates greater than the supply. For particulars enclose stamp for College Journal. Address C. G. SWENBERG, Grand Rapids, Mich.

# SEEDS

GRAND RAPIDS GRAIN AND SEED CO.

91 CANAL STREET.

## Westfield Whips,

Send for

PRICE LIST.

ORDERS

PROMPTLY

FILLED.

And Lashes of All Kinds and Prices.

## G. ROYS & CO., Gen'l Agents

Grand Rapids, Michigan.

## EDMUND B. DIKEMAN,

-THE-

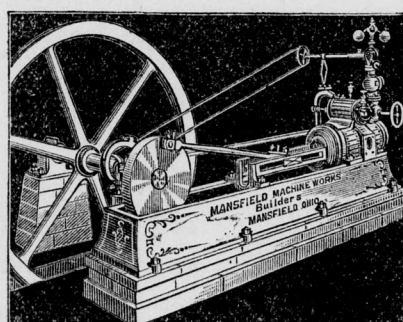
## GREAT WATCH MAKER,

-AND-

## JEWELER,

44 CANAL STREET.

GRAND RAPIDS, - MICHIGAN



PORTABLE AND STATIONARY

## ENGINES

From 2 to 150 Horse-Power, Boilers, Saw Mills, Grist Mills, Wood Working Machinery, Shafting, Pulleys and Boxes. Contracts made for Complete Outfits.

## W. C. DENISON,

88, 90 and 92 South Division Street,

GRAND RAPIDS, - MICHIGAN.

## HALL'S

MULTUM IN PARVO

System of

Common Sense

BOOK KEEPING,

FOR

RETAIL GROCERS,

AND

GENERAL STOREKEEPERS,

REQUIRES

TWO BOOKS ONLY

For All Purposes.

NAMELY: "THE ACCOUNT BOOK," combining both DAY BOOK and LEDGER in one, by which customers itemized statements are furnished in one-third the time required by the usual process, at hundreds who are using it will cheerfully testify.

AND "THE COMPENDIUM," requiring but 10 minutes a day to record each day's CASH transactions, and supply a complete self-improving PROFIT and LOSS Balance sheet whenever desired.

Full details, illustrated by example, sent free to MERCHANTS sending name and address to HALL & CO., Publishers, 154 LAKE ST., CHICAGO, ILL. If possible send BUSINESS CARD.

# SHIELDS, BULKLEY & LEMON,



## IMPORTERS

-AND-

# Wholesale Grocers,

Cor. Ionia & Island Sts., Grand Rapids.

## New Japans.

We invite the special attention of the trade to several large invoices of the new crop of 1884-5 Japan Teas, including all grades of Pan Fired, Basket Fire and Sun Cured, and embracing about 1,200 chests in all, which we have recently received per the Pacific Steamers San Pablo and City of Rio de Janeiro. These Teas are positively our own importation, and we believe we are safe in saying that they are the first Teas ever imported to this market direct from Japan.

They are selected with a view to the wants of Michigan trade and our friends will do well to send for samples and quotations before buying new Teas.

## Soaps.

Again we remind the Trade that we are the Sole Agents in this market for the well-known and popular Soaps of LAUTZ BROS. & CO., Buffalo, N. Y. Below we mention a few of their best-known brands:

Aene,	Towel,	Napkin,	Best American,
Palma,	Shamrock,	Nickel,	White Marseilles.
White Cotton Oil,	Gem,	Stearine,	Boss,
Blue Danube,	Mottled German,	Lautz Soap,	Savon Republique,
Master, etc.			

These goods we sell regularly at the Manufacturers' Prices, and deliver them in 10 box lots and upwards to all rail points in Michigan, freight prepaid. Please send for price-samples. See quotations on Grocery Page.

## Starch.

We are also the Sole Agents here for the NIAGARA STARCH WORKS' Starch, of Buffalo, N. Y., which we sell at the manufacturers' prices, freights prepaid on all shipments of 10 box lots and upwards to all railroad points in Michigan. Send for price lists. See prices on Grocery page of this paper.

# Fancy Groceries.

We carry not only a complete line of staple goods, but also a full assortment of everything in the Fancy Grocery department, and are now considered headquarters in this line. Please send for Circulars and Price-lists relative to this department. Parties desiring new stocks will find it to their decided advantage to come and see us before purchasing. Crosse & Blackwell's English Pickles. Curtis Bros.' Salad Dressing. Lea & Perrins' English Sauce. Durkee & Co.'s " " A. Lusk & Co.'s California Peaches. Piccadilly " " Green Gages. Colman's " Mustard. " " Apricots. James Epps' " Breakfast Cocoa. " " Egg Plums. Choice Brands of French Peas. " " Pears. " " Mushrooms. " " Quinces. " " Italian Macaroni, 1 lb pkg. " " Grapes. " " Vermicelli. " " Cherries.

Queen Olives, 16 oz. and 27 oz. bottles. China Preserved Ginger, all size jars, French Capers, genuine imported in bottle. Knowles & Anderson's Jams and Jellies. Choicest Salad Oil, Antonini & Co., Leghorn.

We are sole agents for the Rochester Ready Cooked Food Co.'s Desiccated and Cooked Oat Meal, Hominy, Wheat, Beans and Peas. Send us a trial order for these goods. All correspondence and mail orders receive prompt attention.

# SHIELDS, BULKLEY & LEMON.







MUSKEGON MATTERS.

Facts and Fables Picked up at that Place.

Dan. L. Root succeeds Brown & Hamblin in the second hand furniture business.

E. R. Ford has removed his grocery stock from the old location to the Rice block.

Bedard & Metayer succeed Wm. T. Rogers in the drug business on Pine street.

With a continuous pavement nearly two miles in length, Western avenue, presents a driveway which has few equals and no superiors in Western Michigan.

It is not unlikely that the druggists of this city will form an association for mutual and protective purposes. There are fifteen druggists in the city, nearly all of whom would co-operate in an undertaking of the kind, in which case the results would amply compensate for the expenditure of time and money involved in bringing the society up to a practical reality.

Little progress has been made of late in unearthing the fraudulent acts of the Schimmels, although the recent examinations of Park A. C. Bradford and Dan. L. Root have served to throw considerable light on the subject. There is no longer any doubt that the Schimmel failure was one of the rottenest frauds ever perpetrated in Michigan, and every honorable man would be glad to see all the facts in the case shown up in their proper light and the prime movers in the atrocious steal receive the punishment they so richly deserve.

It will be a surprise to dealers in other towns to learn that Muskegon has no ordinance governing the actions of vegetable peddlers and huxters, and that every farmer is allowed the privilege of the streets for the purpose of disposing of his products. Such leniency is a manifest injustice to legitimate traders, who help meet the expenses of the city government, the grading and paving of the streets, etc., and should receive some sort of immunity from a class who contribute nothing to these objects. THE TRADESMAN has prepared a number of blank petitions to the Common Council, which it hopes to see thoroughly circulated and receive the signature of every dealer in the city. Energetic action on the part of those most directly interested would relieve the entire trade of an evil which has been particularly oppressive the present season.

Andrew Wierengo has at last received intelligence as to the whereabouts of his absconding book-keeper, or rather, his whereabouts about a fortnight ago. On the 15th ult., he called at Gowans & Stover's soap manufactory at Buffalo, introduced himself as "Mr. Sanford," placed an order for twenty-five boxes of soap, and asked the firm to cash a draft on Wierengo for \$25. The details of the call are thus described in a letter from the firm in question:

BUFFALO, N. Y., Oct. 20, 1884.

A. Wierengo, Esq., Muskegon, Mich.

DEAR SIR—Your postal of the 18th inst. is received and noted. The circumstances in the order we wrote you about are these: On the 15th inst., a gentlemanly young man, calling himself Mr. Sanford, called at our office, and said he was in your employ. He knew the kinds and amount of our soaps you handle, and seemed quite well posted on our business relations, and regretted that our agent Mr. Toad was not in, as he claimed to know him well, having met him in your store. After a short visit he gave us the order we wrote you about. He claimed to have been on a visit to friends in New York, and before leaving mentioned that he was a little short, and would hardly dare ask us as strangers to cash his draft on you for \$25. We told him we would gladly do it for him, but would have to telegraph to you first to make sure he was Mr. Sanford, etc. He then left, saying he would call again, and that is the last we saw of him. We have marked the order off.

Yours, Very Truly, GOWANS & STOVER. Immediately after leaving Gowans & Stover's, McKay went out to Lautz Bros. & Co.'s factory where he introduced himself as "Mr. Black." Placing an order for twenty-five boxes of soap, he asked for a loan of \$35, and was accommodated. A draft for that amount was drawn on Mr. Wierengo by the firm, but, of course, was refused, although the soap was accepted, as nothing was known of the order until the goods reached Muskegon. It is supposed that McKay has been hiding in Canada, and that his appearance on this side of the line was for the purpose of replenishing his depleted exchequer. It is not improbable that the \$1,400 stolen from Wierengo has been already expended in riotous living, and that McKay will depend for subsistence for some time to come on his swindling propensities. In the mean time, concerted efforts will be made to land him behind prison bars.

Things Heard on the Street.

That the days of cheap trash are numbered.

That there never was a better time for dealers to secure good credit by discounting their bills.

That no matter how dark the hour or how dubious the outlook, Michigan dealers never dismiss hope.

That dealers can raise the standard of their business by raising the character of the goods they keep in stock.

That nothing but the quick and aggressive movement of our bounteous crops can stir the sluggish current of the channels of trade.

To Whom Do You Refer?

From the Coopersville Observer.

THE MICHIGAN TRADESMAN devotes about a column each week to F. C. Brislin, of Berlin. Better let up on him and give some one else a deal. Its readers in this vicinity would appreciate the paper just as much as they do now.

Brief Answers to Occasional Correspondents.

W. J. Price—The fur market is steady at present.

Geo. H. Seymour—Yes, stolen sweets—and trout—are best.

C. C. Drew—Yes, Ionia is a nice place and possesses many attractions.

J. N. Bradford—Yes, promiscuous letter writing is dangerous business.

W. A. Dunlap—Where are you now, anyway? Haven't heard of you for an age.

W. S. Horn—Yes, the park opposite the Spring Lake House is the finest in the State.

Geo. Dunton—Yes, we believe the expression, "Oh, you little dear," was original with yourself.

Dr. J. B. Evans—Your second drama is devoid of plot or interest and is doomed to meet with failure.

S. S. Burnett—Yes, insurance is a good thing, unless you have to pay the losses as well as the premiums.

M. C. Russell—Yes, Chicago is a wicked city, and the lack of rooms at the hotels is sometimes embarrassing.

J. E. Ireland—Yes, it is small satisfaction for a poor marksman to go hunting with a shot-gun. A cannon is more effective.

A. C. Sharp—A treatise on cat doctoring would undoubtedly yield good returns, providing you handled the subject properly.

Lew. Hawkins—We believe your patent car spring could be made to pay enormously, providing the thing was pushed properly.

L. M. Mills—Yes, we believe Bonanza has more good-looking schoolmarm to the square inch than any other place of its size in the country.

F. C. Brislin—Yes, promises are cheap, and we see no reason why you should not continue to aggravate your creditors—seeing it doesn't cost anything.

John Read—Since you have made a record as a pedestrian equal to Rowell's, it might be a good idea to challenge that gentleman to a walking match.

A. C. B.—It does look like small business to walk a mile for the purpose of reading some one else's paper. Pay for it like a man and you will feel better.

D. S. Haugh—Yes, a series of sparring exhibitions would undoubtedly pay well, especially in the towns throughout Northern Michigan, where you are best known.

I. E. Messmore—It is hard to advise one in your situation. Now that the campaign is over, the only employment we could suggest would be for you to furnish wind for a balloon factory.

Andrew Wierengo—No, you do not have to obtain a license to write poetry, but it might be advisable to get the following selections copyrighted:

There is a happy land

Far, far away,

Where lives a friend of mine,

Alex. McKay.

Alex. McKay is now a rover, But he could not swindle Gowans & Stover; I fear he has now a hard row to hoe Unless he meets lots of Lautz Bros. & Co.

The New Wall Finish Company.

M. B. Church, of the Church Finish Co., was seen by a reporter of THE TRADESMAN the other day, and questioned relative to the present condition and future prospects of the new corporation. He stated that the work of getting a new line of goods on the market was being pushed forward with all possible rapidity and that by January 1 that object would be attained. The plant of the new company consists of 120 acres of land; formerly known as the White plaster mill property, located on the Grandville road, just south of the city limits. The buildings formerly used in the manufacture of plaster are being fitted up for the new use, and motive power will be furnished by a sixty horse-power engine. The water power furnished by Plaster creek, as yet unimproved, will be utilized another season. Eight run of thirty-six inch mill stones will be employed, both the grinding and mixing to be done by a new process, patented by Mr. Church. The plaster rock will be obtained from a new strata eighty feet from the surface, discovered while boring for that purpose this fall. The strata is solid rock, twenty feet thick, and of exceptionally fine quality. Arrangements are now being made to sink a shaft in order to get at the strata, which will be elevated by means of hoisting machinery. The new company starts out under favorable auspices, and will undoubtedly meet with the same success that marked the Alabastine Co. under Mr. Church's management.

Pertinent Business Suggestions.

When sending goods by mail always have your own name appear on the outside of the package.

If you send goods by express and pay charges, state on the outside of the package, Express prepaid.

If you send a package without instructions, be sure and send a letter by the first mail.

Always read a letter twice before sending, because any one is liable to make a mistake.

What Helped Him Out.

A certain dealer was out hunting recently, and a storm coming up he crept into a hollow log for shelter. After the storm abated he endeavored to crawl out, but found that the log had swelled so that it was impossible for him to make his exit. He endeavored to compress himself as much as possible, but with indifferent success. He thought of all the mean things he had ever done, until finally his mind reverted to the fact that he had stopped THE TRADESMAN without paying for it for the time he had had it. This made him feel so small that he slipped out of the log without difficulty.

MUSKEGON BUSINESS DIRECTORY.

S. S. MORRIS & BRO.,

PACKERS

—AND—

Jobbers of Provisions,

CANNED MEATS AND BUTTERS.

Choice Smoked Meats a Specialty.

Stores in Opera House Block, Packing and Warehouse Market and Water Streets.

Kline's Patent Candler and Egg Carrier.

The Best on the Market.

Can be made any Size, Round or Square, with any Capacity. State Territory for Sale by G. C. SAYLES, Sole Agent for the United States, P. O. Box 1973, Muskegon, Mich.

ORCUTT & COMPANY,

WHOLESALE AND COMMISSION

Butter, Eggs, Cheese, Fruit, Grain, Hay, Beef, Pork, Produce

Consignments Solicited.

MUSKEGON, MICH.

W. D. CAREY & CO.

OYSTERS,

—AND JOBBERS OF—

Fruits and Produce.

ORDERS PROMPTLY FILLED. BEST GOODS AT LOWEST PRICES.

F. J. LAMB & COMPANY,

—WHOLESALE DEALERS IN—

Butter, Cheese, Eggs,

Apples, Onions, Potatoes, Beans, Etc.

State Agent for the Lima Patent Egg Cases and Fillers.

NO. 8 AND 10 IONIA STREET.

GRAND RAPIDS. - MICHIGAN.

STRAIGHT GOODS—NO SCHEME.

CHEW

RED STAR



PLUG.

John Caulfield,

Sole Agent.

Oysters! Oysters!

WHOLESALE

OYSTER DEPOT!

117 Monroe St.

WE HAVE NONE BUT THE BEST BALTIMORE AND NEW YORK STOCK AND WILL GUARANTEE YOU SATISFACTION.

Give us a Trial.

F. J. DETTENTHALER.

Candy

We manufacture a full line, use the best material obtainable, and guarantee our goods to be first-class.

Nuts

We carry an immense stock of Virginia and Tennessee Peanuts, Almonds, Brazils, Filberts, Pecans, Walnuts and Coccoanuts, and compete with any market.

Oranges

We handle FLORIDA Oranges direct from the groves. The crop is large and fine and low prices are looked for.

Oysters

We are agents for the CELEBRATED J. S. FARREN & CO.'S Oysters and are prepared to fill orders for large or small lots, cans or in bulk, at the lowest rates.

PUTNAM & BROOKS.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

37, 39 & 41 Kent Street, Grand Rapids, Michigan.

WALL PAPER & WINDOW SHADES

At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order.

68 Monroe Street, Grand Rapids.

NELSON BROS. & CO.

Choice Butter a Specialty!

BANANAS, LEMONS, EGGS, CHEESE, VEGETABLES, APPLES, CIDER.

Careful Attention Paid to Filling Orders.

M. C. Russell, 48 Ottawa St., G'd Rapids.

IRA O. GREEN.

WHOLESALE

Oysters and Fruits.

Sole Agent for

MANOKEN BRAND.

30 and 32 Ionia Street

Grand Rapids, Mich.

Quick Work Soap.

RETAIL GROCERS in different parts of the State report QUICK WORK the best selling SOAP that they keep. Why? Because it is exactly as represented. It makes your CLOTHES WHITE and CLEAN. It SAVES LABOR and FUEL. It SAVES BOILING and HARD RUBBING. It leaves the HANDS SOFT and SMOOTH, and NO HOUSE FULL OF STEAM. In price IT IS CHEAPER, and is POSITIVELY GUARANTEED equal to SIDDALL'S, ALLISON'S, BOGUE'S, WARD'S, or ELECTRIC LIGHT, or any other LABOR SAVING SOAPS in the market and WILL NOT INJURE THE HANDS, or FINEST FABRIC, for it is made of the BEST and PUREST SOAP MATERIAL. QUICK WORK SOAP is packed in 100 or 50 12 oz. Bars in a box, with PICTURE CARDS, 3 lb Printed Paper Sacks, Tablets, etc., in each Box, so that it will introduce itself. It has a NEAT OUTSIDE WRAPPER, the INSIDE WRAPPER IS WAXED to smooth the Irons. Retail Grocers are invited to send us an order, 3 to 5 Box Lots, DELIVERED FREE to any Railroad Station in the State.

J. H. Thompson & Co

Wholesale Agents,

59 Jefferson Avenue

Detroit, Mich.