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THE LUCK OF LUKE.

In the long run he had luck. But was it luck, or mere poetical justice? Let us weigh the facts.

Jumboville was excited. Ordinarily the place was dull enough, except when there was a fight at the saloons or gaming dens, and not often the latter exceptions, since the miners would have peace, even if they had to kill some one to get it. The town had been originally a mining camp, but when the big bonanza was found in the mine a mile off, and the stock of the Jumbo Mining Company, which had fallen to fifty cents a share, rose to three hundred dollars, with no one willing to sell, Jumboville took on form and shape. When a short branch railway connected it with the main line, the town grew to be a city. Avenues were laid out, town lots sold at handsome prices, a city-hall and a palace hotel were built, and prosperity looked as though it had come to stay. Still it was dull there, as a rule. Now there was a ripple of excitement, because the president of the Jumbo Mining Company, with his family and a party of friends, was coming in a special train to visit and inspect the mines, and would honor the place with his august presence.

Mr. Anderson Burnett was not exactly "a self-made man," since he had begun life with a competence; but, at the outset, he had dipped into this and dipped into that, and every time something had stuck to the dipper. He went into real estate, mining and railways with such skill and forethought that at forty he was several times a millionaire. At fifty-one he made a great stroke in buying up apparently worthless shares of the Jumbo, a mine that had been productive in assessments upon the stockholders for several years. He had read the report of Luke Maybury, the assistant superintendent, which predicted the widening at a lower level of the main lode, and the report of the superintendent, which had stamped out his junior's views, as those of a young enthusiast fresh from college, to be changed by an after mournful experience. The young man's reasoning satisfied the millionaire. So soon as he had secured a controlling amount of the stock, he elected himself president, and directors out of his own family, who ordered farther assessments, and a vigorous prosecution of the work. He had no difficulty in getting the remaining stock at his own price from the disgusted holders. It was not long after when the great lode was reached; great in amount, and rich in the quantity of silver to the ton. Mr. Burnett could have sold what cost him fifty thousand dollars for five millions, but he preferred the income it afforded him. Luke held his position, but his salary of eighteen hundred dollars was only raised fifty per cent., while that of the superintendent remained at ten thousand. It was unjust and provoking.

Luke Maybury, the assistant, had been born with the biggest kind of a silver ladle in his mouth. His father was the

wealthy president of the Safety Fire Insurance Company and looked up to by all underwriters as a great light in the insurance system. He had educated his boy, an only child, most thoroughly, and, when the latter showed scientific tastes, sent him, after graduation, to Heidelberg, where he became doctor of philosophy, and thence to the French School of Mines, where he won distinction. On his return, he received a large allowance, which he spent properly enough, and was industriously doing nothing when the great Chicago fire wrecked the Safety and several other companies in which its president had mainly invested his money. The elder Maybury was not ruined, but his means were so curtailed that he had to cut off his son's three thousand a year, and the latter was forced to turn his accomplishments to account. On the strength of his degree and his career in the School of Mines, he obtained a junior position at the Jumbo, where he had since worked hard and intelligently.

The superintendent, Mr. Smythe, had gone to welcome the new-comers. Luke sat at the window of the office, which commanded a view of the road leading from the station, past the mine, to the hotel. The barouches—do you notice how a new town runs to open coaches?—containing the party were near enough to note their inmates. The rosy-faced, stout gentleman in the first one, looking unlike the conventional speculator, was Mr. Burnett, for Luke had seen his photograph. Alongside of him sat a young lady, over-dressed and eager, handsome of face, but every motion betrayed forward vulgarity. Was this the daughter of whose grace and beauty so much had been said? In the next coach was a sort of family party—an elderly gentleman, and at his side a young man occupied the front seat, while two ladies sat behind, one about fifty, the other young. The last was dressed in a plain gray traveling-suit, and, by her deferential manner to the elder one, was evidently either a "companion" or a confidential upper-maid.

"Now what a sweet face that is!" exclaimed Luke. "She should have been the heiress, and not the vulgar girl in the front coach. What a face! What a soul in her eyes!" But a turn of the road cut short Luke's rhapsody.

The next day, the president, in company with a young lady—the one who had been in the coach with him the day before—visited the office, where he was received by Mr. Smythe and Luke. While the magnate was engaged with the former, the young lady who had been named as "Miss Georgiana Burnett," entered into conversation with the handsome junior. She plied him with a variety and number of questions; mainly about "sossociety" in Jumboville, what amusements were to be had in that out-of-the-way place, and how he managed to exist there. She displayed such an intimate knowledge of Luke's past life and family connections, that he should have felt pleased. But he was merely annoyed. His heart had gone irrevocably

bly into the possession of the modest little "companion," or whatever she might be, and he thought this forward heiress, with her flippant and patronizing manner, to be rather under-bred. But, as a man of the world, he betrayed none of his feelings. Miss Burnett found his listening qualities to be excellent, and his replies admirable. He was not only interesting in words and polite in manner, but his careless dress suited well with his marked features, and set off his athletic and graceful form. Doubtless he seemed a very pleasant contrast to the over-dressed gentlemen of fashionable life.

The president suddenly closed his low-toned colloquy with the superintendent by saying aloud:

"Well, Mr. Smythe, I am glad to find you will accept. You will not be required to sail for two months, so you have time for preparation. Mr. Maybury, what kind of farm-land do they have here?"

"Not very good, sir, but improving. Formerly we had to bring our vegetables as well as our flour and bacon from abroad, but since they have begun to practice irrigation, they have improved a number of the valleys, and afford us a fair supply."

"Do you know anything of the Cornell ranch?"

"It is said to be a fine one, but I never had the time nor curiosity to visit it."

"I wish you would go there to-morrow morning, and see if it be worth my while to look at it. It is offered at a low figure, the owner says; and if it be what he claims, I might buy."

Luke bowed assent, and then the millionaire and the young lady left with the superintendent, while Luke went on with some office-work. That night he learned that a party of visitors had been made up to explore the hills round about, but he was to leave in the morning before they started. Just at daylight, as he was mounting his horse, a scout of the vicinage, Nathan Carter, accosted him.

"Better take your rifle, Doc, ef you ride fur. That's a grizzly rep'oted aroun', an' I'm after his pelt an' claws."

"A grizzly? Nonsense! There hasn't been one seen within fifty miles for the last five years, and I sha'n't encumber myself on such an absurd story."

And he rode off.

Luke was well pleased with the ranch. It lay in a broad valley, through which ran a river or, rather, did run for a part of the year, dwindling in summer to a mere thread, the trickling of two living springs on the mountain-side, all the other sources being dried up. But by a proper dam, the water of these petty tributaries was preserved in a reservoir, and conducted to the parched ground below in time of need. Under this treatment, an otherwise barren spot had become fertile, and the ranch changed to a great garden and pasture field combined. Luke made up his mind at once as to the worth of the place, and, mounting his horse, set out on his way homeward.

The young man's thoughts wandered to the little girl he had seen in the brouche. Her features and her smile had completely taken possession of him. Suddenly his horse began to show symptoms of fright. He looked forward, and there, a little distance in front of him, was the lady of his dreams, alone and unattended, with a bunch of the wild

flowers of the rocks in her hands, and these she seemed to desperately clutch rather than to hold. He involuntarily dropped the reins at this unexpected apparition, and the horse started violently, threw his rider, and, snorting in terror, ran madly toward the mines. Luke picked himself up, not a little ashamed of his careless horsemanship.

"Oh, Mr. Maybury," said the girl, who was pallid with fear, "I am so glad—I—I don't mean because you were thrown—" she added, her color returning, "but the fact is, I have strolled from our party, looking for flowers—I have lost my way—and—"

"It will give me pleasure to guide you," said Luke. "You were getting further away from them."

"And there is such a terrible-looking brute coming up the hill there. I looked over, and he saw me, and growled."

Luke went to the edge of the slope and looked down. He was appalled. Between the cliffs and shelves there ran downward a deep gully, which was not difficult to ascend. Along this, making his way steadily upward, was a huge grizzly bear.

The situation was both embarrassing and dangerous. Luke had his revolver and knife with him, but such weapons, however useful against a ruffian, are mere toys in a contest with a tough grizzly. To run was to be overtaken—the start would be too little. His thoughts probably showed themselves in his face.

"Is there danger?" she asked.

"Some," he replied. "But do you run on in that direction," and he pointed the way. "Hurry on as fast as you can, and I will check his progress."

"But, you?"

"Oh, I'll take care of myself. Run as fast as you can."

The girl seemed paralyzed, and did not move a step. Luke seized a boulder of which there were plenty on the ground, and hurled it at the bear. It went down the gully with a succession of leaps, and bounded over the object. Two or three more were fired with the same result—the bear only pausing a moment after each passed him. At length, Luke grasped a heavy, rounded fragment, as much as he could lift, and rolled it down the center of the gully. "Old Caleb" made an effort to scramble out of the way of this as he saw it start, but his error of judgment was fatal. The boulder, with increasing force, struck a projecting rock on one side of him, glanced off at an angle, and descending a downward course of thirty or forty feet, struck him on the neck. The brute fell backward and lay still, while the great stone went thundering on its way to the base of the ridge.

Luke looked down for a minute. The bear did not stir. Then he said:

"We are safe now."

Till then the girl had stood rigidly, but now she sank, and would have fallen, had not Luke caught her in his arms. She soon recovered, and with flushed face and downcast eyes, withdrew herself from his clasp.

"But how did you know my name?" he ventured to ask, as they went on.

"Oh, I remembered your face—I have never forgotten it. I saw you at the window of the office, and I asked uncle who you were."

Remembered him! Why? When? Where? He had no time to ask, for there rose now the hum of voices, and they

came upon the rest of the party, and with them Nathan Carter, Winchester on shoulder.

"Did you see any signs o' bar?" asked the scout.

Luke pointed backward to the gully, and, bowing to the rest, made his way homeward, leaving the girl under a fire of questions. But all the way, and after at his work, he felt again the thrill when her form reposed for a moment in his arms, and a pair of dark eyes haunted him. He certainly had seen them before. And she—she had remembered him. It was a mystery which he could not solve.

The adventure became town-talk, and the Jumboville *Daily Revolver* gave a column to it next morning. It was a most stirring account, and did great credit to the imagination of the enterprising reporter. He confused things a trifle. According to him, Mr. Maybury, after a hand-to-hand contest with the brute, in the gully, had been nearly torn to pieces, and only escaped death by the desperate bravery of the young lady, who came to the rescue with a rock, with which she broke the animal's skull.

"The name of Miss Burnett," continued the enthusiastic writer, "will go down in history along with Joan of Arc, Moll Pitcher, and other heroines of antiquity."

At this Luke roared with laughter, and especially at the mistake of the lady's name. He had just laid down the paper, when the mining president came in the office.

"Mr. Maybury," said he, "now we are alone, I may as well have a little business talk with you. There will have to be some changes in the business management of the Jumbo. I have brought out a successor to you, as assistant superintendent, Mr. Carson. He is a graduate of the Stevens School, and is vouched for as a capable mechanical engineer and well versed in mining matters, at least under a capable superintendent."

Luke bowed stiffly. It was a mental cold bath, and he had no words to express his indignation. He, to whom the mine in great measure owed its prosperity, was to be coolly cast adrift.

"However," continued the other, "his appointment is only conditional—a kind of six months' trial trip, as I have explained to him. If you do not find him capable, or cannot make him so in that time, you can replace him by another."

"But I don't exactly understand. You said Mr. Carson was to replace me."

"As far as he can. You see, an English company have made me a large offer for the mine. I have made a counter offer. I desire to retain one-third of the stock. The negotiation hangs fire a little. I can't get away—I am too busy. I have offered Mr. Smythe a retiring salary and a bonus if he will go over to England and finish the matter, in two months from now; and he has agreed to it. Your father, who has recovered his former prosperity—he is a wonderful man for his age, sir—wants to see you. You had better take a six-weeks' leave of absence while Smythe remains and coaches Carson, and you can go back with us in the special. When he goes, you will take his place at the same salary; and if the new company want their own man after, I'll take care of you. As you have rendered the company important service, I have placed a block of stock in your name to an amount that I hope will prove satisfactory."

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"This is certainly as liberal as it is unexpected, Mr. Burnett, and I—"

"No liberality, but deferred justice. It comes as a right, not through your recent service to my daughter, which is quite another affair."

"I beg your pardon, sir, but you have been misinformed. It was not Miss Burnett whom I had the pleasure of assisting, but another. I know Miss Burnett by sight, as I saw her in the barouche with you, and afterwards here in the office. The young lady is the one who sat in the next carriage, and seemed to be a—a companion to an elderly lady at her side."

"Quite correct, Mr. Maybury, and yet you are in error. The Miss Burnett in the coach with me was my brother's daughter; the young lady you helped is mine. As the lady in the coach was my wife, the daughter was her companion, as you say, and has been from her birth. However, if you will come to our parlor this evening, my wife and daughter will be glad to see you—and so will I."

And then the millionaire, who had no time to wait, went about his business.

Luke Maybury sat there dazed. It was not at the unexpected good but ill fortune. His desire had been fixed on the little lady with the dark eyes and curved lips, and what the first sight had begun, the adventure on the ridge had completed. It was love at the first sight, but it seemed as if he had known her for years. But, the daughter of a millionaire! In what manner could he hope to realize the dreams of the last three days? His heart sank, as he saw the gulf yawning in front of his hope. Most young men have love affairs before they are thirty; but Luke had never met his ideal till now. The lateness of the passion made it stronger, and the memory of the ecstasy, when he held her in his arms for a few moments, was not to be quenched.

When the evening came he dressed himself carefully, and kept his engagement. There was no one in the parlor beside the family party—Mr. and Mrs. Burnett, Mr. Joseph Burnett and the two girls. Mrs. Burnett expressed her thanks warmly, and her daughter by looks more than words, while Georgiana was effusive. The millionaire began to talk about the Cornell ranch, and mining matters, which relieved Luke from embarrassment. But all at once, Georgiana, the irrepressible, broke in:

"Mr. Maybury," she said, "that was a bright idea of yours, bombarding the bear with boulders; but suppose you hadn't hit him? Now, I remember a story of a man in the woods who seared a bear away by opening and shutting an umbrella."

"But I hadn't an umbrella," replied Luke, who was amused. "In fact, I have never bought an umbrella since I lost mine in a peculiar way some years since. No one at the mines wears one but a 'tenderfoot' or one of the townspeople, who are adopting such things as badges of civilization."

"But how did you lose your last umbrella?"

"It is not much of a story. I had just come back from Paris, and I had the gayest kind of a *parapluie*, with a gold handle and my initials, 'L. M.' on it."

Cora and her father and mother at this evinced interest, and bent forward to listen.

"I was caught one day in a shower,

and it was so heavy that I dodged under an awning to wait until it slackened. There I saw a girl—she seemed to be a fifteen-year-old, and she may have been pretty, but I don't know, for all I saw of her face under the hood of her waterproof were two large dark eyes and the tip of her nose. The waterproof was a fraud. It was as bad as a sieve, and the poor girl was dripping. I foresaw coughs, consumption and what not, and I said to her: 'Child, take my umbrella, and hurry home as fast as you can. Cut like a whitehead, and change your clothes, or you'll get your death of cold.' Just then, I saw Dick Drake making his way along under a big umbrella, and I bolted out to get a share of it. I forgot to leave my name and address, and, of course, the umbrella never came back. But I often wondered if the little girl took my advice, and ran all the way home, or walked with dignity, and got a cold for her pains."

Georgiana fairly screamed out: "Oh, Cora! Here is the rain-beau you used to rave about!"

"Mr. Maybury," said Burnett, after they had stopped laughing, "I can give you the information you desire. The girl took your advice, to her great advantage, and is well and hearty. As for the umbrella, it is not lost, for Cora keeps it, or did, in the lower drawer of her dressing-bureau."

Georgiana broke in again: "Fate seems determined to bring you two together. It is like two chapters in a novel."

Luke felt his face grow uncomfortably hot, and that of Cora was scarlet. It was unpleasant all round, and Luke soon made an excuse to leave.

Two days after, Luke Maybury went to New York along with the party, and had a very agreeable trip.

But you want to know the rest of it? My dear reader, I did not travel with the party, and I am too old to write sentiment, especially at second-hand. Some words of the ex-president of the Jumbo Mining Company, in reply to a friend, may serve to allay your thirst for information:

"My dear sir," said he, "I dare say I could have bought an Italian prince, or possibly an English peer for my daughter. They are in the market. But she preferred an American; and as the man of her choice was ousted from his position by the new Jumbo men in favor of an Englishman, I let her have her own way. And, after three years and a half, I may say that I am very well pleased with my son-in-law."

THOMAS DUNN ENGLISH.

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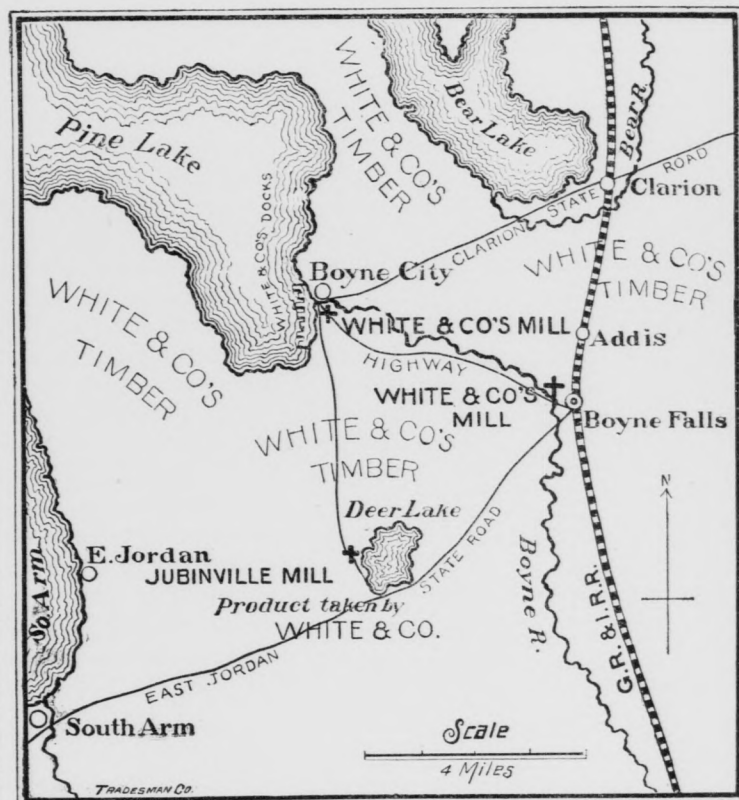
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Chester—P. C. Smith has sold his grocery and boot and shoe stock to Lewis House.

Battle Creek—Henry Watts has sold his boot and shoe stock to Trim & McGregor.

Bay City—Lewis Bergevin is succeeded by Frank W. Hastings in the grocery business.

Bear Lake—Wm. Keys is succeeded by E. C. Keys in the furniture, undertaking, and hardware business.

Grayling—Jno. F. Kelley & Co. are succeeded by J. F. Krauter in the hardware and tin business.

Lakeview—Brown & Butler are succeeded by D. J. Brown, Cogswell & Co. in the grist mill business.

Harrison—Daniel Lockwood, grocer and proprietor of the Northern Produce Co., has sold both to S. P. Hall.

Hastings—Bert Tinkler has opened a grocery store in the "Little Brick" store and proposes to rustle for business.

West Bay City—Lambert & Weir are succeeded by Lambert, Stoudacher & McGinnis in the hardware business.

Cheboygan—D. Quay & Sons have rented the store room recently occupied by F. J. Todd as a grocery store and are opening up a stock of groceries.

Mason—The new firm of J. E. Coy & Co.—successors to Densmore & Coy in the grain and produce business—is composed of J. E. Coy, R. G. Coy and W. S. Grow.

Cadillac—The meat market recently started in the John Born building has passed into the hands of Wilcox Brothers and Paul Caulket, and will be under the management of the latter.

Mason—A. L. Vandercook uttered five chattel mortgages on his grocery stock, aggregating \$3,205, subsequently making an assignment to A. O. Dubois. He attributes his misfortune to a too liberal application of the credit business.

Alpena—The grocery store of Healy & Co. has been closed by H. E. Meeker & Co., who are the heaviest creditors. Buck & Leighton, J. N. McDonald & Son, John Irvine Greenhouse Co., the Bay City Broom Co., and Dwyer & Vhay, of Detroit, are secured by chattel mortgages.

Cadillac—Louis Bellaire, the groceryman, surprised and pleased his patrons the other day by placing several bushels of fine looking and nicely flavored peaches at their disposal. He had preserved them, fresh in appearance and retaining almost their original flavor, by wrapping each one separately in waxed paper, just before the close of the peach season. It was an experiment on Bellaire's part, and it was successful.

MANUFACTURING MATTERS.

Hagensville—William Hagen, general dealer and sawmill and shingle mill operator, is dead.

Cheboygan—It is reported that R. Robinson is considering the project of converting his sawmill into a stove factory.

Evart—A. W. Bisbee has purchased the Chadwick & Corwin mill, at Vogle Center, and will remove it to this place.

Bay City—The sawmill of Michell, McClure & Co., at Zilwaukie, will be stockaded during the winter and will be operated next season.

West Branch—Charles M. Stewart is manufacturing salt barrel heading and box boards at this place, stocking Freeman's mill. He ships the barrel heading to Kansas.

Grayling—Salling, Hanson & Co. intend to bank 11,000,000 feet of logs, which will probably be manufactured by the Whitehall Lumber Co., at Cheboygan, next season.

Alpena—R. H. Wetmore, of New York, owns a large body of timber in Presque Isle county and will cut a number of million feet this winter, it having been damaged by forest fires.

Bear Lake—G. W. Hopkins, who runs a sawmill here during the summer months, has large interests in Florida, and leaves shortly for that point with his family to spend the winter.

Thompson—The Delta Lumber Co. cut about 24,000,000 feet of lumber this year. Several miles of logging road has been built and a further extension is going on. A camp has been started with 80 men.

Cheboygan—Thompson Smith's Sons will remodel their sawmill this winter. It is the intention to take out a circular and small gang, and replace them with a band saw. They will also erect a refuse burner.

Bay City—It is reported that Jonathan Boyce is negotiating for the purchase of a mill here. Unless he is hard to suit, he will experience no difficulty in purchasing half a dozen if he needs that number.

Cheboygan—Thomas W. Palmer has sold 40,000 acres of hemlock lands in Cheboygan and Kalkaska counties to Shaw & Sons, of this place, who will use the bark for tanning purposes and sell the logs.

Detroit—Charles E. McLean has sued the Charles Wright Medicine Co. for \$6,000 damages on the ground that when he bought 555 shares of the company's stock from W. E. Allington, he met with a refusal to transfer the shares to him on the books.

Frankfort—L. F. Hale has recently erected a hardwood mill at Herring Lake, a few miles south of this place, and expects to have it in operation in a week or so. It will have a capacity of about 25,000 feet, and will run all winter on hemlock and hardwoods.

Kalamazoo—Daniel Cohn and Chas. Friedman have formed a copartnership and will embark in the merchant tailoring and men's furnishing goods business. Mr. Cohn has for years been in the tailoring business, and Mr. Friedman during the past five years has been head clerk for Samuel Folz, the clothier.

Daggett—The G. H. Westmon Lumber Co., to manufacture and sell lumber, has been organized by George H. Westmon, William C. Wilson and John E. Wilson, of Marinette, Wis., and John Dunham,

Daggett. The authorized capital is \$50,000, of which \$30,000 have been subscribed by the above.

Batchelor—A. Batchelor, of Massachusetts, who owned a sawmill and a large amount of lumber which were burned here last summer, was in town the other day, looking over the situation.

He said that his timber was so nearly cut out that it was not worth while to rebuild, but that he would probably get a portable mill to cut out the few logs he had left in the lake at this point.

Big Rapids—The McElwee & Co. picture backing factory has been closed by attachments sworn out by Henry W. Dayton, who claims to be interested to the amount of \$13,000. Whether the factory will re-open or not is not known.

Thirty-five men are employed at the factory, which once enjoyed the reputation of being the largest picture backing establishment in the world, employing nearly 100 men.

Saginaw—The Merrill & Ring sawmill closed its career Friday evening, having run 148 days this season, cutting 18,000,000 feet of lumber and 4,500,000 lath. The mill will be dismantled and the machinery shipped to Duluth, where the firm has built a new mill. The firm has exhausted its timber here. It owned 300,000,000 feet in Canada, and it was hoped the timber would come to the mill here, but the tract was sold to William Peter, of Bay City.

Manistee—A representative of the Belding Silk Co. was in town last week looking for a site for a spool factory, and it is thought that he will locate on the Manistee & Grand Rapids, where there is a large tract of white birch, which is the only kind of timber that appears to be suited for this class of work. The silk company's factory uses about two car loads of these spools daily, and as there is only one factory that makes them in the country, there ought to be a good field for enterprise in that direction. When the pine burns off or is cut off in this region, a great proportion of the land grows up to this white birch, which is just what is needed.

Saginaw—The dismantling of the Merrill & Ring, the West Side Lumber Co. and the N. B. Bradley & Sons sawmills reduces the cutting capacity of the river about 50,000,000 feet. This will be partly made up by the new mill to be built on the Hitchkiss mill site, but it may safely be said that at least 35,000,000 capacity has been taken out of the river with the close of the present season. There is also a further reduction in store in the near future, as doubtless three or four mills will go out of commission in a year hence if not sooner. In this estimate of reduction for the present year, the Sage mill is not included. It has been reported that it will not be operated next season. If that should result another 30,000,000 feet will have to be added to the reduction in capacity for this year.

Detroit—Parke, Davis & Co. have brought a suit against the Anti-algia Company, of Houghton, which is peculiar in that it is intended to prevent the defendant from suing them. It seems that in quoting the price for capsules the complainants, through a mistake of one of their employees, offered to supply 5,000 boxes at 30 cents per dozen, or less than cost of the materials. Manager Ruhl, of the Anti-

algia Company, came on to Detroit and had a contract drawn up and signed for Parke, Davis & Co. by the employe referred to. The mistake was discovered immediately afterward, reported to the firm and repudiated. It is declared by the complainants that the man who signed the contract for them had no authority to do so. The court is asked to declare the agreement void and to issue an injunction restraining the defendant from bringing any suit on it.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

A BARGAIN OFFERED IN A GROCERY AND hardware stock at Ithaca, Mich. Cash sales last year, \$30,000. Failing health reason for selling. Address No. 345, care Michigan Tradesman.

BIG GENERAL STOCK WANTED—WILL PAY SPOT cash if cheap, or will exchange real estate. Give bottom price. Box 327, Stanton, Mich. 347

DRUG STORE FOR SALE AT A BARGAIN IN THE growing village of Caledonia, surrounded by rich farming country. Will sell on easy terms. Must quit the business on account of poor health. Address J. W. Armstrong, Caledonia, Mich. 319

FOR SALE—DRUG STOCK, LOCATED ON BEST BUS- iness corner in Manistee. Will sell at a bargain. Splendid chance for a hustling druggist. Address Jacob Hanselman, Manistee, Mich. 334

FOR SALE—FRESH STOCK GROCERIES. WILL IN- ventory about \$700. Centrally located in this city. Good business and good reasons for selling. Address No. 317, care Michigan Tradesman. 317

FOR SALE—ONE OF THE BEST-PAYING DRUG stocks in Albion, Mich., a good manufacturing and college town of 5,000 inhabitants. Involve about \$2,000. Reason for selling, ill-health. Address Lock Box 103, Albion, Mich. 350

FOR SALE—HARDWOOD LUMBER MILL, SIX miles from railroad, with plenty of timber for several years' cut. Shingle machine in running order if desired. Saw mill ready to set up. Trains, sleighs, shop and building all in order to begin work at once. Address J. J. Robbins, Stanton, Mich., or Hunter & Reid, 121 Ottawa street, Grand Rapids. 312

FOR SALE—CLEAN AND CAREFULLY SELECTED grocery stock, located at a good country trading point. Business well established. Address A. C. Adams, Administrator, Morley, Mich. 313

FOR SALE—GROCERY STOCK AND FIXTURES; running two deliveries; doing good business; will sell about \$4,000. Address lock box 27, Ann Arbor, Mich. 357

FOR SALE—GOOD HARDWARE STOCK, WITH good trade established. Location good. Reasons for selling: wish to retire from business. Address E. Gordon, Sherwood, Mich. 345

SITUATIONS WANTED.

SITUATION WANTED—BY AN ASSISTANT REGIS- tered pharmacist of three years' experience. Good reference furnished. Address Lock Drawer O, Lowell, Mich. 329

WANTED—POSITION AS STENOGRAPHER—EX- perience; City references; can furnish type writer. Address E. P., care Tradesman. 349

WANTED—SITUATION AS BOOK-KEEPER BY A married man who can give the best of references. Address No. 305, care Michigan Tradesman, Grand Rapids. 305

MISCELLANEOUS.

HORSES FOR SALE—ONE SEVEN-YEAR-OLD FIL- ly, one three-year-old filly, and one six-year-old gelding, all sired by Louis Napoleon, dan his, address in Banner (Morgan). All fine, handsome, and speedy; never been tracked. Address J. J. Robbins, Stanton, Mich. 311

FOR SALE—CHEAP ENOUGH FOR AN INVEST- ment. Cheap lot and 2-room house on North Lafayette St., cellar, brick foundation, soft water in kitchen. \$1,200. Terms to suit. Address No. 187, care Michigan Tradesman. 187

FOR RENT—A GOOD STORE ON SOUTH DIVISION street—one of the best locations on the street. Beside for the dry goods business, as it has been used for the dry goods business for three years. Size, 22x30 feet, with basement. Geo. K. Nelson, 68 Monroe street. 326

IF YOU HAVE ANY PROPERTY TO EXCHANGE FOR a residence brick block in Grand Rapids, address B. W. Barnard, 35 Allen street, Grand Rapids, Mich. 331

FOR SALE OR TRADE—TIMBER LAND IN OREGON. Address No. 340, care Michigan Tradesman. 340

FOR SALE—TWO HUNDRED ACRES LAND (160 IM- proved), located in the fruit belt of Oceana county, Mich. Land fitted for machinery, good fences, large curb roof barn with underground for stock, horse barn and other necessary farm buildings. New windmill furnishes water for house and barns. Eighteen acres apple bearing orchard, also 1,000 peach trees, two years old, looking thrifty. Price, \$35 per acre, or will exchange for stock of dry goods. If any difference will pay cash. A. Retan, Little Rock, Ark. 341

WANTED—ONE GOOD PEDDLING WAGON, FOR which we will pay cash. Address No. 342, care Michigan Tradesman. 342

WANTED—GROCERY STOCK BY PARTIES WHO can pay cash down. Must be dirt cheap. Address No. 343, care Michigan Tradesman. 343

WANTED—MAN WITH \$1,000—SUPPLY AGENTS IN Michigan with Shaeffer's new pancake griddle sure thing for \$5,000 annually; positive proof furnished. M. Shaeffer, Canton, Ohio. 344

WANTED—TO PURCHASE FOR CASH A DRUG stock in a good town of 3,000 to 5,000 inhabitants. Winans & Allen, Tower block, Grand Rapids, Mich. 332

WANTED—UNTIL DECEMBER 15, I WILL PAY 65 cents per pair for partridges, spot cash; ship by express. C. B. Lovejoy, Big Rapids, Mich. 335

WINDOW DRESSING FOR THE HOLIDAY SEASON! Send for Harry Harman's illustrated Christmas pamphlet containing novel window displays and store decorating arranged for every line of business, adapted to the holiday season and for other occasions. Price, postpaid, 75c. Harry Harman, window dresser and decorator, P. O. Box 113, Louisville, Ky. 348

GRAND RAPIDS GOSSIP.

Bert Tinkler has opened a grocery store at Hastings. The Lemon & Wheeler Company furnished the stock.

The annual meeting of the Ball-Barnhart-Putman Co. resulted in the election of the same directors and officers which have served the corporation the past year.

W. I. McKenzie, the Muskegon grocer who recently assigned to C. C. Moulton, is offering 30 per cent. cash in full settlement. So far as learned, Grand Rapids creditors eagerly embrace the offer.

E. H. Merritt has put in a supply store in connection with his charcoal kilns at Merritt Siding, near Big Rapids. The Olney & Judson Grocer Co. furnished the stock.

A. E. Worden has purchased all the shingle timber on 75,000 acres of the Mackinaw Lumber Co., located between the Carp and Black Rivers, and will build one shingle mill at Black River and another at St. Ignace.

C. W. Fallas has moved to Cedar Springs and formed a copartnership with Geo. W. Sharer for the manufacture of butter tubs. The new enterprise will be in operation by January 1 and employ twenty-five men.

The grain elevator at Gladstone, which was operated by K. Dykema & Bro. for two years previous to Oct. 21, burned Sunday morning. The feed mill and office furniture were owned by Dykema & Bro., who suffer a loss of about \$600, with no insurance.

The suit brought against the sheriff by J. A. Ferris, growing out of the seizure of the Fish stock at Cedar Springs, by Spring & Company, was tried in the Kent Circuit Court last week and resulted in a verdict for Ferris. The case will be appealed by Spring & Company.

Julius J. Wagner, grocer at 197 East Bridge street, has leased the store adjoining his present location and connected the two by means of an archway. The enlargement will enable him to increase the size of his grocery stock and he will also put in a full line of tinware.

The suit brought against Tucker, Hoops & Co. by H. F. Burch, involving an alleged claim for services as expert and attorney in classifying the insurance on their sawmill and lumber at Luther, was tried in the Mecosta Circuit Court last week and resulted in a verdict of no cause of action, the jury taking only fifteen minutes to decide the matter. The defendants are, very naturally, highly elated over the verdict, as it substantiates their claims as to the groundlessness of the action brought by Mr. Burch.

Gripsack Brigade

Frank E. Chase, who has been spending a few weeks among the bean eaters at Boston, leaves the "Hub" Saturday evening for home, when he will begin his spring campaign.

"If that Ypsilanti attack on commercial travelers had been published in a Jackson paper," observed A. F. Peake, the other day, "we should have held an indignation meeting the next evening and made it so lively for the editor that he would have been compelled to apologize or leave town."

Use Tradesman Coupon Books.

Sequence of the Situation.

The improvement in the railroad business of the country must very soon be followed by a similar improvement in its general trade. Even if the farmers persist in the policy attributed to them, of paying off their mortgages with the proceeds of their crops rather than buy goods, it merely transfers the task of reinvesting the surplus wealth produced by the agriculturists to their former creditors. If these cannot lend upon fresh mortgages the money they receive, they must devise other means of employing it, and must set on foot new enterprises which will give occupation to artisans and manufacturers. Whether they will build more railroads, vessels, factories, and houses, open more mines, and lay out more towns, or whether they will embark in some new kind of venture, time will show, but it is not in human nature for them to let their capital lie idle.

MATHEW MARSHALL.

Purely Personal.

F. W. Van Wickle, the Shelby grocer, was in town Monday.

B. S. Holly, the Woodland general dealer, was in town one day last week.

L. W. Toles, formerly engaged in the drug business here, but now engaged in that business at Marquette, is very low there with typhoid fever.

R. G. Rice, general dealer at Dowling, was in town last Wednesday on his return from Antrim county, where he and his hunting party succeeded in capturing two bear and eleven deer.

Didn't Know It Was Loaded.

GRAND RAPIDS, Nov. 28.—I am in receipt of a letter from M. T. Woodruff, owner of the Ypsilanti *Sentinel*, assuring me that the article referred to in my communication of last week crept into his paper unbeknown to him; that he sincerely deplores such publication, as the sentiment expressed is contrary to his ideas of the commercial traveler.

In the light of such an apology, I will ask you to kindly withhold from publication the article I prepared for this week's issue.

GEO. F. OWEN.

The Last in Tuscola County.

CARO, Nov. 24.—The Patrons of Industry stores in Tuscola county are now things of history. Frank A. Riley has placed a chattel mortgage for \$3,500 on the Patrons' hardware store in this village. It is claimed the concern's liabilities foot up from \$7,000 to \$10,000. Last week the Patrons' grocery store, conducted by M. Smith & Son, was closed out.

Artificial Honey.

A kind of artificial honey, which has lately been produced, seems likely to become a formidable rival of natural honey. It is called "sugar honey," and consists of water, sugar, a small proportion of mineral salts and a free acid, and the taste and smell resemble those of the genuine article.

The postal card factory in Shelton, Conn. is turning out 2,500,000 cards a day. The biggest day's output so far is one of a few days ago, when 2,800,000 were printed.

Start Right

THIS IS WHAT EVERY SUCCESSFUL PERSON MUST DO. IT IS THE CONDITION OF CONDITIONS.

The Industrial School of Business furnishes something superior to the ordinary course in book keeping, short-hand and type-writing, penmanship, English and business correspondence. Write for a copy of Useful Education, and see why this school is worth your special consideration. Address,

W. N. FERRIS,
Big Rapids, Mich.

BUILT FOR BUSINESS!

Do you want to do your customers justice?

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

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

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

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

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

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

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

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

Tradesman or Superior Coupons.

COUPON BOOK vs. PASS BOOK.

We beg leave to call your attention to our coupon book and ask you to carefully consider its merits. It takes the place of the pass book which you now hand your customer and ask him to bring each time he buys anything, that you may enter the article and price in it. You know from experience that many times the customer does not bring the book, and, as a result, you have to charge many items on your book that do not appear on the customer's pass book. This is sometimes the cause of much ill feeling when bills are presented. Many times the pass book is lost, thus causing considerable trouble when settlement day comes. But probably the most serious objection to the pass book system is that many times while busy waiting on customers you neglect to make some charges, thus losing many a dollar; or, if you stop to make those entries, it is done when you can ill afford the time, as you keep customers waiting when it might be avoided. The aggregate amount of time consumed in a month in making these small entries is no inconsiderable thing, but, by the use of the coupon system, it is avoided.

Now as to the use of the coupon book: Instead of giving your customer the pass book, you hand him a coupon book, say of the denomination of \$10, taking his note for the amount. When he buys anything, he hands you or your clerk the book, from which you tear out coupons for the amount purchased, be it 1 cent, 12 cents, 75 cents or any other sum. As the book never passes out of your customer's hands, except when you tear off the coupons, it is just like so much money to him, and when the coupons are all gone, and he has had their worth in goods, there is no grumbling or suspicion of wrong dealing. In fact, by the use of the coupon book, you have all the advantages of both the cash and credit systems and none of the disadvantages of either. The coupons taken in, being put into the cash drawer, the aggregate amount of them, together with the cash, shows at once the day's business. The notes, which are perforated at one end so that they can be readily detached from the book, can be kept in the safe or money drawer until the time has arrived

for the makers to pay them. This renders unnecessary the keeping of accounts with each customer and enables a merchant to avoid the friction and ill feeling incident to the use of the pass book. As the notes bear interest after a certain date, they are much easier to collect than book accounts, being *prima facie* evidence of indebtedness in any court of law or equity.

One of the strong points of the coupon system is the ease with which a merchant is enabled to hold his customers down to a certain limit of credit. Give some men a pass book and a line of \$10, and they will overrun the limit before you discover it. Give them a ten dollar coupon book, however, and they must necessarily stop when they have obtained goods to that amount. It then rests with the merchant to determine whether he will issue another book before the one already used is paid for.

In many localities merchants are selling coupon books for cash in advance, giving a discount of from 2 to 5 per cent. for advance payment. This is especially pleasing to the cash customer, because it gives him an advantage over the patron who runs a book account or buys on credit. The cash man ought to have an advantage over the credit customer, and this is easily accomplished in this way without making any actual difference in the prices of goods—a thing which will always create dissatisfaction and loss.

Briefly stated, the coupon system is preferable to the pass book method because it (1) saves the time consumed in recording the sales on the pass book and copying same in blotter, day book and ledger; (2) prevents the disputing of accounts; (3) puts the obligation in the form of a note, which is *prima facie* evidence of indebtedness; (4) enables the merchant to collect interest on overdue notes, which he is unable to do with ledger accounts; (5) holds the customer down to the limit of credit established by the merchant, as it is almost impossible to do with the pass book.

Are not the advantages above enumerated sufficient to warrant a trial of the coupon system? If so, order from the largest manufacturers of coupons in the country and address your letters to

THE TRADESMAN COMPANY,
GRAND RAPIDS.

PROFESSIONAL SCAPEGOATS.

Men Who are Discharged Several Times a Day.

From the Philadelphia Record. "Professional scapegoat" does not appear among the thousands of occupations which designate the manner of employment of the inhabitants of this city as classified in the Philadelphia directory.

A lady makes a purchase of several articles, all of which are to be sent to her address, as given, before a certain hour, without fail. The following day the customer returns, and in her own sweet way proceeds to "tear out" the floor-manager or proprietor, as it may be, because the goods failed to arrive at the promised hour.

"Smith," the manager begins, "you were instructed to send this lady's goods to the address given you before 4 o'clock?"

"Yes, sir," is Smith's plaintive reply, "but—"

"Never mind an explanation. I understand. Your neglect caused the delay and has risked the loss of one of our best customers. We cannot put up with your carelessness any longer. You may go to the office and get your pay."

Smith steals away with a ready-made crestfallen look upon his face. "Madam, I regret the occurrence of such an unnecessary blunder, but assure you it will not happen again; surely not from that man," and madam takes her departure fully satisfied that she has had her revenge.

Another irate customer appears on the scene. This time the trouble is with a suite of furniture which had been purchased a week before as in perfect order, but has already begun to show signs of approaching dissolution. The aggrieved purchaser opens on the manager, who at once sends for the "man who takes the blame," and opens his usual programme. "How is this, sir? What do you mean by sending out goods in such a condition? You have been repeatedly told not to permit any goods to leave your department unless in perfect order. This is not the first time this has happened; but it will be the last. Go to the office and get your pay; we have no further use for your services."

"Madam, I am very sorry that you should have been so deceived by one of our salesmen. We cannot very well take back the furniture after it has been used, but we will send a man to your house to put it in proper shape," and the lady goes on her way satisfied that she has received justice.

"The man who takes the blame" is next discharged for overcharging in making a sale of silk dress goods. He then suffers a tirade of abuse, and is also to go because he has sold a set of fine china without calling the attention of the purchaser to several little defects. And so it goes from morning to night, day after day, week in and week out. The poor fellow is made to suffer for all the sins of the entire establishment, from the manager down to the errand boy.

"Does it pay?" echoed a prominent business man the other day in response to an enquiry on the subject. "Well, I should say it did. Why, we have a man who takes the blame for our establishment who is worth thousands of dollars to us every year. We can sell a good many slightly damaged or imperfect goods, which we could not otherwise

dispose of except at a great sacrifice. Then we save a great many good customers who become displeased about small matters which are not done just as they like. It is a strange but true fact that many people are satisfied to put up with considerable inconvenience if they can only be revenged by seeing someone discharged. Sometimes when we bring out our man who takes the blame, the customer ventures to suggest that he is not the man who waited on her, but we insist that he is, and the man adds his own assertion, and in nine cases out of ten the customer is convinced. Very few people take enough notice of a salesman to identify him unless they meet him frequently. I have known some establishments that have employed two or more men to take blame in order to facilitate matters. The funniest part of the thing is that our scapegoat man grows fat on being 'cussed'. He has increased from 150 to 220 pounds in fifteen months, and smiles so much that we will have to change him and get some dyspeptic-looking individual in his place."

Voigt, Herpolsheimer & Co., WHOLESALE

Dry Goods, Carpets & Cloaks.

We Make a Specialty of Blankets, Quilts & Live Geese Feathers.

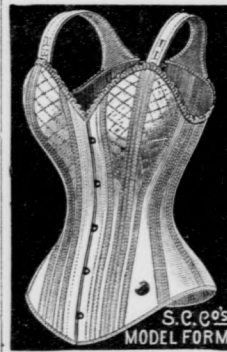
Overalls of our own Manufacture.

Mackinaw Shirts and Lumbermen's Socks.

Voigt, Herpolsheimer & Co., 48, 50 and 52 Ottawa St.

GRAND RAPIDS, MICH.

Schilling Corset Co.'s CORSETS



The Model Form.

Greatest Seller on Earth!



Dr. Schilling's FRENCH SHAPE "A"

SCHILLING CORSET CO., Detroit, Mich. and Chicago, Ill.

Dry Goods Price Current.

Table listing various dry goods and their prices, including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, and CAMBRICS.

Table listing various goods and their prices, including categories like DEMINS, GINGHAMS, RED PLANNEL, MIXED PLANNEL, and CANVANS AND PADDING.

Business Is Business.

From the Merchants' Review.

The merchant who gives way to his feelings and allows sentiment to interfere with business may be a very pleasant fellow to meet, but that his chances of success are thereby imperilled almost goes without saying. Yet the long catalogue of business failures contains many cases of merchants who have been ruined financially by mixing sentiment with business. Sentiment is good enough in itself, but there is a time and a place for all things, and the promptings of generosity or benevolence, or even merely of good nature, cannot be allowed to influence the action of a merchant in a purely business matter without detriment to his hopes of success. It is in the matter of giving credit that sentimental considerations too often prevail, otherwise it would be impossible to explain the heavy aggregate losses which the retail grocery trade of the country annually suffers from bad debts. Large strikes of wage-earners are a fruitful source of loss to grocers, because the idle workman resorts first of all to his grocer for the support which his trade union can as a rule give him only temporary, and because the grocer looks upon the sentimental side of the case, instead of regarding it as a simple business question. The problem to be answered in such cases should be: Can I get my money if I grant credit? Instead of which the grocers generally allow pity for the striker's deplorable condition to influence their decision. If the grocery business could be successfully carried on in such a manner the case would be different, but of all branches of the distributive business perhaps the grocer's is the most injuriously affected by the giving of credit upon sentimental considerations, owing to the narrow margin of profit on which groceries are usually sold. If a merchant has charitable promptings, let him devote a portion of his profits to the relief of the distress of his indigent neighbors, but it is folly to trust out goods to people who may not be able to pay for them, simply because of a benevolent desire to preserve them from want.

In the purchase of goods sentiment may be allowed to interfere with business to the detriment of the latter. A merchant having dealt for years with one especial house or a certain salesman, may become attached to either by bonds of sentiment, and lose chances to obtain better bargains which his harder-headed or colder brethren are on the watch to snatch up. Were the jobber and the salesman equally influenced by sentiment, the retailer perhaps could afford to ignore all other considerations, but business is business with successful salesmen and wholesalers, as the retailer is apt to be sharply reminded in case of default in payment when bills become due. It is well to keep the heart warm with the steady fires of benevolence and kindness, but the head must be kept cool if one wishes to succeed in business. The milk of human kindness need not be allowed to turn sour in the breast of the active, enterprising merchant, but it should not be allowed to mix with business to the injury of the business man.

Hardware Price Current.

These prices are for *cash buyers*, who pay promptly and buy in full packages.

AUGURS AND BITS.	
Snell's.....	60
Cook's.....	40
Jennings, genuine.....	25
Jennings, imitation.....	50&10
AXES.	
First Quality, S. B. Bronze.....	\$ 7 50
" " D. B. Bronze.....	12 00
" " S. B. S. Steel.....	8 50
" " D. B. Steel.....	13 50
BARROWS.	
Railroad.....	\$ 14 00
Garden.....	net 30 00
BOLTS.	
Stove.....	50&10
Carriage new list.....	75
Plow.....	49&10
Sleigh shoe.....	70
BUCKETS.	
Well, plain.....	\$ 3 50
Well, swivel.....	4 00
BUTTS, CAST.	
Cast Loose Pin, figured.....	70&
Wrought Narrow, bright fast joint.....	60&10
Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	75
Blind, Clark's.....	70&10
Blind, Parker's.....	70&10
Blind, Shepard's.....	70
BLOCKS.	
Ordinary Tackle, list April 17, '85.....	60
CRADLES.	
Grain.....	dis. 50&02
CROW BARS.	
Cast Steel.....	per lb 5
CAPS.	
Ely's 1 10.....	per m 65
Hick's C. F.....	" 60
G. D.....	" 35
Musket.....	" 60
CARTRIDGES.	
Rim Fire.....	50
Central Fire.....	dis. 25
CHISELS.	
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slicks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS.	
Curry, Lawrence's.....	40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	12@12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size.....	per pound 28
" " 14x52, 14x56, 14x60.....	26
Cold Rolled, 14x56 and 14x60.....	23
Cold Rolled, 14x48.....	23 8
Bottoms.....	25
DRILLS.	
Morse's Bit Stocks.....	50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DRIPPING PANS.	
Small sizes, ser pound.....	07
Large sizes, per pound.....	6 1/2
ELBOWS.	
Com. 4 piece, 6 in.....	dos. net 75
Corrugated.....	dis. 40
Adjustable.....	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$25.....	80
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List.	
Dixson's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	50
Heller's Horse Rasps.....	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List.....	12 13 14 15 18
Discount, 60.....	dis.
Stanley Rule and Level Co.'s.....	50

HAMMERS.	
Maydole & Co.'s.....	dis. 25
Kip's.....	dis. 25
Yerkes & Plumb's.....	dis. 40&10
Mason's Solid Cast Steel.....	30c list 60
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3.....	dis. 60&10
State.....	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/2 and longer.....	3 1/2
Screw Hook and Eye, 1/2.....	net 10
" " ".....	net 8 1/2
" " ".....	net 7 1/2
" " ".....	net 7 1/2
Strap and T.....	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track.....	50&10
Champion, anti-friction.....	60&10
Kidder, wood track.....	40
HOLLOW WARE.	
Pots.....	60
Kettles.....	60
Spiders.....	60
Gray enameled.....	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 70
Japaned Tin Ware.....	25
Granite Iron Ware.....	new list 33 1/2&10
WIRE GOODS.	
Bright.....	70&10&10
Screw Eyes.....	70&10&10
Hook's.....	70&10&10
Gate Hooks and Eyes.....	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s.....	dis. 70
KNOBS—New List.	
Door, mineral, jap. trimmings.....	dis. 55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	55
Mallory, Wheeler & Co.'s.....	55
Branford's.....	55
Norwalk's.....	55
MATTOCKS.	
Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$18.50, dis. 20&10.
MAULS.	
Sperry & Co.'s, Post, handled.....	dis. 50
MILLS.	
Coffee, Parkers Co.'s.....	dis. 40
" " P. S. & W. Mfg. Co.'s Malleables.....	40
" " Landers, Ferry & Co.'s.....	40
" " Enterprise.....	30
MOLASSES GATES.	
Stebbin's Pattern.....	dis. 60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	25
NAILS.	
Steel nails, base.....	1 80
Wire nails, base.....	2 05
Advance over base:	Steel. Wire.
60.....	Base Base
40.....	05 20
30.....	10 20
20.....	15 30
16.....	15 35
12.....	15 35
10.....	20 40
8.....	25 50
7 & 6.....	40 65
4.....	90 90
3.....	1 00 1 50
2.....	1 50 2 00
Fine 3.....	1 50 2 00
Case 10.....	60 90
" 8.....	75 1 00
" 6.....	90 1 25
Finish 10.....	85 1 00
" 8.....	1 25 1 35
" 6.....	1 15 1 50
Clinch 10.....	85 75
" 8.....	1 00 90
" 6.....	1 15 1 00
Barrell %.....	dis. 2 50
PLANES.	
Ohio Tool Co.'s, fancy.....	2 40
Sciota Bench.....	2 60
Sandusky Tool Co.'s, fancy.....	2 40
Bench, first quality.....	2 60
Stanley Rule and Level Co.'s, wood.....	4 10
FANS.	
Fry, Acme.....	dis. 60-10
Common, polished.....	dis. 70
RIVETS.	
Iron and Tinned.....	40
Copper Rivets and Burs.....	50
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27.....	10 30
"B" Wood's pat. planished, Nos. 25 to 27.....	9 30
Broken packs 1/4c per pound extra.	
ROFES.	
Sisal, 1/2 inch and larger.....	7
Manilla.....	dis. 11 1/2
SQUARES.	
Steel and Iron.....	75
Try and Bevels.....	60
Mitre.....	30
SHEET IRON.	
Nos. 10 to 14.....	Com. Smooth. Com. \$4 05 \$2 95
Nos. 15 to 17.....	4 65 3 45
Nos. 18 to 21.....	4 65 3 45
Nos. 22 to 24.....	4 65 3 15
Nos. 25 to 26.....	4 25 3 25
No. 27.....	4 45 3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER.	
List acct. 19, '85.....	dis. 50
SASH CORD.	
Silver Lake, White A.....	list 50
" " Drab A.....	" 55
" " White B.....	" 50
" " Drab B.....	" 55
" " White C.....	" 35
Discount, 10.....	
SASH WEIGHTS.	
Solid Eyes.....	per ton \$25
SAWS.	
" Hand.....	dis. 20
" Silver Steel Dia. X Cuts, per foot.....	70
" Special Steel Dex X Cuts, per foot.....	50
" Special Steel Dia. X Cuts, per foot.....	30
" Champion and Electric Tooth X Cuts, per foot.....	30
TRAPS.	
Steel Game.....	dis. 60&10
Oneida Community, Newhouse's.....	35
Oneida Community, Hawley & Norton's.....	70
Mouse, choker.....	18c per doz
Mouse, delusion.....	\$1.50 per doz.
WIRE.	
Bright Market.....	dis. 65
Annealed Market.....	70-10
Coppered Market.....	60
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	3 35
" " painted.....	2 85
HORSE NAILS.	
Au Sable.....	dis. 25&10 25&10 40&05
Putnam.....	dis. 05
Northwestern.....	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.	
Bird Cages.....	dis. 50
Pumps, Cistern.....	75
Screws, New I list.....	70&10
Casters, Bed a d Plate.....	50&10&10
Dampers, American.....	40
Forks, hoes, rakes and all steel goods.....	65
METALS.	
PIG TIN.	
Pig Large.....	26c
Pig Bars.....	28c
ZINC.	
Duty: Sheet, 2 1/2c per pound.....	
600 pound casks.....	6 1/2
Per pound.....	7
SOLDER.	
1/2@1/2.....	16
Extra Wiping.....	35
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson.....	per pound 16
Hallett's.....	13
TIN—MELYN GRADE.	
10x14 IC, Charcoal.....	\$ 7 50
14x20 IC, ".....	7 50
10x14 IX, ".....	9 25
14x20 IX, ".....	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal.....	\$ 6 75
14x20 IC, ".....	6 75
10x14 IX, ".....	8 25
14x20 IX, ".....	9 25
Each additional X on this grade, \$1.50.	
ROOFING PLATES.	
14x20 IC, " Worcester.....	6 50
14x20 IC, ".....	8 50
20x28 IC, ".....	13 50
14x20 IC, " Allaway Grade.....	6 00
14x20 IX, ".....	7 50
20x28 IC, ".....	12 50
20x28 IX, ".....	15 50
BOILER SIZE TIN PLATE.	
14x28 IX.....	\$14 00
14x31 IX.....	15
14x36 IX, for No. 8 Boilers.....	per pound 10
14x60 IX, " ".....	

PAUL EIFERT,

Manufacturer of

Trunks, Traveling Bags and Cases

SAMPLE TRUNKS AND CASES
MADE TO ORDER.

Write for Prices.

41 SO. DIVISION ST.,

Grand Rapids, Michigan.

H. M. REYNOLDS & SON,
Tar and Gravel Roofers,

And dealers in Tarred Felt, Building Paper, Pitch, Coal Tar, Asphaltum, Rosin, Mineral Wool, Etc.

Corner Louis and Campau Sts.,
GRAND RAPIDS.

The Kelly Perfect Axe

— ALSO —

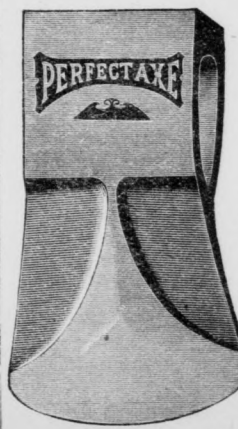
The Falls City Axe

Both Manufactured by

The Kelly Axe Mfg Co., Louisville, Ky.

We carry a good stock of these axe
and quote them at the following
prices:

	S. Bit.	D. Bit.
Kelly Perfect, per doz.	\$7	12
Falls City, per doz.	\$6	\$9



Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

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E. A. STOWE, Editor.

WEDNESDAY, DECEMBER 2, 1891.

PRO AND CON.

Discussion of the Fortnightly Visits of Traveling Men.

THE TRADESMAN recently published a communication from a retail dealer in a certain Northern Michigan town, complaining of the frequent calls of traveling men and the necessity it put him to of buying of all of them in order to keep "peace in the family." The communication provoked considerable discussion among the parties concerned and afforded a text for several sermons in the columns of the trade press. With this issue THE TRADESMAN presents the opinions of a number of local jobbers on the subject and hopes to be able to give the views of representative traveling men in next week's paper. To this end, the written expression of all who are willing to put themselves on record is respectfully solicited.

The views of the jobbers are as follows:

S. M. Lemon (Lemon & Wheeler Co.)—I agree with the merchant who wrote the letter referred to in your last issue. Before going further, I want to say that I got my first start in life as a commercial traveler, 22 years ago, and for the traveling salesman I have always entertained a sympathetic feeling and most profound respect, and now say unhesitatingly that in order for jobbers to act in harmony, with the spirit and condition of the times and be a success, it is absolutely necessary to keep salesmen on the road; at the same time I have been for some time and am now fully convinced that the wholesale grocers of Grand Rapids, as a whole, have more traveling representatives on the road than is necessary. A lesser number would sell just as many goods and the net results would show a great saving to the jobbers of this city, and would at the same time serve just as well, if not better, the interests of the retail trade of this territory, because, by making the trips every three or four weeks, instead of every two weeks, as is the present custom, the saving by the reduction in expenses could and in the very nature of things would be divided with the retail merchant. I believe, however, that this change should be brought about in such a way as would not cause disaster or even unnecessary inconvenience to salesmen who might be laid off. For instance, during the present year we have reduced the number of our salesmen by two—Louis Immegart engaged in business for himself at Traverse City and Mr. Walters in Northern Indiana, and we did not fill the places of these salesmen, but divided their respective territories among our other salesmen—and now we have all our men with one exception, make their trips every three weeks, instead of every two weeks, as

was their custom; and we are glad to say that this change has worked to our advantage and we believe for the good of the trade.

W. L. Freeman (Hawkins & Company)—I give that fellow credit for having a heap of good sense—more than the wholesale grocers of Grand Rapids possess. I often wonder why the retailers do not revolt and quit trading altogether with a house which sends out traveling men. We are pestered to death with frequent calls of salesmen from importing and manufacturing houses and the retailer is certainly bothered more than we are. We can sell just as many goods by calling on our trade once in three weeks as we can by calling on them fortnightly and we could well afford to divide the savings with our customers.

Edward Telfer (Telfer Spice Co.): A year ago we had four men on the road, seeing the trade every three weeks. This year we reduced the force to two men, who call on our trade every five weeks. Instead of reducing our sales, this plan has enabled us to increase them to a considerable extent, and we have every confidence in our ability to hold our own under the present system.

Frank Jewell (L. M. Clark Grocery Co.)—We have been so busy over the re-organization of our business, owing to the death of Mr. Clark, that we have given the matter no attention whatever and shall not be able to do so for some weeks yet.

Wm. Judson (Olney & Judson Grocer Co.)—I am of the opinion that our salesmen are making some drives every two weeks, when every four weeks would do as well. On the other hand, we find it pays us to call on the trade in the railroad towns every fortnight. Our men use their own judgment, to a great extent, and we think this works better than for employers to make cast iron rules. Men who are not competent to exercise judgment in such matters are not fit to be on the road.

Amos S. Musselman (Musselman & Widdicombe)—I pity the average retailer if he is bored by traveling men as much we we of the jobbing trade are and I stand ready to co-operate with him in any reasonable effort to lessen the evil. I am confident that we could get along with one less man in the territory we are now covering—that three men could get just as much trade as four—while the fourth man could secure additional business for us in new territory. I am glad to see the matter agitated and hope that good will result therefrom.

O. A. Ball (Ball-Barnhart-Putman Co.)—It has long been a theory of mine that it does not pay to drum the trade too often and I think the present condition of things in this territory sustains my position. We are soliciting the trade of the merchants in this part of the State with greater importunity than is consistent with either dignity or profit. The retailer is kept overloaded, from the desire to satisfy the wishes of the men whom he sees so often that he comes to look upon them in the light of friends and dislikes to turn away without an order. The result is deferred payments and general demoralization. We cannot blame our customers, for we have to fight like tigers ourselves to keep our stocks within reasonable limits, so great is the pressure to sell us goods and so anxious are we to please the salesmen who have solicited our trade so long and so courte-

ously. I have looked at this subject from every aspect and am free to confess that I see no way out of the dilemma but to curtail the numerical strength of the small army which starts out on the war-path every Monday morning on its fortnightly visitation. This should be done in such a way as to avoid any inconvenience to the salesmen who are eliminated from the territory and I think the sentiment of the trade, both wholesale and retail, demands such a reform at the earliest possible moment.

SYMPATHIZES WITH THE TRAVELER.

From the Grocer and Country Merchant.

"Do I hate to see a commercial traveler come in?" said a representative retailer the other day. "Well, I should say not. I'm always sorry if I am unable to give him an order. I know what it is to be a traveler myself, from experience, too. I hustled around for several years with a grip full of a wardrobe and a trunk full of samples. It isn't altogether as alluring a job after you've tried it once. For about three hundred and sixty-five days in every year the commercial traveler is expected to be the prince of jolly good fellows, always wearing a pleasant face, and, even if his order book is a fine collection of blank pages, and he's slept in a damp, clammy hotel bed all night, besides having eaten a hotel breakfast cooked in a manner he hardly admires, to say the least, yet he must talk business for a couple of hours, be crowded down on his prices, get no order, and still leave the dealer with a hearty shake of the hand and a wish for better trade. When a traveler strikes the city and has a couple of days' respite, I hate to hurt his feelings by not buying."

HOW IT LOOKS IN NEW YORK.

From the Merchant's Review.

A correspondent of THE MICHIGAN TRADESMAN confesses that he frequently overbuys from traveling salesmen, because their visits are so frequent, and he suggests that the Grand Rapids jobbers send out salesmen less often. But he doesn't appear to see that the remedy lies in the hands of himself and his brother merchants. So long as dealers buy goods because of the importunities of drummers, instead of according to their actual requirements, just so long will the nuisance of which this merchant complains exist. This seems to be self-evident. But what a flood of light the aforesaid communication sheds upon the business methods of country merchants, and how clear an explanation it affords of the reasons for the ill-success of many of them!

A MINNESOTA COMMENT.

Commenting on the above criticism, the *Northwest Trade* (Minneapolis) says:

Of course, the correct theory is as our esteemed contemporary states it, but it often happens that theory runs counter to fact—to the practical side of experience. Now, is the theory above all 'here is to this question? Human nature

is as it is—human nature and nothing more, and the average man, in one way and another, by one man and another, is persuadable. The only question in the vast majority of cases is as to how to persuade the particular case in hand. There is precisely where the functions of the salesman are called into question. We often enough hear the expression, "a clever salesman," and we suppose that that means an ability to sell goods—an ability to persuade merchants into buying the goods, an ability to work off goods even at the risk of overstocking the customer. In this light, the question is as to whether the wholesaling employer does not offer special advantages to the man who has the keen wits, the persuasive tongue, and the persistence which will enable him not only to meet all competition but create business where it does not normally exist? And are not these high priced and selected wits, this trained tongue, this developed insistence pitted against qualities which, however superior in other directions, are inferior in precisely the one under discussion? The whole subject, it seems to us, resolves into this conclusion, that while primarily and theoretically the merchant is responsible for permitting himself to be persuaded into buying extravagantly, secondarily and practically the "clever" salesman wilfully and often wrongfully, overstocks a great many of his customers because of his superior powers as a salesman.

For the finest coffees in the world, high grade teas, spices, etc., see J. P. Visner, 304 North Ionia street, Grand Rapids, Mich., general representative for E. J. Gillies & Co., New York City.

STALLION FOR SALE.

I have a three-quarter blood

Cleveland Bay Stallion

18 hands high, 10 years old, weighing 1,350 pounds, which I will sell for

\$250.

He is worth twice that amount, having been sold a short time ago for \$600. I have no use for the horse, and consequently offer him at the price named.

He is a deep bay, with one white hind foot, is a good traveler and gets up in good style.

L. H. SHEPHERD,
CHARLOTTE, MICH.

XMAS GOODS!

HANDKERCHIEFS, COTTON, SILK, LINEN.
MUFFLERS, ALL PRICES.
GENTS' AND LADIES' GLOVES AND MITTS.
NECKTIES, FROM \$2.25 TO \$9.00.
DOLLS, FROM 8c DOZ. TO \$9.00.
JEWELRY AND FANCY PERFUMES.
FANCY BOX PAPER.
TABLE COVERS, CHENILLE, PLUSH AND DAMASK IN 4-4, 5-4, 6-4, 8-4.
FURS, MUFFS AND BOAS.

NAPKINS AND DOYLIES.

CALL AND SEE US.

P. STEKETEE & SONS.

OUR OFFICE BOY.

Graphic Description of a Most Unique Character.

He is a daisy. The first day he came in answer to our advertisement for "a boy to make himself useful," he was so frightened that he scarcely could speak, and so modest that red paint was nothing to his blushes.

Poor little fellow, standing so humbly, and replying so respectfully while the usual questions were being asked, we all pitied him, and did our best to place him at his ease and lighten the ordeal he had to go through.

How his hand trembled as he put down a row of figures to add, and how painfully careful he was to make good ones and write a few lines at the end in beautiful school-boy style.

Then when we told him we would let him know on the morrow if he was accepted, how politely he bowed with a sweet and thankful smile and walked briskly away.

We all fell in love with the little angel at once and congratulated ourselves that we had discovered such a treasure.

The next day, after getting notice that he was engaged, he promptly appeared, and, being given his desk, started on his career of usefulness.

He kept us busy all the day supplying him with something to do.

He was a perfect steam engine for work, and the quickness with which he finished a task and then cried for more was wonderful, and it taxed our ingenuity to the utmost to satisfy his efforts to be useful.

His errands were run with lightning speed, and his docility was most refreshing. He even refused to take a whole dinner hour, saying that half was plenty, and when it came the hour for closing the store he seemed truly sorry to be obliged to go home.

The next morning he was around waiting outside for the store to be open, in his eagerness to be early and useful.

For about a week the little model of virtue set us all an example of promptness and industry and goodness.

His face shone with delight when anything—the harder the better—was given and his alacrity and swiftness in doing errands were rather more than we wanted.

He was always anticipating our wishes, and his overwhelming politeness and respect won the hardest heart in the establishment, and aroused such love and admiration for his noble qualities that we all felt more or less jealous from the attention he received from the house. We feared he was on the road to be promoted over our heads, and get in the firm while we were thinking about it.

After he had been with us a fortnight we began to notice a change coming over him.

He was a little less anxious about getting over so early and leaving so late, and he showed a less desire for work.

He seemed to know us a little better, too, and seemed to feel less in awe of those above him.

His tone of voice became a shade louder, and he laughed more frequently, and sometimes too heartily, at our jokes.

Instead of waiting to be spoken to before answering, he began to make remarks himself and mix in our conversation, and soon the whole dinner hour became not longer than he thought necessary.

Still we loved him, for he was yet quite polite and agreeable.

At the end of a month, however, he commenced to expand and assume airs of self-importance which were uncalled for, to say the least.

He no more called us Mr. Jones or Mr. Smith—our first names were easier for him to handle. The head of the firm he designated as the "old man," and gave original and funny titles to everyone. The head book-keeper was "old pen-wiper," the cashier was "old nickel-in-the-slot," and the junior partner was "high-cock-a-lorum."

The odor of cigarettes began to be painfully apparent in his vicinity and soon he would coolly light one and puff it with composure on his way out of the store at closing time.

He used to run on errands and jump when spoken to.

Now in the mornings, always a little late, he leisurely sauntered in and his first duty was to stick his feet up on his desk and read the newspapers.

When he got through, and not before, he put them on file, remarking that the "boss" had more time to wait for the news than he had.

Then after writing his very important private letters and trying to interest us with his political opinions and criticisms he commenced to "make himself useful."

Instead of promptly heeding the directions and requests of those over him as at first, he seemed to become afflicted with a most convenient difficulty of hearing.

Not till after the questions or commands were repeated more than once did he deign to notice them and then, in the slowest and most provoking manner possible, did he reply.

His object skillfully hidden under an assumed inability to hear or understand was to have his own way and take his own time and, after a few wrestles, he succeeded in making us tired and being left alone to do as he pleased.

When that plan didn't work he became a bit sarcastic and "sassy," and so before long, in place of his being afraid of those above him, they grew afraid of him and treated the little terror with much consideration.

Of course, he knew their fear, and was merciless in taking advantage of it.

No matter how he was snubbed and sat down on, his free and awfully easy manners increased day by day.

He whistled all the tunes ever invented—all the louder if he was asked to please keep quiet. And when he wasn't whistling he hummed the music, which was harder to bear, for his selections were not as fine as our artistic ears were accustomed to.

His dignity kept pace with the rest of his beautiful ways.

When asked, even by the firm, to hurry, he simply looked the contempt he felt and went slower, if possible.

But, half an hour before his time to go, he not only hurried himself, but made the others, too, for he let all hands know that he was not going to be detained by their work not being finished.

Ten minutes before the closing hour he was off, and not one dared as much as hint for him to stay till the rest were done.

He, also, began to dress in the style becoming a young gentleman of his culture and position in society.

He couldn't wear a collar high enough nor carry a cane big enough. And when he walked comfortably in one morning, late as usual, under an immense high, silk hat, with kid gloves on his ink stained fingers and a flower in the buttonhole of his Prince Albert coat, none ventured to let him see the smile his glorious appearance provoked.

But he got to the end of his rope at last.

With his invincible freshness and cheek he interviewed the firm one day in the private office on the subject of a raise of salary.

He stated how much the cost of living had increased since he began to make himself useful, and how hard he worked and how difficult it was to fill the position of importance he had accepted, and that in the near future he contemplated matrimony and consequently ought to have enough to support a family.

When he sneaked meekly out of the private office with flushed face it was evident that his demands had been refused and that the grand bounce act had been performed.

So he packed his traps, and never saying a word, stalked angrily and with much dignity out of the store, to the immense joy and satisfaction of those he left behind him.

We have since heard that he is married and being supported by his father-in-law—who has our sympathy in his affliction.

H. C. DODGE.

Mount Pleasant—L. M. Winters has sold his grocery stock to John Hess.

P. H. EARLY, Pres. and Treas.

W. H. DODGE, Sec'y and Gen'l Manager.

GANNON, DONOVAN & SHEA, Western Att'ys, Omaha, Neb.

DUNCAN & GILBERT, Gen'l Att'ys, Chicago.

HENLEY & SWIFT, Pacific Slope Att'ys, San Francisco.

McCARTHY, OSLER, HOSKIN & CREELMAN, Canadian Att'ys, Toronto, Ont.

DORSEY, BREWSTER & HOWELL,

Southern Att'ys, Atlanta, Ga.

BARTLETT & ANDERSON, New England Att'ys, Boston, Mass.

The Merchants Retail Commercial Agency.

INCORPORATED UNDER THE LAWS OF ILLINOIS.

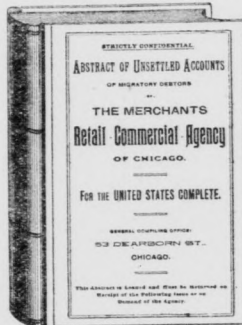
CAPITAL PAID IN, \$30,000.00.

General Office, 53 Dearborn St., Chicago, Ills.

Eastern Office, 911 Drexel Building, Philadelphia, Pa.
 New England Office, Boylston Build'g, 657 Washington St., Boston, Mass.
 Canadian Office, 27 Canadian Bank of Commerce Building, Toronto, Ont.
 Western Office, 413-515 Bee Building, Omaha, Neb.
 Southern Office, McDonald Building, Atlanta, Ga.
 Pacific Slope Office, 31-32 Chronicle Building, San Francisco, Cal.

Extract from Branch Constitution and By-Laws.

Sec. 4. Whenever an account against any person shall have been listed in the abstract of unsettled accounts issued by our General Agency, or certified to the Secretary of this Branch by such Agency as unsettled, no member shall in any case open an account, without security, with such delinquent, and the opening of such account by any member with such person shall be considered an offense against this section and subject such member to an investigation by the Executive Board, and if found guilty he shall pay to such Board a fine of TWENTY DOLLARS for the sole use and benefit of this branch, and his neglect or refusal to comply with this demand shall make him liable to expulsion from said agency.



Infalibly Protective, and It Makes 'em Pay.

The present enrolled subscribers to this Agency number over one hundred and forty thousand, comprising merchants in thirty-three states, from the Atlantic to the Pacific and from the Dominion to the Gulf.

Its System of Operation is Original, Positive, Legal and National; Stronger than Judge, Jury or Sheriff.

We ask the retail merchants to make a special examination of this Agency and its combination and interchange experience system before paying out their money for a valueless lot of stationery and glittering array of promises offered by irresponsible promoters of cheap collecting and "blacklisting" schemes. To a business man seeking reliable assistance, age, experience, character and financial responsibility are worth everything.

Chicago References: The Chicago Trust and Savings Bank or any respectable and responsible wholesale or retail merchant in the city. Elsewhere: Any merchant who has been or is now a subscriber—and their number is legion.

W. H. Dodge

Secretary.

P. H. Early

President.

Drugs & Medicines.**State Board of Pharmacy.**

One Year—Stanley E. Parkhill, Owosso.
Two Years—Jacob Jossion, Muskegon.
Three Years—James Vernor, Detroit.
Four Years—Otmar Eberbach, Ann Arbor.
Five Years—George Gundrum, Ionia.
President—Jacob Jossion, Muskegon.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. Gundrum, Ionia.
Meetings for 1891—Lansing, Nov. 4.

Michigan State Pharmaceutical Ass'n.

President—H. G. Coleman, Kalamazoo.
Vice-Presidents—S. E. Parkhill, Owosso; L. Pauley, St. Ignace; A. S. Parker, Detroit.
Secretary—Mr. Parsons, Detroit.
Treasurer—Wm Dupont, Detroit.
Executive Committee—F. J. Wurzburg, Grand Rapids; Frank Inglis and G. W. Stringer, Detroit; C. E. Webb, Jackson.
Next place of meeting—Grand Rapids.
Local Secretary—John D. Muir.

Grand Rapids Pharmaceutical Society.
President, W. R. Jewett, Secretary, Frank H. Escott,
Regular Meetings—First Wednesday evening of March
June, September and December.

Grand Rapids Drug Clerks' Association.
President, F. D. Kipp; Secretary, W. C. Smith.

Detroit Pharmaceutical Society.
President, F. Rohnert; Secretary, J. P. Rheinfrank.

Muskegon Drug Clerks' Association.
President, N. Miller; Secretary, A. T. Wheeler.

THE QUEER FOOD WE IMPORT.

Few native Americans have any idea of the number and kind of queer foods which come from foreign lands to their country. A study of the delicate morsels which pass through the Custom House is decidedly interesting. And the official records show that there are more than eight hundred different kinds of imported foods. Our foreign-born population keep up a sneaking fondness for the dishes and tid-bits which they eat with relish in the Old World, and in response to this demand strange edibles with curious names are imported. The eccentricities of the human palate are many, as we hope to show in the following:

From France comes a long list of odd delicacies. The oddest of all, perhaps, is pickled cockscombs. Usually it is put up half cooked, and then it is pickled and spiced. There is, to the American palate, nothing appetizing about pickled cockscombs, which are as tough as "boarding house steak." Another French dish of rare flavor is blood pudding, which is commonly made from the blood of beeves and horses. During the siege of Paris the blood of dogs, cats, rats and birds was served into puddings. The Frenchmen think that no dinner is complete without cheese. "A dinner without cheese," said Brillat-Savarin, "is like a beautiful woman with only one eye." Roquefort, which differs from the other cheeses, is made from the milk of sheep and goats. It is sharp, acrid, and not pleasant to the uninitiated palate. Camembert is another kind of cheese. It is pasty, and comes in small, flat pats, each weighing about one pound. It is more highly flavored than Roquefort, and its bouquet, after some months, becomes absolutely nauseating.

The Germans send us large quantities of curious food. The more common importations are sauerkraut, sausages, pickled herrings, and confections of various tastes. Goose breasts are dried, smoked and pickled. The sausages made of chicken and duck are quite palatable. So too are the Schwarzwald hams, which surpass even our own sugar-cured hams. Of cheeses Limburger is the best known. But for odor and strength a new kind of Muenster cheese takes the cake. It is so powerful that a piece as big as your finger would scent a tan-yard.

The list of foods imported from Norway and Sweden is not very long. The most important article is seaweed. Another staff of life is a kind of unleavened bread. The Emerald Isle furnishes a

few tid-bits. Of course, genuine "Murphies" hold the place of honor. Then there is a kind of seaweed not unlike the Norwegian article. It makes good jelly.

As a rule, the Spaniards are high livered; that is to say, they like every bit of food highly seasoned or highly sweetened. From Spain and the West Indies come red and green peppers, preserves and marmalades. The preserves are made by boiling fruits and then adding brandy or wine to keep the mass from fermenting. Some of the marmalades—for example, those made from the guava fruit—need to be cut with a sharp knife. To these may be added the Catalan and Basque sausages, black, dry and hard; smoked and dried sardines and anchovies. Of the Spanish cheese, the Andalusian is the most disagreeable, having a bouquet of onions and garlic.

The Chinese cling to their native diet by importing dried shark fins, dried chicken and ducks; preserved watermelon seeds, crystalized dates and figs, sugar-flowers, sweet pumpkins, and sardines in oil. Their sweetmeats are delicious. They are usually made by boiling fruits, as tamarinds, limes and green dates, in strained honey. Other curious bits of pastry are "mooncakes," eaten in commemoration of the harvest moon and "lai-chee nuts."

There is a great variety in the foods from Japan. The most common kinds are dried fishes of all sorts and sizes. Almost every kind of fish and form of sea life is dried hard and stony by the Japanese, from a sturgeon to a minnow, from a clam to a crab. Only the rich can afford bird-nest soup, the material for which is a seaweed masticated by the birds to form their nests. Other odd dishes are made from tree mushrooms and sea mushrooms. The latter is very palatable.

We need only mention, in conclusion, sappodillas from the West Indies, prickly pears and edible lizards from Central America, tomalis from Mexico, and "stitchies" from Palestine. But enough has been said to show that tastes differ the world over. L. J. VANCE.

Money in Roses.

"If you want to make money and at the same time enjoy your work," said a well known business man, "raise roses. When I moved into the suburbs of the city, I built a conservatory to grow roses, for I am very fond of them. From time to time I built additions to my hothouses, and in time found that I was raising more roses than I knew what to do with. So I began to sell them. I learned that there was a good winter demand for them; in fact, a very strong demand. I was able to command prices which seemed marvellous. Now I make large Winter shipments regularly, and I have paid for my hothouses and all the labor expended on them many times over, and what I call my 'flower bank account' has reached a very respectable size."

The Drug Market.

Gum opium is firm. Morphia is unchanged. Quinine is steady. Calamus root is lower for prime peeled. Serpentina has advanced. Spermacetti is lower. Bromide potash has declined. Cuttle fish bone is lower. Salacine has declined.

Use Tradesman Coupon Books.

BUSINESS LAW.**Summarized Decisions from Courts of Last Resort.****CONSTITUTIONAL LAW—CONTEMPT.**

In a case recently decided in the United States Circuit Court at Indianapolis, where the Board of Tax Commissioners had endeavored to compel a banker to give the names and amounts of individual deposits, Judge Thayer decided that the section of the State law empowering the board to fine and imprison for contempt was unconstitutional and void.

USURY—MORTGAGE—VOIDABILITY.

In the case of Lydecker vs. Bliven, recently decided by the New York Court of Appeals, it appeared that the appellant procured a loan of \$4,000 from a resident of Upper Nyack, giving as security a mortgage on an icehouse. The mortgage was assigned subsequently to the respondent. The latter proceeded to foreclose the mortgage, when the appellant set up as a defense the charge of usury, alleging that he had not received the full amount named from the original mortgagee, who had retained 10 per cent. Upon this defense the Court of Appeals sustained a decision giving judgment to the appellant and holding the mortgage void.

MECHANICS' CLAIMS—HUSBAND AND WIFE.

In Pennsylvania, according to the recent decision of the Supreme Court of that State, in the case of Bevan *et al.* vs. Thackara, a contract made by a husband for the improvement of his wife's separate estate if made with her knowledge and consent is sufficient to sustain a mechanic's claim filed by a subcontractor who has furnished materials necessary for the improvement. The court held in the same case that where materials are furnished partly for a house and partly for a stable, though standing on the same lot of ground as the house and appurtenant to it, a claim filed against the house and lot only, without mentioning the stable, will not support a recovery for anything used for the latter building.

BANK—FALSE STATEMENT—LIABILITY.

The Kentucky Court of Appeals held, in the recent case of Prewitt vs. Trimble, that a published statement by the cashier of the condition of a bank, followed by a statement signed by the President and directors referring to the cashier's statement as evidence of the prosperous condition of the bank, was to be regarded as a report of the officers of the bank made directly by the president and directors, and that the statement being false, in that the amounts reported as "loans and discounts" and "overdrafts" embraced stale and worthless demands, amounting to a large sum, thus reducing the value of the stock much below what it appeared to be from the statement, one who purchased stock from the president of the bank upon the faith of this statement was entitled to a rescission of the contract.

NOTE—CONTRACT—LEX LOCI.

In the case of Coad vs. Home Cattle Co. *et al.*, recently decided by the Supreme Court of Nebraska, it appeared that a promissory note was dated and executed at Cheyenne, Wyoming, and by its terms was payable there. The maker was a Wyoming corporation, having most of its property and transacting the greater part of its business in Nebraska. The payee was a resident of Wyoming. The note provided for interest at 15 per cent. per annum, which was lawful in Wyoming when the note was made. The note was given for a loan of money, and was secured by mortgages executed in Wyoming on certain property of the corporation situated in Nebraska. The payee and mortgagee refused to pay the money until he examined the records in

Nebraska to see if the property was clear from incumbrances. On making examination and finding no liens the money was paid over in Nebraska and the note and mortgages delivered there. There was evidence tending to show that the agreement for the note was made in good faith in Wyoming, and not as a device for securing interest in excess of that allowed by the laws of Nebraska. The Supreme Court upheld a finding of the court below to the effect that the note was a Wyoming contract and that its validity was governed by the laws of Nebraska.

Use Tradesman or Superior Coupons.**BEST OF REPUBLICAN NEWSPAPERS**

The Tribune for 1892.

Roswell G. Horr on the Tariff.

The Republican party, triumphant in 1891, wherever national issues were at stake, renews, aggressively and bravely, the fight for 1892. THE NEW YORK TRIBUNE, the ablest, most reliable, and best of Republican papers, leads the way.

During 1892, Roswell G. Horr of Michigan, the witty orator, will continue in THE TRIBUNE his remarkable articles on the Tariff, Reciprocity, Coinage, and the Currency. These topics are all understandable; the Republican policy with regard to all of them is right, patriotic and impregnable; but dust has been thrown in the people's eyes, and the air has been filled with fog, by lying and tricky tariff-reformers. THE TRIBUNE prints from one to five exceedingly entertaining articles every week explaining these questions.

Mr. Horr begins at the beginning of every subject, and makes it so clear that everyone can understand and no one can answer him. Ask any neighbor what he thinks of Mr. Horr's writings. He will tell you that they are genial, clear, entertaining and perfectly unanswerable. A specialty is made of answering all questions, asked in good faith, on the Tariff, Reciprocity, Coinage, the Currency and the projects of the Farmers' Alliance. THE TRIBUNE is the best national Republican paper to supplement your local paper during 1892.

How to Succeed in Life.

THE TRIBUNE will also continue the series of articles to Young Men and Women, penned by men who, beginning life themselves with few advantages, have nevertheless succeeded honorably and brilliantly. It will also reply to questions as to what young men and women should do to succeed in life, under the particular circumstances in which their lot in life is cast. The replies will be written under the direction of Roswell G. Horr, whose familiarity with American life and opportunities and whose deep and cordial sympathy with all who are struggling under adverse circumstances, promise to make the replies practical and satisfactory.

Vital Topics of the Day.

Many special contributions will be printed from men and women of distinguished reputation. Among the topics are: "Silver Coinage, the latest views;" "Proper Function of the Minority in Legislation," to include one paper each from a Democrat and a Republican, prominent in public life; "Harmful Tendencies of Trusts;" "Arid Lands of the United States;" "Millionaires of the United States;" "Free Postal Delivery in Rural Communities;" "Better Pay for Fourth Class Postmasters;" "Importance of the Nicaragua Canal;" "Village Improvement;" "Our German Fellow Citizen in America," and many others.

Agriculture.

In addition to the regular two pages a week of how to run a farm and make it pay, there will be, during 1892, special papers on "Hot House Lamb," "Model Farms," "Tobacco Raising," "Sugar Beets," "Fancy High Priced Butter Making," "Care of Bees," "Market Gardening," "Live Stock," and a variety of other equally important branches of American farming.

For Old Soldiers.

For veterans of the war, there will be a page a week of war stories, answers to questions, news and gossip. Mrs. Annie Wittenmyer will supply an interesting column of news of the W. K. C. THE TRIBUNE'S War Stories of the past year have never been surpassed for thrilling interest.

For Families.

Families will value the pages devoted to "Questions and Answers," "Household Decoration," "Home Interests," "Cooking," "Knitting and Crochet," "Young Folks," and the Fashions. A great editorial page will be printed, and fiction, foreign letters, book reviews, travels, checkers and chess and fun abundantly supplied.

Premiums.

Descriptive circular will be sent free.

Over \$2,000 in Cash Prizes.

Send for terms to agents and raise a club for THE TRIBUNE.

Subscriptions.

WEEKLY, \$1. SEMI-WEEKLY, \$2. Free for the rest of 1891, to those subscribing now for 1892.

THE TRIBUNE,
NEW YORK.

Get What You Ask For!**--HINKLEY'S BONE LINIMENT--**

FOR THIRTY-FOUR YEARS THE FAVORITE.

Enclosed in White Wrappers and made by D. F. FOSTER, Saginaw, Mich.

Wholesale Price Current.

Advanced—Serpentaria. Declined—Calamus root spermacetti, bromide potash, cuttle fish bone, salacine.

Table listing various medicinal and chemical products under categories such as ACIDUM, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRUM, FLORA, FOLIA, GUMMI, SEMEN, SPIRITUS, SPONGES, SYRUPS, and TINCTURES. Each entry includes a product name and its corresponding price.

Table listing various medicinal and chemical products including Morphia, S. P. & W., S. N. Y. Q. & C. Co., Selditz Mixture, Sinapis, and various oils and salts.

HAZELTINE & PERKINS DRUG CO. Importers and Jobbers of

DRUGS CHEMICALS AND PATENT MEDICINES.

DEALERS IN Paints, Oils and Varnishes.

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

Weatherly's Michigan Catarrh Remedy.

WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for Medicinal Purposes only. We give our Personal Attention to Mail Orders and Guarantee Satisfaction. All orders are Shipped and Invoiced the same day we receive chem. Send in a trial order. Hazeltine & Perkins Drug Co., GRAND RAPIDS, MICH.

GROCERIES.

A Vision of the Future.

Jules Verne has been speculating as to what will be the daily life of people 1,000 years hence. As science extends her dominions it is noticeable how increasingly ambitious such forecasts become.

A Rather Gloomy View.

GOODHART, Nov. 24.—The topic of E. A. Owen, in the issue of November 18, suggests to my mind what is apparent to me as a fact, that to attain success in this period of wild, mad rush for wealth and preferment and at the same time maintain a clear conscience and an irrefragable integrity, requires very rare gifts.

Coffee Grown in Michigan.

A. H. Hobbs, of Mt. Pleasant, planted some San Domingo coffee berries about ten years ago, and from the seed so obtained, his product has increased to seven bushels, besides using the coffee in his family all the time.

The Grocery Market.

Sugars are steady, although the indications are that the market will be weaker by the end of the week. Prunes are higher. Almonds and filberts have advanced 1 1/2c per pound, owing to short supply between now and the holidays.

How Thread is Made.

"To make a spool of thread," says a manufacturer, "is a complicated process. Only the very best Sea Island cotton can be used for this purpose. The cotton is taken in the raw state and torn all to pieces by a machine called a 'breaker.'"

A man to know how bad he is must be poor; to know how bad others are he must be rich. Many a man thinks it is virtue that keeps him from turning rascal, when it is only a full stomach.

Barnett Bros.

Commission Merchants

AND DEALERS IN

Apples, Dried Fruits, Onions.

Twenty-five years' experience and ample facilities for the transaction of business. Refer by permission to the editor of this paper. Write for information which will be cheerfully furnished.

BARNETT BROS. 159 So. Water St., Chicago.

Crockery & Glassware

LAMP BURNERS.

Table with 2 columns: Burner type (No. 0 Sun, No. 1, No. 2, Tubular) and Price (45, 50, 75, 75).

LAMP CHIMNEYS.—Per box.

Table with 2 columns: Chimney type (No. 0 Sun, No. 1, No. 2, First quality, etc.) and Price (1 75, 1 88, 2 70, etc.).

LAMP WICKS.

Table with 2 columns: Wick type (No. 0, No. 1, No. 2, No. 3, Mammoth) and Price (23, 28, 28, 75, 96).

STONEWARE—AKRON.

Table with 2 columns: Item (Butter Crocks, Jugs, Milk Pans) and Price (66, 96 1/2, 1 80, etc.).

POULTRY.

Table with 2 columns: Poultry type (Local dealers pay as follows for dressed fowls: Spring chickens, Fowl, Turkeys, Ducks, Geese) and Price (2 @10, 7 @ 8, 11 @12, etc.).

PRODUCE MARKET.

Apples—\$2 per bbl. for choice winter fruit. Beans—The market is a little stronger. Dealers now pay \$1.30@1.40 for unpicked and country picked and holding at \$1.05@1.15 for city picked pea or medium.

PROVISIONS.

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

Table with 2 columns: Provision type (PORK IN BARRELS, LARD, BEEF IN BARRELS, SMOKED MEATS) and Price (10 00, 12 00, 13 7 1/2, etc.).

FRESH MEATS.

Table with 2 columns: Meat type (Swift and Company quote as follows: Beef, carcass, hind quarters, fore, loins, ribs, rounds, tongues, Bologna, Pork loins, shoulders, Sausage, blood or head, liver, Frankfort, Mutton, Veal) and Price (4 @ 6, 4 1/2 @ 6, etc.).

FISH and OYSTERS.

Table with 2 columns: Fish/Oyster type (F. J. Dettenthaler quotes as follows: FRESH FISH, OYSTERS—Bulk, OYSTERS—Cans) and Price (2 @ 8, 2 @ 8, etc.).

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

Large table with 4 columns: Candy/Fruit/Nut type (STICK CANDY, MIXED CANDY, FANCY—In bulk, FANCY—In 5 lb. boxes, CARAMELS, ORANGES, LEMONS, OTHER FOREIGN FRUITS, NUTS, PEANUTS, HIDES, PELTS and FURS, MISCELLANEOUS, OILS) and Price (6 1/2, 7 1/2, 8 1/2, etc.).

Table listing various goods such as Apple Butter, Axle Grease, Baking Powder, and Canned Goods with their respective prices.

Table listing various goods such as Strawberries, Whortleberries, Meats, and Coffee with their respective prices.

Table listing various goods such as Condensed Milk, Wheat, Fish-Salt, and Dried Fruits with their respective prices.

Table listing various goods such as Nutmegs, Sugar, Licorice, and Mince Meat with their respective prices.

Table listing various goods such as Gun Powder, Herbs, Jellies, and Mustards with their respective prices.

Table listing various goods such as Paper & Woodenware, Grains and Feedstuffs, and Teas with their respective prices.



The Man Behind the Counter Seen as He Is.

Written for THE TRADESMAN.

Man is the most deceptive animal on the face of the earth and can hold more hypocrisy, for his size, than any other specimen in the animal kingdom. The general public never sees him as he is and knows no more of his true inwardness than it does of the pimples on the face of the man in the moon. If a hundred average men were taken out of an average public gathering of men and stripped of all false wraps and deceptive coverings, what a startling sensation it would produce! How we would spring back in terror as the beautiful mask fell off, exposing the impure motives and cruel, selfish, wicked designs of the very one in whom we had felt inclined to place the most confidence! Others would appear less hideous, and some would show up better, purer, and more well disposed than their outward appearance would indicate.

There are times, however, when circumstances are favorable, when man will reveal the true inwardness of his make-up, when all reserve is thrown off and his own true nature is turned loose for exercise. The cramps and pains caused by long continued, strained, and unnatural conditions which mask-wearing makes unavoidable, must be removed from time to time. Man cannot always smile, so he reserves his entire stock for public use and does all his scowling and frowning at home for the benefit of his wife and children. The man behind the counter cannot always rub his hands, bow and smile, and act gentlemanly, so he gives his customers all there is of it, because there are dollars in it, and when he goes home at night from the store, with a stiff neck and cramps in his cheeks, caused by bowing and smiling at his lady customers all day, he throws off the mask and his wife beholds the animal as he really is. If his numerous fair customers could see him now, they would surely fail to recognize him. Of course, there are merchants who think that it pays to smile upon their own wives, and be pleasant to and treat in a gentlemanly manner all persons with whom they come in contact, regardless of the nature or size of their business, so long as it is legitimate and honorable. These men are nature's noblemen. They are the salt of the commercial world. They are the missionaries of commercial heathendom, whose mission in the world of traffic is to heal the wounds and soothe the heart aches which man's inhumanity to man causes in the great struggle for bread and butter. They receive the stranger in a cordial, gentlemanly manner, and whether the stranger succeeds in transacting any business with one of these men or not, he goes on his way feeling that life is not so bad after all. He departs from such a door with a stronger resolution to push his way to higher planes of usefulness and nobler fields of action. He has been made better by having come in contact with next to the grandest result of creation—a genuine gentleman—the grandest, of course, being a genuine lady.

There is a certain class of traveling men which is permitted to look clear through the merchant or business man, from top to bottom, and see him as he is. When approached by one of this class of travelers, the merchant throws off his mask and reveals his inner self in an unguarded moment. He does so without

the least hesitation or forethought, as an instantaneous impression is made upon his mind that the stranger belongs to the "small fry" swarm of insects which go buzzing about worrying the life out of a respectable gentleman of business, and he is supposed to have committed the unpardonable sin in that he has had the audacity to enter that place of business without permission, and encroach upon the proprietor's valuable time by speaking to him. This perambulating pest is so insignificant, in the estimation of the junior partner of this high-toned and complicated peanut works, that he does not consider it necessary to maintain any reserve whatever, so the entire mask is thrown off and the innocent cause of all the trouble is unconsciously permitted to take a photograph of the occasion. This picture is true to life and is carried away by the stranger and cannot be destroyed, for it is photographed indelibly upon his mind. This class of traveling men to whom I refer is made up of various advertising schemers, rubber stamp fiends, book agents, newspaper solicitors, insurance assassins, novelty humbuggers, and that arch fiend who goes about soliciting and collecting for a trade paper. I firmly believe that this class, large and varied as it is, may all repent and find forgiveness, except the last named.

There was a time in my life, before my scraggy locks were tinged with gray and my brow was furrowed with the ravages of time, when I traveled about collecting and soliciting subscribers for the *Soap and Crackers Mirror*, a trade paper published down in the State where I first tasted paregoric. I made my territory not oftener than once a year, and, therefore, I always approached my man as a stranger, and, when I announced my business, off went his mask and I could photograph him before he could recover. As I sit in my arm chair in the twilight, my mind wanders back to the old times, and again in my imagination, I go from town to town, soliciting aid and support for the *Soap and Crackers Mirror*. Again I step into the suburban grocery and ask the cross-eyed kid who is playing with the cat behind the stove if the proprietor is in. Again I see the look of surprise creep over the kid's face as he throws the cat into the cracker barrel and rushes to the cellar door and bawls out: "Paw, dere's a man here." Again I brace myself for the sudden change which will come over that grocer's face when he learns my business. He is busily engaged in the cellar, packing butter, and when the kid calls him, he wipes his hands, lays aside his apron and emerges from the cellar door in his shirt sleeves, smiling all over, for he thinks I want to purchase a dime's worth of fine cut. Again I ask the old familiar question, "Do yon take the *Soap and Crack*—" —but again I am cut short in my interrogation by a "No" which paralyzes the kid, frightens the cat out of the cracker barrel, and drives that smile into a premature grave. As he disappears down the cellar steps, I hear again the old familiar refrain, "I take more d— papers now than I can find time to read." Once more I take up my weary march, wondering if that grocer knows what sort of an animal he really is.

I am told that even to-day an occasional bully of this kind can be found in trade, who, after treating a stranger in this manner, will go right out and solicit orders for groceries, calling a woman

from the washtub and keeping her standing in the draught ten minutes while he is taking down the order, and during the whole time the baby is yelling murder and the soap-suds are boiling over into the pot of boiled dinner.

During these twilight meditations, I often think of Loftus, Stiff & Co. It generally took me three or four days to look over their town, but during my first visit I found four days altogether too short a time in which to collect *one dollar* from Loftus, Stiff & Co. The first day I called and presented my bill to a very distinguished and bald headed individual who conducted me to the rear office where another very distinguished looking personage informed me that the bill would have to be left and put on file for the proper O. K. The next time I called Mr. Baldhead was absent and the cashier didn't know anything about it. The third time I called Baldhead had forgotten all about it and failed to recognize me. I told Baldhead that I wished to leave town on the evening of the next day, and he solemnly promised to see that Mr. Flunkey put his O. K. on my bill in time to catch the train. The next night I called for the last time and was told that Mr. Flunkey was in his private office. I approached and made known my business. He asked for my bill. I told him I left it at the office in charge of Mr. Baldhead several days ago. Baldhead was called up, but it happened so long ago that he had forgotten all about it. This was too much for Mr. Flunkey. He could spend no more time on such "small fry" as I without lowering his dignity and damaging the tone of the house to which he belonged and of which he was the junior partner. Turning his back upon me with a snort of derision, he told me to go back and get a bill and in the future bring my bills to the office and not leave them outside of the street door. I resolved to "beard the lion in his den" and so I informed Flunkey that I could make a bill on the spot. At this proposition Mr. Flunkey grunted and retired to his desk in the corner. I filled out the receipt and waited patiently for his highness to respond. An employe entered the office and "his majesty" held him in unimportant conversation for a full half hour. Then the employe went out and I waited, standing, for the flunkey to fling a dollar at the loathsome wretch who stood waiting in the office. My train was gone and I was in no hurry. I had just about concluded to take my boots off and put up for the night, when the lady book-keeper, who understood the situation, advanced and took the receipt and carried it to the great little man in the corner, who said something in an undertone. The lady proceeded to the great safe and fished out a dollar and I departed with murder in my heart. I had entered that office in a happy frame of mind, with love and good will for all. I had just come from a concern which could buy out three or four such concerns as Loftus, Stiff & Co. and I—yes, even I—had been treated like a gentleman. It cost them nothing, and a poor fellow who was trying to earn an honest dollar was sent on his way with a higher aspiration and a nobler ambition. Mr. Flunkey, of Loftus, Stiff & Co., did all he could to destroy this good influence and drive me into desperate things.

I have made this letter already too long and will conclude by asking every reader of THE TRADESMAN to take the advice of

an old man who knows whereof he speaks. Never treat the meanest looking stranger who enters your place of business in a disrespectful or ungentlemanly manner, for you can't afford it.

JONATHAN B. CANDID.

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Waste.

"Store Crank" in American Grocer.

A little word of but five letters yet how very suggestive! A great many factors enter into a retail business which contribute in a greater or less degree, to the success or failure of it, any one alone of which might not very materially change the results if it were not closely attended to, but even with energy and thrift on the part of the proprietor, if the wastes are not looked after and prevented, although it may cost the loss of a clerk who is prized, there will be no permanent success. The inventories regularly taken will be unsatisfactory, as will also be the results at the end of the year. What is true of individuals and families, is likewise true of storekeepers and their clerical forces. It is a common thing to note men of ability, commanding good salaries, having but small families, who are continually in debt and unable to account for it, vainly endeavoring to economize on this line, and then on that, and yet constantly getting deeper and deeper into a financial hole; all the while studiously trying to avoid it and to find out the reason. The majority of instances of this kind originate in the kitchen, and the swill man or the scavenger if asked, could give a solution of the problem. The hired girl is, in most families, one of the indispensable nuisances, and if not closely watched by the wife will waste enough each year to make up all the excess of expenditures over the family income, and while the old adage is homely, it is true, that the average servant girl will shovel provision out of the kitchen into the swill barrel with a *teaspoon*, faster than the head of the house can throw it into the kitchen with a *scoop shovel*.

I believe no clerk will wilfully waste his employer's wares, but unless watch is constantly kept, habits of carelessness will creep in. The merchant should impress upon his clerks that honesty is the first requisite to achieve lasting success. This is a two-edged sword and does not alone imply strict dealing with the customer, but justice to the merchant. To carelessly weigh out wares is the first step to waste in everything. If you give a customer 8½ ounces of tea for a half-pound through careless weighing, you perform an act which will not benefit him but will rob you of a large share of the profits which rightfully belong to you. Correct weight and measure should be strenuously commanded by the proprietor to be observed by all employees. To this end I should compel a new clerk to weigh out various articles and measure off dry goods until he becomes accurate and proficient at such work. Do not let these experiments be made in the presence of the customer or the store will get a reputation for penuriousness and niggardly dealing. Happily the old-fashioned downweight pan scale is being superseded by the balance scales, which give both parties exact justice. If you weigh out 100 pounds of sugar into twenty packages of five pounds each, and give two ounces over weight to each, it will amount to two and a half pounds. When your bags and twine are counted in the cost, all the labor has been expended and the result—no profit.

Careless handling of eggs, breaking one occasionally by rough usage, will take off the profits quickly. I have seen clerks draw molasses into a gallon measure and after emptying it into the customer's jug, rather than wait for it to drain would let an additional amount run into the jug to make up what they thought would be about the amount of the drainage—all a matter of guess work. These examples might be multiplied without end in the grocer's stock, but in the general country stock it applies with equal force, and I sometimes think to a greater degree. After showing a customer a pocket knife, for instance, to throw the same back into the case without having rubbed it off, is to find it in three days rusted, and when it is sold compelling a concession in price for this reason. In measuring calicoes, gingham, dry goods and the like, care must be taken that a full yard, and no more is given each time. If the goods are left

loose when measured, you are being robbed. Careless handling of the shoe stock soon results in its deterioration. If a man wishes to try on a pair of shoes, provide a piece of carpet or something that will not soil the soles. Putting on a tight fitting pair of boots, on a bare floor will ruin the soles, and if the customer does not take them, they will have to be again placed in stock and the next customer will demand a reduction on this account.

In handling crockery great care must be exercised. The item of breakage is a large one at the best. Care in doing up this class of goods must be observed.

In doing up cups and saucers or plates, always lay a piece of soft paper between each two articles. Breakage is sure to occur if not done, and you will have to replace the article broken. There are so many things to be watched in a general store to prevent loss and waste, that an enumeration of them seems almost impossible. As stated in a former article "Keeping everlastingly at it" is the only way to find out what is necessary to be done. The successful merchant never has, or will learn it all, but a keen insight gained by constant activity will enable him to find a remedy for every emergency which arises in his business.

How He Came Out on Top.

Mr. John Ponsoby is a live enterprising merchant in a smart little town up north. The other evening, after selling John a parcel of goods, we sat down for a few minutes' smoke and chat. I said, "How do you find your accounts coming in this fall?" Are the farmers paying up pretty well?" "Of course they are, else how would I be able to take my discounts on all the goods I buy. The fact is, I have no accounts to collect, either from farmers or anybody else. While we smoke I will tell you a story that made an impression on me that will last me for my natural life." This was the story:

"As you know, I clerked a good while for Blackburn & Co.; we used at that time, to do hardly anything but a credit business—the cream of your customers in those days paid once a year; others took two or three years, and many haven't paid yet. When our bills went out in the fall, the people were like the guests that were bidden to the great feast—they straightaway began to make excuses. One had his barn burned; another had lost several head of cattle; another had sickness and death in his family; yet another had bought a self-binder. We were in the habit of taking notes, which were rarely met when due. Indeed, although the old firm had \$20,000 standing out in accounts and notes, they had to renew most of their own paper. Heavy interest and bad debts drove them eventually out into 'the middle of the stream.' The current kept getting stronger, deeper and very rapid. At last, the old merchant was carried, so to speak, over the falls and went to pieces. The old captain spent many a sleepless night at the helm, but it was too late to save the bark from wreck.

"While I was there, a young fellow named Gadsby—Uriah Gadsby—started business in a small way right across the road from us. Gadsby was an 'original cuss,' also, like Artemas Ward's kangaroo, he was sometimes 'amoosin.' We used to think he was 'a little,' rather light and foolish for those days, so to speak. He had an open, frank, off-handed way that was quite refreshing. Gadsby had a holy terror of giving credit. He started out with only \$1,500 capital, carried \$1,400 stock, and never went without a hundred dollars in his pocket. Small express parcels came tumbling in for Gadsby every day; he sent out the money for these by every mail. We used to wonder at his queer ways, but he was working up a business.

"To give you an idea of the originality of the man, he would take, say a piece of flannel which cost him 20 cents a yard, and would sell it at 24 cents. Then he would give everybody a sample to show it to their neighbors. He would argue thus with his customers: 'If I give credit, I would have to get 30 cents a yard; see what you save!—6 cents a yard. I divide the profits with you—our interests are mutual—by paying spot cash I

can buy a new piece every week. I make a discount four times a month—we are both the gainers. Your dollar goes as far as \$1.25 will go when you get credit.' Or to another customer he would say: 'If I gave credit, I would have to close up in a month, for I can't get any credit, and I don't want it.'

"One day, when several people were in Gadsby's, his mother asked to have something charged to her. He refused to charge it. He offered to lend her the money to pay for what she got, but he would not break the rule. She got mad and came over to us. It got all around the township that Gadsby had refused credit to his own mother! I tell you that was a trump card for him—he was never asked for credit afterwards. Gadsby's mutual profit-dividing system 'caught on' like wild-fire. He advertised by giving away samples at rock-bottom prices—in fact, he always kept a 'leader' or two, which he sold at cost. Scores of people who had owed us for years found their way into Gadsby's back door which opened into the hotel yard. It was a mystery to us, but soon Gadsby took in more eggs than we did, and they were equal to cash. In fact, he was always busy; he got two of his sisters to help in the store; his stock gradually increased; his trade doubled; three years from the time he opened he owned a clean, fresh stock worth \$4,000, and did not owe a dollar. At first we clerks laughed at him for a half fool; but, as it turned out, the fools were living on our side of the street, and all the laughing was over to Gadsby's.

"Uriah is well off now, enjoys himself, too; he is quite a philosopher in his way; takes a day's fishing and hunting once in a while; looks after his orchard, garden and pony. Like the Village Blacksmith:

"He looks the whole world in the face,
For he owes not any man."
"Yes, Gadsby taught me a lesson that I am not likely to forget."

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THE MICHIGAN TRADESMAN.

How Can I Increase the Profits of My Business?
SECOND PAPER.

Written for THE TRADESMAN

This is a vital question. It is the all-important, all-absorbing question of the hour. We may make more or less pretensions concerning some other certain "one thing needful," but the bare fact stands out in bold relief that the paramount, all-consuming question of to-day is, How can I increase the profits of my business? Deny it who can, the truth of the matter is, that in these times, the "scripture" which we "search daily" is "Seek ye first a business which is profitable and all these other little things shall be added unto you." If some modern harbinger, whose name was John and whose raiment was not in keeping with the latest approved styles, should come from headquarters endowed with authority to solve this query for the benefit of all applicants and should pitch his tent in some swamp on the banks of the Grand River, what a wild stampede there would be from Grand Rapids and all the country round about! What a confessing of poverty there would be down in that swamp! What a mad rush there would be and what a bedlam of voices, as each would cry out at first sight of the wild-looking prophet, What shall I do to increase the profits of my business? The "generation of vipers," or those who already possessed an over abundance of wealth, but whose insatiable greed blinded them to the fact, would be there, also, standing on the heads of the really destitute and pressing them down into the mire of the earth as usual. These "vipers" have always cursed the earth and probably always will. They fatten on the fruits of the industry of others and the profits of their business cannot be increased without a corresponding decrease in the profits of others. No man has a moral right to win a dollar, if the winning of it necessitates the loss of a dollar on the part of some other man. This is generally conceded to-day, but the time is not far distant when this moral principle will have been extended so as to cover higher grounds. Greed will be confined within certain prescribed limits and men will realize the fact that there is such a thing as *enough*, and then will follow the higher doctrine that no man who is provided with an abundance of life-supporting resources has any moral right to win another dollar, if he has to take the place of a man in want to accomplish it. When this higher sentiment prevails, suitable statutory laws will follow as naturally as day follows night.

Very few, however, of either class of this "generation of vipers" are really found behind the counter retailing merchandise, and, therefore, I will not pursue them any further in this connection. As a matter of fact, the great majority of the men who are retailing merchandise of various kinds, are a long way short of the "enough" limit referred to and are anxiously struggling to gain a competence which will enable them to retire at some future period to their own "vine and fig tree," where they can sit and bask in the sunshine of peace and plenty and enjoy the rich fruits of their industry during the short evenings of their earthly existence, and when the sun goes down and the black pall of night settles down over all, to have a little something of a substantial nature to leave behind for the benefit of those who came to brighten and bless their homes.

As stated in last week's article on this subject, "a neglect of the minutest details means failure." A neglect of minute details in the retail business is a neglect of the business itself and cannot result otherwise than in failure. Gentle reader, are you really anxious to increase the profits of your business? If so, come with me and we will make a few practical observations in a common sense, random sort of way, and, perchance, we may discover ways and means of increasing the profits of our business. Run over the names of your customers in your mind, and you will come to one who has steady work the year round at \$2, \$2.50 \$3 per day. This man is economical, dresses plainly, has no expensive habits and hardly ever loses a day, yet he is always behind and is never able to make both ends meet. Then, again, as you recall the names of your customers, your mind rests upon one who receives only \$1.50 per day, and, owing to poor health, is not able to put in steady time at that. This man actually makes a better appearance in public than the other, keeps his bills punctually paid, and is acquiring a little home of his own by making small semi-annual payments. These are common pictures, true to life and seen everywhere. Indeed, I doubt if there be a retailer in the State whose eye may chance to glance over this article who will fail to place these two characters among his customers without a moment's hesitation. Now, let us not despise small things. A straw best tells which way the wind blows, and these little pictures of true life will teach us great lessons, if we will condescend to look at them. Here are two men, one of whom is doing double the volume of business, or, in other words, his gross income is nearly double that of the other; yet he makes a failure of it, while the other, with not only a little over one-half of the gross income, but subject to other disadvantages, is accumulating and making a success of it. Man No. 1 looks on, says he does not understand it and comes to the conclusion that he must have been born under an unlucky star, while his wife sheds many a tear over it, says she does her level best and declares that it is impossible to keep soul and body together and run the house on \$3 per day. We know that the trouble is caused by a gross neglect of details in domestic mismanagement. How many merchants are ruined by this same cause? Some morbid old hypochondriac—it may have been Diogenes—once made the startling discovery that a "woman can shovel out of the back door with a tea-spoon faster than a man can shovel in at the front door with a scoop shovel." This would be the starting point in our search for ways and means to increase the profits of our business. Let us see to it that the administration which presides and rules over the destinies of our home is a wise, economical one, so far as we can make it so. Let us be quite certain that *no member* of the family has free, unchecked access to the money drawer, or free, unlimited, help-yourself-when-you-please access to the merchandise in stock. Many a promising mercantile craft has been ship-wrecked, and thousands are kept tacking about in the harbor, wearing themselves out upon the shoals and sandbars and kept from getting out on the high sea of prosperity, by a neglect of these very important details. More than one well-meaning young clerk has

been ruined by false accusations, the direct result of this pilfering on the part of members of the proprietor's family. A certain sum sufficiently large for the purpose should be withdrawn each week to meet the family expenses, which should always be kept within this sum. Every pound of tea, pair of shoes, yard of cloth, or other article, should be paid for out of that allowance just the same as though it was purchased by a perfect stranger. Some people seem to have an idea that a pound of sugar is of less value if taken out of a barrel than if taken out of a five pound sack, and so they use more and waste more when they have an entire stock to run to. Try the weekly allowance plan and you will be surprised at the increase of your profits, and, furthermore, your wife will astonish you some day with an exhibition of her skill as a financier by presenting you with a nice little sum saved out of the regular allowance. I have made a starting point in the consideration of this subject and shall follow it up in future articles. E. A. OWEN.

Human Discontent.

A rich man of Boston had one son. He led him about, instructed him, kept him as the apple of his eye. The son became of age last summer. The father had no other occupation save that of nursing his income, and as he is a man of sense and liberal views, he told his son that he must not stand idle, yet left to him the choice of business or profession. At the same time he wrote privately to twenty-four friends and acquaintances, asking their advice in the matter. The twenty-four were prominent, each in his own calling. And each replied in turn, complaining of his own business, and advising the father to seek elsewhere for the future prosperity of the young man. The law was crowded, merchandizing brought but little money, banking was an uncertain prop, and so on, throughout the catalogue. The father is still undecided; the boy is idle. And all because no one of the twenty-four is contented with his lot, while he admires the fortunes of other men.

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Grand Rapids & Indiana.

Schedule in effect November 15, 1891.

TRAINS GOING NORTH.

Trains	Leave	Arrive
For Saginaw and Cadillac	5:15 a m	7:05 a m
For Traverse City & Mackinaw	9:20 a m	11:30 a m
For Saginaw & Traverse City	2:00 p m	4:15 p m
For Petoskey & Mackinaw	8:50 p m	10:30 p m

Train arriving at 9:20 daily; all other trains daily except Sunday.

TRAINS GOING SOUTH.

Trains	Leave	Arrive
For Cincinnati	5:30 a m	7:00 a m
For Kalamazoo and Chicago	11:50 a m	10:30 a m
For Fort Wayne and the East	5:30 p m	2:00 p m
For Cincinnati	5:30 p m	6:00 p m
For Chicago	10:40 p m	11:05 p m
From Saginaw	10:40 p m	

Trains leaving at 6:00 p. m. and 11:05 p. m. run daily; all other trains daily except Sunday.

Muskegon, Grand Rapids & Indiana.

Trains	Leave	Arrive
For Muskegon—Leave	7:00 a m	10:10 a m
	11:25 a m	4:40 p m
	5:35 p m	9:05 p m

SLEEPING & PARLOR CAR SERVICE.

NORTH
11:30 a m train.—Parlor chair car G'd Rapids to Petoskey and Mackinaw.
10:30 p m train.—Sleeping car Grand Rapids to Petoskey and Mackinaw.

SOUTH—7:00 a m train.—Parlor chair car Grand Rapids to Cincinnati.
10:30 a m train.—Wagner Parlor Car Grand Rapids to Chicago.
6:00 p m train.—Wagner Sleeping Car Grand Rapids to Cincinnati.
11:05 p m train.—Wagner Sleeping Car Grand Rapids to Chicago.

Chicago via G. R. & I. R. R.

Trains	Leave	Arrive
Lv Grand Rapids	10:30 a m	2:00 p m
Ar Chicago	3:55 p m	9:00 p m
10:30 a m train through Wagner Parlor Car.		6:50 a m
11:05 p m train daily, through Wagner Sleeping Car.		10:10 p m
Lv Chicago	7:05 a m	3:10 p m
Ar Grand Rapids	2:00 p m	8:50 p m
3:10 p m through Wagner Parlor Car.		10:10 p m

train daily, through Wagner Sleeping Car.

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O. L. LOCKWOOD,
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MICHIGAN CENTRAL
"The Niagara Falls Route."

Trains	DEPART	ARRIVE
Detroit Express	7:00 a m	10:00 p m
Mixed	7:05 a m	4:30 p m
Day Express	1:30 p m	10:00 a m
*Atlantic & Pacific Express	10:30 p m	6:00 a m
New York Express	5:40 p m	12:40 p m

*Daily.
All other daily except Sunday.
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.
Elegant parlor cars leave Grand Rapids on Detroit Express at 7 a. m., returning leave Detroit 4:25 p. m., arrive in Grand Rapids 10 p. m.
FRED M. BRIGGS, Gen'l Agent, 85 Monroe St.
A. ALMQUIST, Ticket Agent, Union Depot.
Geo. W. MUNSON, Union Ticket Office, 67 Monroe St.
O. W. RUGLES G. P. & T. Agent, Chicago.

DETROIT GRAND HAVEN AND MILWAUKEE RAILWAY
TIME TABLE
NOW IN EFFECT.

EASTWARD.

Trains Leave	+No. 14	+No. 16	+No. 18	*No. 28
G'd Rapids, Lv	6:50am	1:20am	3:45pm	10:55pm
Ionia	7:45am	11:25am	4:52pm	12:37am
St. Johns	8:25am	12:17am	5:40pm	1:55am
Owosso	9:15am	1:07pm	6:40pm	3:15am
E. Saginaw	11:00am	3:00pm	8:40pm	8:45am
Bay City	11:50am	3:45pm	9:20pm	7:40am
Flint	11:10am	3:40pm	8:00pm	5:40am
Pt. Huron	3:05pm	6:00pm	10:30pm	7:35am
Pontiac	10:57am	3:05pm	8:55pm	5:50am
Detroit	11:57am	4:05pm	9:50pm	7:00am

WESTWARD.

Trains Leave	*No. 81	+No. 11	+No. 13
G'd Rapids, Lv	7:05am	1:00pm	5:10pm
G'd Haven	8:50am	2:15pm	6:15pm
Milwaukee Str			
Chicago Str			

*Daily. *Daily except Sunday.
Trains arrive from the east, 6:40 a. m., 12:50 p. m., 5:00 p. m. and 10:25 p. m.
Trains arrive from the west, 10:10 a. m., 3:35 p. m. and 9:50 p. m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper.
Westward—No. 81 Wagner Buffet Car. No. 11 Chair Car. No. 15 Wagner Parlor Buffet Car.
JOHN W. LOUD, Traffic Manager.
BEN FLETCHER, Trav. Pass. Agent.
JAS. CAMPBELL, City Ticket Agent.
23 Monroe Street.

CHICAGO & WEST MICHIGAN RY.

NOV. 15, 1891.

DEPART FOR	A. M.	P. M.	P. M.	P. M.
Chicago	9:00	12:05	*11:35	
Indianapolis	9:00	12:05	*11:35	
Benton Harbor	9:00	12:05	*11:35	
St. Joseph	9:00	12:05	*11:35	
Traverse City	7:25	5:17		
Muskegon	9:00	1:05	5:30	8:30
Manistee	7:25	5:17		
Ludington	7:25	5:17		
Big Rapids	7:25	5:17		

*Daily. *Except Saturday. Other trains week only.
9:00 A. M. has through chair car to Chicago. No extra charge for seats.
12:05 P. M. runs through to Chicago solid with Wagner buffet car; sea 50 cents.
5:17 P. M. has through free chair car to Manistee, via M. & N. E. R. R.
11:35 P. M. is solid train with Wagner palace sleeping car through to Chicago, and sleeper to Indianapolis via Benton Harbor.

DETROIT, Lansing & Northern R R

NOV. 15, 1891.

DEPART FOR	A. M.	P. M.	P. M.
Detroit	7:15	*1:00	5:45
Lansing	7:15	*1:00	5:45
Howell	7:15	*1:00	5:45
Lowell	7:15	*1:00	5:45
Alma	7:05	4:15	
St. Louis	7:05	4:15	
Saginaw City	7:05	4:15	

7:15 A. M. runs through to Detroit with parlor car; seats 25 cents.
1:00 P. M. has through Parlor car to Detroit. Seats, 25 cents.
5:45 P. M. runs through to Detroit with parlor car, seats 25 cents.
7:05 A. M. has parlor car to Saginaw, seats 25 cents.
For tickets and information apply at Union Ticket Office, 67 Monroe street, or Union station.
Geo. DeHAVEN, Gen. Pass't Agt.

Toledo, Ann Arbor & North Michigan Railway.

In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee offers a route making the best time between Grand Rapids and Toledo.

VIA D., L. & N.
Lv. Grand Rapids at 7:25 a. m. and 6:25 p. m.
Ar. Toledo at 1:10 p. m. and 11:00 p. m.

VIA D., G. H. & M.
Lv. Grand Rapids at 6:50 a. m. and 3:45 p. m.
Ar. Toledo at 1:10 p. m. and 11:00 p. m.

Return connections equally as good.
W. H. BENNETT, General Pass. Agent,
Toledo, Ohio.

ANYTHING

That will help a man in his business ought to be of vital importance to him. Many a successful merchant has found when

TOO LATE

That he has allowed his money to leak away.

-Money-Won't take care of itself.

And the quicker you tumble to the fact that the old way of keeping it is *not good enough*, the more of it you will have to count up.

If you wish to stop all the leaks incident to the mercantile business, adopt one of the

Coupon Systems

Manufactured in our establishment—"Tradesman," "Superior" or "Universal"—and put your business on a cash basis.

For Samples and Price List, address

THE TRADESMAN COMPANY
GRAND RAPIDS, MICH.

Bolts Wanted!

I want 500 to 1,000 cords of Poplar Excelsior Bolts, 18, 36 and 54 inches long.

I also want Basswood Bolts, same lengths as above. For particulars address

J. W. FOX, Grand Rapids, Mich.



See Monday's and Saturday's Detroit Evening News for further Particulars.

\$100 GIVEN AWAY

To the Smokers of the
PRINCE RUDOLPH CIGARS.

To the person guessing the nearest to the number of Imps that will appear in a series of cuts in the Evening News, cuts not to exceed 100, 1st Cash Prize, \$50; 2d, \$25; 3d, 15; 4th, \$10. Guess slips to be had with every 25c. worth of PRINCE RUDOLPH CIGARS. Sold Everywhere. Up to date there has been published 28 cuts, with a total of 303 Imps.

MANUFACTURED BY
ALEX. GORDON, Detroit, Mich.
DANIEL LYNCH, Grand Rapids, Mich., Wholesale Agt.

Grand Rapids Storage & Transfer Co., Limited.

Winter St., between Shawmut Ave. and W. Fulton St.,

GRAND RAPIDS, MICH.

General Warehousemen and Transfer Agents.

COLD STORAGE FOR BUTTER, EGGS, CHEESE, FRUITS, AND ALL KINDS OF PERISHABLES.

Dealers and Jobbers in Mowers, Binders Twine, Threshers, Engines, Straw Stackers, Drills, Rakes, Tedders, Cultivators, Plows, Pumps, Carts, Wagons, Buggies, Wind Mills and Machine and Plow repairs, Etc.

Telephone No. 945.

J. Y. F. BLAKE Sup't.

Delectable!

We have made arrangements whereby we have secured the exclusive sale in Michigan of the famous

Cherrystone Oysters

which have never before been sold in the State. On account of their superior quality and delicious flavor they were, heretofore, invariably eaten by epicures in the East, but we, ever on the alert to place the best before our patrons, beg to assure them that when they buy the P. & B. brand they will get genuine Cherrystone Oysters, everywhere in the East considered to be "par excellence." Positively the fattest, plumpest, sweetest, most tempting article of its kind to be obtained anywhere. Order P. & B.s through any Grand Rapids jobber or of us direct.

THE PUTNAM CANDY CO.

To Dealers in **Wall Papers:**

Our representative will call on you soon with a complete line of Wall Papers at Manufacturers' Prices. Wait until you see our line as we can save you money.

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Monroe, Ottawa and Fountain Sts., - Grand Rapids, Mich.

W. H. DOWNS,

— JOBBERS OF —

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8 So. Ionia St., Grand Rapids, Michigan.
SPECIAL BARGAINS IN SPECIAL LINES TO CLOSE.

MOSELEY BROS., - WHOLESALE -

Fruits, Seeds, Beans and Produce.

26, 28, 30 & 32 OTTAWA ST.,

Grand Rapids, Mich.

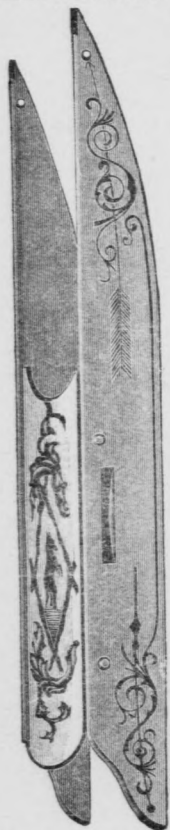
H. LEONARD & SONS,

GRAND RAPIDS, MICH.

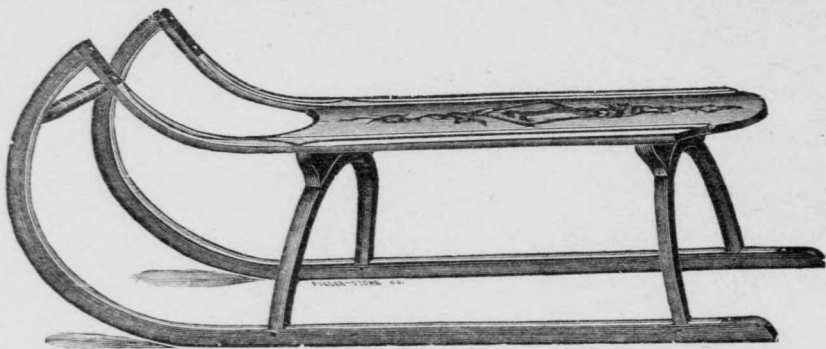
HEADQUARTERS FOR CHILDREN'S SLEIGHS AND COASTERS.

Send in Your Orders Before the Rush, and Secure an Assortment.

Drop us a Postal Card AT ONCE and have them ready for the first snow.

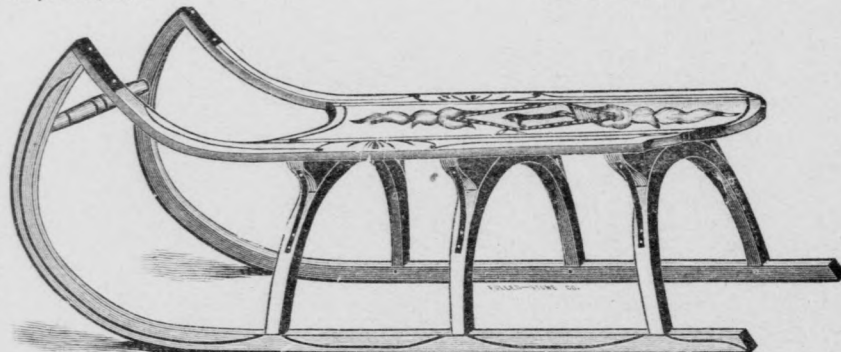


STYLE OF NOS. 1 and 2 COASTER.
No. 1 Coaster, two runners, varnished and decorated, top painted and decorated, flat shoes, size 11x35 in., net per doz., \$3.30. No. 2 Coaster, same only it has half-oval shoes, net per doz., \$3.60.



Style of Nos. 1, 2 and 3

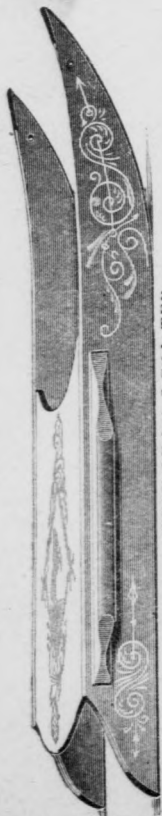
No. 1. Size 12x31 in. There is no painting or striping on this sleigh but finished throughout on the wood, stenciled top, flat shoes, net per doz., \$3.60.
No. 2. Same as above, only it is varnished and striped; tops painted red and decorated, net per doz., \$3.90.
No. 3. Same as No. 2, only it is all painted, striped varnished and decorated, and braced with four 1/2 oval braces. 34 in. long, net per doz., \$5.40.



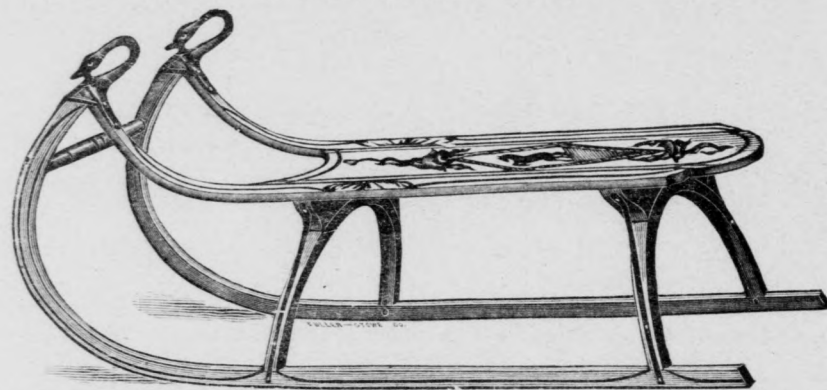
Style of No. 4. Three knees, half-oval shoes, all braced, painted, striped, varnished and decorated. Size, 12x34 inches, \$6.60.

Also the following Nos. we cannot illustrate:

No. 4, per doz. \$9 00
No. 5, " " 8 40
No. 6, " " 10 80

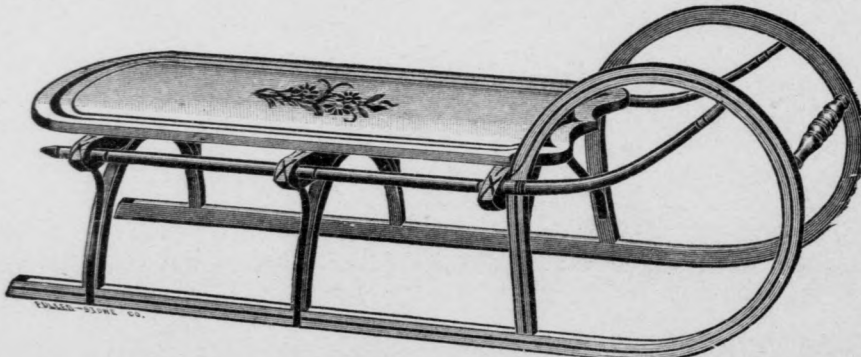


STYLE OF NO. 3 COASTER.
No. 3 Coaster, spring shod, rings in front for rope, striped and varnished, top painted red and decorated hardwood side fenders. Size 14x40 in., net per doz., \$7.30.



Style of No. 5. Size, 12x34 inches, half-oval shoes, half-oval braces, tinned swan's heads, striped and varnished, tops nicely decorated, net per doz., \$3.60.

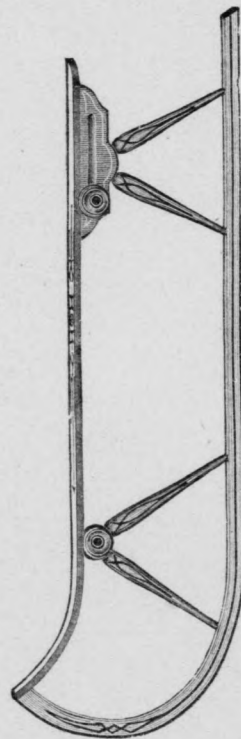
No. 6. Size, 12x34 inches, 3 knees, swan's heads, half-oval shoes, tinned iron braces, striped and varnished, top nicely decorated, net per doz., \$7.80.
No. 7. Size, 15x34 in., 3 knees, 1/2 oval shoes, swan's heads tinned, fully braced, nicely decorated, turned side fenders, net per doz., \$9.60.
No. 8. Size 17x36 3 knee, painted sleigh, half-oval shoes, 6 half-oval braces, turned side fenders, tin'd swan's heads, net per doz., \$13.20.
No. 9. Size, 15x36 in., half-oval shoes, 6 rod braces, polished steel fenders, highly painted, decorated and striped, landscape and flowers on top, net per doz., \$18.00.



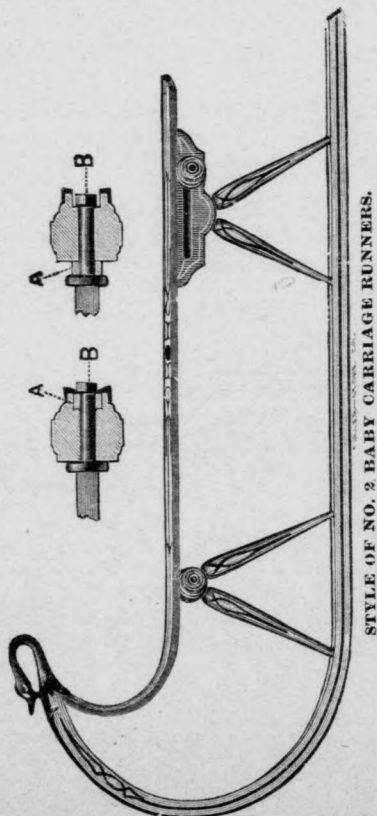
Style of No. 11, 3-knee Bow Runner Patent Sleigh.

No. 11. Size, 16x36 in., half-oval shoes, well braced, turned side fenders, painted, striped varnished and decorated, net per doz., \$10.80. No. 10, same shape as No. 11, with but 2 knees and no side fenders, net per doz., \$4.40.

Adjustable Baby Carriage Runners, will fit any Carriage.



STYLE OF NO. 1 RUNNER.
No. 1 Baby Carriage Runners, flat shoes, tinned hub caps, 44 in. long, varnished on wood, net per pair, 60 cents.
No. 2 Baby Carriage Runners, 1/2 inch oval shoes, tinned swan's heads, strongly made, adjustable to any size carriage, net per pair, \$1.30.



STYLE OF NO. 2 BABY CARRIAGE RUNNERS.