

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 9.

GRAND RAPIDS, JANUARY 13, 1892.

NO. 434

C. A. LAMB.

F. J. LAMB.

C. A. LAMB & CO.,

WHOLESALE AND COMMISSION

Foreign and Domestic Fruits and Produce.
84 and 86 South Division St.

MOSELEY BROS.,

- WHOLESALE -

Fruits Seeds, Beans and Produce.

26, 28, 30 & 32 OTTAWA ST,
Grand Rapids, Mich.

TELFER SPICE COMPANY,

MANUFACTURERS OF

Spices and Baking Powder, and Jobbers of
Teas, Coffees and Grocers' Sundries.

1 and 3 Pearl Street, GRAND RAPIDS

MUSKEGON BRANCH UNITED STATES BAKING CO.,
Successors to

MUSKEGON CRACKER CO.,

HARRY FOX, Manager.

Crackers, Biscuits and Sweet Goods.

MUSKEGON, MICH.

SPECIAL ATTENTION PAID TO MAIL ORDERS.

W. H. DOWNS,

— JOBBERS OF —

Notions & Fancy Goods.

8 So. Ionia St., Grand Rapids, Michigan.

SPECIAL BARGAINS IN SPECIAL LINES TO CLOSE.

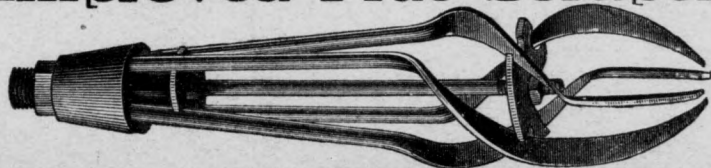
GET THE BEST!

Jennings'

Flavoring Extracts

SEE QUOTATIONS.

Improved Flue Scraper.



THE BEST ON THE MARKET.

HESTER & FOX, Sole Agents, Grand Rapids, Mich.

Something New!

You can always find something new and especially fine by order your Candy of

A. E. BROOKS & CO.,

Wholesale Confectioners,

46 Ottawa St., 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.

F. J. DETTENTHALER

— JOBBER OF —

OYSTERS

SALT FISH

POULTRY & GAME



Mail Orders Receive Prompt Attention.

See Quotations in Another Column.

CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED.

THE NEW YORK BISCUIT CO.,

S. A. SEARS, Manager.

Cracker Manufacturers,

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

G. S. BROWN & CO.,

— JOBBERS OF —

Domestic Fruits and Vegetables

We carry the largest stock in the city and guarantee satisfaction. We always bill goods at the lowest market prices. SEND FOR QUOTATIONS.

24 and 26 North Division St., GRAND RAPIDS.

THE GREAT SEAL CIGAR!

10 CENTS STRAIGHT!

Like Its Little Old Daddy

THE GREEN SEAL

Is the Best of Its Kind Made.

Send Your Wholesaler an Order.



Oranges & Bananas!

WE ARE HEADQUARTERS.

Mail Orders Receive Prompt Attention.

C. N. RAPP & CO.,

9 North Ionia St., Grand Rapids.

Florida! Oranges a Specialty.

Commence 1892 Aright!

It is not economy for a business man to use unprinted stationery.

In ordering from houses where you are not known it may count against you. To them, proper stationery is considered as essential as the ledger—and they certainly would have little faith in the success of one who economizes [?] by "doing business" without books.

We Offer:

500 XX Envelopes, 3½x6, white or colored,
500 Note Heads, 6x9½, either flat writing
or Imitation Linen,
500 Statements, 5½x8½
500 Business Cards, 2½x4½,
1000 Shipping Tags,

\$7.50

1000 Each of Above, \$11.

CASH WITH ORDER.

SAMPLES IF DESIRED.

We cannot "break packages," that is print less than 500, to advantage. Cost of type-setting and getting ready to run on press makes the cost of 200 or 300 nearly as much as for 500.

THE TRADESMAN COMPANY

GRAND RAPIDS, MICH.

For Bakings of All Kinds Use

Fleischmann & Co.'s

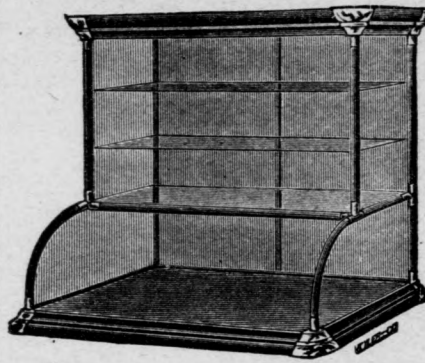
Unrivalled Compressed Yeast.

SUPPLIED
FRESH DAILY
To Grocers Everywhere.

Special attention is invited to our
YELLOW LABEL
which is affixed to every cake
of our Yeast, and which serves
TO DISTINGUISH
Our Goods from worthless Imitations.

Heyman & Company,

Manufacturers of



Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.

63 and 65 Canal St., - GRAND RAPIDS.

Diamond Crystal Table and Dairy Salt.

99.7 PURE.

Put up in pockets and wooden boxes and sold at only a slight advance over the price of inferior brands.

Order a sample barrel or case of your jobber and be convinced of the superiority of

Diamond Crystal

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

GRAND RAPIDS.

BALL

BARNHART

Wholesale
Grocers.

PUTMAN CO.

MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, JANUARY 13, 1892.

NO. 434

PEOPLE'S SAVINGS BANK.

Cor. Monroe and Ionia Sts.,
Capital, \$100,000. Liability, \$100,000
Depositors' Security, \$200,000.

OFFICERS.
Thomas Hefferan, President.
Henry F. Hastings, Vice-President.
Charles M. Heald, 2d Vice-President.
Charles B. Kelsey, Cashier.

DIRECTORS.
D. D. Cody
S. A. Morrison
Jas. G. McBride
Wm. McMullen
D. E. Waters
Jno. Patton, Jr.
Wm. Alden Smith
H. C. Russell
John Murray
J. H. Gibbs
C. B. Judd
H. F. Hastings
C. M. Heald
Don J. Leathers
Thomas Hefferan.

Four per cent. interest paid on time certificates and savings deposits. Collections promptly made at lowest rates. Exchange sold on New York, Chicago, Detroit and all foreign countries. Money transferred by mail or telegraph. Municipal and county bonds bought and sold. Accounts of mercantile firms as well as banks and bankers solicited.

We invite correspondence or personal interview with a view to business relations.

ESTABLISHED 1841.

THE MERCANTILE AGENCY

R. G. Dun & Co.

Reference Books issued quarterly. Collections attended to throughout United States and Canada

E. J. Mason & Co.,

PROPRIETORS OF

Old Homestead Factory

GRANT, MICH.

MANUFACTURERS OF

Fruit Jellies and Apple Butter

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

Our goods are now all put up in patent kits, weighing 5, 10, 20 and 30 pounds net.

J. L. Strelitsky,

Jobber of

Bigars

Including the following celebrated brands manufactured by the well-known house of Glaser, Frame & Co.:

Vindex, long Havana filler.....	\$35
Three Medals, long Havana filler.....	35
Elk's Choice, Havana filler and binder...	55
La Flor de Alfonso.....	55
La Doncella de Morera.....	65
La Ideal, 25 in a box.....	55
W. J. Florence.....	65

Also fine line Key West goods at rock bottom prices. All favorite brands of Cheroots kept in stock.

10 So. Ionia St., Grand Rapids.

IT WILL PAY YOU
To Buy ALLEN B. WRISLEY'S
GOOD CHEER SOAP.
Leading Wholesale Grocers keep it.

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.

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

Executive Offices, 279, 281, 283 Broadway, N.Y.

CHARLES F. CLARK, Pres.

Offices in the principal cities of the United States, Canada, the European continent, Australia, and in London, England.

Grand Rapids Office, Room 4, Widdicombe Bldg.

HENRY IDEMA, Supt.

OYSTERS!

We quote:	Bulk.	
Standards, per gal.....		\$1 65
Solid Brand in Cans.		
Selects.....	25 E. F.....	20
Standards.....	18	
Daisy Brand in Cans.		
Selects.....	22 Standards.....	16
Favorites.....	14	
Mrs. Withey's Home-made Mince-Meat.		
Large bbls.....	6	Half bbls..... 6 1/2
40 lb. pails.....	6 1/2	20 lb. pails..... 6 1/2
10 lb. pails.....	7	
2 lb. cans, (usual weight).....		\$1.50 per doz.
5 lb. ".....		\$3.50 per doz.
Choice Dairy Butter.....		22
Eggs.....		21
Pure Sweet Cider, in bbls.,.....	15	1/2 bbl..... 16
Pure Cider Vinegar.....		16
Sweet Florida Oranges.....		\$2 50 @ 2 75
Lemons.....		3 75 @ 4 00

Will pay 40 cents each for Molasses half bbls.
Above prices are made low to bid for trade.
Let your orders come.

EDWIN FALLAS & SON,
Valley City Cold Storage.

THE FIRE INS. CO.

PROMPT, CONSERVATIVE, SAFE.
S. F. ASPINWALL, Pres't
W. FRED McBAIN, Sec'y

THOS. E. WYKES, WHOLESALE

Lime, Cement, Stucco, Hair, Fire Brick, Fire Clay, Lath, Wood, Hay, Grain, Oil Meal, Clover and Timothy Seed.
Corner Wealthy Ave. and Ionia St.
on M. C. R. R. Write for prices.

STANTON, MOREY & CO.,

DETROIT, MICH.

MANUFACTURERS OF

PENINSULAR

Pants, Shirts, and Overalls.

Every garment made by us strictly on honor and if it RIPS return it to the merchant that it was purchased of and get a new one.

Our line of shirts for 1892 is second to none in America.

A HILL-COUNTRY IDYL.

Kitty M'Kissen looked at her brother and sighed, and the sigh was accompanied by a glance of admiration. Hugh M'Kissen was certainly a fine specimen of young mountain manhood. Tall and muscular, with a lithe and sinewy form, whose graceful proportions even the half-coat, half-sack, called a "hunting-shirt," could not disguise; a frank and pleasant expression, and a voice that, in spite of a rather nasal tone when its owner was excited, was full and musical—Hugh was worthy of feminine admiration. He was singularly ignorant of his attractions, and, though bold in peril, fearing neither man, bear or catamount in single fight, was timid in the presence of women, his mother and his sister excepted. The owner, subject to his mother's life-right, of a thousand acres of mountain land, of which one-third was rich "bottom," or level land, with horses in stall, cattle in meadow and steers on the hill-range, he was at seven-and-twenty a bachelor, while his fellows were heads of families by the time they had come to manhood. He loved his mother and sister, who worshiped him, and he was content.

Kitty M'Kissen was not his sister, however, nor was she his kinswoman. Eighteen years before, John Markham came there from the East, and bought a little "bottom-patch" of sixty acres, and settled on it with his wife. He built a log-cabin, set to work awkwardly to cultivate a few girdled acres, and tried to accommodate himself to an unusual position. Folk around, naturally suspicious of strangers, thought he must have done something wrong to make him leave home. He brought books, not over a hundred in number, which his neighbors deemed to be a great library. His house was neat, owing to his young wife's taste. The neighbors said: "It's stuck roun' with thing-a-majigs till it's a plum sight."

Markham worked hard, and so did his wife, and, soon after their coming, Kitty was born. She was christened Catharine Burnett. Three months after her birth her mother died, and Mrs. M'Kissen, who had just lost a child of nearly the same age, offered to nurse Kitty—an offer thankfully accepted. But John Markham caught cold by exposure, it settled upon his lungs, and in less than a year he died, leaving his little possessions to his child. Kitty thrived and soon became known as a M'Kissen, the circuit-rider's baptismal certificate to the contrary notwithstanding. She and Hugh, who was a nine-year-old boy when she came, had been brought up together. When she was half grown, Peter M'Kissen was killed by the fall of a girdled tree, and Kitty became the mainstay of the house, for old Mrs. M'Kissen, who was ten years senior to her husband, had been half paralytic for years, and passed her time in hobbling between her bed, the kitchen table and the fireside, where she comforted herself with her cob-pipe, frequently refilled. As foster-mother, she was the only one Kitty had known, and the love between the two was strong.

Frank and good-natured, as well as athletic, Hugh was a popular young man—his fellows accepting his lead and young women receiving his attentions courteously. But he never threw the handkerchief at any particular fair one, treating all with a shy deference. They did not come up to the standard of Kitty, who had inherited some of the refinement of her mother; and who, having read her father's books over and over again, was credited with a vast amount of learning. That kind of knowledge did not interfere with her housewifely qualities, for she was known to be the best cook and baker as well as the best butter-maker and neatest housekeeper in the county. Hugh measured all other girls by her Procrustean standard. Besides, Hugh was not matrimonially inclined. His home was too comfortable, and he was in no hurry to bring a strange woman there.

But Mrs. M'Kissen thought it high time for her son to marry, and spoke to him about it.

"What's the need, mother?" he responded. "I'm comfortable, and so are you. Why should I bring a strange girl here—one that ain't used to us and our ways, upsetting things?"

"You needn't do that neither," said his mother.

But Hugh was too obtuse to take the hint and went out to salt the cattle. But he communed with himself as he went.

"I might spark Lucy Campbell," he thought. "She's been East to school, and she's a sort of high-flyer, but she's pretty. Old Jim Campbell's well off, and he has only young Jim and Lucy. I dunno. I'll speak to Kitty about it. And there she is at the cows, now."

Kitty was there with her milk-pails, and Hugh broached the subject at once. She looked up, blushed a little and then looked down, and listened.

"Lucy Campbell!" she cried. "So, Boss! Why don't the cre'tur' keep still? Lucy Campbell's a nice girl; a little sharp-tempered, but you're not; and she never turns a hand to anything around the house; but you're not looking for a housekeeper. Give down, Boss!"

"Well, there's Nancy Stallins. Nancy's people are not so well off as Lucy Campbell's; but they do say that Nancy is the most industrious girl in the neighborhood."

"Yes," said Kitty; "yes, she's a worker. She never cleans up her dirt, though; and she—she chews snuff. You don't like tobacco in that way, do you, Hugh?"

"M-mph!" ejaculated Hugh. "Well, I dunno what to do. Mother, she's at me to marry, and I declare, except the two, I can't think of a girl I'd like to have, unless—well, there ain't one."

"You stupid!" cried Kitty, pettishly.

"Eh?"

"This Boss is the most stupid cow I ever saw. Now, Bullface!"

And Kitty stooped with her pail, and began a fresh milking.

"See here," said Hugh, "did you ever see such an uncertain chap as that Si

Doss? He's been here four times this week about buyin' a cow, stays around here for hours at a time, and ain't made up his mind yet. 'Pears to me he don't know a good thing when he sees it."

"There are a good many young men in the same fix, I allow," said Kitty. "Si Doss appears to me not to be one of that kind. He know what he wants, I fancy."

And then, with her filled pail, Kitty moved off to the spring-house.

Hugh stood a minute, salt-bag in hand, forgetful of his cattle, when he saw Si Doss riding up, and then dismounting. Si tethered his horse to the pendant limb of a beech-tree and then strode forward. He had the reputation of being the most forward young man in the county; but he had a very embarrassed air now.

"Howdy, Hugh."

"Howdy, Si."

"Folks all well?"

"Yes, Your'n?"

"Fus'-rate, thank y'. Our best brood sow's sort o' limpish. I allow she's been eatin' somethin' afore we brought her outen the woods."

"Likely."

And then the two stood like exhausted receivers. At last Doss broke out:

"I've been allowin' to get married."

"Yes?"

"I'd like you to put in a good word for me."

"Me? Who's the girl?"

"Kitty M'Kissen."

"Not—our—Kitty?"

"Yes. I'm not quite sure whether she favors me or not. I've been aroun' some, but somehow I ain't got the nerve to speak out. Couldn't you soun' her an' find out?"

"Our Kitty! Why, Si, she's a little girl. She's too young."

"She's eighteen years old. I hearn Miss M'Kissen say so. You know, though, I'm tol'able well-to-do, and don't owe no man a dollar. I love the very ground she walks on."

"Well," said Hugh, after a pause, "we'll see about it. Anything new?"

"There just is. There's a fellow down to the town—a furriner from the East—got up in store-clothes an' mighty sassy-lookin', an' he's been inquiren' about John Markham's folks. Sez he's a kin to 'em an' 's gwine to come and hunt up Kitty."

"No! What's his name?"

"Calvin Burnett. He's a lawyer where he lives."

"Burnett? Must be kin to Kitty's mother. You told him where she is?"

"Yes; and thar he comes now, on Sol Dingess's claybank mar'. Can't ride worth shucks, nuther."

It was a sprucely dressed stranger who rode up, and, leading his mare, came toward them. It was not necessary to tell his kinship, for he "favored" Kitty, as they say in the hills. The same eyes and forehead, but he had a square chin. He explained his business.

"Come into the house, Mr. Burnett," said Hugh. "Kitty will be back from the spring-house presently."

Doss was anxious to learn everything, but as no one asked him to remain, went off reluctantly. Presently Kitty came in, and the newcomer introduced himself as her first cousin, the son of her mother's brother.

"Of course," said Burnett, "I am very glad to know a near relative, especially when she's a pretty girl; but I did not

come for that. I am here on business. Do you know anything of your father's history?"

"No, sir."

"Oh, don't 'sir' me, Kitty; we are own cousins. Call me 'Cousin Cal.' Your father ran off with my aunt, having married her against grandfather's command. Grandfather disowned her, and was very bitter. But when he died, he left one-half of his property to father absolutely, and the other half in trust. The nature of the trust was explained in a sealed paper, not to be opened until after father's death, and to be carried out by his executor. I believe father knew its nature. The trust money increased under my father's prudent management, and that share of the estate amounts to more than what I inherit. It is nearly twice as much. I opened the paper, and the instructions are that I am to pay it over to the heir or heirs of Catherine Markham. I am satisfied, from inquiry, that you are the heir, Kitty, and I am ready to transfer to you, under the proper legal forms, nearly ninety thousand dollars. I congratulate you, Kitty. You will be able to live at the East, as comfortably as possible, on an income sufficient, I suppose, for a single gentleman."

Ninety thousand dollars! The amount dazed Kitty, and struck the M'Kissens dumb. It was like a fairy tale, and the young lawyer looked like an enchanter. Hugh was considered rich there, with less than a fifth of the sum; but ninety thousand dollars!

At last Kitty asked:

"Mr. Burnett—Cousin Calvin—must I live there to get the money?"

"No. You can live where you like; but if you want to enjoy life, the East is the place for you. You are your own mistress, or, at least, will be at twenty-one. In the meanwhile, the court here will probably let you name your own guardian and trustee."

"Thank you, cousin. I am glad to know you; glad to have this unexpected fortune, and would be glad to see a place that I've heard so much of. But the only kin I ever knew, though not of my blood, are dear to me. This is my only home. I may visit the East, but I could not stay there."

The news of Kitty's wonderful inheritance soon spread. Rumor increased it by an additional cipher. It was heard of with a thrill of awe and envy. It was said that the dashing young "furriner" was to marry Kitty, and take her away immediately; and Josiah Doss was in the gulf of despair. Hugh knew better, so far as Kitty's views went, but he felt a sinking at the heart. Kitty would stay, but with such a fortune in possession she seemed out of the common sphere.

Burnett, while the legal forms were going on, amused himself by studying this cousin, who was so readily accommodating herself to circumstances and the M'Kissens, especially Hugh. It required no penetration to see that the latter was in love with Kitty, but seemed not to quite realize his own feelings; and that Kitty loved Hugh, and knew it.

"That young man is bright enough in some things, but very stupid in this," said the lawyer to himself. "I'll play the good genius, for the fun of the thing."

The court, at Kitty's instance, appointed Hugh M'Kissen her guardian and trustee, to the scandal of the young folk,

Keep Your Feet Warm!

By Wearing PARKER'S



ARCTIC SOCKS

For Sale By

HIRTH & KRAUSE,

Jobbers of Shoe Store Supplies.

12 & 14 Lyon St., Grand Rapids,

Our Representatives are all out Hustling for Orders with New Lines of

VALENTINES,

Blank Books, Stationery, Wrapping Paper and Twine.

EATON, LYON & CO., - - - **20-22 Monroe St.**

C. G. A. VOIGT & CO.,

Proprietors of the

STAR ROLLER MILLS.



OUR BRANDS:

OUR PATENT.
GILT EDGE.
STAR.

CALLA LILY.

GOLDEN SHEAF.

PEARL.

BOSS.

BAKERS' CHOICE,
PATENT ROLLER FLOUR.

SPECIALTIES:

GRAHAM, RYE and BUCKWHEAT
FLOUR.
GRANULATED and BOLTED MEAL.

Prompt attention given to mail orders.

Grand Rapids, Mich.

P AND B
OYSTERS
P AND B

If you desire to serve your trade with the best Oysters the market affords specify the **P. & B. Brand** when ordering. For general excellence and uniform good quality they have no equal.

Place your orders with any of the Grand Rapids jobbers or send direct to the packers.

THE PUTNAM CANDY CO.

who thought she should have chosen some older man. Hugh and Burnett had divers conferences, before affairs were over. At one of these, the lawyer said:

"What a very pretty girl Cousin Kitty is! Don't you think so, Mr. M'Kissen?"

"Ye-es."

"She'll make a fine figure when she gets into society, too. She is one of the rough gems that take to polish kindly."

"M-m!"

"The fact is, I admire her the more the more I know her. I must try and persuade her to leave the mountains."

"Kitty M'Kissen isn't one of that kind," said Hugh. "You heard her say that she would stay here, and she is the one to keep her word."

"I beg your pardon, Mr. M'Kissen," said Burnett. "Her proper name is Catherine Markham, and she is not likely to change it—in this place. No offense to you; but the name is a good one, and sounds well; but it would sound better if it were changed to Burnett, in my judgment."

And then Burnett walked on, to take a stroll through the hills, leaving Hugh confused and indignant.

"Confound his impudence!" cried Hugh. "Mrs. Burnett! He's after Kitty's money. Kitty marry him!"

Hugh walked out to cool himself and met Kitty coming from the spring-house; for Kitty was born to love cows and chickens, and her money had not changed her ways. She nodded. Hugh kept at her side, and as he reached the porch he said:

"I—I want to have a talk with you, Kitty."

"All right. Sit down on the porch, then, and I'll listen."

"Kitty—I—the fact is—"

"Yes?"

"The fact is— You don't care for Burnett, do you?"

"Care for him? Of course I do. He brought me good fortune; he's my own cousin, you know, and he's a very nice man, too."

"Are you—going—to marry with him?"

"What a question! I suppose you can ask it as you're my guardian. I don't see how I could; he's not a Mormon, and he has a wife already."

"Oh, Kitty, you know I—"

"Well, I don't know, till I know what it is I know."

"Kitty, I love you."

"Of course you do; we were brought up together."

"It's not that, Kitty; but why can't we marry?"

"You never asked me, Hugh."

Hugh asked then with a vengeance. He poured out his feelings in a flood of words. Kitty didn't interrupt him. She liked it. But when he paused for sheer want of breath, she quietly put her hand in his, and said:

"You ought to have known that I loved you, Hugh."

When Burnett came back he divined the state of affairs at once.

"Mr. M'Kissen," he said, dryly, "I presume that Miss Burnett will have the approval of her guardian in this matter?"

Kitty did go to the East, but it was as Kitty M'Kissen, and with her husband. After their return there was a house put up on the M'Kissen place, which was the wonder of the neighborhood, both of itself and furnishings.

"Such doings!" said Nancy Stallins to a gossip. "You know the house—built

out of bricks and rocks—a sorter cross atwix' a co't-house an' a meetin'-house; and enough rooms in it for a tavern. But I was inside; six wagonloads o' things was put in; the floors are kivered all over. Yes!" continued Nancy, with the bitterest climax, "kivered with kiver-lids!"

THOMAS DUNN ENGLISH.

TALKS WITH A LAWYER. INFRINGEMENT OF COPYRIGHT.

Written for THE TRADESMAN.

What is an infringement?

It may be said that if so much of a work be taken that the value of the original is sensibly and materially diminished, or the labors of the original author are substantially, to an injurious extent, appropriated by another, such taking or appropriation is sufficient in point of law to maintain the suit. It is not necessary that the whole or even the larger part be taken, to constitute invasion of a copyright.

Copying is not confined to literal repetition, but includes the various modes in which the matter of any publication is adapted, imitated, or transferred, with more or less colorable alterations to disguise the piracy. It may be incorporated into some larger work and be none the less an infringement, as if an encyclopedia were to contain a copyrighted article, or part of an article of another author. "The true test," says one case, "is to ascertain whether the defendant has in fact used the plan, arrangement, and illustrations of the plaintiff as the model of his own book, with colorable alterations and variations only to disguise the use thereof, or whether his work is the result of his own labor, skill and use of common materials and common sources of knowledge open to all men, and the resemblances are either accidental or arising from the nature of the subject."

It is an infringement, even though an improvement on the original. The test then is whether the copy is substantially the same as the original. Courts have several times defined a copy to be that which comes so near to the original as to give to every person seeing it the idea created by the original.

The same principle holds good in regard to maps, charts, pictures, musical compositions, etc. It is hard to say what is an infringement of a map. Where the subsequent map appears to have been substantially copied from the original, except in scale and color there is an infringement. In the case of music, even though the copy be adapted to a different purpose, if the original may still be recognized by the ear, it is an infringement, and this is so even if "variations" be added. Copying a copyrighted engraving by means of photography is an infringement.

If a book infringe to a slight degree, as by embracing a small part of a copyrighted work, together with much original matter, the equitable remedy is a suit for the damage suffered, and not an injunction to restrain the issue of the publication. Although a copyrighted book cannot be copied, still a "fair use" of the book, as by quotations for criticism, review, etc., is not prohibited. Recourse must be had to the decisions of courts as to what is "fair use."

It must be such use as will not cause substantial injury to the proprietor of the first publication.

WM. C. SPRAGUE.

Use Tradesman or Superior Coupons.

BEFORE AND AFTER.

Experience of a Live Firm with the Coupon System.

F Goodman & Co., dealers in general merchandise at Burnip's Corners, recently issued the following circulars to their customers:

BEFORE USING.

BURNIP'S CORNERS, August 25, '91—We ask your kind indulgence while we again call your attention to some of the undesirable features of the credit system, as applied to general country stores.

Our average experience in keeping running accounts with our customers for six months or a year has been anything but satisfactory. Accounts will often run into dollars and cents much faster than the customer has anticipated and it is a very common occurrence that disputes will arise when a settlement is had. Much ill feeling is the result and we either make an allowance and lose the amount in dispute or often lose a good customer; in either case the customer's faith in our integrity is diminished. We have tried the pass book system and in the majority of cases it has proved a failure. Customers would often neglect to bring their books when making purchases, and it would frequently happen, when we were otherwise busy, that we would enter the amount of a customer's purchase on his book, then either neglect or forget to charge the same on our books. This was the source of considerable loss to us in the course of a year's business and, when the account was finally settled, it would again cause confusion and dissatisfaction. Many of you have, perhaps, at some time paid an account to some merchant, in which you thought that you were being grievously wronged, and whether you did or not make objection as to its correctness, you still felt convinced in your own mind that you had paid out money for which you had received no value. Whenever differences of this kind occur, it is certain to be a trade loser to the merchant and a permanent injury to his business. If, therefore, any system can be introduced without any of these objectionable features, by which a merchant may do a credit business, it is the duty of the wide-awake dealer to adopt it.

It is truly said that this is an age of progression. Vast improvements are constantly being made in all directions, as conditions change and necessity requires them. Methods of doing business on credit are no exception to the rule, and the acme of perfection in that direction is attained in the credit coupon system, which has been adopted and approved by thousands of merchants in the West, and is now in practical use by over eight thousand enterprising merchants in Michigan alone.

The system is simplicity itself. The customer simply signs the receipt, payable at a certain date, which is then detached by the dealer as the customer's obligation for the amount of the coupon book and the customers has the dealer's obligation for the same amount, which is the coupon book.

We have concluded to adopt this system; and for the purpose of giving our patrons time to investigate and make themselves familiar with it, we have deferred the date until October 1. On that date we shall close our books and give credit only through this system.

Among the many advantages we will mention simply the following:

1. The labor of keeping a set of books is entirely obviated.
2. There will be no pass-books to doctored to make them correspond with the ledger accounts.
3. There will be no time lost, in the hurry of trade, to charge items, as the coupons are easily handled and detached as quickly as change can be made with money.
4. There will be no complaints by customers that they are charged for goods they have never had.

5. There will be no disputed accounts, and all friction and ill feeling incident thereto is avoided.

6. Customers are enabled at any time to know the exact amount of goods they have had, by reference to their coupon books.

7. They will know by the date of issue, endorsed on the cover of the book, when coupons are to be paid for.

8. A child can go to the store and trade with coupons as easily as any one, and with equal safety.

There are many other desirable features connected with this system, which we have not space to enumerate here, but shall endeavor to explain at any time on application. We shall retain the five per cent. off for cash feature, and parties wishing to buy coupons for cash will be given a discount of five per cent., and coupons will be received for everything we sell, including such goods as we do not otherwise give a cash discount on. In this way you can save five per cent. on all of your purchases, no matter how small they may be.

We have long since discovered that it is money that makes the mare go, and will now announce that, after the first day of October next, we shall buy goods for spot cash only and buy of the jobber who will give us the most goods and the best value for our money. Our motto will be, "Buy cheaper and sell cheaper," and in order to accomplish this we must systematize our credit business. The advantages to both merchant and patron, of the system we adopt, is so manifest that certainly no fair-minded person can find any valid objection to it after a thorough examination and trial.

Very respectfully,

F. GOODMAN & Co.,

AFTER USING.

BURNIP'S CORNERS, Nov. 25—We have been gradually endeavoring to correct some of the unnecessary evils appertaining to a credit business of a country retail store, and since our last circular was issued, during which time a former partner has retired from the firm, we have determined to virtually place our business on a cash basis, and we know of no better way to accomplish this than through the credit coupon system. Having tried this system, we have everything to say in its favor, and nothing against it. The one advantage of not having disputes with customers in settling accounts seems to us to be alone sufficient to recommend it to every retail merchant in the country. We find that there is a great saving of time that under the old system was required in keeping a set of books, and we are of the opinion that we shall save many a dollar which formerly was lost through carelessness in neglecting to charge items. Our customers are well pleased with the system, and we have yet to find the first one to condemn it, after once having given it a trial. We now do principally a cash business and sell coupons, discounting them at 5 per cent. for cash or paper that can be converted into available funds, which enables us to discount all bills and obtain our goods at the lowest prices. We think the signs of the times indicate that the day is not far distant when a majority of the progressive retail merchants will adopt the cash system, but, until that time does come, we will say to all dealers who think they cannot do a strictly cash business in their localities, by all means adopt the credit coupon system, for it is the system of all systems where business is done on credit.

Very respectfully,

F. GOODMAN & Co.

THE TRADESMAN COMPANY,

Sole Manufacturers, GRAND RAPIDS, MICHIGAN.

AMONG THE TRADE.

AROUND THE STATE.

Kalamazoo—H. C. Brush has sold his fruit business to S. S. Mittenthal.

Kalamazoo—Odell & Co. are succeeded by Earl P. Cross in the grocery business.

Keelersville—A. O. Duncombe succeeds Chas. Duncombe & Son in general trade.

Clare—J. Ackerman has sold his grocery and provision stock to A. H. Roder.

Vassar—Denman Moody succeeds Frank McConnell in the grocery business.

Detroit—F. E. Orttenger succeeds the Nauman & Orttenger Commission Co.

Marquette—Thomas O. Hampton has sold his grocery stock to Alex. I. McDonald.

Marquette—Dumond & Winter have concluded to retire from the grocery business.

Saginaw—E. (Mrs Herman) Darger has sold her bakery business to Geo. Spatz.

Marquette—Steele & Lobdell are succeeded by H. J. Lobdell in the grocery business.

Alpena—Stork & Body succeed Peter Owen in the furniture and undertaking business.

Kalamazoo—Henry W. Hutchinson has sold his grocery stock to McMillen & Longhead.

Charlotte—Charles Bennett succeeds Curtis & Bennett in the manufacture of furniture.

John A. Louckes has re-engaged with J. L. Strelitsky, taking Northern Michigan as his territory.

Charlotte—Robinson & Co. are succeeded by Mrs. Samuel Robinson in the undertaking business.

Constantine—A. W. Morrison has sold his grocery stock to Henry E. Lintz. He still continues in the drug and musical instrument business.

Ferry—E. T. Mugford, for some years a resident of Hart, and at one time postmaster at that place, has gone into the livery business here.

Montague—The Beddo & Coleman meat market closed its doors last week. The firm decided it was making too little of the stuff needed to carry on a business.

Hart—B. S. Reed has purchased Dr. H. B. Hatch's interest in the drug stock heretofore conducted under the style of B. S. Reed and will go it alone hereafter.

Belding—Wm. Roberts has sold his grocery and confectionery stock to C. N. Choate, late of Harbor Springs, who will continue the business at the same location.

Nashville—Parker & Baldwin have sold their hardware stock to F. T. Boise and M. H. Palmer, who will continue the business under the style of Boise & Palmer.

Carson City—M. Lightstone, of Sparta, has rented the vacant building of B. F. Sweet, next door east of the drug store, and will open up a general store in the same about March 1.

Belding—H. P. Whipple, who recently returned here from Wyandotte, has purchased the dry goods and boot and shoe stock of W. H. Gardner and will continue the business at the same location.

Montague—W. A. Austin, the leading grocer of Montague for the last two years, has sold his stock to the Herren Grocery & Stock Co., which took immediate possession and will continue the business at the same stand.

Spring Grove—J. S. Marr & Co. have just completed a new store building, 24x

80 feet, and are now filling it with their stock of general merchandise. The senior member of the firm has held the position of postmaster for fourteen years.

Carson City—A. Y. Sessions and C. R. Culver have completed an inventory of the A. J. Oyler general stock at Vickeryville. An agreement has been made between Mr. Oyler and the Bogart brothers, so that a peaceable settlement will probably be reached.

Pierson—S. E. Bush and A. C. Twichell have formed a copartnership under the style of S. E. Bush & Co. and bought the grocery stock of H. Barker. They will also put in a line of agricultural implements in the spring and a line of dry goods later in the year.

Detroit—Articles of association incorporating the E. G. Miles Co., organized to deal in harness and saddlery goods, have been filed. It has a capital of \$30,000, of which \$27,700 is paid in and held as follows: E. G. Miles, 1,234; V. P. Collier, 1,235; W. W. Collier, 100; George Collier, 100; Floyd R. Mechem, 100; H. P. Davock, 1.

MANUFACTURING MATTERS.

Evart—Chas. A. Waffle has purchased and will add machinery to his planing mill for making wooden bowls. An addition is now being built for that purpose.

Vulcan—Ed. L. Parmenter is building here what will be, according to report, the only water saw mill in this northern country. It will contain a circular and two shingle mills.

Hudsonville—Geo. Sinclair has purchased the interest of John E. and Geo. K. Phillips in the firm of Geo. Sinclair & Co., manufacturers of cheese box material. The remaining partner will continue the business under the style of Geo. Sinclair Co.

Marshall—J. Chris and Antone Egeler have purchased the Marshall Foundry Co. building and plant and will put them in shape to begin business about March 1. They will add a brass foundry to the plant, and will engage extensively in the manufacture of the Marshall plow.

Marquette—James Pendill, for the past two years a member of the firm of Bice, Pendill & Co., operating a planing mill, sash and door factory at South Marquette, has retired, selling his interest to the other partners. The business will be continued by Bice & Sons, the firm being composed of Sampson, Joseph H. and Clarence E. Bice.

Cheboygan—Thomas Workman, one of the most extensive buyers of cedar in Northern Michigan, is of the opinion that the quantity of cedar stocked this winter will be largely decreased. The parties for whom he buys have cut down their usual supplies one-half.

Alpena—The cut of Alpena's sawmills for 1891, is as follows: Lumber, 192,110,000 feet; lath, 55,087,000 pieces; shingles, 35,224,000. The lumber cut is slightly less than last year, owing to low water early in the season, but the cut of shingles and lath is larger than ever before.

Manistee—Tom Percy has got started on the new salt well he is putting down for the Canfield & Wheeler Company. He hopes to have the well ready for them early in the season. They are still running their dairy salt works, and will have fuel enough probably to last them this month.

Manistee—Nelson & Emery, a mill firm of this point, are making a specialty of

cedar this winter, and hope to get out enough to keep their shingle mill at work steadily during the summer on that class of stock. They will also do custom sawing, such as may offer in hardwoods and hemlock.

South Bay City—C. C. Barker, who recently purchased the sawmill of the Robinson Salt and Lumber Co., here will put in a new gang and otherwise improve the mill. Logs for next season's stock are already arriving, and the cut of the mill will be increased, as it will be kept hustling all the year.

Flint—The sawmill of Houran & Whitehead will resume operations this week. The firm is receiving 1,000,000 feet of oak logs from South Grand Blanc, and is cutting 2,000,000 of hardwood logs on Flint River, which will be rafted down in the spring. They are also receiving about 3,000,000 of pine and hemlock by rail from Clare county.

Ithaca—General Church has purchased the Mosteller saw mill in Clare county. It will be remembered that Mosteller committed suicide about two years ago. Mr. Church owns a tract of timber in Clare county and the mill will be removed either to Harrison or to Knowl's Siding, the location not having as yet been definitely determined.

Sebewaing—Coal from the Sebewaing mine improves in quality as the lead is developed, and the railroad companies want it for their locomotives. The Flint & Pere Marquette people have made a bid for 300 tons per day and the Michigan Central has asked for prices. The supply is practically unlimited, and Sebewaing's future is assured.

Bay City—The hoop business on the Saginaw River has been large during the past season, and some of the hoop mills are still piling out or shipping their product. The Standard Hoop Co.'s mill here has been compelled to shut down for want of logs, and will not operate again until there is sufficient frost in the swamps where the logs are obtained to skid and ship them to the mill.

Remus—Henry Moile's new sawmill began operations last week. It is a circular mill, the machinery formerly being in a mill at Wise, Isabella county, owned by Wells & Stone and operated by J. H. Freeney, a colored man, who failed and went west. The new mill has 30,000 feet capacity and a stock of 8,000,000 feet of hemlock and hardwood lumber. The product will be shipped over the Detroit, Lansing & Northern Railroad.

Marquette—The Cleveland Saw Mill Co., which was hampered greatly last season by having logs hung up in the streams, is putting its mill in shape to handle as much material as possible. The boiler stack has been raised to 125 feet in height. More room is also being made in the rear end of the mill, where the sorting is done, many of the better grades going from the saws direct to the kilns.

Cheboygan—The cut of the Cheboygan mills for 1891 shows a decrease of 26,250,000, as compared with 1890. This was the result of the failure of some of the drives. The total cut of the year was a hundred and four million, as compared with 130,250,000 in 1890. The lath output last year was thirty-six million pieces, a decrease of ten million from that of the previous year. The shingle cut, however, shows a gratifying increase, the cut being 15,500,000, as compared with four million in 1890.

Bay City—Usually the last vessel load-

ed with lumber leaves the Saginaw River destined for some other point, but this season the order of things was reversed, the last loaded lumber vessel being an arrival at Bay City instead of a clearance. It was the barge *Drake*, and she came from Tawas, the owner of the lumber deeming it advisable to have the benefit of the Saginaw River market. The barge *Alpine*, also lumber laden from Tawas for Bay City, also reached the River the same day, for the same purpose.

Marquette—E. L. Fraser has his new sawmill about ready for business, and hopes to begin running on January 15. He does not start his mill without orders for bill stuff to cut, however, he having captured the order for all the material to be used in the erection of a new dock for the Duluth, South Shore & Atlantic Railway. The structure will be almost 1,000 feet long and 100 feet wide, and will be used for package freight and lumber from interior mills consigned to eastern points by water from this port.

Muskegon—The heirs of the late C. S. Montague, who held the controlling interest in the stock of the Leahy Company, have purchased the stock of Geo. M. Lewis, who has been the Vice-President and manager of the company since its organization, and new officers have been elected as follows: President, Montague Douglas, New York City; Vice-President, D. D. Erwin; Secretary and Treasurer, Miss Emma Neumeister. Mr. Lewis retires from the store and a new manager has been secured in the person of a well known dry goods man of this city, who will assume control in a few weeks.

Saginaw—Gebhart & Estabrook have 4,800,000 feet on the mill dock, all of which will be handled in the yard trade, swelling the total to 63,240,000 feet. This includes only yard stocks in connection with mill plants, yards operated independently or in connection with planing mills and factories, all of which to the number of about thirty, carry stocks ranging from 20,000,000 to 30,000,000 each. Several mill firms which do not operate sorting yards sell a good deal of lumber in car lots. Col. A. T. Bliss handles fully 10,000,000 feet in this way, Charles Merrill & Co. several million feet, and others small quantities.

Cheboygan—It is expected that one-half of the mills at Cheboygan will put on double crews and run day and night next season. Thompson Smith's Sons are putting a new combination band and circular saw in their big mill, building a new brick refuse burner, and changing the rig in the small mill to enable it to cut long timber, and making other improvements. They are putting in 25,000,000 feet of logs, and have finished cutting and skidding at their north shore camps, having 70,000 pieces on the skids. They are also operating five camps in Cheboygan and Presque Isle counties. The Cheboygan Lumber Co. has 40,000 logs on the skids at their camp on the Spanish river, Ont., and may possibly sell them to Saginaw parties.

Flint—Charles D. Childs has filed a bill in chancery against W. B. Pellet, John J. Pellet, Archie Brown and the First National Bank, in which he claims damages sustained by entering the firm of the Pellett Table Manufacturing Co., at a loss to himself. Childs claims that he gave up a bank position to enter the company upon their false representation of

business being done and that debt were then accrued, which were represented to him as paid up. He has been granted an injunction restraining the firm from disposing of or collecting mortgages they hold. The bill he files is for the appointment of a receiver for the concern to wind up the affairs to the best advantage, that he may not lose what money he has now in the company.

Oscoda—Some of the lumber towns seem to have imbibed the idea that they can swoop down on the profits of the lumbermen to any extent desirable. A case has recently been tried in the Circuit Court here, which will probably be appealed to the Supreme Court for final adjustment. The Gratwick, Smith & Fryer Lumber Co.'s assessment on their mill property by this village was on a valuation of \$110,000, or double that of the previous year. The company paid the tax under protest, and commenced action to recover a portion of the amount, on the ground of excessive tax. The case was tried before a jury, naturally prejudiced in favor of the village, which promptly decided against the company. The case will now go to the higher court on the plea of fraud and irregularity of the tax roll.

Houghton—The following attaching judgments have been taken against the Huron Mining Co.: L. Hennes & Co., Houghton, six suits, \$19,636.51, costs, \$125.52; Joseph Hambitzer, Hancock, \$864.97, costs, \$34.34; Hancock Chemical Co., Dollar Bay, \$3,686.33, costs, \$48.50; Johnson Vivian, agent of the mine, \$14,957.23, costs, \$105.05; Joseph Wertin & Son, Hancock, \$1,210.19, costs, \$36.07; Franklin Mining Co., \$5,814.82, costs, \$59.48; John Manderfeld, Houghton, \$2,774.49, costs, \$43.92; Graham Pape, Houghton, \$13,559.72, costs, \$98.03; St. Mary's Mineral Land Co., \$1,358.85, costs, \$36.77; James H. Senger, Hancock, \$7,500.11, costs, \$67.64; Vivian & Prince, Houghton, \$137.89, costs, \$30.70; W. Bingham Co., Cleveland, \$874.57, costs, \$34.50; Excelsior Oil Tank Co., \$138.36, costs, \$30.70; The Atlantic Dynamite Co., New York, \$3,625, costs, \$38.50; J. H. Seager, Hancock, \$15,339.16, costs, \$39.60. To the surprise of all the attachment creditors, Daniel L. Demmon, of Boston, through Attorney A. F. Rees, took a judgment for \$106,213.74, and costs, \$38.10, making a grand total indebtedness in judgments against the mine of \$198,554.95.

Ant the Refrigerator Season.

Just about this time dealers are considering what refrigerator they had better handle for the coming season. A word of advice: Don't buy the cheapest thing you can get; your customers will not thank you for increasing their ice bill and spoiling their food; get one that has a world wide reputation for excellence; one that has been on the market for years; one that is well advertised; and when you announce its name to a customer it will be nearly sold. Get one that has special features to talk about, something which your competitor cannot obtain, and, our word for it, your trade in this line will be satisfactory. The famous Leonard Cleanable is just such a refrigerator and it is made by the Grand Rapids Refrigerator Co., of this city. H. Leonard & Sons are the selling agents.

It is estimated that 1,800 pounds of gold are annually used for dental purposes in the United States.

GRAND RAPIDS GOSSIP.

Benj. Van Anroy has sold his grocery stock at the corner of Wealthy avenue and Henry street to D. C. Underwood.

W. E. Barrett & Co. have arranged to open a lumber yard at Benton Harbor in the spring, making the third yard owned by that firm.

H. M. Reynolds & Son have put in a line of building paper, roofing material, coal tar and asphalt products and will job same in connection with their roofing business.

William B. Remington, Fred E. Remington, Leonard Van Houton and John McLean, all of Grand Rapids have organized the Saginaw Box Co., with a capital stock of \$25,000, to engage in the manufacture of boxes at Saginaw.

There is a good opening in Grand Rapids for a safe agency by a man who can be found in his office at regular intervals and who can be depended upon to pay his bills within a year after the indebtedness is incurred. A man who could comply with these requirements would, undoubtedly, do well in the business named.

A. Vonk & Son, whose grocery store and stock on Wealthy avenue were recently destroyed by fire, will resume business as soon as the weather moderates sufficiently to enable them to rebuild the store. In the meantime they will continue the flour, feed and wood business from an improvised office in their barn.

Edward Telfer has accepted a most flattering offer from the wholesale grocery house of W. J. Gould & Co., of Detroit, to take effect Feb. 1. Previous to his coming to Grand Rapids, six years ago, Mr. Telfer was connected with Gould & Co. twelve years, seven years as a partner. The fact that Mr. Gould is able to make him such an offer as to induce him to part company with the Telfer Spice Co., which he founded and has managed since its inception, speaks volumes for the high opinion entertained of him and his ability as a buyer and manager by his former business associate. Mr. Telfer will not part company with his interest in the Spice Co. and his name will probably remain among the list of officers.

Financial Matters.

The Grand Rapids Fire Insurance Co. has declared its usual annual dividend—6 per cent., payable the 16th. The past year has been an unusually disastrous one to fire insurance companies generally, but the Grand Rapids has more than earned the dividend above referred to.

James B. Thorn, who has served the banking firm of Boies, Eaton & Co., at Hudson, thirteen years in a clerical capacity, has been admitted as a partner in the firm.

The promoters of the proposed savings bank in this city, referred to by THE TRADESMAN last week, announce their intention of placing no stock in the hands of those who will not agree to throw all their business to the institution.

Notice to Stockholders.

The annual meeting of the stockholders of the Grand Rapids & Indiana Railroad Company will be held at the General Office, in the City of Grand Rapids, Michigan, on Wednesday, March 2d, 1892, at 1 o'clock p. m., for the election of thirteen directors to serve for the ensuing year, and for the transaction of such other business as may be presented at the meeting.

J. H. P. HUGHART, Sec'y.



MICHAEL KOLB & SON,

Rochester, N. Y.

MANUFACTURERS OF

CLOTHING

Represented in Michigan by



WILLIAM CONNOR,
Box 346, - Marshall, Mich.

The Belknap Wagon and Sleigh Co.

GRAND RAPIDS, MICH.

Manufacturers and Jobbers in

Road
Logging
Delivery
Pleasure

SLEIGHS.

Send for Catalogue.

About the Bank Where You Deposit Your Money.

J. M. Batchelor, in Dry Goods Bulletin.

A striking feature of business habits is the state of mind of the average retailer toward the bank where he keeps his account. In small cities and towns the people throw around their bank a kind of halo, that it is too sacred to enquire into. A feeling frequently prevails that a bank is way above any other business, and is so deep, intricate and so respectable that any ordinary retailer who presumes to treat the principal officers of that institution less respectfully than the best man in town is frowned upon by his neighbors as lacking in the knowledge of what respectability is composed of.

Of course, the foundation of this feeling is the popular reverence for money. A bank is supposed on general principles to have as much, if not more, than anybody, so it is not exactly the bank officer who gets all this minor form of worship, but the money he is supposed to handle; for if he fails, the former respect quickly turns into hate. No insolvent merchant is so vilified as the insolvent banker.

If the bank has the word National tacked to it, the title appears to impress the public still more decidedly; somehow they class it with all the national banks in the country, and in their minds associate the combined capital of a hundred odd millions, as if it had all this money at command when wanted.

Now all this glamor, for it is nothing more, is not right and ought to be abolished, for a bank is a strictly business concern, conducted, when rightly done, on strictly business methods, and deserves no more credit as an institution than any equally well-conducted retail store. Retailers should look after their bank precisely as they would look after a customer who asks a similar amount of credit. The popular idea that banks should not be closely looked after, like other business houses, has led many retailers to ruin, and still others to such sore straits for ready cash that years have been consumed in recovery.

The way to look after your bank, to know with a reasonable degree of surety that it is sound, and that your deposits are not subjected to undue risk, is to watch the bank's officers, learn about their habits in private, watch their clerks, and, so far as possible, look out for any rumors of their speculating. If you hear of any speculation going on, the best thing you can do is at once to withdraw your money, and either open an account with a safer bank, or, if there is none, look after your own cash. When retailers adopt this plan there will be fewer disastrous bank failures than have lately occurred. Keep your own council, and keep a sharp eye on your bank all the time, for many bankers lose their heads when too much money lies in their vaults. Treat your bank as a large customer. Both frequently need watching, but in a quiet, unobtrusive way.

Arrangement of Blankets.

Harry Harman in Dry Goods Bulletin.

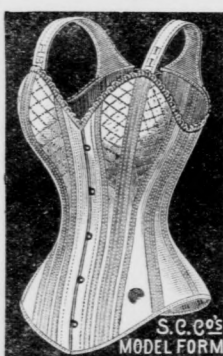
In arranging a display of blankets it is best to give up a window entirely to this class of goods rather than resort to a few being mixed up with other lines. A very effective arrangement is to build up steps from boxes and boards, according to the depth of the window, which should be covered over so that none of the foundation is seen, then take your blankets, roll them and tie with colored tape or braid; by so doing the blankets may be arranged at the will of the draper. Rows of blankets alternating in colors, look well, which may be offset by placing a blanket here and there lengthwise.

Another arrangement is to allow the blankets to hang full length on both sides of the window, then place boxes in the center as a foundation, on which nail a number of boards and saw off the edges so as to form a circle; this will enable the draper to place the blankets in circular form after being banded; another box is placed on top and a smaller circle made from lumber, and the blankets arranged in the same manner. This may be built up to the height of the window and a card on which a sign is lettered should read: "This Eiffel Tower

of blankets at prices within the reach of all."

For a novelty where baby blankets are in stock, obtain a crib and place a large size doll in the same, covered over with a baby blanket, and attach a card calling attention to the same. This may be placed on the floor of the window amid the regular display of blankets. To attract attention to a window, providing it is of fair size, a very pretty display of blankets may be built up at the back of assorted colors; merely roll and band, and stack up as fancy dictates; place sod on the floor; then on the sides build up hills by stacking up boxes irregularly and cover over with gray blankets. A lamb may now be introduced which calls the attention of the public to the lambs' wool blankets which may be displayed on the hills. The lamb is made by cutting out the shape from lumber, then tack on cloth and stuff with paper or excelsior, over this cover with white astrachan and sew a shoe button in the head to represent the eye. The ear is made from pasteboard.

Schilling Corset Co.'s CORSETS



The Model Form.

Greatest Seller on Earth!



Send for Illustrated Catalogue. See price list in this journal.

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

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.

Dry Goods Price Current.

Table of Dry Goods Price Current with columns for various goods like UNBLEACHED COTTONS, BLEACHED COTTONS, and various fabric types.

Table of DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FANNEL, MIXED FANNEL, DOMET FANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILKESIAS, SEWING SILK, HOOKS AND EYES—PER GROSS, COTTON TAPE, SAFETY PINS, NEEDLES—PER M., TABLE OIL CLOTH, COTTON TWINES, and PLAID OSNABURGS.

Do Your Kissing at Home.

A traveling man who was also the head of a prosperous firm promised his newly wedded wife that he would give her a dollar every time he kissed her and in that way she could save plenty of money. Things went on this way for several years and as he made plenty of money he faithfully kept his promise. Finally reverses came and the once prosperous traveling man found he was virtually a pauper. He went home to his wife and told her all. She, however, did not seem to feel worried and he was somewhat surprised when she ask him to take a ride with her that afternoon, but he accepted her invitation. Passing a large block on a well known street, she said, "That's mine." Soon she came to a handsome flat and said "That's mine." Well, she showed him several places with the same remark until he began to be suspicious and inquired "How in the deuce did you accumulate so much wealth?" "Do you remember the contract you made when we were first married?" said she. "Yes," he replied, "I do." Well, I invested it and it has made us rich." The traveling man hung his head and said nothing. This was kept up for thirty minutes until his wife became alarmed and she asked "What in the world is the matter, and what are you thinking about?" He said, "I was thinking of how rich we would be if I had done all my kissing at home."

Combinations Pay.

That combinations pay those who are on the inside will be pretty generally admitted, and yet the people have but a vague idea of how well combinations do pay. An instance is given in the transcontinental railroad combination, which recently voted to the Pacific Mail Steamship Company the sum of \$75,000 per month, conditioned solely on an agreement by the steamship company that it shall not accept freight between San Francisco and New York at such rates as might divert business from the transcontinental roads. The transcontinental railroads dare not do this openly, therefore, as a sort of blind, which, however, is so gauzy that it deceives no one, the subsidy is paid in the form of a contract for space on vessels. Last year these roads paid over half a million of dollars for space on vessels and did not use the space. In addition to this the combination pays \$500,000 a year to the Canadian Pacific for keeping out of the Pacific coast business of the United States, making an aggregate subsidy amounting to \$1,500,000 a year to prevent competition in the carrying trade of the Pacific coast. This is but one of many instances that could be cited, showing how combinations pay. It is needless to add that the consumer is called upon to pay the subsidies.

A Folding Lantern for Use in Tents.

The globular brass lantern, hitherto in use for military service purposes, is to be superseded by a folding lantern for use in tents. The new lantern is carried in a case of tin, with a lid and leather carrying strap attached. It weighs 7 1/4 pounds and is about one foot long. The folding lantern is made of tin, the sides, top and bottom being so hinged together that they can be folded up and placed inside the tin case which protects the lantern from injury. Guides, partly of tin and partly of copper, hold the glass sliding where bolts hold the parts in position where the lantern is fixed for use.

Women are quite accustomed to masculine criticisms on their clumsy use of tools, but the Chicago Times bears off the palm for gallantry when it asserts that, if the last nail in the Woman's Building at the World's Fair is to be driven by a woman, and if it is expected that the building will be completed in season for the opening, the nail in question should have a head as large as a Dutch cheese. The author of this calumny deserves to have his fingers pounded.

Stanton—Eli Epley & Co. have embarked in the grocery and produce business.

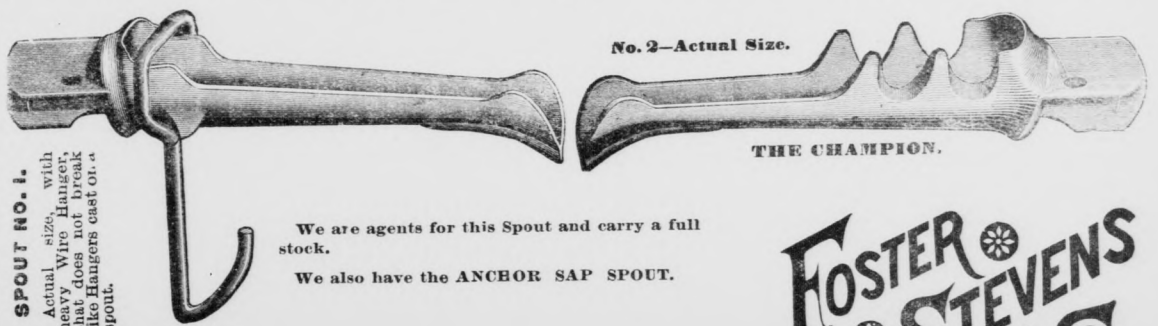
Hardware Price Current.

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

AUGERS AND BITS.		AXES.		BARROWS.		BOLTS.		BUCKETS.		BUTTS, CAST.		BLOCKS.		CRADLES.		CROW BARS.		CAPS.		CARTRIDGES.		CRISELS.		COMBS.		CHALK.		COPPER.		DRILLS.		DRIPPING PANS.		ELBOWS.		EXPANSIVE BITS.		FILES—New List.		GALVANIZED IRON.		GAUGES.																																							
Snell's	60	First Quality, S. B. Bronze	\$ 7 50	Railroad	\$ 14 00	Well, plain	\$ 3 50	Cast Loose Pin, figured	70&	Ordinary Tackle, list April 17, '85	60	Grain	dis. 50&102	Cast Steel	per lb 5	Ely's 1-10	per m 65	Rim Fire	59	Socket Firmer	70&10	Socket Framing	70&10	Socket Corner	70&10	Socket Slicks	70&10	Butchers' Tanged Firmer	40	Curry, Lawrence's	40	Hotchkiss	25	White Crayons, per gross	120 12 1/4 dis. 10	Planished, 14 oz cut to size	per pound 28	Cold Rolled, 14x56 and 14x60	23	Cold Rolled, 14x48	23	Bottoms	25	Morse's Bit Stocks	50	Taper and straight Shank	50	Morse's Taper Shank	50	Small sizes, ser pound	07	Large sizes, per pound	6 1/4	Com. 4 piece, 6 in.	dos. net 75	Corrugated	dis 40	Adjustable	dis. 40&10	Clark's, small, \$18; large, \$36	30	Ives', 1, \$18; 2, \$24; 3, \$30	25	Disston's	60&10	New American	60&10	Nicholson's	60&10	Heller's	50	Heller's Horse Rasps	50	Nos. 16 to 20; 22 and 24; 25 and 26; 27	28	List 12 13 14 15 18	28	Discount, 60	15	Stanley Rule and Level Co.'s	50

HAMMERS.		HINGES.		HANGERS.		HOLLOW WARE.		HOUSE FURNISHING GOODS.		WIRE GOODS.		LEVELS.		LOCKS—DOOR.		MATTOKES.		MAULS.		MILLS.		MOLASSES GATES.		NAILS.		PLANKS.		PANS.		RIVERS.		PATENT PLANISHED IRON.			
Maydole & Co.'s	dis. 25	Gate, Clark's, 1, 2, 3	dis. 60&10	Barn Door Kidder Mfg. Co., Wood track	50&10	Pots	60	Stamped Tin Ware	new list 70	Bright	70&10&10	Stanley Rule and Level Co.'s	70	Russell & Irwin Mfg. Co.'s new list	55	Adze Eye	\$16.00, dis. 60	Sperry & Co.'s, Post, handled	50	Coffee, Parkers Co.'s	40	Stebbin's Pattern	60&10	Steel nails, base	1 80	Ohio Tool Co.'s, fancy	2 40	Fry, Acme	dis. 60-10	Common, polished	dis. 70	"A" Wood's patent planished, Nos. 24 to 27	10 20	"B" Wood's pat. planished, Nos. 25 to 27	9 20

POST'S SAP SPOUTS



We are agents for this Spout and carry a full stock. We also have the ANCHOR SAP SPOUT.

SPOUT NO. 1. Actual size, with heavy Wire Hanger, that does not break like Hangers cast in a spout.

FOSTER STEVENS & CO.

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

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

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, JANUARY 13, 1892.

SENSELESS STATEMENTS.

The officers of the Patrons' Commercial Union are out in a card to the farming community, in which Director Conklin says:

The aggregate sales of the Union since March 24, the date that me and Secretary Taylor took possession of the business in regular form, have been over \$50,000, and the actual savings to the members amount to over \$20,000—the average per cent. of saving being about 30.

Such a statement looks well in print, but it would look very much better if it were accompanied by some corroborating evidence, such as the affidavit of a customer of the Union to the effect that he had saved 30 per cent. on every barrel of salt or dollar's worth of granulated sugar purchased through the medium of the Lansing concern. The manifest object of the statement is plainly shown in the after part of the circular, where a piteous appeal is made to farmers, either in or outside the organization of the Patrons of Industry, to send in an admission fee which would enable them to buy goods at such a tremendous concession.

What Has the Future in Store?

The uncertainties of 1892 and those affecting our material interests come chiefly from the politicians. There is first the tariff, concerning which no one can figure positively; next comes the silver question with its uncertainties; and thirdly is the presidential campaign with its unknown quantity. Given the final settlement for four years of these disturbing problems, we might move on in our calculations with some show of success. What we know in our affairs is hard enough to handle, but what we don't know is the chief harassment—that for which we can't make provision. So there is nothing left for us to do but keep our weather eye open for rising fogs, and do the best we can under the circumstances. It is the management of these uncertainties which makes the difference between a purse full and a purse empty. No doubt but the coming year is one full of opportunities. Our huge crops and big demand for them fixed all that for us, an enriching fact for all branches of business. GEO. R. SCOTT.

Cheese Exhibit at St. Johns.

Hon. E. N. Bates, President of the Michigan Dairymen's Association, has arranged for an exhibit of factory cheese at the coming annual meeting of the Association at St. Johns. Hon. Geo. B. Horton, who is the Cheese King of Michigan, being the owner of five factories in Lenawee county, has consented to act as judge of the exhibit and point out the good and bad qualities of each entry.

Use Tradesman Coupon Books.

Gripsack Brigade

A. S. Doak was called to Coaticook, Quebec, Saturday night by the serious illness of his mother.

J. W. Califf, Michigan representative for the Catlin Tobacco Co., was in town a couple of days last week.

H. A. Berry takes the Northern Michigan trade formerly covered by J. McBurney for the L. M. Clark Grocery Co.

Frank B. Bush, billing clerk for the New York Biscuit Co., succeeds S. G. Pierce as Eastern Michigan traveling representative for the house.

W. S. Bush, formerly on the road for the Powers & Walker Casket Co., but now manager of the Standard Coffin Co., of Cincinnati, is in the city this week, in attendance on the annual convention of the Michigan Funeral Directors' Association. He is accompanied by his bride.

The annual meeting of the Travelers' Club of Detroit took place last Tuesday. The Secretary and Treasurer's report shows a membership of 392, of which 320 are active members. The receipts were \$5,400.37, considerable more than the disbursements. The new officers are: President, Charles F. Beck; Vice-Presidents, Geo. C. Bogue and Albert Ives, Jr.; Secretary and Treasurer, R. A. Catton; Auditor, T. J. Chamberlain.

High salaries paid to some traveling men are the cause of some grumbling among the manufacturers and jobbers. It seems to us that this is grumbling without reason. If a man is a good salesman, he deserves to be paid so well that he does not lose energy and ambition. Other things being equal, a traveling man should be paid higher than an office man of the same caliber. The exposure and discomforts incident to traveling, the breaking up of social relations, sometimes ending in the disruption of families are risks for which an added compensation should be paid.

O. M. Benedict, the Ionia traveling man, has been superintendent of the Church of Christ Sunday school at that place for twelve years, and church treasurer for six years. Owing to a change of his route, the church was notified that he could not accept either position again. At the close of the annual business meeting, one day last week, Rev. W. H. Scott called Mr. Benedict to the front of the audience and in behalf of the church presented him with a beautiful plush cushioned oak rocking chair, stating that it was a token of appreciation of his faithful services to the church for the many years he had served it. It was a complete surprise to Mr. Benedict, who could only thank the friends for the beautiful gift, which expressed to him so much esteem and confidence on the part of the church.

Purely Personal.

Frank E. Leonard has gone to Pittsburg to place his order for glassware for the coming season.

Chas. E. Raper, the Big Rapids confectioner, has received notice of the allowance of a patent on his peanut warmer.

Chas. H. Reynolds, of the firm of H. M. Reynolds & Son, is spending a month or six weeks in Mexico. He is at present in Mexico City.

O. A. Ball is still confined to his house with la grippe, but hopes to be able to assume his duties at the store before the end of the week.

F. C. Hawkins, book-keeper for the

Grand Rapids Packing and Provision Co., has returned to his desk, after a week's tussle with la grippe.

Geo. R. Allen, book-keeper for H. Leonard & Sons, and C. P. Coffin, book-keeper for the Grand Rapids Refrigerator Co., are both confined to their homes with la grippe.

Friends of the late Smith Barnes recently sent Rev. Caroline Bartlett, of Kalamazoo, a twenty dollar bill in the name of the deceased as a contribution to the Unity club charity fund. Miss Bartlett acknowledged the gift at a public meeting at the Academy of Music, supplementing the acknowledgment with the following graceful remarks complimentary to the life of the good man thus honored: "Mr. Barnes was widely and favorably known in Michigan and elsewhere. Among business men he was a recognized leader, and no man was more respected nor more honored. His sudden death at his Traverse City home in June last caused profound sorrow not only among his numerous friends but business men generally. His remains were brought to Mountain Home Cemetery, Kalamazoo, for interment. He was a man of rare refinement, gracious deeds and noble character, and was charitable in the broadest sense of the word, and in thus honoring his memory his friends are only doing that which he in his beautiful life ever did in memory of his friends who had gone before."

The Use of Pasteboard in Shoes.

Irate Customer—"Those shoes I bought for my boy last week are worn out already, and I found a thick piece of pasteboard in the soles. What have you to say to that?"

Dealer—"My dear sir, the pasteboard is put in to keep the feet from touching the ground when the leather wears out. you wouldn't want your little boy to catch cold and die of consumption would you?"

A Domestic Article.

Mrs. Callahan—I want to get a pair of shoes for the little boy.

Clerk—French kid?

Mrs. Callahan (indignantly)—Indade not. He's me own son—born and bred in Ameriky.

Encroachments of the National Cordage Co.

From the Cordage Trade Journal.

Regarding the report that the National Cordage Co. had secured control of the rope and binder twine plant of the American Manufacturing Co., located in Greenpoint, the *Cordage Trade Journal* learns that such an arrangement was consummated, and that it took effect on December 1, although the matter has been kept quite secret until the report referred to was printed a few days ago. The control was not secured by purchase, but the American company leases its plant to the National company for a term of years.

The American Manufacturing Co.'s business is that of manufacturing jute bagging for covering cotton, and it has mills in St. Louis and Charleston, S. C. Only recently it has erected (in fact, it is not yet quite finished) an extensive plant in Greenpoint for the manufacture of this bagging. To this plant was added an extensive mill for the manufacture of rope and binder twine. It is this latter that the National Cordage Co. has secured control of, and in no way does it effect their bagging business. The American Manufacturing Co. now controls about 50 per cent. of the bagging business of the United States, and is constantly increasing its capacity.

Whether the rope and binder twine machinery will continue to be run or not is a matter of uncertainty. It is said that there is now more machinery in operation than is necessary to supply the demand of the country for cordage, and it is not impossible that some of the mills may be shut down.

It is generally understood that an arrangement has been made by which the National Cordage Co. secures control of John Good's plant for the manufacture of rope, located in Ravenswood, and also of his plant in Washington avenue, Brooklyn, for the manufacture of machinery for rope and binder twine making.

It is said that the plants of Mr. Good are leased to the National Cordage Co. for three years, and that a royalty of \$150,000 a year is to be paid for the control of the works.

It is also reported that the National Cordage Co. has secured control of the cordage plant of John T. Bailey & Co., of Philadelphia, but in an interview published in a local paper, Mr. Bailey states that this is incorrect, although proposals have been made to them which are under consideration.

Lansing—Geo. A. Cockburn has sold his grocery stock to Wm. H. Magher.

Olney & Judson Grocer Co.,

Sole Agents for the Justly Celebrated

"M. C. C." Cigars.

Grand Rapids Book Binding Co.

Sole Manufacturers in Michigan of the

MULLINS PATENT FLAT OPENING BLANK BOOK.

Flat Opening Ledgers and Journals always on Hand.

29-31 Canal St.,

Grand Rapids, Mich.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

Coupon Books

Buy of the Largest Manufacturers in the Country and Save Money.

The Tradesman Company, Grand Rapids

Plain Talk to Boys.

The firm gave him a good Christmas present in hard cash which meant, "Well done, my boy." That was a feather in his cap. Happy and promising is the lad who strengthens and adorns himself with this kind of feathers. Too many boys take to the other and silly kind. What led up to this? This and nothing more: He showed a deep interest in the business. He was first at his desk, and the last to leave. He is a neat, tidy boy (I don't mean pink necktie and swell coat collar), and he is as accurate as prompt. Baseball does not engross his thoughts. He took Gough's advice and is making a record which is going to force compensation and recognition, which includes promotion. He is good to his mother. The good book says the boy is doomed who isn't that. One of the aims of every good man is to assist in making great men, wise men and successful out of the growing boys. Our boy carried to the new firm from the old, this pithy letter, "You can take stock in him." That was splendid. That couldn't be written of every young fellow. But it can be written of you if you will. And this shouldn't be forgotten, that boys are just what parents make them. Business men take to smart good boys as naturally as a duck takes to water. And they are soon able to pick them out of the twenty or thirty in the office or factory. The fact is—don't forget it, boys—they are all the time on the lookout for boys whom they can trust and promote. What crowds of boys (and what a pity) make shipwreck of opportunities. Boys switch themselves off the track. We all either make or unmake ourselves. There may

be exceptions, but the rule holds that we have our fortunes in our own hands. When a boy gets bounced there must be a reason for it. GEO. R. SCOTT.

A Model Country Store.

GRAND RAPIDS, Jan. 11—I stopped off at Morley the other day and while there, was attracted by J. E. Thurkow's beautiful home. His cottage was planned by himself and is the picture of beauty, symmetry and loveliness, and would do credit to our city architects. His barn is an imposing one—a perfect horse palace—and, like his cottage home, has the ear-marks of its designer. After looking these buildings over, Mr. Thurkow invited me into his store. If I was surprised at seeing such beautiful buildings, a greater surprise awaited me. I expected to see a commonplace sort of a country store, but upon entering the store, I was struck with its appearance, for I beheld evidences of the same thought, ingenuity and constructive ability. Everything was in the very best of order—"a place for everything and everything in its place." He has, among many other things too numerous to mention, an ingenious rack for roll oil cloths and window curtains and a set of revolving shoe shelves which holds forty dozen ladies' and gentlemen's shoes. Everything evinced neatness and ability and I could but exclaim, "This beats anything I have ever seen for a country store."

O. F. CONKLIN.

Country Callers.

Calls have been received at THE TRADESMAN office during the past week from the following gentleman in trade: Thos. Van Eenenaan, Zeeland. L. E. Swan, Big Prairie. Frank Smith, Leroy. S. E. Bush, Pierson. Wm. H. Richardson, Evart. C. E. Coburn, Pierson. Kinzie & Myers, Caledonia. N. Bouma, Fisher.

A Lisbon Druggist Absconds.

LISBON, Jan. 9—Horace G. Johnson, who purchased the Lisbon drug store from the late Dr. Koon about a year ago, is just now a much wanted young man. Up to the time he made the purchase he had been considered a straight, steady and honest fellow. Dr. Koon had so much confidence in him as to depart from his usual careful business methods and let him have the goods without security, merely taking his individual note. Almost immediately after thus striking out for himself he seemed to become first, careless and negligent in business, then wild in his purchases and dissipated in habits. About two weeks ago, with bills crowding him from every direction, with a prosecution threatening him for selling drugs without State authority, and with the certainty he had reached the end of his business rope, he left, ostensibly on a business trip, and creditors are now hunting for him. The loss to the widow of the former owner of the stock will, under the circumstances, be a serious one.

Points for Retailers.

Spend at least one-tenth of your net profits in judicious advertising. It will most certainly come back again.

Let your stock be wisely proportionate to your capital. Use caution in buying and selling, and require more cash and less credit.

In taking an invoice of your stock, do not figure the goods at what they cost you some time ago, but figure on the current quotations of the day, as many goods have declined or advanced.

Every retail merchant in the country should know just how he stands on the opening of the new year, in order to enable him to ascertain at the end of six or twelve months following how much money his business is making or losing for him.

Credit is a necessity in our methods of carrying on trade. It is upon the credit system that the business of the country is based and built up, and consequently

it is of vital importance that any abuse of that system should be rigorously avoided.

The following is a good resolution for the retailer to take for the new year: "I will pay my bills at the time, when and place where due, or if unable to do that and if my creditor is obliged to make drafts on me, I will meet his drafts as soon as possible, paying all legitimate bank charges."

Discount Your Bills.

One-half per cent. on a thirty-day bill paid in ten days is equal to interest at the rate of eight per cent. per annum. One and one-half per cent. on a sixty-day bill paid in ten days is equal to interest at the rate of eleven per cent. per annum. Four per cent. off on a four months' bill is interest at the rate of twelve per cent. per annum, or a four months' bill paid in thirty days with three per cent. discount is interest at the rate of twelve per cent. per annum. Five per cent. discount off on a four months' bill is interest at the rate of fifteen per cent. per annum; or if paid in thirty days, less four per cent., it is sixteen per cent. per annum.

The Grocery Market.

As foreshadowed last week, sugar has advanced $\frac{1}{8}$ c, at which price the market is steady. Rice is higher and but for the fact that jobbers have generally good stocks on hand, an advance of $\frac{1}{8}$ c would be noted this week. Pickles appear to be without any stability, owing to the large crop of cucumbers and the extra large pack of pickles. Short count goods are offered as low as \$3.75 per barrel; but full count goods are held fairly firm at \$4.25@4.50.

Detroit—A. P. Sherrill and J. S. Meredith have been admitted to partnership in the wholesale dry goods house of Edson, Moore & Co. The firm name remains unchanged.

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.

Infallibly 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.

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.

Secretary.

President.

Drugs & Medicines.

State Board of Pharmacy.

One Year—Stanley E. Parkill, Owosso.
Two Years—Jacob Jesson, Muskegon.
Three Years—James Vernor, Detroit.
Four Years—Otmar Eberbach, Ann Arbor.
Five Years—George Gundrum, Ionia.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. Gundrum, Ionia.
Next meeting—At Bay City, Jan. 13 and 14, 1892.

Michigan State Pharmaceutical Ass'n.

President—H. G. Coleman, Kalamazoo.
Vice-Presidents—S. E. Parkill, 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, Aug. 2, 3 and 4.
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. Rohmert; Secretary, J. P. Rheinfrank.

Muskegon Drug Clerks' Association.

President, N. Miller; Secretary, A. T. Wheeler.

Annual Report of the State Board of Pharmacy.

The following is a summary of the annual report of the Board of Pharmacy:

There have been 353 applicants for examination as registered pharmacists and forty-seven for assistant pharmacists. One hundred and fifty-one have been granted to the former and 111 to the latter, the excess of the latter being accounted for by reason of a rule adopted by the Board, under which assistant certificates are granted to those who desire them among the class who fail to pass a full and satisfactory examination, yet sufficiently high to warrant the Board in issuing assistant certificates. There were seventy-six complaints during the year for violation of the pharmacy law, with fifteen convictions, and nine are now in the hands of the attorney of the Board. The total number of convictions have been fifty, the cost of which amounted to \$3,825.76, the fines aggregating \$621.

The following financial exhibit is made: Balance on hand last report \$1,312 54
From reserve fund in hands of State Auditors 1,000 00
From renewals of certificates 2,901 50
From applicants for examination 912 00
Interest on deposits 36 75
Total \$6,162 79
Disbursements as per report to the Board of State Auditors \$4,445 13
Balance in hands of the Treasurer of the Board 1,717 66
Total \$6,162 79

The total number of registered pharmacists in the state is 3,629, and of assistant registered pharmacists 551.

The maintenance of the Board is no burden upon the State, but is under control of the State. The receipts are derived from the pharmacists themselves, who pay a fee for the certificates and an annual renewal fee.

Bugbee Succeeds Parkill.

C. A. Bugbee, of Cheboygan, has received the appointment of member of the State Board of Pharmacy, to succeed Stanley E. Parkill. Governor Winans had promised to re-appoint Mr. Parkill, and so wrote Mr. Bugbee, but the latter refused to abide by the governor's decision and prevailed upon him to change his mind.

The Drug Market.

Quinine is very active and is advancing rapidly. Opium is dull. Morphia is unchanged. Sugar of milk has declined. Jalap has advanced. Roman chamomile flowers are lower. Gum mastic has declined. Manna is lower.

A Drug Explosion.

A student of pharmacy in Hesse was called upon to put up a prescription containing a 20 per cent. solution of chromic acid, salicylic acid, and water. He put the crystals of chromic acid directly into the alcohol, whereupon an explosion took place, and the unfortunate student was severely burned in the eyes.

Use Tradesman Coupon Books.

UNPROFITABLE ADVERTISING.

There is a class of advertisers who seem to be imbued with the idea that the more difficulty placed in the way of reading their advertisements, the more they will be read. This fallacy takes various forms, most of which are more or less familiar, and all of which are decidedly objectionable.

The most common of these is to order one's advertisement printed upside down in the papers. This is an old dodge and is, fortunately, nearly obsolete in the city press. It still holds in the country journals, however.

Now, it is hard enough to get people to read advertisements at all, without putting extra obstacles in their way, and while it may not be necessary to stand on one's head to read such an advertisement, it certainly puts the reader to the trouble (slight though it may be), of turning the paper over in order to peruse it, a trouble which in these days of business will not be taken by one out of five.

Of the same order are the signs occasionally seen strung across the sidewalk, marked "DON'T READ THE OTHER SIDE," a mandate which is usually obeyed to the letter. There is a wagon in Boston on which the owner's name and business are lettered upside down. It may attract attention, but it is safe to say that not one in ten of those who see it can read it.

This being the case, what can be more foolish than the advertisement which appeared not long ago in a trade journal, the reading matter of which was set in a spiral line, beginning at the center and gradually working outward. To read this card would require six complete revolutions of the book, a task which not one man in 500 would undertake in order to read an advertisement, however much he might be interested in its contents.

In the same line are the announcements "LOOK IN THIS PLACE NEXT WEEK" and the like, printed in the center of a large space. Who do you suppose remembers to follow your advice? Nobody. People don't buy papers to be regaled by promises of what next week will have for them.

Neither are their curiosity and admiration stimulated by such trashy announcements as "JOHN BROWN OWNS THIS COLUMN." What does your reader care for John Brown? Two to one if they give the matter any thought at all, it is that John is wasting his money and making a fool of himself.

There are ways of piquing the curiosity of the public in such a manner as to be profitable. Who will deny that the man who advertised

S.-T.-1860-X.

made a ten-stroke? He spent a big pile of money, for those days, in advertising this one line. Nobody knew what it meant. But after he had made the phrase a by-word in everybody's mouth, he pushed the advantage gained for all it was worth, and the bitters which bore this trade-mark found their way also into the mouths of a large proportion of the populace. This advertising made Plantation Bitters the best selling nostrum of its kind for many years, and the originator of the scheme a rich man.

A dozen or more years ago a soap manufacturer advertised the single word

GOLD

in a similar style. Not content with taking a good deal of space in the daily

papers, and covering the dead walls, curb-stones and bill-boards with his advertisements, he had thousands of cheap flags made with this one word on them and distributed them to school children. And he paid agents to go around and place these flags on the head of every horse whose driver would permit such decoration. His advertising was the talk of the community.

But there is always a special danger in this style of advertising. Whenever there is a way open to profit at another's expense, some one is always to be found to take advantage of it. There are always to be found concerns who are willing to reap the harvest they have not sowed, and who will steal another man's thunder without any phenomenally exhaustive drain upon their consciences.

It was so with the Gold Soap advertising. I have recalled this incident to show that nothing but a large extra expenditure of money saved this scheme from becoming not only absolutely valueless to its originator, but of direct benefit to some other entirely distinct concern. After the "gold" excitement had been thoroughly worked up, an advertisement appeared in all the papers which had originally contained the enigmatic word. It was headed "Gold," giving the readers the impression that the preliminary advertisements were for the purpose of booming a land company, which offered real estate at such prices that gold dollars at fifty cents would be a poorer investment. It was only by a largely increased outlay that the Gold Soap men reaped any advantage by their preliminary announcements.

A similar experience befell another soap manufacturer only about two years ago. For several weeks the cabalistic letters "S. A. S." appeared in every form of advertisement, dodgers, posters, street-car placards and newspapers. There is no doubt that a good deal of money was spent in popularizing these three letters. And with what result? Some one in Connecticut saw a chance to realize a large amount of advertising by stealing a march, so he began advertising "Self Adjusting Stays," surrounded by lines of "S. A. S." A shoe dealer in Boston advertised "Stiff Ankle Supporters" and "Self-Acting Sandals," and these piratic individuals knocked the wind out of the soap man's sails, for a time at least.

The man who tries the initial dodge to-day must needs have a sharp eye, a good amount of nerve and a bigger amount of money. Some peculiar name or design which can be protected as a trade-mark would be better, as this can be registered and its use by other parties prevented.

A similar method of attracting attention is by the puzzle or rebus. It is said that children who cultivate a taste for the puzzle departments of juvenile periodicals never lose a desire to decipher such things wherever they find them, and this desire does not diminish as they grow to manhood. Perhaps not. I won't say this is not true, but does any sane man believe that it is good advertising to

waste space which costs so much a line by publishing poorly-drawn cuts of a tea chest and a back-number hat to represent "that" and such like trash? Does the man live who thinks anything published in such hieroglyphics will make any impression on the public?

If he does—well, if he does, let him spend his money that way. He will learn better by experience. I say that if he spent the money it costs to engrave these childish puzzles in getting good cuts or expert advice, he would be better satisfied with his advertisement, both in attractiveness and effectiveness.

A patent medicine has been advertised lately in the preliminary announcement style and with considerable success by printing the name in outlandish letters, which are certainly "all Greek" to the majority of newspaper readers. When the proper time came to advertise the article, however, the name was so thoroughly Greek and unpronounceable that much of the effect of the advertising was lost.

Who among us would like to go into a drug store feeling uncertain what to call for, fearing to pronounce its name lest the salesman laugh at us? This is a grave mistake among advertising patent medicine men. Better call it "Skin Cure" or "Bruise Healer" than "Melitos." Use good, plain English. It is better every way.

Be sure you count the cost and know you can afford it before starting on such a scheme.

If you do start it, don't delay the final explanation too long. Be prepared to give the final stroke at any time if you find any evidence of some one anticipating you.

Better still, don't waste money in any way which will enable others to cheat you out of the benefit of your own advertising.
GEO. E. B. PUTNAM.

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.

H. H. H.

Harrison's Hair Hastener

Makes harsh and coarse hair soft, pliable and glossy. Prevents hair from splitting, eradicates dandruff, arrests falling hair and will thicken with new growth thin heads of hair.

PRICE, \$1 PER BOTTLE.

Sold by all druggists. Manufactured by

C. B. HARRISON & CO.,
SHERWOOD, MICH.

CUTS for BOOM EDITIONS

—OR—

PAMPHLETS

For the best work, at reasonable prices, address
THE TRADESMAN COMPANY.

GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists
GRAND RAPIDS.

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.

Grocery Price Current.

The quotations given below are such as are ordinarily offered buyers who pay promptly and buy in full packages.

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

Table listing various grocery items such as Damsons, Egg Plums and Green, Peaches, Pears, and Apples with their respective prices.

Table listing various grocery items such as Santos, Mocha, Coffee, and Flour with their respective prices.

Table listing various grocery items such as Oyster, Dried Fruits, Foreign, and Envelopes with their respective prices.

Table listing various grocery items such as Whitefish, Flavoring Extracts, Gun Powder, and Licorice with their respective prices.

Table listing various grocery items such as Pure Ground in Bulk, Sugar, Seeds, and Starch with their respective prices.



Coupon Books advertisement featuring 'Tradesman' and 'Superior' brands with coupon illustrations.

'One Cent Coupon' advertisement with a coupon illustration.

Text advertisement regarding coupon pass books and their usage.

BALANCING THE BOOKS.

The first day of January has so long and so generally been used by civilized nations as the point of departure for beginning the year that few people ever think of inquiring into the origin of its supremacy. Properly, a year being the period of time occupied by the earth in making a single revolution around the sun, one day is as good as another from which to commence it. If there be any choice, it would be in favor of the summer solstice in June, when the sun is the highest in the heavens at noon and the day the longest, or the winter solstice, in December, when the sun is lowest at noon and the day the shortest. Then, too, there are the equinoxes in March and in September, when the days and nights are of equal length. All these four days have been used by different nations in olden times as New Year's day, but, as in many other cases, circumstances have brought about divergences from the practice. The Jews still adhere pretty closely to the autumn equinox, and the Christian ecclesiastical year is regulated more or less by that of the spring. Our custom of commencing the year with Jan. 1 was introduced by Julius Caesar, who adopted it because it happened to be the day of the new moon which, at the time, followed next after the old Roman New Year's of the winter solstice. Subsequently, the reckoning of the years gradually fell into new confusion, partly from imperfect astronomical calculations, but more from the independent lawlessness of rulers, so that the year, for centuries, began on seven different days in different European countries, and even in parts of countries, and it is extremely difficult for an unskilled person to determine precisely in what year, according to our calendar, any historical event in the middle ages happened. Finally, in 1582, Pope Gregory XIII. used his authority as the head of the Roman Church to straighten things out, but his new reformed calendar was not adopted by Protestant Germany until 1700, nor by Great Britain until 1752. Oddly enough, the reform, involving, as it did, the dropping of eleven days, so that, for example, what would have been the 3d of the month was reckoned as the 14th, was extremely unpopular, and it took all of the famous Lord Chesterfield's tact and persuasiveness to carry it through the British Parliament, while a mob hooted him in the streets, crying out: "Give us back the eleven days you have robbed us of!" Russia has not even yet adopted the new system, and does not keep New Year's day until the 12th of this month.

But, however it came about, our present New Year's day is firmly established, not only for historical and legal purposes, but also in the world of finance and trade, as the usual day for summing up the results of the past year's business, and for the balancing of books preparatory for a fresh start. I presume that all of my readers who keep books have by this time got them written up, ready for taking a trial balance, if not for making out a balance sheet. The exceptions will be either due to the complexity of the accounts, or what is more common, to the necessity of detecting some error which spoils the symmetry of the trial balance, and profoundly vexes the soul of the book-keeper. I well remember how, in my clerking days, an elusive dollar, or even a fugitive cent, would give me hours upon hours of work in hunting

for it, and when I found it how I was enraged with myself for not having discovered it immediately. It is wonderful, too, how an error of a single figure will make itself felt in a long account, as the peas in the feather bed were felt by the princess through three other feather beds on top of them, and proved her to be a real princess. I have had so many experiences of this sort that I can entirely sympathize with the steady old book-keeper who went on a spree for the first time in his life because his trial balance came out right as he first made it, without requiring any corrections. The sensation must have been as exhilarating as it was novel. Railroad companies in this State are required to begin their fiscal year, as the United States Government does, on the first of July, so this evil day for their book-keepers does not come yet, and, perhaps, since my time, some mercantile houses may have adopted the custom of balancing their books on other days than the first of January, just as many leases are now made to run from the first of February instead of the time-honored first of May of our forefathers.

Fortunately for the book-keeper, his tribulations begin and end with his figures. Whether the balance to a new account is on one side or the other is all the same to him. It is enough that it is the right balance for making both columns equal. To his employer it is a different thing. He is concerned with quite another result than mere symmetry, and I fancy this year, in a great many instances, the result is far from satisfactory. My business friends in this city tell me that, in point of profits, 1891 has been the worst year they have had for a long time. It is not that they have lost so much, but they have gained so little that what losses they have suffered have made an enormous comparative hole in their profits, and left them little to carry forward. The recovery which should naturally have followed the crash of 1890 has delayed its arrival, and we are only just now beginning to feel it.

Disagreeable as it is to face the unpleasant facts which the balancing of books brings to view, the experience cannot and ought not to be avoided. I even recommend to my friends who are not in business to keep a set of books by double entry for their private affairs, and to balance them once a year, the same as merchants and bankers. Any one who has head enough to deserve and own property at all is able to do this with very little instruction. The advantage of keeping a set of books is that a man by it has his affairs always under his observation as a whole and knows exactly where he stands financially. He sees his income and expenditures side by side, and is warned in time if his expenditure is outrunning his income. So, too, by keeping a separate account for each investment he can tell its value and whether it is worth retaining or whether it should be disposed of. Even so little of an account as a cash book is better than none. I once advised a young lady of my acquaintance, when she married and went to housekeeping, to put down in a book everything she spent and what she spent it for. She did not do it very accurately, and often, I fear, forced a balance by an entry of "Sundries," but she soon after acknowledged to me that but for keeping the account, imperfectly as she did it, she would have suspected her

STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

-OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN,MUSKEGON,
GRAND HAVEN,
HOWARD CITY,MANISTEE,
IONIA,
PETOSKEY,CADILLAC,
LUDINGTON.

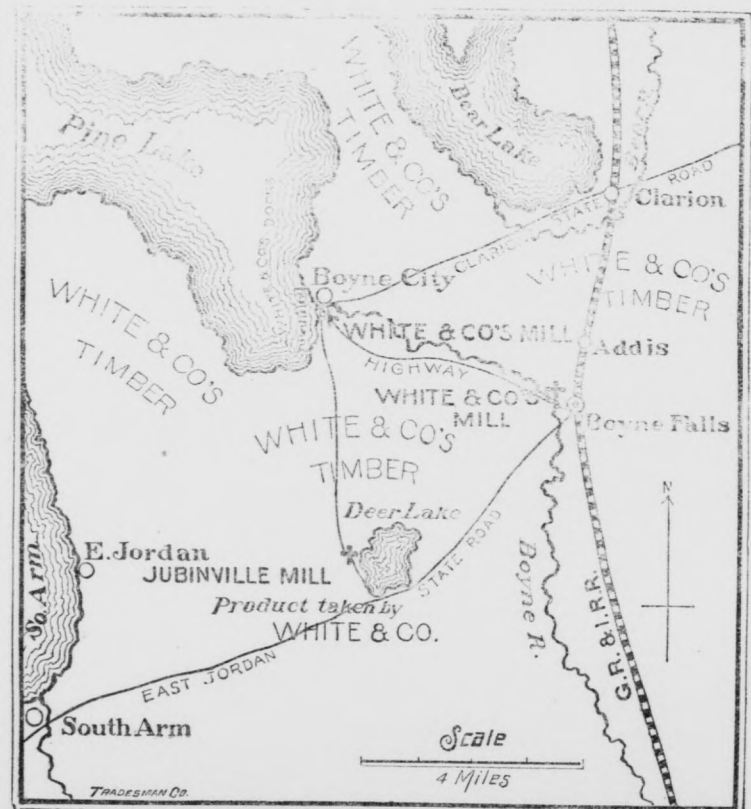
HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS.

W. H. WHITE & CO.,

Manufacturers of Hardwood Lumber,

BOYNE CITY, MICH



We operate three mills with a capacity of 9,000,000 feet hardwood and 3,000,000 feet hemlock, as follows: Boyne City mill, 7,000,000; Boyne Falls mill, 3,000,000; Deer Lake mill, 2,000,000. Our facilities for shipment are unsurpassed, either by rail or water.

servants of stealing money from her purse, so quickly did it melt away, and so difficult was it to remember what it had gone for without referring to the written record. What is thus important for a wife is still more important for her husband. Without some kind of an account of his receipts and his expenses he is always at sea in regard to his true financial condition. Our old Dutch ancestors used to say of a man when he failed in business that he had not kept correct books, it being their conviction that no man could fail who saw clearly what he was doing. Some men, it is true, have the faculty of carrying their affairs in their heads, and of keeping them before their intellectual vision without the aid of books, but they are few in number. An illiterate person who cannot read and write dispenses with books from necessity, and a genius may do it from choice, but ordinary men had better avail themselves of all the aids to memory at their command.

Those of my readers who have struggled along with me thus far in my dissertation are probably expecting me to wind up with the usual hackneyed moral of the application of book-keeping and conduct, and to speak of the balance that will be struck for each one of us at the Day of Judgment between our good and our evil deeds, but I shall disappoint them. I believe that good and evil are incommensurable—that is, that there is no such community of nature between them that a given quantity of the one can be set off against a given quantity of the other, any more than sound can be balanced against color, or sweetness against light. The idea that a record is kept in heaven of a man's conduct, his sins being entered on one page and his virtues and his benevolent actions on the page opposite, originated, I believe, with Mohammed, and is unworthy of an intelligent Christian. My idea is, that the balance which tells in favor of a man's character is the preponderance of his good over his evil inclinations, and that this preponderance is not determined by the number of his sins and of his merits. If I may venture to offer advice on so serious a subject, and one apparently so far removed from that of finance, it is not to trust to the expectation that even a single sin will be nullified by hundreds of good deeds. The sin may result from a predominant disposition, whereas the opposite acts may be only factitious and hypocritical. Habit, it is well said, is second nature, and it is a balance of good habits which we ought to aim at, and not merely a balance of good deeds.

MATTHEW MARSHALL.

The Marketing of Eggs.

From the Produce Trade Reporter.

Few persons who have not given the egg a commercial thought have any idea of the volume of trade when concentrated, or the aggregate value of the product from the hen, and the relation in which she has fought her way to recognition as an important factor in furnishing the human family with her product.

It is just as necessary for the shipper to take care of this product when in his hands as it is for the farmer to look after his interest. To be financially a successful shipper he must give every attention to details, and first see that the eggs he is forwarding are "fresh." The time has gone by when rotten, cracked or even stale eggs can be sold either in large or small quantities at full price, and the shipper who fails to distinguish the difference between old and stale eggs, and persists in packing them with the strictly fresh, only damages his prospects for realizing

the best prices and establishing a reputation for his brand.

The shipper who fails in this particular, and who will not discriminate against the purchasing of inferior stock from the producer is usually the very one who is dissatisfied with his returns, and generally most severe in charging those who have received his consignments with carelessness, lack of ability, or sometimes dishonesty, in trying to place his goods on the market at the highest price, forgetting that he who originally bought and packed the stock is alone in fault.

The change from packing and shipping eggs in barrels and old boxes to that of the almost universally adopted thirty-dozen cases is a great improvement. Too many shippers are quite careless in the employment of help, which in most cases are boys who may mean well enough but lack the experience in packing, often neglecting to put the required chaff or cut straw on the bottom of the case, or pack the eggs in broken, torn or imperfect fillers, which causes breakage in transit. Or they fasten the lid down without first placing the long clean straw or other packing on top of the eggs, so that the entire top layers will not break should the case be turned down or given a severe jolt. Every shipper should keep a supply of new fillers on hand to replace any that may become torn or impure from broken eggs.

The habit of patching up or filling in with any refuse, with the idea that it is a substitute for a new filler, invariably costs the shipper in one shipment for broken and spoiled more than would buy an entire set of fillers. One set will possibly complete one dozen cases at a very small cost, while if the dozen of cases have each one imperfect filler, the breakage of two or three eggs in each case, and the spoiling of as many more, besides damaging the appearance of the remainder, must be apparent to every shipper if he gives it a single thought.

How many shippers give their egg cases the care required to keep them in good condition? And yet carelessness in this respect is often very expensive to them. It is not infrequent for the bottom to drop out of an egg case, thereby dashing the entire contents to almost total ruin; or for one of the end pieces, which are used as handles, to come off in handling, which will always give the case a severe fall, with more or less loss to the shipper. And there are many other mishaps of almost daily occurrence which could all be avoided if shippers would only use a hammer and a few nails and give their cases the care they require.

The rivalry between shippers in the country is often a serious drawback among the trade, and results disastrously to all who practice it, particularly when each one is bending every effort to pay a higher price to the farmer than the markets allow. Strictly fresh eggs, properly packed in good cases, would never have a "loss off," except when they are shipped in very warm weather from a distance, or are roughly handled during transportation. Every shipper should know by a careful study of his trade the quality of the stock he buys, and should reject all imperfect eggs just as they are rejected by the city trade and consumer. The sooner all shippers adopt this rule the sooner they will bring up the trade to that perfection its importance demands.

Working at a Discount.

It is the only way good results can ever be realized. The clerk who is merely worthy his hire will never get any higher. Salaries are seldom raised in the anticipation of better efforts, but because the employer realizes that the employe is worth more money—that he is working at a discount. See that you are worth more than you are paid, and rest assured that your efforts will be appreciated; your employer may not rush forward with an advance, but he will be in good shape to listen to your suggestion. But don't be too ambitious; the only sure position is that in which you can give entire satisfaction, and you can succeed in this only where you are worth a little more than your envelope contains—in other words, by working at a slight discount.

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.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

D. A. ODGETT, Vice-President.

H. W. NASH, Cashier.


CAPITAL, - - - \$300,000.

Transacts a general banking business.

Make a Specialty of Collections, Accounts of Country Merchants Collected.

GOLD MEDAL, PARIS, 1876.

W. BAKER & Co.'s
Breakfast
Cocoa
Is Absolutely Pure
and it is Soluble.
Unlike the
Dutch Process
No alkalis or
other chemical
or dyes are used
in its manufacture.



A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co., will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass.



Of Ledgers and Journals bound with Philad. Iphia Pat. Flat opening back. The Strongest Blank Book Ever Made.



GRAND RAPIDS, MICH

Let us send You
A Few Rugs

Hassocks
Carpet Sweepers
Blacking Cases & Foot Rests

From which to make selections for the Holiday Trade.

SMITH & SANFORD.

Geo. H. Reeder & Co.,

JOBBERS OF

BOOTS & SHOES

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids.

Wagon Jack Free!

We are sending to every dealer who handles "GRAPHITE AXLE GREASE," one Daisy Wagon Jack, worth \$1, to be given to the holder of the printed order contained in one of the 1-lb. boxes in each case of one-third gross, on presentation of said order to your dealer, FREE of charge.

See What is Said of It.

APRIL 25th, 1881.
Wadhams Oil & Grease Co., Milwaukee:
Dear Sirs—For the past year I have been using your Graphite Axle Grease and have found it will do better work than any other grease in the market.
Yours truly,
PHILIP SCHABETT, Bath Foreman,
Jos. Schlitz Brewing Co., Milwaukee, Wis.

GRAPHITE
AXLE GREASE

For sale by all Grocers, Hardware Dealers, Harness Dealers and by the Manufacturers.

Wadhams Oil & Grease
Company.

Milwaukee, Wis. and Seattle, Wash.

The Drummer, His Ups and Downs.*

It has, during my brief residence on this mundane sphere, fallen to my lot to respond to toasts on almost every conceivable subject from "The Ladies" to "Why I am a Democrat," but never before have I so thoroughly and painfully appreciated my deficiencies and my inability to do justice to the subject. In this case there appears to be a striking incongruity, for to speak intelligently on this broad subject requires a traveling man of age and varied experiences. While I am glad to belong to this organization and am proud to be identified as a "drummer," yet my experience has been very limited, and all the drumming I ever did has been in the interest of the Bush Road Cart Co., and from the universally kind and courteous treatment I always received from customers and prospective customers, I am led to assume that I have seen more of the "ups" than "downs" of a drummer's career, and that my experience has not been the universal experience of all.

How often have I seen drummers snubbed and insulted by snobbish buyers and heads of firms, and, frequently the relations between the drummer's house and the individual are such that to retaliate or retort openly is out of the question—such treatment is more than ungentlemanly—it is the poorest possible business policy. How soon do the boys on the road learn to locate and advertise a crank! He is certain to never be given a "snap shot" on any deal where a white man would be "let in on the ground floor." The drummer is more than a solicitor, he is an educator. He goes about from place to place always possessed of the latest commercial, social, religious and political news, and he disseminates more general information in a minute than any other class of men on earth. Constant contact with men and measures wears away the rough corners (as the dropping of the water wears away the rock) and soon gives him a certain finish which is characteristic of the profession. Traveling salesmen are a big factor in our country, and, aside from the direct necessity of these "Angels of Commerce," they play another important roll—they are great distributors of the circulating medium. They have solved the problem and are important agents in "the reduction of the surplus (of their firms)." Railways, hotels and other institutions are largely sustained and supported by them. How tame and uneventful would be the existence of many a sleepy old town but for the frequent advent of the gay and festive drummer! How stupid and prosaic the life of many a maiden, young and fair, but for the prospect of "Chawley" striking town occasionally! While it is in a measure true that "no one knows where a traveling man sleeps, or what a traveling man eats," yet it is generally conceded that he lives on the top shelf, and after a hard day's toil, and, perhaps an evening spent in a game of hearts, he "lies him down on downy beds of ease" (with a fire thrown in at 25 cents). This downy bed business would be a burlesque coupled with certain Michigan hotels which might be named.

Among some of the "downs" of a drummer's life might be mentioned the pangs of waiting for a delayed remittance after running against a pat hand and trying to board a week on a four pound grip, containing a brick, a night-shirt and a tooth-brush. A seltzer and lemon for breakfast; a stage trip from Pentwater to Ludington in a January blizzard; or an intimate acquaintance with Editor Woodruff, of Ypsilanti, and other pleasant and varied experiences which you have all encountered. No young man can get a better schooling than a year or two on the road. It develops his perception, broadens his views, reduces the natural swelling of his head and tends to obliterate any traces of narrowness in his character. This is not always true, for occasionally a good printer or preacher is spoiled to make a poor drummer. My experience and observation have taught me that good treatment is appreciated by a gentleman, even if he is a drummer.

* Response by John J. Bush, of Lansing, at the annual banquet of the Knights of the Grip, at Jackson.

A few drummers are not gentlemen and are not entitled to or capable of appreciating gentlemanly treatment, but, happily, they are vastly in the minority and have no place or part in an occasion such as we are here assembled to celebrate to-night.

Director in Name Only

Stranger—I believe you are connected with the Third National Bank. Gentleman—Yes, sir. Stranger—Will you be kind enough to tell me something of the financial standing of the institution? Gentleman—Well, really, I'm afraid I can't. I'm simply a director, you know.

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.

FOR SALE—A BRIGHT \$3,500 STOCK OF general merchandise in best farming community. Will sell right for cash or exchange for good farm. O. F. Conklin, Grand Rapids, 371

FOR SALE—FIRST-CLASS GROCERY BUSINESS in the best town of 5,000 inhabitants in Northern Michigan. The purchaser can have a trade of \$30,000 a year at the start. No town in the State has better prospects. This is the chance of a life time. Address No. 363, care Michigan Tradesman. 363

FOR SALE—DRUG STORE; WELL LOCATED in good country town, Minnesota; good prescription trade. Address W. S. Johnson, Osseo, Minn. 377

FOR SALE—A GROCERY STOCK WITH store and two dwelling houses; fine trade, excellent location. Reasons for selling: too old for business. Address A. Van Hoe, Kalamazoo, Mich. 379

SITUATIONS WANTED.

WANTED—SITUATION BY A REGISTERED pharmacist of thirteen years experience. Address "Drugs," care Michigan Tradesman. 385

SITUATION WANTED BY A YOUNG LADY competent to keep a set of books and willing to make herself generally useful about a store. One year's experience. Not afraid of work. Wages low. Good references. Address No. 376, care Michigan Tradesman. 376

MISCELLANEOUS.

DO YOU USE COUPON BOOKS? IF SO, DO you buy of the largest manufacturers in the United States? If you do, you are customers of the Tradesman Company, Grand Rapids.

FOR SALE—ABOUT 100 POUNDS OF NON-patent type, well assorted as to figures, fractions and leaders. Just the thing for a country paper for use in tax sales and general work. Laid in two cases. Will sell for 25 cents per pound and \$1 per pair for cases. Tradesman Company, Grand Rapids, Mich. 359

IF YOU HAVE ANY PROPERTY TO EXCHANGE FOR a residence brick block in Grand Rapids, address B. W. Barnard, 55 Allen street, Grand Rapids, Mich. 331

FOR SALE—TWO HUNDRED ACRES LAND (160 improved), 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

FOR SALE—CHEAP ENOUGH FOR AN INVESTMENT Corner lot and 5-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 SALE—BEST RESIDENCE LOT IN Grand Rapids, 70x175 feet, beautifully shaded with native oaks, situated in good residence locality, only 200 feet from electric street car line. Will sell for \$25,000 cash, or part cash, payments to suit. E. A. Stowe, 100 Louis St. 354

FOR SALE—GOOD DIVIDEND—PAYING stocks in banking, manufacturing and mercantile companies. E. A. Stowe, 100 Louis St., Grand Rapids. 370

WANTED—AN EXPERIENCED SALESMAN to travel with parlor goods and mattresses. Address S. W. Kramer, Cadillac, Mich. 374

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

FOR SALE—TWENTY-FIVE SMALL SHOW-cases, \$2 each. Call at 47 Eleventh St. 372

FOR SALE—GROCEER'S FIXTURES, SCALES, coffee mill, showcases, complete outfit; also small line staple groceries. Nearly new. Will sell cheap. Address Lock Box 963, Rockford, Mich. 375

WANTED—THE ADDRESS OF CHARLES Beals, formerly of Morley. Important mail matter awaits his order at the office of the Tradesman Company. 378

WANTED—AN ASSISTANT REGISTERED Pharmacist. Dr. V. A. Bergeron, Muskegon, Mich. State salary expected. 380

Grand Rapids & Indiana.

Schedule in effect December 13, 1891.

TRAINS GOING NORTH.

Arrive from Leave going South. North. 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... 2:30 p.m. 4:15 p.m. For Potoskey & Mackinaw..... 8:10 p.m. 10:30 p.m. From Kalamazoo and Chicago. 8:35 p.m. Trains arriving at 9:20 daily; all other trains daily except Sunday.

TRAINS GOING SOUTH.

Arrive from Leave going North. South. For Cincinnati..... 6:20 a.m. 7:00 a.m. For Kalamazoo and Chicago.... 10:30 a.m. 2:00 p.m. For Fort Wayne and the East... 11:50 a.m. 6:00 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.

For Muskegon—Leave. From Muskegon—Arrive. 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 Potoskey and Mackinaw.

10:30 p.m. train.—Sleeping car Grand Rapids to Potoskey 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. E. & I. R. R.

Lv Grand Rapids 10:30 a.m. 2:00 p.m. 11:05 p.m. Arr Chicago 3:25 p.m. 9:30 p.m. 6:50 a.m. 10:30 a.m. train through Wagner Parlor Car. 11:05 p.m. train daily, through Wagner Sleeping Car. Lv Chicago 7:05 a.m. 3:10 p.m. 10:10 p.m. Arr Grand Rapids 2:00 p.m. 8:35 p.m. 5:15 a.m. 3:10 p.m. through Wagner Parlor Car. 10:10 p.m. train daily, through Wagner Sleeping Car.

Through tickets and full information can be had by calling upon A. Almqvist, ticket agent at Union Station, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich. C. L. LOCKWOOD, General Passenger and Ticket Agent.

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.

MICHIGAN CENTRAL "The Niagara Falls Route."

Table with columns DEPART and ARRIVE. Detroit Express, Mixed, Day Express, Atlantic & Pacific Express, New York Express. 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 4.45 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. RUGGLES G. P. & T. Agent, Chicago.

DETROIT GRAND HAVEN MILWAUKEE RAILWAY TIME TABLE NOW IN EFFECT.

Table with columns Trains Leave, EASTWARD, WESTWARD. Trains Leave +No. 14, +No. 16, +No. 18, *No. 82. G'd Rapids, Lv 6:50am, 10:20am, 3:25pm, 10:55pm. Ionia, Ar 7:45am, 11:25am, 4:27pm, 12:37am. St. Johns, Ar 8:24am, 12:17pm, 5:20pm, 1:55am. Owosso, Ar 9:03am, 1:20pm, 6:05pm, 3:15am. Bay City, Ar 10:45am, 3:45pm, 8:0pm, 8:45am. Pt. Huron, Ar 11:55am, 6:00pm, 8:50pm, 7:30am. Pontiac, Ar 10:53am, 3:05pm, 8:25pm, 5:37am. Detroit, Ar 11:50am, 4:05pm, 9:25pm, 1:00am.

*Daily. †Daily except Sunday. Trains arrive from the east, 6:40 a. m., 12:50 a. m., 5:00 p. m. and 10:00 p. m. Trains arrive from the west, 10:10 a. m., 3:15 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 Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffetcar. JOHN W. LOUD, Traffic Manager. BEN FLETCHER, Trav. Pass. Agent. JAS. CAMPBELL, City Ticket Agent. 23 Monroe Street.

CHICAGO JAN'Y 3, 1892. AND WEST MICHIGAN R'Y.

Table with columns GOING TO CHICAGO, RETURNING FROM CHICAGO. Lv. G'R'D RAPIDS, Ar. CHICAGO, TO AND FROM BENTON HARBOR, ST. JOSEPH AND INDIANAPOLIS, TO AND FROM MUSKEGON, TO AND FROM MANISTEE, TRAVERSE CITY AND ELK RAPIDS, THROUGH CAR SERVICE. Between Grand Rapids and Chicago—Wagner Sleepers—Leave Grand Rapids 11:35 p.m.; leave Chicago 11:15 p.m. Drawing Room Cars—Leave Grand Rapids 12:05 p.m.; leave Chicago 4:45 p.m. Free Chair Cars—Leave Grand Rapids 9:00 a.m.; leave Chicago 9:00 a.m. Between Grand Rapids and Manistee—Free Chair Car—Leaves Grand Rapids 5:17 p.m.; leaves Manistee 6:50 a.m.

DETROIT, JAN'Y 3, 1892. LANSING & NORTHERN R. R.

Table with columns GOING TO DETROIT, RETURNING FROM DETROIT, THROUGH CAR SERVICE. Lv. G'R'D RAPIDS, Ar. DETROIT, TO AND FROM SAGINAW, ALMA AND ST. LOUIS, TO LOWELL VIA LOWELL & HASTINGS R. R., THROUGH CAR SERVICE. Between Grand Rapids and Detroit—Parlor cars on all trains. Seats 25 cents. Between Grand Rapids and Saginaw—Parlor car leaves Grand Rapids 7:05 a.m.; arrives in Grand Rapids 7:40 p.m. Seats 25 cents. *Every day. Other trains week days only. GEO. DEHAVEN, Gen. Pass'r Ag't.

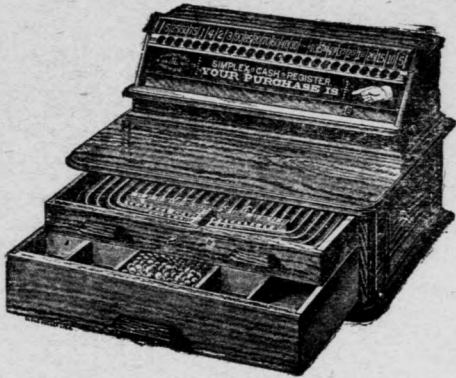
Playing Cards WE ARE HEADQUARTERS Daniel Lynch, 19 S. Ionia St., Grand Rapids.

H. M. REYNOLDS & SON, Wholesale and Retail Jobbers of Building Papers Carpet Linings, Roofing Materials, Coal Tar and Asphalt Products. We make a specialty of the seamless asphalt ready roofing and two-ply coal tar ready roofing which is far superior to shingles and wood sheaper. We are practical roofers of twenty-five years' experience which enables us to know the wants of the people in our line. Cor. LOUIS & CAMPAU STS., Grand Rapids, Mich.

STUDY LAW AT HOME. Take a course in the Sprague Correspondence School of Law [Incorporated]. Send ten cents [stamps] for particulars to J. COTNER, Jr., Sec'y, No. 375 Whitney Block, DETROIT, - MICH.

THE VERY LATEST!

Good as the Best and Five Times Cheaper.



THE "SIMPLEX"
Cash Register

Price, \$35.00

Simple and Durable!

Warranted Ten Years.

PERKINS & RICHMOND, 13 Fountain St., Grand Rapids.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

Dress Goods, Shawls, Cloaks,
Notions, Ribbons, Hosiery,
Gloves, Underwear, Woolens,
Flannels, Blankets, Gingham,
Prints and Domestic Cottons.

We invite the attention of the trade to our complete and well
assorted stock at lowest market prices.

Spring & Company.

PRESIDENT LINCOLN SAID

"You can fool some of the people all of the time, and
all of the people some of the time, but you can't fool all
the people all the time."

The Tradesman Coupon Book

is what the people will have after having been fooled
once or twice into using something said to be just as
good.

RINDGE, BERTSCH & CO.
Manufacturers of Boots & Shoes.

Agents for the Boston Rubber Shoe Co.



Send us your mail
orders and we will try
and fill them to your
satisfaction. We have
the new line of,

Storm Slips

in cotton and wool lined
for ladies; also the

Northwest

or

Roll Edge

line of lumberman's in
Huroon and Trojans.

P. STEKETEE & SONS

WHOLESALE

DRY GOODS & NOTIONS

GRAND RAPIDS, MICH.

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, En-
gines, 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.



IF YOU WANT

The Best

ACCEPT NONE BUT

**Silver Thread
Sauerkraut.**

Order this Brand from Your Wholesale Grocer!

THE PEOPLE'S FAVORITE!

The Famous Leopard Cleanable
DRY COLD AIR
REFRIGERATORS.



Style of No. 86 1/2 Refrigerator and Sideboard Combined.

All New Designs for 1892.

The Entire Line remodeled, beautified and Improved.

WE LEAD, OTHERS FOLLOW!

A Lining of Wool Felt has been added to the Charcoal Filling.

No More Arguments as to which is the Best.

Our Carvings are Real.

Not Cheap stamped work which looks well in pictures only.

The Trimmings on our Carved Line are solid bronze. Not Iron, Bronze Plated.

The Ice Racks in our Carved Line are solid Galvanized Iron.

No Wooden Sticks to Mould and Decay.



Style of No. 36 1/2 Refrigerator, Sideboard and China Closet Combined.

Our Locks are the only Reliable Refrigerator Locks in the World. All others leave the door a little open at the top or bottom.

Our Solid Iron Shelves are the Neatest and Strongest. Others soon break down. Ours Never Do.

Our Movable Flues for Cleanliness are Demanded by the People. Our Dealers Capture the sales.

We sell on the Exclusive Agency Plan. Be sure you get the Agency. Send in your application Early.

We Make Refrigerators for Every Purpose. For Families, Grocers, Butchers, Apartment Houses, Hotels, Restaurants, Clubs, also combined with Sideboards, China Closets, Show Cases, Kitchen Cabinets, Etc.

New Catalogues Now Ready. Send for One. New Advertising Matter and New Ideas in Advertising Free to Our Agents.

NOW IS THE TIME TO PLACE YOUR ORDER

H. LEONARD & SONS,
GRAND RAPIDS, MICH.