

Some Very "Plain Talk."

In the discussion of the labor question now going on in these columns we propose to give our correspondents the widest possible latitude. All sides and interests shall have a hearing. There are no favored guests at our symposium; every man, be he manufacturer, workman, economist or minister, has an equal chance in the expression of his opinions. There is an immense amount of misunderstanding and prejudice in the controversy between the holders of capital on the one hand and the wage-earners on the other, which must be dissipated before a better condition of affairs is reached. Plain talk, and the calling of things by their right names will help us all in forming right opinions concerning the most important question of the epoch. It is with pleasure, therefore, that we give place to the following communication, written, as the signature indicates, by "a workman."—Age of Steel.

EDITOR AGE OF STEEL:—Under the heading "A Symposium on Several Phases of the Labor Question," in your issue of Jan. 2, is to be found some very interesting reading on a subject of vital importance.

The variety of opinions expressed by the many contributors adds fresh evidence to more fully establish the truth of what is generally accepted as a fact: "It makes a vast difference where you stand to look at a thing."

Whose ox has been goaded? Whose funeral is being attended? Whose house is on fire? Whose corns are trodden upon? Whose elbow has the boil upon it? Who among us all is not ready to admit that upon these hypothetical questions, which might be multiplied indefinitely, or until they stood before us for answers by thousands or millions, and including all the varied questions which the so-called labor question involves, the opinions, judgment and final decision by which one would stand would depend very much upon whose comfort or interests were involved.

"We should rise above such selfishness, and judge all questions fairly on their merits," does some one say? Yes: "Talk is cheap." Where do I stand to look at this alleged "irrepressible conflict" between labor and capital? I was born about Christmas time, 1830. My father was a poor mechanic. At nine years of age I went from home and began to earn my own living. Long stories have been told of men who started in life with all their goods tied up in a bandanna handkerchief and became rich. I have remained poor, and for my part in the bandanna racket I can say that in all these forty-six years, since, a nine year old kid, I began to work for a living, all the worldly goods which have come into my possession which I have not bought and paid for through the labor of my hands or head could be easily done up in a child's size bandanna. Did my "hands become callous from toil?" Yes, before I reached my teens, and I have kept them so ever since. Then I am a workman? What do I say to the questions? Of course I ought to take sides with the workman. I do.

1. Are strikes and lockouts a necessary feature of the wage system? Yes, and will be just so long as human nature is so constituted as to prompt men to bite off their own noses to spite somebody else.

2. No, there is no compelling missing. Mutual interest is the coupling. Reiteration of the false charge that such interest is incompatible with the wage system causes the trouble.

3. No, it must remain a matter of contract between employer and employed, in which employers must be the judges of what they can afford to pay and laborers may decide whether to accept the wages offered.

4. No, because labor is not ready to take its share of the risk and responsibility and bear its share of the losses, and judging from the way it (labor) acts, it would be hard to convince it that it was getting its share, no matter what it did get.

5. Yes, certainly. Why not? Who can say a word against it? Won't half-a-million of dollars put into any business in which that is a sufficient capital be just as good if owned by 100 or 500 workmen as though it belonged to some capitalist or a dozen of them? Certainly. There is no law against it. Labor may break loose from the bondage and ills from which it suffers at any time. Just put in its capital. ("Capital" that's the very thing which oppresses labor!) It's necessary though, and of course it will be different when every man has a share, all workmen. It's got to be managed. Yes, and some of your contributors think that among workmen there has been insufficient business training, and that efficient business managers can not be selected from the ranks. They never made a greater mistake. But, will the best men be selected to manage? If they are, will they be permitted to manage without dictation and annoyance from men who, only fitted by nature and education for the most menial service, when elevated to the dignity of capitalist (?) think their "right to have their say is just as good as anybody's?" In co-operation the greatest difficulty lies in the fact that there are so many to be pleased or displeased with business management who know nothing about business, and many of them can't learn.

Still, there is great hope in this direction. In every successful business enterprise established and managed by workmen—pure and simple—not managed as some contributors try to make it appear is necessary, by ability hired from the capitalists' side—there will be great good accomplished in the cultivation of a higher standard of self-respect, and of such virtues as economy, self denial, forbearance, and an insight will be gained of the trials and risks, the fears and forebodings, contingencies and losses which are part and parcel of carrying on business for one's self, and which the average wage-earner knows little of. Most of all there is wanted enlightenment on the labor question. The establishment of co-operative enterprises by labor will give more than "side lights." It will be light on the subject from front and rear and through

skylights, as well as from the sides. There will be failures, but there will be successes too, and through both there will be increase of knowledge. Success will bring contentment and happiness to some. So will failure. Many a business man after years of struggling against reverses, to finally fail, has settled down to such day wages as he could get, and says "he never took so much comfort, never was so happy before in his life."

Certainly, brother workmen. Start in for yourselves. Have a business of your own, you have a right to do so. You will have a right to manage it. Too many of you are trying to manage the business of others. You have no right to do that. Anybody who is willing to make the investment, take the risk, bear the burdens of care and anxiety, and losses attendant upon doing business has the right, but the right to look on idly, so far as investment and risk, or sharing in losses are concerned, and still demand a share of the profits is questionable.

"Industrial partnership," as interpreted, carries with it too many unreasonable propositions. If full wages are paid how can the employer after that divide with his employees? If less than full wages are paid, thereby creating a fund for division, how are the employees better off in consequence? If full wages are paid and a bonus added does it practically mean anything else than increase in wages? and does that not mean increase in cost of production? If it be true that labor is so dishonest, so short sighted, so blind in its attacks upon capital, that to get an honest days work and prevent wholesale destruction of tools and material and property of all descriptions, it is necessary to have a change of system, does it not seem that more light is needed to show that there is no natural breach, instead of teachings which cause a breach and tend to widen it?

In days gone by we have read much stuff about the "noble red man," which illy fitted the character of the blood-thirsty, cowardly, sneaking assassin who sparing neither women nor children, faced no foe if he could possibly stab him in the back or decoy him to some well laid ambush. In these days we hear much about the "dignity of labor," about "God-given rights," etc. Why not drop this humbug about "dignity of labor" and try to cultivate more of the dignity of true manhood? And of the "God given rights" about which so much loud prating is done, why would it not be as well for each to give the other as much as he claims for himself? And just now should not a halt be called to see what that means? Noble workmen. Yes. Yes. By the million. Some of them poor, living from hand to mouth, some because that is the best they can do, some because they would do nothing else no matter what wages they had. Others who are rich, independent and are still toiling daily with their hands for more, and still others who, coming to the front with strike and boycott, bludgeon, dynamite and torch, are continually ringing the changes on a demand upon capital to "divide" and wish to be considered the "most noble of them all."

WORKINGMAN.

—Since Theodore Roosevelt gave his lecture on ranche life, he has received about two applications for places on his ranche. They have come from clerks, salesmen, professional men, mechanics and laborers, and the evident desire of one and all was for an opportunity to lead an easy and careless life, away from the hard work of the city. The professional men asked for superintendencies, and the clerks wanted a chance to do a little figuring, but the mechanics had but faint ideas of how they were to make themselves useful in a log or mud hut, or among the herds.

—Had Virginia seceded previous to the formation of the provisional government at Montgomery, there is no doubt that Robert M. T. Hunter would have been the president of the Confederacy. He is now an old-broken-down man, living on his farm in Essex county, Virginia. He, who in ante-bellum days, dictated the nominations and the policy of a great party, was glad to receive the other day a small federal appointment, which probably pays a thousand dollars a year.

—Miss Elizabeth Peabody vigorously protests against the idea that Sarah Winnemucca has misappropriated the funds sent her for educating the Indian children. She says Sarah Winnemucca has not only sent her accounts of how every cent is spent, but the receipts bills for everything. Miss Peabody feels also personally aggrieved by the manner in which the subject was taken up at the meeting of the Indian Association the other day.

—Prudence Crandall, whose school for colored girls at Canterbury, Conn., was broken up by a mob fifty years ago, is living in Kansas, old and poor, and the legislature of Connecticut has been asked to grant her a small sum as compensation for her financial loss and to expunge from the records of the court the statement of her conviction for the offence of teaching colored girls to read.

—Worth its weight in gold. West's World's Wonder, the cheapest and best liniment in the world; cures more cases and goes farther than any other medicine. Rheumatism try it. 25 and 50c. All druggists.

A Pleasure to Recommend It.
We take pleasure in recommending Dr. Warner's White Wine of Tar Syrup to any public speaker that may be troubled with any throat or lung disease.

Pastor Presbyterian Church, Reading, Mich.
Rev. J. T. Johnson, Albion, Mich.
Rev. V. L. Lockwood, Ann Arbor, Mich.

\$1.00 Forfeit.
Having the utmost confidence in its superiority over all others, and after thousands of tests of the most complicated and severest cases we could find, we feel justified in offering to forfeit One Thousand Dollars for any case of cough, cold, sore throat, influenza, hoarseness, bronchitis, consumption in its early stages, whooping-cough, and all diseases of the throat and lungs, except asthma, for which we only claim relief, that we can't cure with West's Cough Syrup, when taken according to directions. Sample bottles 25 and 50c. Large bottles \$1.00. Sent by express only in blue. Sold by all druggists, or sent by express on receipt of price. JOHN C. WEST & CO., 86 W. Madison St., Chicago, Ill.

OUR OFFER.

A Present to Subscribers



We will present to all new subscribers to the IRON PORT, and to all old ones who pay their subscriptions up to date and one year in advance, a year's subscription (worth \$1.00) to the

AMERICAN FARMER,

Published monthly at Ft. Wayne, Ind.

The American Farmer is one of the best Illustrated Agricultural papers in the United States and should be in the home of every farmer. Remember this offer is only good to those who pay one year in advance.

When sending your subscriptions please state whether you want the Farmer or not. Address,

IRON PORT, Escanaba, Mich.

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P. M. PETERSON,

DEALER IN

Fine Household and Office Furniture.

UPHOLSTERING AND UNDERTAKING.

SUPPLY OR REPAIR ALL KINDS OF FURNITURE. FURNISH AND ATTEND FUNERALS, OR CONTRACT FOR HOUSE-BUILDING ON THE MOST FAVORABLE TERMS.

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MEAT MARKET.

A. & H. BITTNER,

PROPRIETORS OF THE

City : and : Marine : Meat : Markets

And dealers in Fresh, Salted and Smoked Meats, Canned Meats and Fish, Sausage,

MINCE MEAT, BUTTER, EGGS AND CHEESE.

MISCELLANEOUS.

Farms For Sale.

The following list of lands is now offered for sale to farmers very low for cash or on easy terms and long credit:

DESCRIPTION	SEC.	TOWNSHIP	RANGE	ACRES
lot 1 of sec 5	5	40	23	34 80
sw 1/4 of sec 5	5	40	23	40
se 1/4 of sec 5	5	40	23	40
ne 1/4 of sec 5	5	40	23	40
lot 1 of sec 9	9	40	23	35 80
sw 1/4 of sec 9	9	40	23	40
se 1/4 of sec 9	9	40	23	40
ne 1/4 of sec 9	9	40	23	40
lot 1 of sec 11	11	40	23	35 80
sw 1/4 of sec 11	11	40	23	40
se 1/4 of sec 11	11	40	23	40
ne 1/4 of sec 11	11	40	23	40
lot 1 of sec 13	13	40	23	35 80
sw 1/4 of sec 13	13	40	23	40
se 1/4 of sec 13	13	40	23	40
ne 1/4 of sec 13	13	40	23	40
lot 1 of sec 15	15	40	23	35 80
sw 1/4 of sec 15	15	40	23	40
se 1/4 of sec 15	15	40	23	40
ne 1/4 of sec 15	15	40	23	40

These lands are situated on the state road north of this city and near it, none of them being more than eight miles distant, in a rapidly improving farming district, are well timbered with hard wood and are the most fertile and well-watered lands in the country. They will be sold in quantities to suit purchasers who buy them for occupation and improvement either for cash at very low prices or upon easy terms and long credit as may be desired. For particulars apply to SOLOMON GREENHOOD, Escanaba, Feb. 11, 1885.

BUSINESS MEN SHOULD ALWAYS USE PRINTED STATIONERY. WE FURNISH SUCH IRON PORT.

PUMPS, ETC.

THERE ARE LOTS

OF GOOD

Practical Plumbers

—AND—

Steam and Gas Fitters

In Delta county, but

Sam. Stonhouse

—IS THE—

Only One

Doing business in Escanaba.

LAND.

CASH PAID

For Partly Developed

MINING PROPERTIES,

Pine and Mineral Lands.

JULIAN M. CASE, Marquette, Mich.

DRY GOODS.

Railway Building!

And other exciting events are quiet in comparison with my trade in

CLOAKS!

CLOAKS!

CLOAKS!

—IN—

Plush,

Beaver and

Worsted

Will Close the few Remaining

AT COST!

Bed Blankets!

Bed Quilts!

Shawls and

Skirts!

AT COST

Seth S. Goodell, Agent.

H. J. DEROUIN.

Henry Derouin

Has moved into the building lately vacated by Ed. Erickson, and offers his present stock of Clothing and Furnishing Goods at cost, to close them out, before he goes to market for a fresh stock. Now is your chance. Take it!

WOOD.

WOOD! WOOD!

A. BOOTH & SONS

Have now on hand a supply of seasoned Hard Wood which they will deliver in the city at the following prices:

Four-foot Maple, per Cord, \$5.00. Sawed, \$5.50.
Pine Slabs, \$3. All wood delivered.

Terms: Strictly: Cash!

Leave orders at the office at the freezer or at the grocery store of J. A. McNaughtan. 321f

FURNITURE.

D. A. OLIVER,

—DEALER IN—

FURNITURE!

CARPETS, OIL CLOTHS,

Undertaking Promptly Attended to. Furniture Made or Repaired to Order. Everything in Stock. Sewing Machines and Attachments.

LUDINGTON STREET, NORTH SIDE.

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Light and Heavy Harness and Saddles

ALL REPAIRING DONE PROMPTLY AND NEATLY

OLD STAND.

TILDEN AVE.

IRON PORT.

ESCANABA, MICHIGAN, JAN. 30, 1886.

Personals.

—Will Godley visited at Fayette (?) this week.

—Miss Kate Golden has gone south for her health.

—Allen Kirkpatrick, of Palmer, Tuesday evening.

—We hear from Henry Glaser at Topeka, Kansas.

—John Stevenson, Menominee, attended the dance.

—Phillip has gone to St. Paul again, to stay some time.

—Of course, O. Reeves was on hand Tuesday evening.

—George Shipman came over, from Sack Bay, on Thursday.

—E. Morrow, wife and daughter, Green Bay, were guests too.

—Mr. and Mrs. Benj. Wright returned home on Wednesday.

—Mr. and Mrs. Thos. Linsley returned to Chicago on Thursday.

—Capt. Nate Saunders was in town on Tuesday and Wednesday.

—Jo Hess has got about again after an illness of nearly three months.

—Miss Kate Keating, of Norway, was in the city the first of the week.

—Will Brotherton and crew came out of the woods the first of the week.

—Mr. and Mrs. Coffin departed for their home at Chicago on Thursday.

—George Thompson and wife departed on Friday for Two Harbors, Minn.

—Mr. and Mrs. Burns are visiting at Fond du Lac; went down Thursday.

—P. Van Valkenburgh (the milk-man) went to Day's River on Tuesday.

—Miss May Coffee departed, to enter upon a religious life, on Friday of last week.

—Miss Sara McHale returned to school at Notre Dame, South Bend, on Thursday.

—Robt. Peacock drove down from Whitefish on Monday, and a weary drive it was.

—Mr. M. Kirkpatrick, of the North Star force, was here on Tuesday, took in the dance.

—Mr. Phillip Crebo, of Omaha, Neb., is visiting with his brother resident in this city.

—Henry J. Bebeau, having finished his visit beyond the bays, has been in town this week.

—C. J. Pendleton and H. Cole, of Oconto, with their ladies, attended the conductors' ball.

Supervisor McGee, of Nahma, dropped in, after the board adjourned on Monday, for a shake.

—Jo. Monahan was in town over Sunday. Jo. sells nothing stronger than silurian water, now-a-days.

—Mr. R. J. Powers and sister, of Marinette, were the guests of Mrs. Wm. Golden the first of the week.

—Aubrey D. Garner, of Ishpeming, was in attendance on the Coffin-Selden wedding on Wednesday.

—W. H. Chellis and Lady, were guests of Mrs. Parkhurst on Tuesday. Took in the dance, of course.

—T. J. Tracy, supervisor of Garden, called on the IRON PORT before he left for home on Tuesday morning.

—Mr. King, of King, Fowle & Katz, printers and publishers, Milwaukee, paid the PORT a visit on Monday.

—From Ford River came Wm. J. Margach and T. C. Lewis. Doubtless others, but we did not catch them.

—Alph. Allger and David Thurston, of Saunders' Point "camp party," were in town on Saturday and Sunday.

—Mr. Stevens, the Ishpeming and Negaunee correspondent, of the M. J. made the PORT a call on Tuesday.

—A. J. Foster, Esq., and Geo. E. Rust, of Foster City, were among the conductors' guests on Tuesday evening.

—From Marquette came Sam. Kaufman, Jas. Hogan, Ed. Jeffrey and Frank Burrows, to dance with the conductors.

—Mr. and Mrs. P. Sheehan, of Menominee, and Misses Leben and Armstrong, were of the Menominee delegation on Tuesday.

—Frank Schiller, of Green Bay, formerly in business in this city, when the town was young, attended the party here Tuesday.

—Harry Hutchins, the "bad man of Fairbanks," (but a good friend of ours) was here, with the rest of the supervisors, on Monday.

—Harry G. Merry, Geo. W. Harris, Dr. F. I. Phillips and Lady and J. W. Adams and Lady, all of Fayette, attended the conductors' ball.

—Dr. and Mrs. Harry W. Banks, of Marquette, were guests of our Dr. Fred on Tuesday and participated in the festivities of the evening.

—H. J. Stevens and Lady and Charles L. Sportley and Lady, of Ishpeming, were registered at the Oliver on Tuesday—conductors' party, of course.

—Frank and Mrs. Snyder, Miss Libbie McLaughlin, and Jas. and Thos. Hagerty, all of Green Bay, were guests of T. Killian on Tuesday and Wednesday.

—Judge Collins, of Appleton, made us a call this week, being en route to Manistique. The judge is the senior of the firm of Collins & Blackwell, Manistique.

—A. J. Richardson, A. E. Brown and M. Meehan, all of Marquette, and Mark Elliott, of Negaunee, tread a measure, more or less, at Opera hall on Tuesday evening.

—Judge Glaser made a trip outside last

week, as for a Quincy, Ill., taking Chicago en route. He was caught by the blizzard and imprisoned in the snow-drifts, but came thro' none the worse, barring a temporary hunger and thirst, for the experience.

—More range folk—W. D. Calverly and V. Carr, Crystal Falls; E. J. Haberman, Stager; E. J. Notberry, Iron Mountain; A. H. Miller, Quinnesec; Jas. Hosking and Lady and Jas. Lyons and Lady, Norway, and E. F. Brown and Lady, Vylcan, shared the pleasures and fatigues of Tuesday evening.

—Among the guests at the Conductors' party, from the range, we note (we can not hope to have caught them all) Claude M. Atkinson, Mr. and Mrs. R. B. Webb, Mr. and Mrs. W. A. Curry, and A. E. Guensburg, of Florence; Sam. Miller, of Iron River, E. Jay Gilbert, of Stambaugh; Tho's Rundel, of Iron Mountain; and Mr. and Fontanna, of Powers.

—Drawn hither on Tuesday evening by the attractions of the dance were J. W. Marshall and L. Nau, of Green Bay; Geo. Arnold and Lady, G. LaBarge and Lady and E. Wall and Lady, of Marinette; L. D. Ranous, C. M. Voigt and A. M. Wright (with ladies) of Fort Howard; Jas. Hoeffel, A. N. Lacombe, Wm. Fotrey and Ladies, of Oconto; G. F. Foster, W. H. Foster and Wm. Ellis (Ladies accompanying) of Peshtigo; C. Kirkpatrick, of Whitney, and others.

W. C. T. U.

BY THE LADIES OF THE W. C. T. U.

—[Pledge of Temperance Union: "In the full belief of the existence and power of Almighty God, and acknowledging our accountability to Him, we solemnly promise that we will not make, buy, sell, use, furnish or cause to be furnished to others as a beverage any spirituous liquors, and by all just means in our power to banish the use of intoxicating liquor from our land and to advance the cause of temperance."]—

The Years.

Why do you heap huge mounds of years Before us and behind, And scorn the little days that pass Like angels on the wind? Each, turning round a small, sweet face, As beautiful as near, Because it is so small a face We will not see it clear, And so it turns from us, and goes Away in sad disdain; Though we could give our lives for it, It never comes again. —Miss Muloch.

—The "Papal decree on temperance is grand.

—Do not forget nor neglect the Friday evening meetings.

—Regular prayer-meeting at the reading room Friday evenings at 7 o'clock. All are cordially invited.

—There will be a business meeting of the Union Saturday, February 6, at 3 p. m. All are requested to attend.

—Four things indispose us for prayer: inordinate sadness, very high spirits, ill-temper, and a carnal, worldly spirit.

—In my thoughts I always liken the W. C. T. U. to the Joan of Arc, whom God raised up for France, and who, in spite of their muscle and their military powers, beat the English and crowned her king! But evermore she heard and heeded heavenly voices, and God grant that we may hear and heed them evermore! To the martyrdom of public rebuke and criticism they will surely lead us, a sacrifice not gentle to bear; doubtless, also, with some of us, to the actual martyrdom by which a national history grows sacred and heroic; but, following where they lead, we shall steadily pass onward from the depths of the world's pain to the heights of eternity's peace; and, best of all, we shall help to lift humanity, so weak and so bewildered, nearer to the law, the life, the freedom of God in Christ Jesus, our Lord.—Francis E. Willard.

—Lincoln said, "If slavery is not wrong, nothing is wrong," and this is equally true of rum-selling.

Even if it is not wrong in itself, it certainly is the prolific cause of nearly all crime and wretchedness in the community.

Fully 75 per cent. of the murders, burglaries, and other crimes, including the worst forms of pauperism, impurity and disease flow directly from the traffic in ardent spirits.

If this is true, and all admit it, is there any other scourge, epidemic, or all the woes of war or pestilence, or all combined, that will at all compare with rum-selling in its dreadful havoc and destruction of human happiness?

The public conscience and the best interests of the people call loudly and imperatively for both condemnation and annihilation, and we should do it with all the power, certainty and rapidity that we can bring the moral, religious and political forces of the people to bear upon it, and not cease our efforts or relax our vigilance until the vile traffic is entirely crushed out of existence.

—A prohibition speech was delivered by Lord Chesterfield in the house of lords in 1743 in opposition to the license system. Thus it will be seen that for one hundred and forty-three years we have been trying to trim and coddle this upas tree of rum-selling by licensing it, and where are we to-day? The rum-seller is more potent than ever, and more liquor is drunk than ever before. Lord Chesterfield said:

"Vice, my lords, is not properly to be taxed, but to be suppressed. * * * Luxury, my lords, may very properly be taxed, but the use of these things which are simply baneful—baneful in their own nature, and in every degree—is to be prohibited. If their liquors are so delicious that the people are tempted to their own destruction, let us at length, my lords, secure them from these fatal draughts by burning the vials that contain them. Let us check these artists in human slaughter, which have reconciled their countrymen to sickness and ruin, and spread over the pillars of desecrated churches such baits as can not be resisted. When I consider my lords, the tendency of this bill, I find it calculated only for the propagation of

RATHFON BROS.

1886

—FINDS—

RATHFON BROS

BETTER PREPARED THAN EVER TO HANDLE THEIR RAPIDLY INCREASING TRADE. THEIR LINE OF FINE CLOTHING AND GENTS' FURNISHING GOODS IS ABSOLUTELY UNAPPROACHABLE BY ANY HOUSE NORTH OF MILWAUKEE. THE STOCK IS NEW, NEAT AND IN STYLE AND IS SOLD FOR CASH AT LEGITIMATE PRICES. CALL ON

—RATHFON BROS AND GET THE—
Latest Ideas in Merchant Tailoring.

disease, and suppression of industry, and the destruction of mankind. For the purpose, my lords, what could have been invented more efficacious than shops at which poison may be vended, poison so prepared as to please the palate, while it wastes the strength and kills only by intoxication.

To Whom It May Concern. Notice is hereby given, by the undersigned, legal voters and freeholders resident in the territory named below, being in the township of Garden, county of Delta and state of Michigan, that application will be made to the board of supervisors of the said county of Delta at the first meeting of said board held on or after the seventeenth day of February, A.D. 1886, for an order incorporating the territory known as section seventeen (17) in township thirty-nine (39) north of range eighteen (18) west as a village, to be known as the Village of Garden. Dated this twentieth day of January, in the year of our Lord 1886. Signed: Fred. M. Olmsted, Oliver Farley, Robert Mulhaupt, Frank Sheedlo, Geo. J. Truckey, R. A. McDonald, Oliver Bourdelais, P. Plant, C. Knudsen, E. Boyer, Job Olmsted, Gust. Bourdelais, M. J. Sullivan, A. Deloria. 101f

For Sale. Three lots, well located, in Campbell's addition. Enquire at office of F. D. Mead in Semeur Block. 231f

ADVERTISING. THE THEORY OF ADVERTISING: —USE THE— NEWSPAPERS AND KEEP AT IT.

Intelligent advertisers are learning to beware of the catchpenny, illegitimate mediums of advertising so much affected hitherto by dealers who thought that cheapness always meant economy, and that in the advertising department of any business the principles governing the conduct of the other departments no longer obtained. Messrs. W. W. Sharp & Co., of New York, have already published some striking testimony given by the great merchants whose names are familiar in the mouths of Americans as household words. That of a leading dry goods house in New York is herewith presented: "Of all the methods open to the merchant for advertising his business, an experience of nearly half a century enables us to unhesitatingly declare in favor of the newspaper. It is, without exception, the most economical, persistent, painstaking and successful canvasser any business firm can secure for the purpose of bringing their goods to the attention of the consumer. No comment upon this recital of experience is needed, further than to note that the firm who write this have taken the sound, scientific view of advertising—that they recognize the necessity for persistence, and understand that the newspaper has done its duty when it has brought the advertiser's goods to the attention of the consumer. Some advertisers think that because an advertisement which appears to-day is not followed to-morrow by an appreciable increase of sales, the advertisement has done no good and the theory of advertising is false. Through it is perhaps impossible to insert a notice that will not be read—let any Diddy-man put a three-line card, "Wanted—A Dog," in the obscurest corner, and be convinced of this—it is not to be expected that the moment a person casts his eye upon an advertiser's announcement he sets out for the advertiser's store. He may not at the time need any article in the merchant's line, or he may deal with another house. But if the presentation is attractive he will almost inevitably, whenever he needs anything of the kind announced, turn to the paper where he saw the card and give the advertiser a trial. The merchant should regard his outlay for advertising as he would that for painting his building or putting up his sign-board—as a necessary charge upon the whole year's business, the effect of which is not to be perceived immediately. Men do not sow wheat one day and harvest it the next. The man who has begun to advertise must keep on advertising if he desires a continual increase in the volume of his business. He may keep a steady clientele of satisfied customers, but the chances are that some of them will be detached by seeing the advantages of other dealers persistently advanced. He will certainly not attract new patrons. They will go elsewhere, just as they would seek another store than his if, on coming to his door, they found it locked and shuttered up.

That service will be rendered in the most attractive and effective manner by the IRON PORT for all enterprising advertisers who will avail themselves of its advantages as an advertising medium.

WANTS—FOR SALE—TO RENT. HOUSES TO RENT.

Inquire of the subscriber at his office in the Semeur building. 351f F. D. MEAD, Att'y.

MIDWIFE—MRS. EMILY STEINKE. Geprüfte Deutsche Hebamme. Residence south side of Wells avenue, one block west of Presbyterian church, between Harrison ave and Walcott street.

TRESPASSERS—ATTENTION. All persons are hereby cautioned against cutting wood or timber on N. Ludington Co.'s land, or they will be prosecuted according to law. G. T. BURNS, Agent.

RAILROAD LANDS FOR SALE. The Chicago & Northwestern Railway Company are now offering for sale their land in Michigan at greatly reduced rates. Their hard-wood and farming lands will be sold to settlers on long time, with a low rate of interest, or a discount of 12 1/2 per cent. from their regular price will be made for cash. For all information apply to or address: F. H. VAN CLEVE, Land Agent, Escanaba, Mich.

BUSINESS CARDS. JOHN J. BEBEAU. Livery Stable.

A mile and a quarter from the furnace at FAYETTE, DELTA COUNTY, MICHIGAN. Rigs for traveling men, sportsmen and pleasure parties. Orders by mail promptly attended to and customers met at the steamboat landing. Prices low.

BOARD. DAY BOARD In the Best Style.

T. D. Wickham Will furnish day board, the best that can be had in town, at his RESTAURANT

—Over:— Tommy Curry's At \$5 per Week.

OYSTERS At All Hours, And in every style, at reasonable prices.

COFFEE. Standard Java @ 35c or 3 lbs

FOR \$1.00.

STANDARD JAVA

WARRANTED BY CHASE & SANBORN, 87 BROAD ST., BOSTON, MASS., U. S. A. SINGLES BEANS, 10c. HALF POUNDS, 18c. FULL POUNDS, 35c. (This is the only brand of Java in this city.)



Atkins' Blend, or Plantation Java @ 25c, are specialties. Try Them! Frank H. Atkins, Sole Agent.

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Clothing!

ED. ERICKSON, OFFERS THIS WEEK, AND FOR ALL THE TIME, A NICE, CLEAN, FRESH AND STYLISH STOCK OF CLOTHING FOR

Men, Youths and Boys!

ED. ERICKSON DOESN'T CARRY THE LARGEST STOCK OF CLOTHING IN THE UPPER PENINSULA; IF HE DID LOTS OF IT WOULD BECOME OLD AND OUT OF DATE BEFORE SOLD. HE KEEPS A FULL ASSORTMENT OF THE VERY BEST AND SELLS

At Living Prices For Cash!

In Furnishing Goods!

ERICKSON "TAKES THE CAKE" ON NICE GOODS, SUCH AS EARL & WILSON'S COLLARS AND CUFFS IN A THOUSAND STYLES, AND WILSON BRO'S SHIRTS, BESIDES THE BEST OF UNDERWEAR, NECKWEAR, HOSIERY, HANDKERCHIEFS, SCARFS, GLOVES, MITTENS AND HEADGEAR.

Try Erickson's for Anything!

Erickson's, the Leading Dry-Goods House.

DRUGGIST. Preston's Drug Store!

Is the senior in years and stands at the head of the trade in Escanaba.

IT CONTAINS Drugs, the best that skill can produce or money buy; Proprietary Medicines, of every description; Paints and Oils, in every state of preparation for use; Tobacco & Cigars, to please every taste and fancy; Choice Wines & Liquors (in spite of threats); Cutlery and Fancy Goods, a large assortment.

Books, Magazines and Papers: Special Attention to the Jobbing Trade.

PRESCRIPTIONS PERFECTLY PREPARED! Prices in all Lines Way Down.

Escanaba, Sept. 3, 1885.

HARDWARE. DIXON & COOK

—HAVE— Removed

THEIR HARDWARE BUSINESS TO THEIR FINE NEW STORE IN THE CONOLLY-CARROLL BLOCK. THE PUBLIC IS INVITED TO CALL ON THEM.

LUMBER. N. LUDINGTON CO., ARE PREPARED TO FURNISH

Pine: Lumber, Lath: and: Shingles,

WHOLESALE OR RETAIL, AT THE LOWEST PRICES. LUMBER YARD IN THE REAR OF "THE IRON PORT" OFFICE.