

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 10.

GRAND RAPIDS, OCTOBER 26, 1892.

NO. 475

WRITE FOR PRICES ON

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AMERICAN
Wisconsin, Ohio and Michigan make.
IMPORTED
Limburger, Swiss, Fromage de Brie,
D'Isigny, Camembert, Neufchatel and
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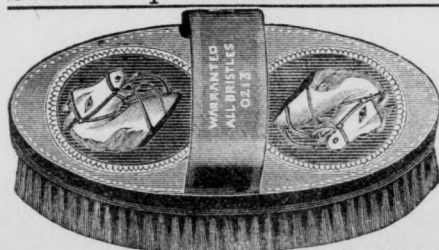
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Our goods are sold by all Michigan Jobbing Houses.



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Teas, Coffees and Grocers' Sundries.

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Special pains taken with fruit orders.

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The Green Seal Cigar

Is the Most Desirable for Merchants to Handle because

It is Staple and will fit any Purchaser.

Retails for 10 cents, 3 for 25 cents.

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GENUINE OLD-FASHIONED FLAVOR.

Our customers of previous years know whereof we speak and from others we solicit a trial order. Present price \$5 per bbl. in paper $\frac{1}{2}$ and 1-16 sacks.

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Correspondence Solicited. HOLLAND, MICH.

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HOWARD CITY,

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12, 14, & 16 PEARL ST.

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JOBGING GOODS. *We carry a full line and can show you all the novelties of the season at prices we know will be satisfactory.*

WARM GOODS. *We never had so nice a line of shoes, slippers and buskins, also felt boots and socks.*

RUBBER GOODS. *We sell the best, the Boston Rubber Shoe Co.'s. Satisfaction guaranteed.*

Wholesale
Grocers.

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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

Who urges you to keep

Sapolio?

The Public!

By splendid and expensive advertising the manufacturers create a demand, and only ask the trade to keep the goods in stock so as to supply the orders sent to them. Without effort on the grocer's part the goods sell themselves, bring purchasers to the store, and help sell less known goods.

Any Jobber will be Glad to Fill Your Orders.

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

GRAND RAPIDS

MICHIGAN TRADESMAN.

VOL. 10.

GRAND RAPIDS, WEDNESDAY, OCTOBER 26, 1892.

NO. 475

OUR NEW LINE OF

Tablets,
Fall Specialties
School Supplies
Etc.,

ARE NOW BEING SHOWN ON THE ROAD BY

MR. J. L. KYMER,
OF OUR FIRM.
MR. GEO. H. RAYNOR,
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COOPER COMMERCIAL AGENCY,
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Commercial reports and current collections receive prompt and careful attention. Your patronage respectfully solicited.
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WITH THE PHILA. PAT. FLAT OPENING BACK
SEND FOR PRICES GRAND RAPIDS, MICH.

THE Grand Rapids FIRE INS. CO.
PROMPT, CONSERVATIVE, SAFE.
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W. FRED MCBAIN, Sec'y.

OYSTERS!

Solid Brand Cans.	
Selects	\$ 26
E. F.	20
Standards	18
Daisy Brand.	
Selects	\$ 24
Favorites	14
Standards	16
Mince Meat--Best in Use.	
Large bbls.	5 3/4
4 bbls.	6
40 lb pails.	6 1/4
20 lb pails.	6 1/2
10 lb "	6 3/4
2 lb cans, usual weight, per doz.	\$1 50
5 lb "	3 50
Choice Dairy Butter	
Pure Sweet Cider in bbls.	13
" " " " " "	15
" " " " " "	10
Choice Lemons 300 and 360	7 00
New Pickles in bbls. 1200	6 00
" " " " " "	3 25
Peach preserves, 20 lb. pails.	07
Pickled peaches, 20 lb. "	05

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Prop'r of Valley City Cold Storage
215-217 Livingston St., Grand Rapids.

ESTABLISHED 1841.

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Manufacturers in lines allied to above, wishing to be represented in this market are requested to communicate with me.

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BOOTS & SHOES

Felt Boots and Alaska Socks.

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WHOLESALE

Potoskey, Marble-head and Ohio LIME,

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CEMENTS,

Stucco and Hair, Sewer Pipe,

FIRE BRICK AND CLAY.

Write for Prices.

10 LYON ST., - GRAND RAPIDS.

THE BLUE WESLEY TEA-POT.

Yesterday I saw some pieces of rare old china; but I saw no piece among them that interested me half so much as a queer little blue and white tea-pot that I used to be familiar with in my childhood. I know now that it was one of half a dozen that are eagerly sought after, and worth more than gold; but the old lady to whom it belonged only valued it for its associations.

It had been made in Staffordshire when the art of pottery was just emerging from its rudeness, and when the people were as yet half barbarous and wholly irreligious; and it commemorated the apostolic labors of John Wesley in that almost unknown district. His likeness adorned one side, and a Scriptural motto, often in his mouth, the other. Of course, it had a history—any child could see that—and that is what I am going to tell:

Martha Wheildon was a Staffordshire woman, born in that cold, wet, clayey country which lies just on the edge of Cannock Chase and the great coal-field of the south. A country ugly beyond all description—a flat, black waste, intersected by foul canals, covered with slow barges laden with coal and iron; short, wide chimneys pouring out smoke and flame; huts and hovels built of mud and brick, and miserable little children playing their dreary play among the cinders and debris of the kilns and pits.

Methodism came to these people like the very promise of heaven, and the "pottery district" was in a great measure humanized by its influence. Still the pits and kilns brought wild, bad characters of all kinds to work in them, and thus every little village was often shocked by deeds of desperate wickedness.

One morning in the year 1833, two young men were busy at their wheels, for they were throwers in the pottery of Michael Colclough. One of them was William Wheildon and the other John Burslem. They were not relatives, but they had been for many years fellow-workers and friends. However, there had come a shadow between them, and this shadow, as it often is, was a very fair, good girl, only child of Michael Colclough. Both young men were in love with her, and neither of them could be certain that he was the favored one.

Finally, however, Mary Colclough gave her whole heart to William Wheildon; but when the lovers applied to Michael for his sanction, it was refused with scorn and anger. Michael had saved money, and William's mother was a widow with small means. He greatly preferred John Burslem, whose father had left John two hundred pounds and the cottage where he still lived. And so he told Mary to give up Will, saying:

"I'd turn him off if I could, but he's hired till New Year's. And there's Tom Bagley—he's got to go. He's been a-telling Toft's people how I gotten my glaze; but I'll be upside with him."

The old man turned away with an angry exclamation, for a revelation of secret processes in a pottery was no

slight wrong, and as all hands are hired by the year, Michael had to pay his unfaithful servant full wages in order to get rid of him.

That very morning on which my tale opens, he came up to where Will and John were at their wheels and Tom Bagley piling the biscuit in saggars for the kiln, and gave the last-named his wages and his dismissal. The man was furiously angry and made some dangerous threats. But John Burslem noticed nothing save that Will and Michael had some hard words about Mary, and his jealousy became an unreasonable passion at once, and his dark, sullen face remained unmoved by all Will's explanations.

The next day was Stoke Market, and Michael Colclough, as usual, went over there with his samples and his week's gathered gold. He usually came home about five o'clock, often walking across a little moor to the left of the village in order to shorten the distance. John Burslem also crossed this moor going home from work, and he resolved to wait for Michael there, and offer to put his money in the pottery if Michael would promise him the hand of Mary.

Another workman was with him called Sans, but when they saw Michael in the distance, Sans hurried on and John waited for his approach. In a few minutes there was the report of a gun, and a man came running toward John Burslem, followed by Sans, who was crying out:

"Hold the murderer, John! I know thee, William Wheildon! Thou hast shot the old man! I see thee do it!"

John looked up, and, dusk as it was, he saw distinctly the peculiar coat and hat which Will always wore on Sundays; but when the man approached him, he knew at once that it was Tom Bagley in Will Wheildon's clothes.

The two men looked in each other's faces. There was but a moment to decide, and Tom saw in John's face enough to make him say:

"If thou helps me away, thou art sure then of Mary Colclough. Can I go to thy cottage?"

"There is a cellar underneath it."

That was all that was said, for Sans was rapidly approaching. John ran to meet him, and by the time his eager questions were answered, the murderer was out of sight.

"But, never mind," said Sans. "I know well who it was; and thou, John, saw him, too. Come, we had better look to old master."

Michael was not dead, but he was little likely to live, and what chance he had was quite lost by the wild passion to which he gave way when he learned his critical condition. He positively asserted that William Wheildon was his murderer, and he looked at Mary in such a suspicious way as to add greatly to her grief and sorrow.

"Thou would marry my murderer and be fain, Mary," he said, bitterly, in low, painful gasps.

"Never, never, father! Not to save my life would I marry the man who took yours!"

"Then thou won't wed with Will?"

"If he murdered you, father, never!"

During his last hours, Michael sent for John Burslem. He left the pottery in his charge until it could be sold for Mary; and then John doubtless made his offer, for Mary was hastily summoned and her hand placed in John's almost with her father's latest effort.

In the meantime William Wheildon had been sent to Stoke prison, and evidence against him was so conclusive that no one, except his mother, dared believe his solemn assertions of innocence. Michael Colclough and Sans had both positively recognized him, and Will's gun had been found within fifty paces of the murdered man.

Wheildon had left the pottery at four o'clock, and no one but his mother had seen him afterward. She said that her son had drunk his tea with her and then retired to his own room for reading, as was his custom, while she tidied up and got ready for chapel, to which he was going with her.

Martha Wheildon had such a high character that no one believed her capable of lying, even to save her only son; but, then, everyone thought that she had been deceived in Will's occupation, and that while she supposed him to be reading he had gone on his murdering mission. The fact of his having his chapel clothes on seemed to prove that he had meant to get back and be ready for his mother at the proper time.

The clothes could not be found—of course not. In his helter-skelter flight across the moor they had got torn and soiled with clay, and he had destroyed their evidence.

William's tale went no way to exonerate him. He allowed that he had quarreled with Michael and said that he would marry his daughter whether he liked it or not, admitted that he had spoken in a way that disgraced him as a good Methodist, but said he was angry at Michael's slurs on his mother. He said, further, that after drinking tea with his mother, he had locked himself in his room to prepare for chapel, and that just before time to leave he had discovered that his best clothes had been stolen, but did not miss his gun until it was shown to him after being picked up on Black Moor.

The tale was at best a weak one, and could not stand a moment before old Michael's dying statement, and Sans's positive assertion. Sans, indeed, had not a good character, but on the stand, John Burslem, having been solemnly sworn, also testified to seeing a man in William Wheildon's clothes running away from the murdered potter, and, being closely questioned, said that the man was "certainly William Wheildon."

The judge was so impressed by both mother and son's calm and dignified behavior that he announced his determination to recommend the prisoner to mercy. This favor at least promised time. During all her son's imprisonment, her love and attention to him, and her faith in God's deliverance and Will's innocence were remarkable. For some reason, satisfactory to herself, she preferred praying in the little chapel, and hour after hour found her kneeling there.

"Go thy ways, Martha Wheildon," said the minister to her, one day. "It is impossible the son of such prayers should come to any harm or wrong."

And Martha took the words for her answer and showed ever afterward to all her friends a cheerful face. It was in these days the little blue tea-pot first became dear to her. Its cheerful motto, "In God we trust," stood above her hearthstone constantly. When night came and she could not see to read her Bible, for spectacles were not for poor people in those days, she could turn her face to the bright assurance, and in the fitful firelight it was always sufficiently clear to her.

But time passed away, and no deliverance came. John Burslem managed the pottery, and many said that Mary Colclough was soon to be his wife. But, one day, he went home to his solitary cottage very cross. Mary had spoken that day not only some very scornful but some very suspicious words. He did not like the tone she had taken toward him. He wanted to be alone and think things over; so he sent the old croon who waited on him to the village on some trifling message.

The woman had no sooner gone than Tom Bagley slunk into the room and bade John get him brandy and food at once. His tone was not to be disputed. He was a desperate man. The police, he said, were after him, and John must give him more gold to reach Bristol. He would go abroad this time. He swore he would.

"Why did you not go before?" said John with a sickening heart.

"I went as far as Lunnon, got into bad hands and am in trouble again."

"Well, get out of it."

"You'll help me to, lad?"

"Not a step."

"Then I'll be took. If I tell, I may swing for it, but you'll go to Botany Bay—hard work—for life. I'd rather hang, for my part—please yourself."

John was in despair, but he had willingly forged the first link of the devil's chain that bound him; now he must go on, or lose everything. He fed the rascal, disguised him in some of his own clothes, and gave him twenty pounds. At midnight he started him off for Bristol, promising to send him fifty pounds more when he heard that he was safe in America.

Next morning he went to the pottery; but, oh, how sick with anxiety he was! Wheildon in his prison-cell was not half so miserable. Half a dozen times he was on the point of throwing down his piece and flying for his life. He determined at any rate to go next day to Stoke, draw all his money from the bank, and arrange his plans for leaving England. Why should he stop for a puling, scornful girl that hated to look at him? He would never be safe as long as Tom Bagley knew where he was; and his money, too—it would never be his own.

When he went home, the old woman had a terrible tale to tell. There had been strange men there, and they had searched the house and taken a bundle out of the cellar.

John uttered a low cry; he knew what was in the bundle—Will Wheildon's Sunday clothes, in which Tom Bagley had committed the murder, and the rags which he had left last night in exchange for one of his own suits.

"How long since they were here?"

"A matter of ten minutes or that on."

Then they had gone to meet him. Doubtless they had got a warrant at Stoke for his apprehension. Tom must have

been caught—must have confessed all; he had not a moment to lose. Fortunately it was nearly dark, and he knew the country pretty well. He traveled all night over dismal roads made of cinders and broken bits of pottery and lit by lurid furnaces, never pausing, hardly knowing where he went, only that he was keeping southward. At the close of the second day, he came to a wretched little mining village and stopped at an ale-house to rest. He fancied the men looked queerly at him, and, glancing up, he saw a printed description of his person and a reward of fifty pounds for his apprehension.

He drank his mug of ale and went out into the darkness again; but he had scarcely got a hundred yards before he was aware that a motley crowd, with lanterns, was following him. He went recklessly forward, though he knew the country here was full of marl-pits and open shafts and dangers of many kinds. Twice he fell into chalk-quarries, and knowing that his form made a black patch on the white stone, he struggled out, full of agony and terror.

But the men, in spite of their wanderings and turnings, were rapidly gaining on him. He was desperate with the fear of falling into the hands of such a rude mob, and, in spite of their warning cries, rushed madly forward. There was an open shaft before him and he plunged headlong into it. As there was a reward for his body, dead or alive, the black, cold waters of the old pit were dragged and the poor, shattered remains carried back for identification.

All was known now, and rapid measures were at once taken for William

Wheildon's release. The first cup of tea that he drank at his own fireside again—a free and justified man, on the eve of his marriage with Mary—his mother brewed in the little "blue Wesley tea-pot," the little tea-pot that had comforted and cheered her in all her trouble, with its pleasant and strong assurance, "In God we Trust." AMELIA E. BARR.

Detroit—Saulson & Vineberg will succeed L. Vineberg & Son Nov. 1 in the trunk manufacturing business.

WANTED!

A REPRESENTATIVE for our FAMILY TREASURY, the greatest book ever offered to the public.

A Christmas present for both Old and Young.

Our coupon system, which we use in selling this great work, enables each purchaser to get the book FREE, so everyone purchases.

For his first week's work one agent's profit is \$168. Another \$136. A LADY has just cleared \$120 for her first week's work.

Write for particulars, and if you can begin at once send \$1 for outfit. We give you exclusive territory and pay large commissions on the sales of sub-agents. Write at once for the agency for your county. Address all communications to

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Grand Rapids, Mich.

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CAPITAL, - - - \$300,000.

Transacts a general banking business.

Make a specialty of collections. Accounts of country merchants solicited.



See that this Label appears on every package, as it is a guarantee of the genuine article.



FERMENTUM

THE ONLY RELIABLE

COMPRESSED YEAST

Sold in this market for the past Fifteen Years.

Far Superior to any other.

Correspondence or Sample Order Solicited.

Endorsed Wherever Used.

JOHN SMYTH, Agent, Grand Rapids, Mich.

Telephone 566.

106 Kent St.



See that this Label appears on every package, as it is a guarantee of the genuine article.



Golden Dreams.

A "green goods" circular recently received by a patron of this journal contains this sentence: "You can make money faster and easier by dealing in my goods than you ever dreamed of before in your life." Is it any wonder that men who are green enough to believe the false assertions and promises of these green goods men are strongly tempted to snatch at the independent fortunes which they are assured can be so easily acquired?

And, lest the intended dupe should be restrained by conscientious scruples, the green goods man goes into an argument on the unequal distribution of wealth and the injustice to which those who have it not are on that account subjected. "It was never intended," he urges, "that one man should have millions and another nothing." And again, "Uncle Sam has millions of our money locked up in the Treasury; uselessly and unjustly so." The scoundrel does not say what connection there is between the millions "uselessly and unjustly" locked up in the national Treasury and the circulation of counterfeit greenbacks, but he evidently intends to give his correspondents a chance to quiet their consciences with the thought that a share of Uncle Sam's millions belongs to them, and if they can get possession of it by circulating bogus money the account will only be squared.

The circular is well calculated to entrap a needy or an avaricious man who has not any very well-defined principles to keep him on the straight road, and it is not surprising that reports of persons having been victimized by these green goods swindlers are constantly finding their way into the papers. Indeed, for one such case that is reported there are probably a hundred that are never heard of, because most persons would rather pocket their loss quietly than acknowledge that they had intended to swindle their neighbors and the public at large by circulating counterfeit money.

There are two satisfactory features to this green goods swindle: one is that no one can be victimized by it except those who set out to make money dishonestly; and the other is, that the man who does attempt to enrich himself in this way is certain to get nipped. The person who listens to the enticing offers of the green goods swindler invariably gets shorn himself instead of getting an opportunity to shear others.

How the Monopoly Works.

In France the Government holds a monopoly of the manufacture and sale of matches. They are put up in boxes of 500 and sold for 8 sous (about 2 cents per box). A Frenchman of an enquiring turn of mind has published the results of his experiments with these matches. In the first place he found that his box, instead of containing 500 matches as guaranteed, only contained 430, of which 94 were destitute of phosphorus or so broken as to be useless. He thus apparently had 336 serviceable matches left, but when he came to test them by striking, he found that only 173 of them were capable of producing fire at all, and of these 107 went out after an ineffectual sputter. Sixty-six matches were lighted and burned to the end, but 15 of these were subject to little explosions which threw sparks upon the hand or clothing of the investigator. As a matter of fact, only one-tenth of the matches were what they pretended to be. And that is what Bellamy and his followers would have us look backward to—a universal government monopoly.

The Last Sucker.

The latest to bite at the New York greengoods bait is a young business man, of Findlay, Ohio. He got one of their circulars, raised \$700 and went on to Newburg, N. Y., to purchase with it \$15,000 of counterfeit money. He met the parties, saw the money counted out, and it was so perfect that he believed it genuine, watched it packed in a box, put it under his arm and took the first train for home. Having got safely into his sleeping car berth, he concluded to take another look at his treasure. He opened the box and found it filled with nicely cut pieces of pasteboard.

SOLID BUSINESS MEN.

W. F. McBain, Secretary of the Grand Rapids Fire Insurance Co.

W. Fred McBain, whose portrait appears on this page, was born in Montreal, Quebec, December 1, 1863, being therefore twenty-nine years of age. His parents removed to Saginaw during his childhood and there he was educated in the public schools, but left school one year before graduation to take the position of manager of his father's general store at Norway Hall, Lake county, where his father was engaged in the manufacture of pine lumber and patent siding. He remained at Norway Hall about a year and a half, when he removed to Saginaw and entered the employ of A. A. Dunk, druggist, with whom he remained a year. His next move was to enter the insurance office of A. C.

establishing agencies, inspecting risks, and entering and locating new agencies in the states of Iowa, Nebraska, Colorado and Wisconsin. In April, 1891, Mr. McBain was elected Secretary of the company, in place of the late Mr. Aspinwall, who succeeded the Hon. Julius Houseman to the Presidency on the death of the latter. In April of this year the death of Mr. Aspinwall added new responsibilities to his office, and the title of General Manager was added thereto.

Rapid as has been Mr. McBain's advancement, his success is in no way due to recklessness or chance. Whatever he has achieved has been by patient and persistent effort, coupled with unusual natural endowments. Under his management the company has continued the conservative policy established and maintained by the late Mr. Aspinwall, "thor-

months of this year the ratio has been only 42 per cent., showing a marked improvement on the right side. While it would be a reflection on the judgment and shrewdness of Mr. McBain's predecessor and associates to attribute all of the prosperity of the company to his efforts, yet they all agree in asserting that no small part of its prosperity is clearly attributed to the care, foresight and business acumen of the Secretary and General Manager of the company.

Socially, Mr. McBain is a gentleman of good presence and fine address, and his companionship is esteemed by all who are so fortunate as to enjoy his confidence and friendship.

Use Tradesman or Superior Coupons.

Established 1868.

H. M. REYNOLDS & SON,

WHOLESALE DEALERS IN

Building Papers, Carpet Linings, Asphalt Ready Roofing, Tarred Roofing, Felt, Coal Tar, Roofing and Paving Pitch, Resin Asphalt Roof Paints, Mineral Wool for deadening purposes, Asbestos products, Pipe covering, car, bridge and roof paints, Elastic roofing Cement, Etc.

Practical Roofers

In Felt, Composition and Gravel,

Warehouse and Office

Cor. LOUIS and CAMPAU Sts.

Grand Rapids, - Mich

"The Kent."

HAVING conducted the above named hotel two months on the European plan, and come to the conclusion that we can better serve our patrons by conducting same on the American plan we take pleasure in announcing that our rates will hereafter be \$2 per day. As the hotel is new and handsomely furnished with steam heat and electric bells, we are confident we are in a position to give the traveling public satisfactory service.

Remember the location, opposite Union Depot. Free baggage transfer from union depot.

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MANUFACTURERS AND JOBBERS OF

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REMOVED TO

23-25 Larned St., East
DETROIT, MICH.

Dealers wishing to look over our line are invited to address our Western Michigan representative, Ed. Pike, 272 Fourth avenue, Grand Rapids.



COPY 2

Robertson in a clerical capacity, culminating a few months later in the purchase of the agency by his father, from whom Mr. McBain subsequently purchased an interest, which he still retains, the style of the firm being Wm. McBain & Son. When he identified himself with this agency, the annual premium receipts fell short of \$10,000. Last year the receipts had increased to \$68,510. During the year 1886 Mr. McBain did independent adjusting and inspecting in the states of Michigan and Ohio, for various insurance companies, acquiring the reputation of being one of the most skillful men in his line. May 1, 1887 he succeeded E. G. D. Holden as general agent for the Grand Rapids Fire Insurance Co., which position he held four years, during which time he traveled in the ten states in which the company does business, adjusting losses,

ough inspection of risks and small and well-scattered lines" being the key note. Not more than \$2,500 is written on any one risk, and the risk must be a remarkably good one to secure that much protection at the hands of the Grand Rapids Fire. The work covered by Mr. McBain during the years he was general agent is now attended to by three men, who operate under the title of special agents, and have their hands full at all times. When Mr. McBain became connected with the company it had ninety-six local agents. It now has 393. In 1887 its premium receipts were \$89,000. Four years later the receipts had increased to \$136,000, and for the first six months of this year the receipts were \$154,000, plainly foreshadowing total premium receipt for 1892 of at least \$200,000. During 1891 the ratio of losses to receipts was 64 per cent., but for the first nine

AMONG THE TRADE.

AROUND THE STATE.

Marquette—Geo. W. Shaw succeeds Shaw Bros. in general trade.

Casnovia—F. H. Bitley succeeds S. Bitley & Co. in general trade.

Litchfield—D. H. Mills, of the hardware firm of Mills & Derby, is dead.

Bad Axe—John Knapp has sold his baking business to J. M. Donaldson.

Three Rivers—W. G. Roberts, book dealer, has sold out to J. T. Munsey & Co.

Litchfield—G. W. Morehouse has purchased the meat business of F. W. Breckenridge.

Charlevoix—Mrs. Mary E. Paul has removed her grocery and millinery stock to Traverse City.

Holly—Requa & Bogart, boot and shoe dealers, have dissolved, Bert Requa continuing the business.

Nashville—The hardware firm of Boice & Palmer has dissolved, F. T. Boice continuing the business.

Saginaw—Porteous, Hunter & Co. succeed J. Bauman in the dry goods, carpet and clothing business.

Reed City—McCormic & Sachs, confectionery dealers, have dissolved, John C. McCormic succeeding.

Millington—M. E. Greenough has purchased the general stock and undertaking business of A. Huston.

Saginaw—Wyckoff, Ewen & Co., furniture dealers, have been incorporated under the same style, with a capital stock of \$20,500.

Lake Ann—W. B. Mott & Son have sold their drug stock to Geo. E. Coleman, formerly manager of J. W. Balcom's drug store at Elk Rapids.

Fennville—Henry K. Gleason has retired from the drug firm of Beckwith & Gleason. The business will be continued by the remaining partner under the style of R. G. Beckwith.

Sumner—M. W. Tucker has merged his general merchandise business into a stock company under the style of the Tucker Mercantile Co. The corporation has a capital stock of \$10,000.

Belleville—Lee Smith, who purchased the drug stock of G. E. Blodgett about three months ago, has sold to Dr. P. W. Felt and Dr. L. R. Cobb. The firm name will be Felt & Cobb. Mr. Smith retires from the drug business for the purpose of attending the Detroit Medical College. The new firm will move the stock to the large brick store lately built by R. A. Campbell.

MANUFACTURING MATTERS.

Alpena—The Minor Lumber Co. has started two camps at Lake Emma, in Presque Isle county, and will bank 8,000,000 feet.

Coldwater—The Coldwater Oil Stove Co. has been organized with a capital stock of \$25,000 to embark in the manufacture of oil stoves. B. S. Tibbits, the veteran cigar manufacturer, is Secretary and Treasurer of the corporation.

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade.

Alex Denton, Howard City.
Sevey & Herrington, Herrington.
M. W. Tucker, Sumner.
J. W. Milliken, Traverse City.
Jas. L. Felton, Burnip's Corners.
C. K. Hoyt, Hudsonville.
Hannah & Lay Merc. Co., Traverse City.
Kelley & Cadwell, Carson City.

IN SERIOUS TROUBLE.

The Ohio Farmers' Insurance Co. Likely To Go Under.

New York dispatch to Chicago Inter-Ocean.

It is learned here that the business of the Ohio Farmers' Insurance Co., of LeRoy, Ohio, has been offered for reinsurance to several large American and foreign companies. It is a larger company than most underwriters suppose, as its unearned premiums amount, on its own figures, to \$1,403,499.46. The Ohio Farmers' on Jan. 1, 1892, had risks in force amounting to \$288,012,465.

The company's specialty has been farm business, although of late years it has written with great freedom outside. In Ohio it has been writing over a half a million dollars annually in premiums. Ohio farm business has been very unprofitable of late years, and the Ohio Farmers' has received notably low rates on some of its lines there.

Several large old line stock companies have dropped Ohio farm business on account of its unprofitable nature, and the valued policy law is considered to be a factor in producing the high loss ratio.

There are those who do not hesitate to more than hint that the reinsurance reserve item in the company's statement is not exactly correct. In fact, the business is reported to be in such condition that any company taking it will find out the error to its own cost. For some years past there has been no official examination of the concern's condition, although there have been several pretenses made of looking over the accounts. Something, however, has always interfered with a thorough and complete investigation.

It is openly stated that the company will not make another statement of its affairs public and that its only safety lies in reinsurance. To this end all kinds of methods will probably be resorted to in order to get the company under cover.

It is also understood that several prominent companies have large reinsurance contracts with the Ohio Farmers, which, in case the company goes under, will be the source of great loss to them.

One thing seems certain, and that is that an immediate examination of its affairs should be made by the insurance department of some State, else another St. Paul German deal gives the insurance world a sensation of mismanagement and double dealing.

The Grocery Market.

Sugar—The market is unchanged as to price, but the demand is improving, more sugar having been sold the last three days of last week than for ten days previously. Holders of raw stock are firm and sanguine of higher prices and all indications point to higher prices before the market goes lower.

Corn Syrup—The market rallied from the recent decline and advanced 1c.

Fruits—Dates are firm. Prunes of all kinds are firm. The stock of Sultana is running very low. French are about out of market.

Fish—Cod is scarce and firm. Box herring are in limited supply and firm.

Lemons—Unchanged and very firm.

Bananas—But few in market. Prices low.

Nuts—Unchanged. Ohio chestnuts have begun to arrive, commanding \$5.25 per bu.

Oranges—Floridas have begun to arrive. They are smooth and good appearing and fair flavor.

Candy—No change in price. The demand is improving.

The O. & W. Thum Co. is again enlarging its works by the addition of a building 75x100 feet in dimensions and three stories high, to accommodate additional machinery. A new engine and boiler house and store houses for crude material will also be completed before next spring. The Thum Co. means to have no trouble next year to supply Tanglefoot in sufficient quantity to meet the requirements of the trade.

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 advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE CHEAP—MEAT MARKET AND grocery in good town of 1,300 inhabitants Good opening. Address No. 600, care Michigan Tradesman. 600

FOR SALE OR WILL EXCHANGE FOR grocery stock—New house, barn and store building in Kalamazoo; lot 4x8; buildings are worth price asked for entire place. Address A B C, Kalamazoo, Mich. 589

FOR SALE—SAWMILL, YARD, DOCKS AND timber land. Entire plant. Capacity 30,000 per day. Good condition. Stock secured for coming season. Must be sold. Address No. 601, care of Michigan Tradesman. 601

FOR SALE—CLEAN NEW STOCK OF DRY goods, notions, clothing, furnishing goods, shoes, groceries, cigars, tobaccos and confectionery, located in one of the best business towns in Michigan. Doing over \$2,500 per month spot cash business. Not a dollar of credit. Stock will invoice about \$5,000. Address No. 594, care Michigan Tradesman. 594

A GOOD CHANCE FOR AN A. N. O. 1 grocery business. Reason of selling, poor health. W. L. Mead, Ionia, Mich. 576

FOR SALE—A STOCK OF GENERAL MERCHANDISE in LeRoy, Michigan. Stock will invoice \$10,000, but we will reduce to any desired amount. We court a thorough investigation, as we offer an established trade and a profitable investment. Will rent or sell the building. M. V. Gundrum & Co. 582

EXCELLENT OPPORTUNITY FOR A BUSINESS man with \$5,000 to \$10,000 ready money to embark in the wholesale business in Grand Rapids and take the management of same. House well established. Investigation solicited from persons who care business. No others need apply. No. 556, care Michigan Tradesman. 556

FOR SALE—A FINE AND WELL-ASSORTED stock of dry goods, boots, shoes, hats, caps and gent's furnishing goods, in live railroad and manufacturing town of from 500 to 600 inhabitants. Only business of the kind in the locality. Other and more important business requires the attention of the proprietor. We court a thorough investigation and will guarantee a profitable investment. Address No. 571, care Michigan Tradesman. 571

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

FOR RENT—TWO NEW BRICK STORES, connected by archways, excellently located for business purposes. No drug or hardware store in town and both badly needed. One of best trading points in State. Terms easy. Jas. Henry, Alto, Mich. 602

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 \$2,500 cash, or part cash, payments to suit. E. A. Stowe, 100 Louis St. 354

MERCHANTS: IF YOU DESIRE TO SELL or exchange your stock of merchandise, send full particulars to G. P. Nash, 361 Arcade, Cleveland, Ohio. 599

TWO RESIDENCE LOTS IN VILLAGE OF Belding to exchange for grocery stock worth \$1,000, to \$1,500. Will pay difference in cash. Address No. 470, care Michigan Tradesman. 570

MICHIGAN MINING SCHOOL.

A State School of Mining Engineering, giving practical instruction in mining and allied subjects. Has summer schools in surveying, Shop practice and Field Geology. Laboratories, shops and stamp mill well equipped. Tuition free. For catalogues apply to the Director, Houghton, Michigan.



Use Silver Soap.

The shades of night were falling fast,
As up and down the country passed
A "Kid" who bore, all lettered nice,
A banner bearing this device,

USE SILVER SOAP!

His brow was hid; his eye beneath
Gazed on a cake between his teeth,
And like a cut-glass goblet rung,
The accents of that urchin's tongue,

USE SILVER SOAP!

In billiard halls he saw the light;
In drug stores all the bottles bright;
He loafed around the Merchant's door,
While hundreds read the sign he bore,

USE SILVER SOAP!

Oh stay, the young clerk said, "and here
Partake" of bread and cheese to cheer!
He raised his arm and pointed high,
And he looked up and made reply,

USE SILVER SOAP!

"Beware, some certain brands, beware;
They're made for show, and fool you
there,"

He heard the merchant's last "good
night,"

But still he kept that sign in sight,
USE SILVER SOAP!

At break of day, with shoeless feet,
The "Kid" was found on Summit street;
Beside him lay the well-known sign,
Besmeared with mud—but not the line,

USE SILVER SOAP!

There in the morning, cold and gray,
Enwrapped in sleep the urchin lay,
And from the crowd that loitered near,
Escaped a voice that all could hear,

USE SILVER SOAP!

SPICY!

EDWIN J. GILLIES & CO'S
BLENDED



NEW YORK.

IF YOU ENJOY A GOOD CUP OF COFFEE READ THIS.

THE fact that a coffee is a Java does not always imply that it will make a delicious beverage, for Javas differ very materially on account of the soil in which they are grown and the method used in cultivating, some being grown by private planters, other under the government supervision. Some of these Javas are delicious, others rank and worthless.

The DIAMOND JAVA is a blend of those Javas which excel in any peculiar degree in fine flavor or full strength, and which mingling harmoniously together produce the perfection of a coffee.

The DIAMOND JAVA is packed in air-tight cans when taken hot from cylinders, and its fragrant aroma is thus preserved until used. This brand of Whole-Roasted Coffee is intended for those that appreciate a fine article, and desire to use the best coffee that can be obtained.

ASK YOUR GROCER FOR IT. If he cannot supply you send us his name.

We are extensive importers, grinders and manufacturers of specialties for the jobbing trade and put up spices in all styles of packages and deal out pure goods in every conceivable shape whole or ground.

Edwin J. Gillies & Co.,
New York.

J. P. VISNER

AGENT,

167 No. Ionia St., Grand Rapids,

GRAND RAPIDS GOSSIP.

Kneiper & Petreen succeed Julius L. Kneiper in the jewelry business at 14 West Bridge street.

There was received through the custom house last Tuesday eleven cases of glassware from Bodenback, Austria, thirty-four cars of china from Sonneberg, Germany, and three cars of china from Limoge, France, for H. Leonard & Sons.

Geo. Messenger has located in Grand Rapids as the representative of Griffin, Hetz & Co., of Chicago, commission merchants and brokers of canned goods, fish and produce. Mr. Messenger has leased the office formerly occupied by the defunct Hoptonic Co., over Bunting & Davis' commission house.

The Phoenix Furniture Co. will vacate its present quarters in the Blodgett block Nov. 1 and abandon the retail business altogether. The general offices of the corporation will be removed to the factory, where they were formerly located. The several floors vacated by the Phoenix will be occupied by Klingman, Limpert & Brouer as salesrooms for their various wholesale lines.

As will be noted by the report of the Retail Grocers' Association, fourteen new members were admitted at the last meeting and it will be a source of satisfaction to the membership to learn that ten additional applications have been sent in since the last meeting. Every indication points to a large and representative membership in the near future.

Gripsack Brigade.

Jno. J. Dooley, traveling representative for H. E. Bucklen & Co., of Chicago, will make Grand Rapids headquarters for the next few months.

Heavenrich Bros. now keep nine men on the road, six of whom travel in this State, as follows: L. W. Atkins, A. J. Franklin, Sidney Heavenrich, John Heavenrich, Joseph Aub and Walter Heavenrich.

The Director General of the World's Fair has designed July 26 of next year as "Commercial Travelers' Day." The various associations of traveling men should promptly adopt measures to make the proposed gathering as representative as possible, as such an opportunity to meet on a common footing has never before been offered the craft.

Purely Personal.

Geo. W. Cadwell, junior member of the firm of Kelley & Cadwell, dealers in drugs and groceries at Carson City, was in town one day last week.

E. J. Herrick, the Monroe street grocer, has returned from New York and will address the Retail Grocers' Association at its next meeting on the subject, "First Impressions of Gotham."

M. W. Tucker, who has recently merged his general merchandise business at Summer into a stock company under the style of the Tucker Mercantile Co., was in town last Wednesday, in attendance on the annual reunion of the 16th Michigan Infantry.

The Hardware Market.

General Trade—Keeps up to its usual volume, notwithstanding the pleasant weather. The stove trade is excellent, and most dealers report all they can attend to; but, if winter comes next month,

look out for a shortage on the saleable sizes and makes of stoves.

Barbed Wire—Considering the time of year, a good deal of barbed wire is moving. Prices remain as quoted last week. Some dealers are trying to place orders for spring shipment at present prices, but both jobbers and manufacturers are not anxious, as there is a feeling prevalent with them that prices will be higher before they are lower. The condition of the market in this country is shown by the following statement as to the lowness of price:

A large dealer from Cape Town, South Africa, upon investigation, found the price of barbed wire in this country was 20 cents less for 100 pounds than in England; but, having no merchant marine, freights were so against us that he was obliged to purchase in England.

Wire Nails—The market is not strong. Increased capacity beyond current wants is the reason given. \$1.80 to \$1.90 is the asking price, but these prices can be shaded for desirable orders.

Steel Nails—At last cut steel nails are having their inning. At present there are only about three mills in operation and prices are well maintained. \$1.85 rates seems to be bottom.

Bar Iron—Mills have not yet caught up on their orders and stocks in the hands of jobbers are not complete.

Sheet Iron—All kinds of sheet iron is scarce; more especially is this so in grades of planished or American Russia iron. This grade of iron is made by but one firm in this country and each year the demand exceeds the supply and it is impossible for the manufacturer to keep up with his orders. At the present time he notifies all dealers that he is from four to six weeks behind and every order will have to wait its turn. Stocks in this market are cleaned out, and dealers inform us the same conditions exist in Chicago, Detroit, Cleveland and other jobbing centers.

Snow Shovels—Now is the time to look up your stock on snow shovels. Snow will soon be here and then the demand will commence. Prices range from \$1.50 to \$2 per doz., according to quality.

Ammunition—The demand for loaded shells, powder and everything a hunter needs is very great. The recent decline in gun powder feels like a bomb amongst the dealers, but it has had the effect to stimulate the trade very greatly, one jobber reporting sales of over seventy kegs in one day.

A Chicago house is putting out aluminum coin, stamped with the name of the storekeeper and the denomination in cents and dollars. The coin is not made to resemble government money, but is intended to pass current among the customers of the store, being exchangeable for goods at any time. THE TRADESMAN warns its readers against the adoption of this system, as the United States District Attorney at Detroit informs the Delta Lumber Co. that its use subjects the dealer to all the penalties for issuing money, besides rendering the user subject to the 10 per cent. tax. A word to the wise is sufficient.

How to Keep a Store.

By Samuel H. Terry. A book of 400 pages written from the experience and observation of an old merchant. It treats of Selection of Business, Location, Buying, Selling, Credit, Advertising, Account Keeping, Partnerships, etc. Of great interest to every one in trade. \$1.50.

THE TRADESMAN CO., Ag'ts.



DODGE

Independence Wood Split Pulley.

THE LIGHTEST!
THE STRONGEST!
THE BEST!

HESTER MACHINERY CO.,

45 So. DIVISION ST., GRAND RAPIDS.

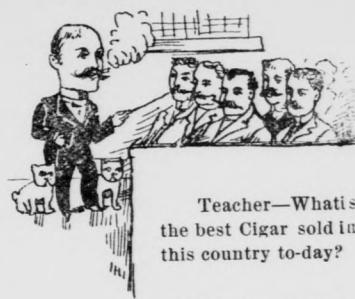
TYPE FOR SALE.

One hundred and fifty pounds of this nonpareil. Extra caps, leaders, figures and fractions included. Will sell the entire lot and one pair of cases for \$30.

Fifty pounds of this brevier, containing double allowance of caps but no small caps. Will sell font and one pair cases for ten dollars.

We also have a choice assortment of second hand job and advertising type, proof sheets of which will be forwarded on application.

THE TRADESMAN CO.,
GRAND RAPIDS, MICH.



Teacher—What is the best Cigar sold in this country to-day?

Class (in chorus)—

Ben Hur!

10c or 3 for 25c.

Made on Honor!

Sold on Merit!

ORDER FROM YOUR DEALER.

GEO. MOEBS & CO.,

Manufacturers,

DETROIT. CHICAGO.

BANANAS!

If you want large bunches of the best quality, send your order to

THE PUTNAM CANDY CO.

POTATOES.

We have made the handling of Potatoes a "specialty" for many years and have a large trade. Can take care of all that can be shipped us. We give the best service—sixteen years experience—first-class salesmen.

Ship your stock to us and get full Chicago market value. Reference—Bank of Commerce, Chicago.

WM. H. THOMPSON & CO.,

Commission Merchants,

166 So. Water St., Chicago

BARCUS BROS.,

MANUFACTURERS OF CIRCULAR



Equalled by few and excelled by none. All our saws are made of the best steel by the most skillful workmen and all saws warranted. Burnt saws made good as new for one-fourth the list price of new saws. All kinds of

SAW REPAIRING

Done as cheap as can be done consistent with good work. Lumber saws fitted up ready for use without extra charge. No charge for boxing or drayage. Write for prices and discounts.

MUSKEGON,

MICHIGAN.

How to Deal with the New Boy. From the Keystone.

He is shy, awkward and embarrassed; "green" as the fields of his father's farm from which he came; but he comes to you untouched by the temptations which will now crowd upon him in the town, full of resolute hope, ambitious to learn merchandising and anxious, above all things, to please his employer.

Above all things, give him first your friendship. Let him see that your goodwill and sympathy are with him in all his successes as well as in the discouragements which he must encounter. The knowledge that he enjoys that friendship will be of immeasurable comfort to him in the moment of his despondency; will be an inspiration to increased success with each succeeding triumph.

Do not ridicule his first mistakes, nor scold him for his early blunders. A high spirited boy would be cruelly hurt in his feelings in the first instances, and a dull boy would be hopelessly discouraged in the second.

Insist on his receiving fair treatment from the older clerks. He need not be "coddled," but he should not be abused; petting will spoil him, but tyranny, if not discouraged by the merchant, will arouse a spirit of obstinacy and a sense of the employer's indifference to the spirit of fair play.

Your own interest lies in careful, though unobserved, note of his progress. Some boys have larger capacity or are quicker to learn than others, and such may be safely advanced faster than the usual custom.

The new boy deserves the frequent attention of the employer. He is full of latent possibilities for good or evil; it is the privilege and responsibility of the merchant to assist in making or marring a human character.

The Boss Was Mad.

From the Money Saver.

The cashier passed the word of caution along the line.

"Everybody look out!" he said. "The boss is mad."

"At me?" asked the head bookkeeper. "Worse than that," replied the cashier.

"At you?" asked one of the clerks. "Oh, no. It's more serious than that."

"Has anyone done anything that is seriously wrong?" asked the new clerk. "Not that I know of," returned the cashier, "but everyone in the office wants to look out for trouble."

"Well, what is the matter?" asked one of the men in despair.

"He's mad at himself," said the cashier; "he's sorry for something that he has done, and that's when any man is the worst. Look out for trouble."

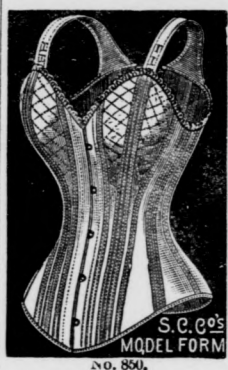
Use Tradesman Coupon Books.

Dry Goods Price Current.

Table listing various dry goods such as UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, and CORSETS with their respective prices.

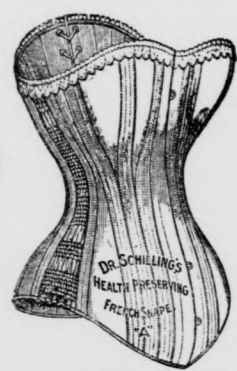
Table listing various fabrics and goods such as DEMINS, GINGHAMS, GRAY BAGS, THREADS, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DUCKS, WADDINGS, SILKES, NEEDLES, and TABLE CLOTHS with their respective prices.

Schilling Corset Co.'s



CORSETS THE MODEL FORM (Trade Mark.)

Greatest Seller on Earth!



Dr. Schilling's FRENCH SHAPE A"

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

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



Best Six Cord

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions.

G. R. MAYHEW, Grand Rapids, Mich., JOBBER OF



Wales Goodyear Rubbers, Woonsocket Rubbers, Felt Boots and Alaska Socks.

The Lesson of the Department Store. From Hardware.

Much complaint has been made by retail dealers within the past two years, with regard to the establishment of department stores, which, among other things, sell hardware, and at rather low prices. At one time the retail dealers through their unions sought to correct this apparent evil, one of the measures proposed being to withdraw custom from manufacturers who allowed their wares to be exposed in such stores.

There are some details in the routine of the department store that could be copied by the retail dealer with advantage.

Of course, to buy cheap for cash is always an advantage, but it is not everyone who is in a position to avail himself of it. Then the advertising custom of having one or two leaders displayed in good shape has more in it than at first appears.

The enumeration of staple articles in the hardware business which can be sold for five and ten cents, would fill pages, and the experiment could be made in a small way.

No one can succeed in these days to a large extent unless he advertises, and while the ink of the printer is the one essential way, it can profitably be supplemented by others.

The Paper Age.

Various periods in the world's history have been characterized by some name referring to the material that gave the time its peculiar significance, either by its superabundance or by the influence it had in the development of the arts.

As the age develops the coming man will become more deeply enmeshed in the paper net. He will awake in the morning and creep from under the paper clothing of his paper bed, and put on his paper dressing gown and his paper slippers.

Having lived his paper life and achieved a paper fame and paper wealth, he will retire to paper leisure and die in paper peace.

Quoted with Satisfaction.

The MICHIGAN TRADESMAN, in an account of a boycotting proceeding of the International Cigarmakers' Union, mentions the name of the brands of cigars thus put under ban, and says it "refers to the matter in this manner in order that decent people who do not approve of the favorite weapons of unionism—boycotting, incendiarism, intimidation and murder—may patronize the brands put under the tyrannical interdict."

Meteors in Court.

The Wisconsin Supreme Court has just made a ruling as to the ownership of meteors, deciding that they may belong to the person on whose land they fall.

Hardware Price Current.

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

Table listing hardware prices for items such as AUGERS AND BITS, AXES, BARROWS, BOLTS, BUCKETS, and BUTTS, CAST.

Main hardware price list table with categories like Wrought Loose Pin, BLOCKS, CRADLES, CROW BARS, CAPS, CARTRIDGES, CHISELS, COMBS, CHALK, COPPER, DRILLS, DRIPPING PANS, ELBOWS, EXPANSIVE BITS, FILES, GALVANIZED IRON, GAUGES, KNOBS, LOCKS, MATTOCKS, MAULS, MILLS, MOLASSES GATES, NAILS, METALS, PLANES, PANS, RIVETS, PATENT PLANISHED IRON.

Continuation of hardware price list table including HAMMERS, HINGES, HOUSE FURNISHING GOODS, WIRE GOODS, SAND PAPER, SASH COORD, SASH WEIGHTS, SAWS, TRAPS, MISCELLANEOUS, METALS, ZINC, SOLDIER, ANTIMONY, TIN-MELYN GRADE, TIN-ALLWAY GRADE, ROOFING PLATES, BOILER SIZE TIN PLATE.

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

Published at

100 Louis St., Grand Rapids,

— BY —

THE TRADESMAN COMPANY,

One Dollar a Year, - Postage Prepaid.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

Correspondents must give their full name and address, not necessarily for publication, but as a guarantee of good faith.

Subscribers may have the mailing address of their papers changed as often as desired.

Sample copies sent free to any address.

Entered at Grand Rapids post office as second-class matter.

When writing to any of our advertisers, please say that you saw their advertisement in THE MICHIGAN TRADESMAN.

E. A. STOWE, Editor.

WEDNESDAY, OCTOBER 26, 1892.

PHYSICAL AND MORAL ENDURANCE.

Considerable adverse criticism has been bestowed on the "long distance race" recently had between officers of the German and Austrian armies, the particulars of which have for some days past appeared in the dispatches from Europe.

The feat proposed was to ride from Berlin to Vienna on a single horse without change, in the shortest possible time, no limitations as to duration being required. The only point of issue was to test the endurance of men and horses. The distance to be traversed is about 400 miles, and the programme was for the German officers to ride from Berlin to Vienna, and for the Austrian officers to ride from their capital to Berlin. The task was undertaken by a score or more of officers on each side, and, although some of them dropped out on the road, the greater number of the contestants reached their respective goals, proving that the task was not beyond the physical powers of both men and horses. The triumphs generally were with the Austrians, who made the trip with the fewest casualties in the shortest time and with their horses in the best condition. Some of the horses suffered severely with the exhausting labors required of them, one of them fell dead after passing the goal, and many were bloody with the spurring of their riders. The general complaint made against the enterprise, and the most truthful and important one, is that it caused cruel treatment to the horses.

From a merciful point of view this is too true; nevertheless, this experiment is an interesting and important step in the development of war science, and war is cruelty itself. There never was a time when swiftness of military movement was so necessary and so important. The extraordinary facilities for securing information of military movements impose an additional requirement that they shall be executed with the greatest suddenness and dispatch. Here comes in the demand for improved powers of endurance. The decision of a battle, the fortunes of a whole campaign may and often do depend on the ability of a

corps or detachment to march a given distance or to be at a given destination at a particular time. If Blucher had not outmarched Grouchy in the race from Wavre to Waterloo, the history of Europe would doubtless have had some chapters which otherwise have never been written.

Some men are capable of more endurance than others. They can march further and undergo greater hardships without seriously impairing their ability to give battle. This was one of the inestimable qualities of Hannibal's celebrated soldiers. Some horses possess, too, like capabilities. These powers are partly the result of inherent qualities, and partly the result of training. The recent experiment of endurance between the Austrians and the Germans has demonstrated the superiority of the Austrian horses. This is an important fact, and one which will attract profound attention among the military authorities of all European nations. It is a fact the disregard of which might have very serious consequences. In order to discover it some cruel exactions upon men and horses were necessary. They were necessary as a part of military development. Such an important discovery costs something, of course.

Perhaps the most interesting fact in this brutal horse-abusing business is the established superiority in powers of endurance of men over horses. In no case did the riders fail from exhaustion. It was always the poor horse. It is called the superiority of intellect, soul and will power over mere animal strength. This is always seen in the triumph of the civilized and cultured races over savages and barbarians. It is only when civilization degenerates into luxurious indulgence and decay that the barbarians are able to conquer. Then it is vigorous brutality overcoming moral beastliness and physical decay.

RAILWAY BUILDING IN 1892.

In spite of the vast network of railroads which already covers the country, reliable information shows that the work of adding to the mileage still goes on. Of course, there is not the spasmodic activity in track building which has been shown in many past years, when vast areas still remained to be developed and when capital flowed into railroad enterprises without rhyme or reason, but there is, nevertheless, a continued and healthy development of the railroad systems of the country.

The disasters which have overtaken so many roads, in which millions of money have been invested, have naturally checked reckless building of new roads; but during the past year it is evident that established systems have been reaching out to take in new territory, and this addition of mileage by roads already in operation constitutes a very large part of the new track added to the country's total during the past nine months. Some new lines have also been built, but this sort of development has been in sections where there was an evident demand and need for rail facilities not now possessed.

The *Railway Age*, an accepted authority on all railroad matters, states that "construction has proceeded at a safe and moderate pace this year." The returns to the *Age* for the first nine months of 1892 show that 2,519 miles of main track have been laid on 200 different lines in the United States. A large amount of

grading has been done on which the rails are expected to go down before the end of the year. Fully 1,500 miles of track are expected to be laid in the last quarter, so that the total new mileage for 1892 is estimated at not far from 4,000 miles.

This addition of new mileage has not been extensive in any one state, but has been distributed through so many states and territories, forty in all, that the amounts, though moderate in each case, aggregate a very good total. Washington leads all the states in new mileage, 272 miles of new track having been laid during the nine months. New York comes next with 205 miles and West Virginia follows with 175. The South makes a fairly good showing in the new mileage, Texas with 105 miles and West Virginia leading.

Canada and Mexico have continued to build new tracks, and during the nine months the former country has added 151 miles on seven lines and the latter 256 on three lines.

THE DUTY OF THE CITIZEN.

In contemplating our politics, we are ever ready to welcome the hope that in conducting party campaigns all corrupt methods will be abolished, and the partisans on both sides devote themselves to the dissemination of intelligence and information, so that the people may judge for themselves of the comparative merits of opposing policies.

Such a hope is vain and useless. It is not likely to be realized this side of the millennium. The old methods of corruption and vituperation are too attractive to be discarded. It is the proper thing to paint the opposing party as black as possible in morals, and as corrupt in practice. Apparently one can not traduce his political antagonist sufficiently.

This is the sort of political campaigning that has been going on for years, and it is still in such favor that next to the actual use of money it is most depended on by the active political workers. Every now and then we are congratulating the people that they are to be treated to a campaign of respectability and decency, but scarcely is the pleasing thought expressed before the floodgates of filth and slanderous personalities are opened, and the public press is filled with political scandals.

Without doubt there are many scabby fellows in politics. They have learned that their rascally services are in demand, and they are not only on hand but they are increasing in numbers, but if the people were expected to believe all the campaign lies and partisan scandals, they would have to come to the conclusion that there is not an honest man in any party who takes any interest in public affairs.

Such an idea has become widely distributed and it has resulted in keeping many good citizens out of politics. This is a great misfortune, for the highest duty of every citizen is to take an active part in the public business. If the country falls in the power of bad men, it is because those who are supposed to be good citizens neglect their most important public duties. If the country ever goes to the dogs, the "good citizens" will only have themselves to blame. Let them brave the scandals and defamations of a campaign and endeavor to purify politics and drive out the rascals rather than to desert the public service

and turn the public business over to robbers. The greatest weakness in the American system of government by the people for the people, is that the people, the best people, do not take sufficient interest in it nor give sufficient time and labor to it.

POLITICAL UNION WITH CANADA.

Although the agitation in favor of the annexation of Canada has made few friends in this country, and has actually attracted little attention, it appears to be a very important issue in that country, and is giving the officials of the Dominion no little trouble. It will be remembered that some time back a clerk in one of the departments of the Dominion Government was dismissed for openly advocating annexation to the United States, on the ground that the expression of such sentiments by a government official was little short of treason.

This action of the Government, while stamping the Conservatives, the majority party in Canadian politics, as unalterably opposed to annexation, has aroused quite a storm among the annexationists who compose the rank and file of the Liberals. At a recent meeting, which was very largely attended, the dismissal of the clerk who favored annexation was violently protested against, and the speakers demanded unlimited freedom of speech in discussing the future of Canada.

The theory of the annexationists is that Canada cannot continue to develop her resources as long as an artificial barrier is maintained between that country and the United States by differences of administration and a prohibitive tariff. They, therefore, advocate annexation as a business move to better their country, the wishes of the people of the United States not being considered at all in the premises.

Aside from the discussion at a recent meeting in Boston, we do not believe that the matter has ever been seriously considered in this country in recent years, and the feeling at present is rather hostile toward Canada than otherwise. If any important commercial benefits would accrue to the country from the annexation of Canada, the project might probably receive more attention, but it is not clear that Canada would not prove, instead of a benefit, a positive detriment to the present States forming the American Union. There is no annexation sentiment in the United States, a fact plainly demonstrated recently by the indifference with which a project to purchase Cuba was received.

Before any project for the annexation of Canada to the United States could be entertained it would be necessary to show that there would be no objection on the part of the British Government. It is more than probable that the Government at London has no idea of surrendering Canada, hence, even if we desired that country, of which there is no indication, it is not likely that the American people would care to undertake an expensive war over the matter.

The liquor dealers having effected a State organization at Saginaw last week for the avowed purpose of securing legislative action providing for a uniform license of \$250 per annum—druggists included—it behoves the druggists of the State to strengthen their organizations, both local and State, to the end that they may successfully combat a measure so inimical to their interests.

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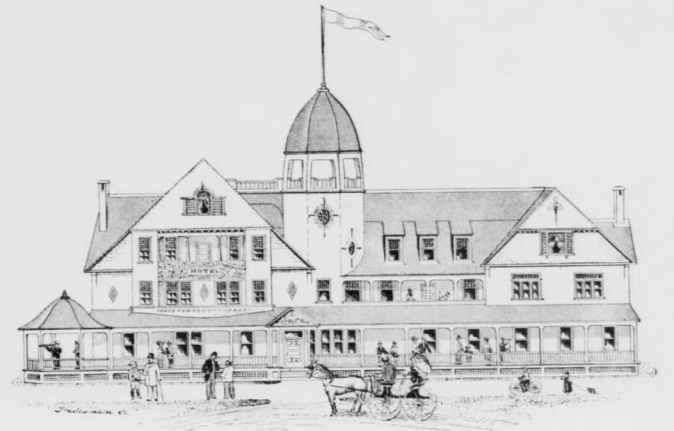
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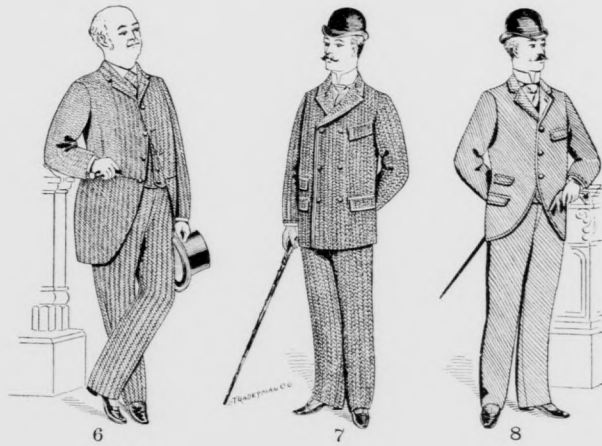
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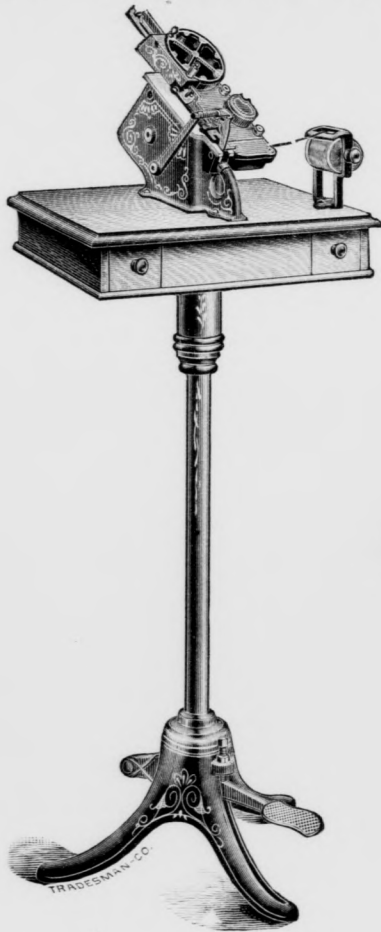
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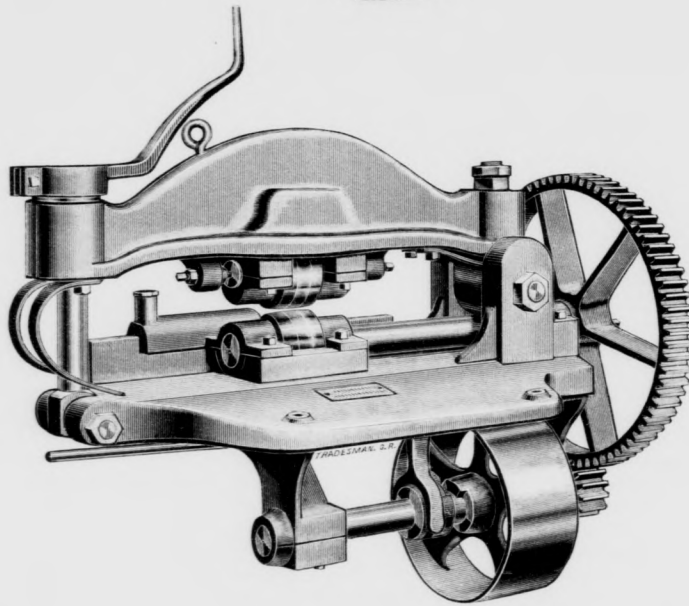
ANY times Merchants and Manufacturers are at a loss to obtain cuts for advertising specialties, etc. In most engraving offices the attempt to make an engraving involving a figure design results in something more resembling a wooden image than a representation of the human form. We make a specialty of such work as shown on this page, and can draw designs from description or ideas of advertisers, or can take garments and draw the figure to show them.



Specimens of Engravings. THE TRADESMAN COMPANY, Grand Rapids, Mich.

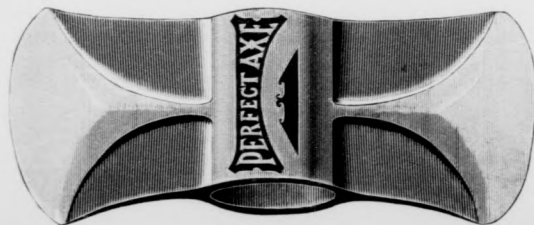
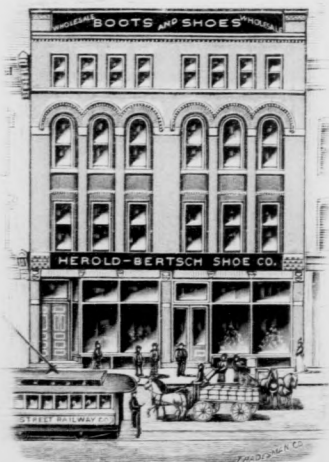


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THE GOLDEN RULE.

Too Utopian for This Age of Greed.

Written for THE TRADESMAN.

"All things whatsoever ye would that men should do to you, do ye even so to them."

Of all the rules laid down for the regulation of human ethics, none is so fraught with glorious possibilities for the uplifting and betterment of the human race as this. None is more thoroughly understood or more easily applied, and withal more utterly disregarded. True, the Great Teacher intended that it should be the rule and guide of his followers in their transactions with their fellow-men. It is also true that he intended that all mankind, "from the least to the greatest," should, eventually, be blessed with its influence through his professed followers, who were to become "the salt of the earth" and let their light shine, in order that men might see and realize the glorious possibilities in store for them. Nearly nineteen centuries have been turned down since this great key to human happiness was given to man, and, yet, I ask, in all candor, where, in this year of our Lord, 1892, shall we go to find a people—aye, a solitary individual of worldly business activity—whose daily transactions are squared, plumbed and leveled by the Golden Rule?

Did you ever stop to think what a mighty revolution in the condition of human existence would take place if the Golden Rule should be universally practiced? That old monster, Greed, would no longer go about "like a roaring lion seeking whom he might devour." The strong would no longer trample down the weak and unfortunate, taking advantage of their ignorance, lack of mental capacity or straightened circumstances, to add to their own pomp and glory; the gaunt specter of poverty and want would be driven out by the illuminating rays of the rising sun of universal good will and brotherly love, and the principal cause of crime would be banished from the earth.

I have too much faith in mankind to believe, for an instant, that the great army of human beings who people our asylums, prisons and public homes of various kinds, and who infest our streets as vagabonds and tramps, are what they are by choice or by reason of an inherent desire to court the circumstances that put them where they are. A careful investigation will show that a large majority of them might have been saved to usefulness and happiness, had it not been for "man's inhumanity to man" at some critical period in their lives.

But, readers of THE TRADESMAN may ask how would the application of the Golden Rule affect the business world? In the first place, there would be no Mr. Skinflint to "lay for" Mr. Corncob, by holding out false promises of ease and sudden riches. Mr. Corncob would be advised to remain on his little farm where he can feed and clothe his children. He would be advised to keep out of business and avoid the poorhouse or the asylum. There would be no Mr. Slicktalk, with his magnetic little ways, to "stuff" the confiding and too susceptible country retailer with an overdose of something which he does not need any more than a lawyer needs a conscience. Many an unfortunate retailer has, in this way, been given a send-off on the road to bankruptcy. No merchant would sell, or offer

for sale, to his fellow-men any spurious, injurious or worthless article that he himself would not purchase under similar circumstances. This would lighten the cost of living and add to the total of human happiness. And no merchant would lie, cheat or defraud. If a customer asked for bread, he would not give him a stone; if he asked for wool, he would not give him shoddy, and, if he asked for butter, he would not give him beef tallow. The shoe man, also, would mend his ways and distinguish between the "goats" and the "sheep." There would be an immense saving in business expenses. The merchant would quit lying. His clerks would not rob him, and would have no use for commercial and collections agencies.

Revolution! Why, just think of it! A merchant would tell the truth, and the grocer's delivery clerk would stop swearing at the poor delivery horse, and steal his employer's cigars no more forever. The customer who promises to pay \$10 Saturday night, when he has no visible means of acquiring half that sum inside of two weeks, and the fellow who robs Peter to pay Paul, would cease to exist. The little apples would not settle to the bottom of the farmer's basket, and toothless old hens in their dotage would no longer be introduced to respectable society by the downtrodden tiller of the soil as innocent spring chickens. The open saloon would become a thing of the past, and the she-wolf and her sin-soaked satellites who crouch in the shadows to waylay our daughters when they go forth on our streets would disappear from our midst! The poor widow would no longer be compelled to do an extra washing or else send her children supperless to bed, in order to contribute her share of the cost of the stained glass church windows, and Deacon Moneybags would be able to see the poor stranger in the back pew without the aid of a telescope.

But it is a foolish waste words to thus moralize in this rushing, grasping, combative age when man is pitted against his fellow-men and the strongest are the only survivors. The Golden Rule is held in reserve by the unfolding centuries until "the prince of the powers of darkness" shall have been put in irons and the promised millennium shall have dawned.

E. A. OWEN.

Good Indications.

From the New Jersey Trade Review.

THE MICHIGAN TRADESMAN recently completed the ninth year of its publication. Our esteemed contemporary enters upon its decade with every indication of health, wealth and prosperity.

HENRY S. ROBINSON.

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Have You Seen Our Samples

For Bleak and Chilly Days?

Write, Telegraph, Anything to get Some.

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State Board of Pharmacy.

One Year—Jacob Jesson, Muskegon.
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Three Years—Ottmar Eberbach, Ann Arbor
Four Years—George Gundrum, Ionia.
Five Years—C. A. Bugbee, Cheboygan.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. Gundrum, Ionia.
Meetings for 1892—Marquette, Aug. 31; Lansing, November 1.

Michigan State Pharmaceutical Ass'n.

President—Stanley E. Parkhill, Owosso.
Vice-Presidents—L. H. L. Dodd, Buchanan; F. W. R. Perry, Detroit; W. H. Hicks, Morley.
Treasurer—Wm. H. Dupont, Detroit.
Secretary—C. W. Parsons, Detroit.
Executive Committee—H. G. Coleman, Kalamazoo; Jacob Jesson, Muskegon; F. J. Wurzburg and John E. Peck, Grand Rapids; Arthur Bassett, Detroit.
Local Secretary—James Vernor.
Next place of meeting—Some resort on St. Clair River; time to be designated by Executive Committee.

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.

Muskegon Drug Clerks' Association.

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

The Profit and the Loss.

From the New York Sun.
The last of the Pennsylvania troops have been removed from Homestead and the military protection of the Carnegie works and workmen has ceased, after having been maintained for more than three months. As it was costly to the State it was kept up, of course, only so long as it seemed necessary. This cost for the troops alone is estimated at half a million dollars. Add to this sum the loss of wages by the strikers, the loss to the company by the disturbance of its business, the loss to the tradesmen of Homestead, and all the other pecuniary damage done by the rioters directly and indirectly, and the total loss reaches to millions of dollars.

What benefit is to be put on the credit side of the account?

Non-union workmen have been protected in their right to obtain employment in the mills and earn their living there. For that purpose alone was the military force necessary. The striking rioters were willing that the mills should go on, provided that they themselves had a monopoly of the labor employed in them, and were allowed to dictate the wages paid. If they could have had their way without opposition, no troops would have been requisite. Instead of being a military camp, Homestead would have continued to be the most prosperous and the best paid community of workmen in the world; and no one would have been admitted to share in their rare fortune except those they allowed to come in. That is, they wanted to fix the scale of wages themselves, and also to say who should get them and who should be debarred from the privilege of working in the mills.

That attempt to establish an odious monopoly of labor at Homestead has failed, but it was only defeated by the assistance of the military power of Pennsylvania exerted for more than three months, and at a great pecuniary cost to the State. It was an insurrection, and it had to be put down and kept down as such, whatever the cost, for the maintenance of civilization.

If the expense had been ten times as much, the victory would have been well worth the outlay. It is a victory for labor and not for capital. The State has shown its determination and demonstrated its power to protect its citizens in their right to labor, whether they belong to a trade union or not. If workmen do not like their job, or do not like their pay, they can throw it up. If other workmen want the job, and are ready to take the pay offered, nobody will be suffered to prevent them by violence from engaging in the work. That is the lesson of Homestead.

That is the victory achieved by the troops now withdrawn, after having held the workmen in the mills under their protection for more than three months. An attempt at an arrogant monopoly has been beaten, and the liberty of the citizens has been vindicated.

Considering the supreme importance of the end attained, the cost, therefore, has been insignificant. A great princ-

ple has been sustained. The freedom of labor has been defended successfully against its enemies. The forces of law and order and civilization have gained the mastery over the forces of anarchy and barbarism. The right to labor in security against violence and intimidation has been vindicated.

The Pennsylvania soldiers have returned to their homes after having rendered a service of inestimable value to American liberty and civilization. Troops were never before called out for the defense of a principle more precious.

Specimens of Engravings.

On other pages of this issue of THE TRADESMAN will be found specimens of engravings made by the Tradesman Company. The requirements of our job printing and coupon manufacturing business early necessitated the addition of this department, which has been in operation seven years, steadily growing, until it has become an extensive business in itself. Our facilities have kept pace with the times and we can produce the best work by any of the modern processes at as reasonable prices as good work can be done.

Should you wish an engraved card and letter heading, we shall be glad to send sketch and price for approval. A good engraving of building, suitable for letter and bill headings, can be furnished for \$6. Such an engraving will go in one column of newspaper. A photograph of building is best copy.

We call special attention of merchants wishing designs or cuts for advertising purposes to the samples of clothing cuts, etc., shown. We can make sketches, showing what is required from description, and can furnish cuts at prices so reasonable as to be surprising.

The Drug Market.

Foreign quinine has advanced and is firm. For the first time in the history of this article, the cost in large quantities is the same for both foreign and domestic.

- Morphia is unchanged.
- Opium is steady.
- Bromide of potash has again advanced and is tending higher.
- Short buchu leaves have advanced.
- Long buchu leaves have declined.
- Powdered ipecac has advanced.
- African ginger is higher.
- African capsicum has advanced.
- Celery seed has declined, on account of arrival of new crop.
- White mustard seed has advanced.
- Lupulin is higher.
- Turpentine has advanced.
- Carbolic acid is lower.
- Copperas is in better supply and lower.

HOW'S THIS?

We offer one hundred dollars reward for any case of catarrh that cannot be cured by Hall's Catarrh Cure.

F. J. CHENEY & CO., Props., Toledo, O.
We the undersigned, have known F. J. Cheney for the last 15 years, and believe him perfectly honorable in all business transactions and financially able to carry out any obligation made by their firm.

WEST & TRUAX,
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Hall's Catarrh Cure is taken internally, acting directly upon the blood and mucous surfaces of the system. Price 75c per bottle. Sold by all druggists. Testimonials free.

GINSENG ROOT.

We pay the highest price for it. Address

**PECK BROS., Wholesale Druggists
GRAND RAPIDS**

It Pays Dealers to sell FOSFON because there are but two sizes, Five Ounces at 10 cents, Sixteen at 25 cents and it pleases better than Baking Powders. See Grocery Price Current.

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RAISER
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SUPLANTS BAKING POWDER

Fosfon Chemical Co., Detroit, Michigan.

SOLD BY ALL RELIABLE CROCERS.

At the suggestion of several merchants I announce that the dates on which I shall be at Sweet's Hotel, Grand Rapids, will always appear in this advertisement.

I shall be at Sweet's Hotel on Thursday and Friday, October 27 and 28, to close out Ulsters and Overcoats at close prices, and shall have my regular line of suitings. Any of the trade desiring to see me before above dates, kindly drop me a line at my permanent address

Box 346, Marshall Mich.

And I will soon be with you, and if I haven't got what you want, thank you for sending for me.

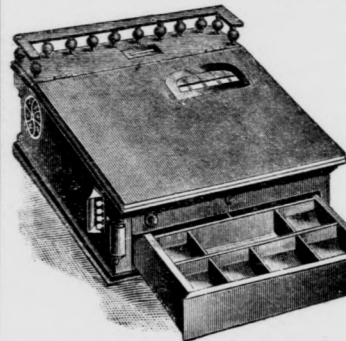
The many mail orders sent in to the house from all parts of the country for Prince Albert Coats and Vests bespeaks their excellence.



WILLIAM CONNOR,
Representative of Michael Kolb & Son,
Wholesale Clothiers, Rochester, N. Y.

The Standard Cash Register

(Patented in United States and Canada.)



Is a practical Machine, Appreciated by Practical Business Men.

It is handsomely furnished Combination Desk, Money Drawer and Cashier with Combination Lock and Registering Attachment. It records both cash and credit sales. It records disbursements. It itemizes money paid in on account. It enables you to trace transactions in dispute. It will keep different lines of goods separate. It shows the transactions of each clerk. It makes a careless man careful. It keeps an honest man honest and a thief will not stay where it is. It will save in convenience, time and money, enough to pay for itself many times over. Each machine, boxed separately and warranted for two years.

For full particulars address

THE STANDARD AGENCY,

Sole Agents for Michigar, **AUGUSTA, WIS.**

Do You Want to buy a well-assorted Case of Brevier or Nonpareil Roman? Write to us, we can give you a bargain.

THE TRADESMAN CO., 100 Louis St., Grand Rapids.

TRADE WINNERS

*All Goods Manufactured by Us.
Quality the Best! Purity Guaranteed!*

PUTNAM CANDY CO.

Wholesale Price Current.

Advanced—Short buchu leaves, bromide potash, po. ipecac, African ginger, African capsicum, white mustard seed, lupulin, German quinine, turpentine. Declined—Carbolic acid, coppers, long buchu leaves, celery seed.

Table of Wholesale Price Current listing various goods such as Aceticum, Ammonia, Aniline, Baccas, Balsamum, Cortex, Extractum, Ferrum, Flora, Folia, Gummi, Herba, Magnesia, Oleum, and Tinctures.

Table of Wholesale Price Current listing various goods such as Morphia, S. P. & W., S. N. Y. Q. & C. Co., Myristica, Nux Vomica, Os. Sepia, Pepsin Saac, H. & P. D. Co., Piels Liq., Aloes, Arnica, Asafetida, Atrope Belladonna, Benzoin, Sanguinaria, Barosma, Capsicum, Ca. damon, Castor, Catechu, Cinchona, Columba, Conium, Digitalis, Ergot, Gentian, Guaiaca, Zingiber, Hyoscyamus, Iodine, Ferric Chloridum, Kino, Lobelia, Myrrh, Nux Vomica, Opil, Camphorated, Deodor, Auranti Cortex, Quassaia, Rhatany, Cassia Acutifol, Serpenteria, Stomionium, Tolutan, Valerian, Veratrum Veride.

HAZELTINE & PERKINS DRUG CO.

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DRUGS CHEMICALS AND PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for medicinal purposes only. We give our personal attention to mail orders and guarantee satisfaction. All orders shipped and invoiced the same day we receive them. Send a trial order.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

Grocery Price Current.

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

AXLE GREASE.		gross	
Aurora	55	6 00	
Castor Oil	75	9 10	
Diamond	50	5 50	
Frazier's	50	9 00	
Mica	75	8 00	
Paragon	55	6 00	
BAKING POWDER.		Acme.	
1/2 lb. cans, 3 doz.	45		
1/2 lb. " 2 "	85		
1 lb. " 1 "	1 00		
Bulk	10		
Arctic.		doz.	
1/2 lb. cans	60		
1 lb. " 1 "	1 20		
1 lb. " 2 "	2 00		
1 lb. " 3 "	9 60		
Posfon.		5 oz. cans, 4 doz. in case.	
16 "	80		
	2 00		
Dr. Price's.			
DIME PURE		per doz	
4-oz	1 23		
6-oz	1 90		
8-oz	2 47		
12-oz	3 75		
16-oz	4 75		
2 1/2 lb	11 40		
4 lb	18 25		
5 lb	21 60		
10 lb	41 80		
Red Star.		doz.	
1/2 lb. cans	40		
1 lb. " 1 "	1 50		
1 lb. " 2 "	45		
1 lb. " 3 "	85		
1 lb. " 4 "	1 50		
BATH BRICK.		2 dozen in case.	
English	90		
Bristol	70		
Domestic	80		
BLINDS.		Gross	
Arctic, 4 oz ovals	4 00		
" 8 oz	7 00		
" pints, round	10 50		
" No. 2, sifting box	2 75		
" No. 3	4 00		
" No. 5	8 00		
1 oz ball	4 50		
BROOMS.		doz.	
No. 2 Hurl	2 00		
No. 1	2 25		
No. 2 Carpet	2 50		
No. 1	2 75		
Parlor Gem	3 00		
Common Whisk	1 00		
Fancy	1 20		
Warehouse	3 50		
BRUSHES.		doz.	
Stove, No. 1	1 25		
" 10	1 50		
" 15	1 75		
Rice Root Scrub, 2 row	85		
Rice Root Scrub, 3 row	1 25		
Palmetto, goose	1 50		
BUCKWHEAT.		100 lb. cases, 2 & 5 lb. pkgs	
Hotel, 40 lb. boxes	10		
Star	40		
Paraffin	11		
Wicking	24		
CANDLES.		doz.	
Hotel, 40 lb. boxes	10		
Star	40		
Paraffin	11		
Wicking	24		
CANNED GOODS.		FISH.	
Little Neck, 1 lb.	1 15	Clams.	
" 2 lb.	1 90	Clam Chowder.	
Standard, 3 lb.	2 00	Cove Oysters.	
Standard, 1 lb.	90	Standard, 1 lb.	90
Star, 1 lb.	2 40	Star, 1 lb.	2 40
" 2 lb.	3 30	" 2 lb.	3 30
Picnic, 1 lb.	2 90	" 2 lb.	2 90
" 2 lb.	2 90	Mackerel.	
Standard, 1 lb.	1 05	Standard, 1 lb.	1 05
" 2 lb.	1 90	" 2 lb.	1 90
Mustard, 2 lb.	2 25	Mustard, 2 lb.	2 25
Tomato Sauce, 2 lb.	2 25	Soused, 2 lb.	2 25
Soused, 2 lb.	2 25		
CORN.		Mushrooms.	
Hamburg	1 30	French	15 20
Livingston Eden	1 30	Pumpkin.	
Parity	2 25	Erie	90
Honey Dew	1 50	Hubbard	1 20
Morning Glory	1 15	Succotash.	
Soaked	1 15	Hamburg	1 40
Hamburg marrofat	1 35	Soaked	80
" early June	1 35	Honey Dew	1 60
Champion Eng.	1 50	Erie	1 35
Hamburg petit pois.	1 75	Tomatoes.	
" fancy sifted.	1 90	Hancock	1 05
Soaked	85	Excelsior	1 10
Harris standard	75	Eclipse	1 10
Van Camp's Marrofat	1 10	Hamburg	1 30
" Early June	1 30	Gallon	2 60
Archer's Early Blossom	1 35		
French	1 80		
CHOCOLATE-BAKER'S.		CONDENSED MILK.	
German Sweet	22	Eagle	4 doz. in case. 7 40
Premium	35	Crown	6 25
Pure	38	Genuine Swiss	8 00
Breakfast Cocoa	40	American Swiss	7 00
CHEESE.		CRACKERS.	
Amboy	12	Butter.	
Acme	12	Seymour XXX	6
Riverside	12	Family XXX	6 1/2
Gold Medal	11	Family XXX, carton	6 1/2
Skin	11	Salted XXX	6
Brick	10	Salted XXX, carton	6 1/2
Edam	10	Kenosha	7 1/2
Leiden	23	Boston	8
		Butter biscuit	6 1/2
		Soda	
		Soda, XXX	6
		Soda, City	7 1/2
		Soda, Duchess	8 1/2
		Crystal Wafer	10
		Long Island Wafers	11
		Oyster.	
		S. Oyster XXX	6
		City Oyster XXX	6
		Farina Oyster	6
		CREAM TARTAR.	
		Strictly pure	30
		Teifer's Absolute	35
		Grocers'	20 25

FRUITS.		LIMBURGER	
Apple.		11	
3 lb. standard	3 60	Pineapple	25
York State gallons	2 75	Roquefort	35
Hamburgh	2 75	Sap Sago	22
		Schweitzer, imported	24
		" domestic	14
Apricots.			
Live oak	2 00		
Santa Cruz	2 00		
Lusk's	2 00		
Overland	1 90		
Blackberries.			
B. & W.	95		
Cherries.			
d	1 20		
Pitted Hamburg	1 75		
White	1 30		
Erie	1 20		
Damsons, Egg Plums and Green Gages.			
Erie	1 25		
California	1 70		
Gooseberries.			
Common	1 20		
Peaches.			
Pie	1 30		
Maxwell	2 00		
Shepard's	1 85		
California	2 10		
Monitor	1 85		
Oxford	1 85		
Pears.			
Domestic	1 20		
Riverside	2 10		
Pineapples.			
Common	1 30		
Johnson's sliced	2 50		
" grated	2 75		
Quinces.			
Common	1 10		
Raspberries.			
Red	1 30		
Black Hamburg	1 50		
Erie black	1 25		
Strawberries.			
Lawrence	1 25		
Hamburg	1 25		
Erie	1 30		
Terrapin	1 25		
Whortleberries.			
Common	1 10		
F. & W.	1 15		
Blueberries	1 10		
MEATS.		COFFEE.	
Corned beef, Libby's	1 90	Green.	
Roast beef, Armour's	1 75	Rio.	
Potted ham, 1/2 lb.	1 30	Fair	16
" 1 lb.	80	Good	17
" tongue, 1/2 lb.	1 35	Prime	18
" 1 lb.	85	Golden	20
chicken, 1/2 lb.	95	Peaberry	30
VEGETABLES.		SANTOS.	
Beans.		Fair	16
Hamburg stringless	1 25	Good	17
" French style	2 25	Prime	18
" Lima	1 40	Peaberry	30
Lima, green	1 25	Mexican and Guatamala.	
" soaked	80	Fair	20
Lewis Boston Baked	1 35	Good	21
Bay State Baked	1 35	Fancy	23
World's Fair Baked	1 35	Maracaibo.	
Picnic Baked	1 00	Prime	19
Corn.		Milled	20
Hamburg	1 30	Java.	
Livingston Eden	1 30	Interior	25
Parity	2 25	Private Growth	27
Honey Dew	1 50	Mandehling	28
Morning Glory	1 15	Mocha.	
Soaked	1 15	Imitation	23
Hamburg marrofat	1 35	Arabian	26
" early June	1 35	ROASTED.	
Champion Eng.	1 50	To ascertain cost of roasted coffee, add 1/2 c. per lb. for roasting and 15 per cent. for shrinkage.	
Hamburg petit pois.	1 75	Arbuckle's Ariosa	21 80
" fancy sifted.	1 90	McLaughlin's XXXX	21 80
Soaked	85	Bunola	21 30
Harris standard	75	Lion, 60 or 100 lb. case	21 80
Van Camp's Marrofat	1 10		
" Early June	1 30		
Archer's Early Blossom	1 35		
French	1 80		
MUSHROOMS.		EXTRACT.	
French	15 20	Valley City 1/2 gross	75
Pumpkin.		Felix	1 15
Erie	90	Hummel's, foil, gross	1 50
Hubbard	1 20	" tin	2 50
Succotash.			
Hamburg	1 40		
Soaked	80		
Honey Dew	1 60		
Erie	1 35		
Tomatoes.			
Hancock	1 05		
Excelsior	1 10		
Eclipse	1 10		
Hamburg	1 30		
Gallon	2 60		
CHOCOLATE-BAKER'S.		CHICORY.	
German Sweet	22	Bulk	5
Premium	35	Red	7
Pure	38		
Breakfast Cocoa	40		
CHEESE.		CLOTHES LINES.	
Amboy	12	Cotton, 40 ft.	per doz. 1 25
Acme	12	" 50 ft.	1 40
Riverside	12	" 60 ft.	1 60
Gold Medal	11	" 70 ft.	1 75
Skin	11	" 80 ft.	1 90
Brick	10	Jute	90
Edam	10	72 ft.	1 00
Leiden	23		



Cabinets containing 120 1 lb. packages sold at case price, with additional charge of 90 cents for c-1 net.



Dr. Price's Cream Baking Powder. Sold only in cans.



King's Quick Rising Flour. Buck Wheat.

DRIED FRUITS.		FLAVORING EXTRACTS.	
Domestic.		Jennings' D C.	
Apples.		Lemon, Vanilla	
Sundried, sliced in bbls.	6	2 oz folding box	75 1 25
" quartered	5 1/2	3 oz	1 00 1 50
Evaporated, 50 lb. boxes	2 3/4	4 oz	1 50 2 00
California in bags	16 1/4	6 oz	2 00 3 00
Evaporated in boxes	16 1/4	8 oz	3 00 4 00
Blackberries.			
In boxes.	4 1/2	Gunpowder.	
70 lb. bags	4 1/2	Austin's Rifle, kegs	4 50
25 lb. boxes	4 1/2	" " 1/2 kegs	2 50
Peaches.		" Crack Shot, kegs	4 50
Peeled, in boxes	19	" Club Sporting	6 00
Cal. evap.	14	" " 1/2 " 3 25	
" in boxes	13	HERBS.	
Pears.		Sage	15
California in bags	13	Hops	15
Pitted cherries.		INDIGO.	
Barrels	20	Madras, 5 lb. boxes	55
50 lb. boxes	22	S. F., 2, 3 and 5 lb. boxes	50
25 "	22	JELLY.	
Prunelles.		17 lb. pails	85
30 lb. boxes	10 1/4	30 "	1 20
Raspberries.		LICORICE.	
In barrels	21 1/2	Pure	30
50 lb. boxes	22	Calabria	25
25 lb.	23	Sicily	12
Foreign.		LYE.	
Currants.		Condensed, 2 doz.	1 25
Patras, in barrels	4	" 4 doz.	2 25
" in 1/2 bbls.	4 1/2	MATCHES.	
" in less quantity	4 1/2	No. 9 sulphur	1 25
PEEL.		Anchor parlor	1 70
Citron, Leghorn, 25 lb. boxes	20	No. 2 home	1 10
Lemon	25	Export parlor	4 00
Orange	25	MINCE MEAT	
RAISINS.		NEW ENGLAND	
Domestic.		CONDENSED	
London layers, 2 crown	1 65	MINCE MEAT	
" 3 "	1 85	T. E. DOUGHERTY,	
" fancy	2 00	Wholesale & Retail	
Loose Muscatels, boxes	1 60	Foreign.	
Ondura, 29 lb. boxes	9 1/2	Ontario, 29 lb. boxes	9 1/2
Sultana, 20 "	8 1/2	Valencia, 30 "	8 1/2
Valencia, 30 "	8 1/2	PRUNES.	
Bosnia	2	California, 100-120	2
California, 100-120	2	" 90x100 25 lb. bxs.	1 40
" 90x100 25 lb. bxs.	1 40	" 80x90 "	1 40
" 70x80 "	70	" 70x80 "	70
" 60x70 "	70	" 60x70 "	70

TEAS.	
JAPAN—Regular.	
Fair	@17
Good	@20
Choice	@24
Choicest	@32
Dust	@10
SUN CURED.	
Fair	@17
Good	@20
Choice	@24
Choicest	@32
Dust	@10
BASKET FIRED.	
Fair	@18
Choice	@25
Choicest	@35
Extra choice, wire leaf	@40
GUNPOWDER.	
Common to fair	@25
Extra fine to finest	@35
Choicest fancy	@75
OOLONG.	
Common to fair	@23
IMPERIAL.	
Common to fair	@23
Superior to fine	@30
YOUNG HYSON.	
Common to fair	@18
Superior to fine	@30
ENGLISH BREAKFAST.	
Fair	@18
Choice	@24
Best	@40
TOBACCO.	
Fine Cut.	
Palls unless otherwise noted	
Hiawatha	62
Sweet Cuba	36
McGinty	27
1/2 bbls.	25
Valley City	34
Dandy Jim	30
Torpedo	24
in drums	23
Yum Yum	29
Plug.	
Sorg's Brands.	
Spearhead	38
Joker	26
Nobby Twist	39
Oh My	29
Scotten's Brands.	
Kylo	25
Hiawatha	40
Valley City	34
Finzer's Brands.	
Old Honesty	40
Jolly Tar	32

Middleton's Brands.	
Here It Is	28
Old Style	31
Jas. G. Butler & Co.'s Brands.	33
Something Good	38
Out of Sight	25
HIDES PELTS and FURS	
Perkins & Hess pay as follows, prices nominal:	
HIDES.	
Green	2 1/4 @ 3 1/4
Part Cured	@ 4 1/2
Full	@ 5
Dry	5 @ 5
Kips, green	3 1/4 @ 3 1/2
" cured	@ 4 1/2
Calfskins, green	4 @ 5
" cured	4 @ 5 1/2
Deaconskins	10 @ 30
No. 2 hides 1/2 off.	
PELTS	
Shearlings	10 @ 25
Lambs	25 @ 90
WOOL.	
Washed	20 @ 23
Unwashed	10 @ 20
MISCELLANEOUS.	
Tallow	3 1/4 @ 3 1/2
Grease butter	1 @ 2
Switches	1 1/2 @ 2
Ginseng	2 @ 22 75
GRAINS and FEEDSTUFFS	
WHEAT.	
No. 1 White (58 lb. test)	65
No. 1 Red (60 lb. test)	65
MEAL.	
Bolted	1 40
Granulated	1 60
FLOUR.	
Straight, in sacks	4 00
" " barrels	4 20
Patent " sacks	5 00
" " barrels	5 20
Graham " sacks	1 90
Rye	2 20
Buckwheat, Rising Sun	4 75
Walsh-DeRoo	5 00
& Co's Pure	5 00
MILLSTUFFS.	
Bran	14 00
Screenings	15 00
Middlings	16 00
Mixed Feed	18 00
Coarse meal	18 00
CORN.	
Car lots	47
Less than car lots	49
OATS.	
Car lots	33
Less than car lots	40
New oats, 1c less.	
HAY.	
No. 1 Timothy, car lots	10 50
No. 1 " ton lots	12 00

FISH and OYSTERS.	
F. J. Dettenthaler quotes as follows:	
FRESH FISH.	
Whitefish	8 @ 9
Trout	8 @ 9
Hallbut	8 @ 15
Ciscoes or Herring	5 @ 6
Bluefish	11 @ 12
Fresh lobster, per lb.	20
Soft crabs, per doz	1 00
Shrimp, per gal	1 25
Cod	10 @ 12
No. 1 Pickerel	@ 8
Pike	@ 7
Smoked White	@ 7
OYSTERS—CANS.	
Fairhaven Counts	@ 35
F. J. D. Selects	@ 30
Selects	@ 25
Anchor	@ 22
Standards	@ 19
SHELL GOODS.	
Oysters, per 100	1 25 @ 1 50
Clams	75 @ 1 00
OILS.	
The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:	
Eocene	8 1/2
Water White, old test	@ 8
W. W. Headlight, 150°	7
Water White	@ 6 1/2
Naptha	@ 7
Stove Gasoline	@ 6 1/2
Cylinder	@ 27
Engine	13 @ 21
Black, 25 to 30 deg	@ 7 1/2
FRESH MEATS.	
Swift & Company quote as follows:	
Beef, carcass	4 @ 5
" hind quarters	5 @ 5 1/2
" fore	3 @ 3 1/2
" loins, No. 3	8 @ 8 1/2
" ribs	7 @ 7 1/2
" rounds	4 1/2 @ 5
Bologna	@ 4 1/2
Pork loins	@ 10 1/2
" shoulders	@ 7 1/2
Sausage, blood or head	@ 5
" liver	@ 5
" Frankfort	@ 7 1/2
Mutton	7 @ 8
Veal	6 @ 7
POULTRY.	
Local dealers pay as follows:	
DRESSED.	
Fowl	8 @ 9
Turkeys	@ 12
Ducks	@ 12
LIVE.	
Chickens	7 @ 8
Fowls	7 @ 8
Turkeys	11 @ 12
Spring Duck	10 @ 11



Campaign Chimneys.



You can sell one to Every Customer.

Combination Globe and Chimney.

Assorted in Barrel. Fits No. 2 Sun Burner.

1 1/2 doz. Harrison Globe Chimneys, as shown	\$1 per doz.	\$1 50
1 1/2 " Cleveland " " " " "	1 " "	1 50
Barrel		35
		\$3 25

Order 1 barrel as sample from any wholesale dealer in Grand Rapids or of

H. LEONARD & SONS, 134 to 140 Fulton St., Grand Rapids, Mich.

THE P & B BRAND OYSTERS

Will again this year, as in the past, be the very best procurable and packed daily from the sweetest and best stock. Regular season opens Sept. 15. Start in with us and do the Oyster business of your town.

THE PUTNAM CANDY CO.



Farming is a failure, we have tried it for 20 years in this county.



Farming is a grand success. We have had a Co-operative Butter & Cheese Factory here for five years. It was built by Davis & Fankin Bldg. & Mfg Co., Chicago, Ills. Address them for information if you wish a factory, and how to get it.

TYPE FOR SALE.

ONE HUNDRED AND FIFTY LBS. OF THIS TYPE, made by Barnhart Bros. & Spindler; well assorted as to caps, figures, fractions, leaders and quads. Will sell the entire lot for fifteen cents per pound, and the cases at \$1 per pair. This is an excellent opportunity for any one wishing to secure enough type to set up tax sales, it being so abundantly supplied with just such sorts as are needed that it will be unnecessary to add a single thing, thus saving the annoyance so often experienced by being obliged to continually add special sorts. We also have some newspaper display type which might be found to be very serviceable on a weekly paper. If you wish to make a few additions to your display outfit, consult us, you will undoubtedly find a very good bargain. Also one full case of Brevier Roman.

THE TRADESMAN COMPANY, Grand Rapids.

DO YOU HANDLE Buffalo Soap?



Soap?

IF NOT, WHY NOT?

It is the Best Laundry Soap on Earth.



I. M. CLARK GROCERY Co. SOLE AGENTS.

WOMAN'S WORK FOR WAGES.

Social science has few more important problems than the conditions and effects of the earning of wages by women. Some sanguine advocates of women's rights apparently do not see that there are grave perils attending the enlargement of industrial activities on the part of the natural mistress of the home. They hail with rapture unmixed with foreboding the mere fact that the former "slaves of men" are becoming independent of the lords of creation. The access to new employments has its bright side there can be no reasonable doubt. There is a physical gain if the work is confined within certain limits and is adapted to the frame and forces of the sister toiler. Regular labor in sunny and well-ventilated rooms, or even in the open fields, is far better for health than idleness and husband-trapping. Intellectually, the sphere of mental life is vastly enlarged by the modern diversity of employment. There are domestic and social advantages in being able to wait and select a husband rather than take up the first thing in the shape of a man who offers a secure living. The economical advantage is so apparent that it needs nothing more than mention. At first sight all that a girl earns is clear gain, and is an absolute addition to the income of the family. In many occupations the dexterity, deftness, and honesty of female helpers have proved their superior value. As nurses, physicians of women and children, matrons of institutions requiring the presence of ladies, their gentleness and insight have been an untold blessing. These advantages are so real and great that any modifications of the present tendency to widen the industrial sphere of woman must take them into the account.

But there is also a very dark side to this subject. Passing the dangers of imposing labor permanently on young girls, consider the indirect effects of feminine competition in some lines. That which we first see is a positive addition to the family revenue. But later we discover that girls are taking the places of men at lower rates. This often means that the natural head and breadwinner is out of work or is receiving the woman's rate. The girl has herself to support, and that only in part. The man must support at least four persons. What must be the effect on domestic life? That which is actually observed: the husband and father at home while the daughter or wife is in the factory earning the living. Marriages are diminished, and among those most suitable for parents there are fewer births. A recent French economist of high repute gravely declares that the state ought to support and educate foundlings and orphans because the better members of society either cannot or will not keep up the population. What must be the results of propagating a human stock with such pedigrees? Ask the Kentucky horse-breeders. Think of the disorder of households where the normal conditions are reversed, the wife being in field or shop. Dr. Bushnell wrote about "a reform against nature." It is against civilized human nature to throw the burdens of procuring sustenance upon those who have all they can endure in bearing, nursing, and starting the education of children. That cannot be a good tendency, economically or morally, which tends to extinguish a higher race. Herbert Spencer, in his pages on the status of women, gives abundant illustra-

tions of the law that the imposition of breadwinning on women belongs with savage conditions.

What can be done to secure the advantages of woman's work for wages and avoid the perils? There are natural forces which counteract the momentum of these evils. Fortunately it is the disposition of most women to have a home of their own. This inclination, deep as human life and old as history, removes much female competition. But unconscious forces need to be supplemented by foresight, prudence, and philosophy. Biology, as De Greef teaches, is not sociology. There is a physical law of "must" and a moral law of "may" and "ought." Women should be taught that she who works for less than normal wages in order to get "pin money" is the foe of her kind, and is undermining the foundations of economic and domestic welfare. This conviction, once generally diffused, will create tradeunions. These unions, because they are human, have done many foolish and wicked deeds. But they never did a more foolish or wicked deed than they have done who taught that unlimited work of women, at any price they could get, was an unmixed good. If women unite and demand the normal rate of wages, then it will be found out whether it is really profitable to hire them. If their peculiar gifts give them superiority, they will retain their places at the proper rate. If men are really more fit for the places, they will be preferred. Thus this social disease might be healed. To let it alone is to let a cancer alone, or permit incipient consumption or germs of cholera to have free-course. To take hold of the evil with will and unity is to cure it. Thus alone will young men be able to marry at a suitable age, and young women will generally find their most congenial and happy places as mothers and edutators and home-makers. There is sufficient earning force in men without forcing children to eat scraps of bread and cake out of scavenger barrels and without compelling women to exhaust their energies in field and factory.

C. R. HENDERSON.

A Model Drummer.

"I write no letters to my wife when I am away and I get none from her," said a commercial traveler to a reporter. "Correspondence by mail is too slow and telegraphing costs too much money."

"We have hit upon a plan that saves stamps and telegraph tolls and is much more satisfactory. No matter what part of the world I am in I go home at ten o'clock every night and remain half an hour, sometimes longer."

"How do I manage it? Easy enough. At that hour my wife goes into the sitting-room, closes the doors, places two easy chairs vis a vis, sits down in one, closes her eyes and concentrates her thoughts upon me. I go to my room at the hotel, turn out the light, close my eyes, concentrate my thoughts upon my home, and especially upon my wife, and presto! I occupy the easy chair in our little sitting-room directly in front of her."

"A perfectly intelligible conversation ensues between us, although not a word is spoken. She tells me how things are going on at home, whether the children are well, about her own health, which has been delicate for years, her trials, hopes and fears."

"We have had this mental telegraph in successful operation for two years past, and the service is constantly growing better and more satisfactory. We have verified its accuracy a thousand times, and rely upon it as implicitly as others do on the written page."

"Neither of us is a Spiritualist, and we discovered our ability to communicate in this manner purely by accident."

PRODUCE MARKET.

Apples—The local crop proves to be very much larger than buyers had reason to expect, albeit the yield is only about one-quarter as large as a year ago. Baldwin's appear to have borne the most plentifully, although there are some Spys and a few Greenings. Dealers are now paying \$2 per bbl for the fruit alone and selling the packed fruit at \$2.50@2.60 per bbl.

Beans—Choice country picked command \$1.60 @ \$1.75 per bu.

Butter—Strong and firm. Dealers pay 18@20c for choice dairy and hold at 20@22c.

Cabbages—The crop turns out to be large after all, despite the predictions of a short crop earlier in the season. Dealers quote \$3@3.4 per 100, according to size and quality.

Cauliflower—\$1.25@1.50 per doz. heads.

Celery—Choice home grown commands 20@25c per dozen bunches.

Cranberries—The market is weaker and a little lower. Cape Cods are held at \$7.50 per bbl. and Jerseys at \$2.50 per bu. crate.

Eggs—The hens have evidently gone off on a strike, as very few results of their work reach the market. Dealers pay 20c for strictly fresh stock, holding at 22c. The cold storage men are chuckling over the prospect of 25c a doz. for their holdings.

Grapes—A little higher. Concord now command 20c per basket and Niagaras and Delaware bring 25c.

Honey—Dealers pay 14@15c and hold at 15@16c. The crop is generally thought to be short.

Onions—Red and Yellow Danvers command 90 @ \$ per bu.

Peppers—Green, 50c per bu.

Potatoes—The market is without material change. Dealers pay 50c this week and hold at 60c.

Quinces—\$1.75 per bu.

Tomatoes—Choice stock commands 50c per bushel.

Turnips—35c per bu.

PROVISIONS.

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

PORK IN BARRELS.

Mess, new	13 25
Short cut	14 50
Extra clear pig, short cut	15 50
Extra clear, heavy	15 50
Clear, fat back	15 50
Boston clear, short cut	15 50
Clear back, short cut	15 50
Standard clear, short cut, best	15 50

SAUSAGE—Fresh and Smoked.

Pork Sausage	8 1/2
Ham Sausage	9
Pouge Sausage	9
Frankfort Sausage	7 1/2
Blood Sausage	5
Bologna, straight	5
Bologna, thick	5
Head Cheese	5

LARD.

Kettle Rendered	9	6 1/2	6
Flerces	9 1/2	9	6 1/2
50 lb. Tins	9 1/4	9 1/2	6 3/4
20 lb. Pails	9 1/4	9 1/2	6 3/4
10 lb.	1 1/4	9 1/2	7
5 lb.	1 10/16	9 1/2	7 1/2
3 lb.	1 10/16	9	7 1/2

BEEF IN BARRELS.

Extra Mess, warranted 200 lbs.	6 50
Extra Mess, Chicago packing	6 50
Someless, rump butts.	8 75

SMOKED MEATS—Unvassed or Plain.

hams, average 20 lbs	11 1/4
" 16 lbs	11 1/4
" 12 to 14 lbs	11 1/2
picnic	8 1/2
best boneless	9 1/4
shoulders	8
breakfast Bacon, boneless	10
Armed beef, main prices	8
long clear, heavy	8 1/2
skinkets, medium	8 1/2
light	8 1/2

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.

Standard, per lb.	Cases	Bbls.	Pails.
" H. H.		6 1/2	7 1/4
" Twist		6 1/2	7 1/4
Boston Cream	8 1/2		
Cut Loaf			8 1/2
Extra H. H.	8 1/2		

MIXED CANDY.

Standard	Bbls.	Pails.
Leader	6	7
Royal	6 1/2	7 1/4
Nobby	7	8
English Rock	7	8
Conserves	7	8
Broken Taffy	baskets	8
Peanut Squares	8	9
French Creams		10
Valley Creams		13
Midget, 30 lb. baskets		8
Modern, 10 lb.		8

FANCY—In bulk

Lozenges, plain	Pails.
" printed	10
Chocolate Drops	11 1/2
Chocolate Monumentals	13
Gum Drops	5 1/2
Moss Drops	8
Sour Drops	8 1/2
Imperials	10

FANCY—In 5 lb. boxes. Per Box

Lemon Drops	55
Sour Drops	55
Peppermint Drops	60
Chocolate Drops	65
H. M. Chocolate Drops	80@90
Gum Drops	40@50
Licorice Drops	1 00
A. B. Licorice Drops	80
Lozenges, plain	60
" printed	65
Imperials	60
Mottoes	70
Cream Bar	55
Molasses Bar	55
Hand Made Creams	85@95
Plain Creams	80@90
Decorated Creams	1 00
String Rock	65
Burnt Almonds	1 00
Wintergreen Berries	1 00

CARAMELS.

No. 1, wrapped, 2 lb. boxes	54
No. 1, " 3 " "	51
No. 2, " 2 " "	28
No. 3, " 3 " "	42
Stand up, 5 lb. boxes	90

BANANAS.

Small	1 50@1 75
Medium	2 00@2 25
Large	2 00@2 25

ORANGES.

Floridas, 126 150	@4 50
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LEMONS.

Messina, choice, 360	@6 50
" fancy, 360	@7 10
" choice, 300	@7 00
" fancy 300 Maloris	8 10

OTHER FOREIGN FRUITS.

Figs, fancy layers, 6 lb	@14
" extra " 10 lb	@
" extra " 14 lb	@16
" " 20 lb	@
Dates, Fard, 10-lb. box	@ 8 1/2
" 50-lb. "	@ 6 1/2
" Persian, 50-lb. box	@ 4 1/2

NUTS.

Almonds, Tarragona	@19
" Ivaca	@17
" California	@18 1/2
Brazils, new	@ 9 1/2
Filberts	@11 1/2
Walnuts, Grenoble	@15
" Marbot	@10
" Chili	@10
Table Nuts, fancy	@13 1/2
" choice	@12 1/2
Pecans, Texas, H. P.	12 1/2 @14
Cocoanuts, full sacks	@ 6 00

PEANUTS.

Fancy, H. P., Suns	@ 5 1/2
" Roasted	@ 7 1/2
Fancy, H. P., Flags	@ 5 1/2
" Roasted	@ 7 1/2
Choice, H. P., Extras	@ 4 1/2
" Roasted	@ 6 1/2
California Walnuts	12 1/2

HEROLD-BERTSCH SHOE CO.

JOBBERS OF



BOOTS AND SHOES

Agent for Wales-Goodyear Rubbers, 5 and 7 Pearl Street, GRAND RAPIDS.

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.

BUY THE PENINSULAR
Pants, Shirts, and Overalls

Once and You are our Customer for life.

STANTON, MOREY & CO., Mfrs.
DETROIT, MICH.

Geo. F. OWEN, Salesman for Western Michigan, Residence, 59 N. Union St., Grand Rapids.

Meeting of the Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Protective Brotherhood hall, Monday evening, Oct. 17, the minutes of last meeting were read and approved.

Fourteen applications for membership were received and the applicants accepted—Philip Graham, 477, 479 and 481 South Division street; E. D. Winchester 241 East Bridge street; Thos. H. Hart, 254 South Division street; McInnes Tea Co., 69 North Waterloo street; Van Ery Co., 52 Canal street; J. F. Ferris (New York Tea Co.), 51 Monroe street; B. Doyle & Son, 701 South Division street; Thos. Wasson, 17 South Division street; A. Rasch, 122 Canal street; O. A. Perry, 425 East Bridge street; McKay & Price, 670 Cherry street; H. A. Olney, 220 Plainfield avenue; Wm Joyce, 450 South Division street; Philip Kusterer, 120 Canal street.

Three bills were presented and ordered paid, as follows: Protective Brotherhood, \$12.50; Radcliff & Holt, \$2.50; A. J. Elliott, 50 cents.

E. A. Stowe introduced the following resolution and moved its adoption:

Resolved, That a committee of three members be appointed by the chairman to call on the wholesale grocers, commission men and millers and request their signatures to an agreement not to sell hotels, restaurants and saloons, with the exception of the Morton, Sweet's, Bridge street, Clarendon, Eagle, Livingston and Kent hotels, this agreement to be designated our Roll of Honor and to be hung in a conspicuous place in our hall on the evenings of our meetings.

The resolution was adopted and the chairman appointed as such committee N. H. Walbridge, B. S. Harris and O. Emmons.

The special committee on Flour reported that nothing had been brought to their attention since the last week requiring action on their part. The report was accepted.

G. H. DeGraaf, chairman of the Printing Committee of the grocers' picnic, handed in \$5, proceeds from the advertising department of the programme. This, with the sum heretofore turned over to Treasurer Harris, increases the net proceeds from the publication of the programme to \$155. Mr. De Graaf and his committee received a rising vote of thanks for the very efficient and acceptable manner in which they had discharged their duties.

Treasurer Harris presented his report, as follows:

Table with columns for RECEIPTS and DISBURSEMENTS. Includes items like Balance on hand from last year, Contributions from Reed's Lake, Net proceeds from programme, Receipts of meeting Sept. 19, etc.

The report was accepted and adopted.

The matter of city licenses was then taken up and discussed at some length, prefaced by the reading of the present city ordinance, as follows:

AN ORDINANCE relative to hucksters, peddling and hawking in the city of Grand Rapids. Passed May 11, 1891. First published May 15, 1891. Amended Sept 28, 1891.

Section 1. No person or persons shall engage in the business of hawking, pack or other peddling in the streets or other public places or from door to door, in the city of Grand Rapids, without having first obtained a license therefor from the common council of said city.

Sec 2. (as amended Sept. 23, 1891). It shall not be lawful for any person or persons to engage in the business of selling fruits, nuts, candies or any article whatsoever, from a stand, stall, cart, wagon, pack, basket, or in any manner, on any of the public streets, parks, grounds, places or alleys in said city, without first having obtained a license therefor from the common council of said city.

Sec 3. Any person desiring to exercise or engage in any callings aforesaid shall make application to the common council of said city for a license therefor. Such application shall state the goods or merchandise to be sold and the place and manner of selling, and the time said applicant desires said license to run.

Sec 4. Upon the granting of such license by said common council, the applicant therefor shall pay into the treasury of said city such sum as the said common council shall direct, not exceeding in any case fifteen dollars per day, and shall also pay to the clerk of said city the further sum of one dollar for issuing and recording such license.

Sec 5. This ordinance shall not be construed as to apply to any person or persons coming into the city with teams or otherwise with any produce for market or to any person selling vegetables or berries or other produce of their own farms or premises.

Sec 6. Any person who shall exercise the vocation of a peddler by means of a wagon, cart or other vehicle shall cause his name together with the number of his license to be printed on the outside of his vehicle in letters and figures not less than one inch in length.

Sec 7. All persons who are or who may be licensed by said common council to sell their goods or merchandise from the wagon, cart,

booth, stand, pack or basket, shall not occupy the street or sidewalk in such a manner as to interfere with or interrupt the travel on such street or sidewalk.

Sec. 8. Any person or persons who shall violate the foregoing provisions and requirements of this ordinance, on conviction thereof, shall be punished by a fine of not less than one dollar, nor more than fifty dollars and costs of prosecution, or by imprisonment at hard labor in the common jail of the county of Kent, or in any penitentiary, jail, work-house, house of correction or almshouse of said city, in the discretion of the court or magistrate before whom the conviction may be had, for a period of not less than two days nor more than sixty days; and in case such court or magistrate shall only impose a fine and costs, the offender may be sentenced to be imprisoned at hard labor in the common jail of the county of Kent, or in any penitentiary, jail, work house, house of correction or almshouse of said city, until the payment of such fine and costs, for a period of not less than one day nor more than sixty days.

Sec. 9. An ordinance of said city entitled "An ordinance relative to hawking and peddling in the city of Grand Rapids," passed May 27, 1872, as from time to time amended, is hereby repealed.

The Secretary also presented the present schedule of licenses observed by the City Clerk in issuing licenses, as follows:

Table listing various licenses and their costs. Includes Hack drivers, Saloons, Hotels, Restaurants, Power's Opera House, Redmond's Opera House, Smith's, Hartman's Hall, Public pool tables, billiard tables, pool-hall tables, bowling alleys, Meat markets, Hucksters, Circuses and menageries, Side shows, Other shows and exhibitions, Peddlers and canvassers, Meat wagons, Newsboys, Express wagons, Pawnbrokers, Scavengers, Weighers, Accordions, Brooms, Berries, Bluing, Balloons, Blacking, Cocks, Cloth, Corn medicine, Candy stand, Chimney sweep, Dry goods, Draperies, Electric batteries, Embroidery, Fish, Feather dusters, Fruit wagon, Fruit stands, Fruit basket, Fortune telling birds, Groceries, Handkerchiefs, Images, Ice cream stand, Jewellery, Knives, Lemonade, Lamp chimneys, Lifting machine, Linen, Lung testing machine, Microscopes, Merry-go-round, Moxie, Medicine, Museums, Medicine advertising, Notions, Oil, Oil cloth, Photo, Prayer books, Potato peelers, Picture frames, Plaster Paris goods, Puzzles, Perfumery, Pen and pencils, Rags and tin, Rustic work, Renovator, Rugs, Stationery, Shirts, Soap, Spices and extracts, Spectacles, Shooting galleries, Straw, Suspending, Striking machine, Song sheets, Tea and coffee, Whistles.

G. H. De Graaf suggested that further consideration of the matter be deferred until spring, when a united and determined effort be made by the Association to secure the establishment of the license fee for hucksters at \$50 per year, and that the City Clerk be prohibited from issuing licenses on the installment plan, as is now the case.

The meeting then adjourned until Monday evening, Nov. 6.

MICHIGAN Fire & Marine Insurance Co. Organized 1881. DETROIT, MICHIGAN.

ATLAS SOAP

Is Manufactured only by HENRY PASSOLT, Saginaw, Mich.

For general laundry and family washing purposes.

Only brand of first-class laundry soap manufactured in the Saginaw Valley.

Having new and largely increased facilities for manufacturing we are well prepared to fill orders promptly and at most reasonable prices.

MICHIGAN CENTRAL "The Niagara Falls Route."

Table with columns for DETROIT EXPRESS, MIXED, DAY EXPRESS, ATLANTIC & PACIFIC EXPRESS, NEW YORK EXPRESS. Includes departure and arrival times for various routes.

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

Table with columns for EASTWARD and WESTWARD. Includes Trains Leave and Trains Arrive for routes like Lv. Chicago, Lv. Milwaukee, G'd Rapids, etc.

Table with columns for WESTWARD. Includes Trains Leave and Trains Arrive for routes like Lv. Detroit, G'd Rapids, G'd Haven, etc.

*Daily. *Daily except Sunday. Trains arrive from the east, 6:40 a. m., 12:50 a. m., 5:30 p. m. and 10:30 p. m. Trains arrive from the west, 6:45 a. m., 10:10 a. m., 3:15 p. m. and 10:30 p. m.

Grand Rapids & Indiana. Schedule in effect September 25, 1892. TRAINS GOING NORTH. Arrive from Leave going South. For Cadillac and Saginaw, For Traverse City & Mackinaw, For Cadillac and Saginaw, For Potosky & Mackinaw, From Chicago and Kalamazoo, Train arriving from south at 6:15 a. m. and 9:00 a. m. daily. Others trains daily except Sunday.

TRAINS GOING SOUTH. Arrive from Leave going North. For Cincinnati, For Kalamazoo and Chicago, For Fort Wayne and the East, For Cincinnati, For Kalamazoo & Chicago, From Saginaw, Train leaving south at 11:20 p. m. runs daily; all other trains daily except Sunday.

SLEEPING & PARLOR CAR SERVICE. NORTH 1:10 p m train has parlor car Grand Rapids to Potosky and Mackinaw. 10:10 p m train.—Sleeping car Grand Rapids to Potosky and Mackinaw. SOUTH—7:00 am train.—Parlor chair car Grand Rapids to Cincinnati. 10:05 a m train.—Wagner Parlor Car Grand Rapids to Chicago. 6:00 p m train.—Wagner Sleeping Car Grand Rapids to Cincinnati. 11:20 p m train.—Wagner Sleeping Car Grand Rapids to Chicago.

Chicago via G. R. & I. R. R. Lv Grand Rapids 10:05 a m 2:00 p m 11:20 p m Arr Chicago 3:35 p m 9:00 p m 6:50 a m 10:05 a m train through Wagner Parlor Car. 11:20 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 1:50 p m 8:35 p m 6:50 a m 3:10 p m through Wagner Parlor Car. 10:10 p m train daily, through Wagner Sleeping Car.

Muskegon, Grand Rapids & Indiana. For Muskegon—Leave. From Muskegon—Arrive. 11:25 a m 4:40 p m 5:30 p m 9:05 p m Dunday train leaves for Muskegon at 9:05 a. m, arriving at 10:20 a. m. Returning train leaves Muskegon at 4:30 p. m, arriving at Grand Rapids at 5:45 p. m.

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.

CHICAGO SEPT. 11, 1892. AND WEST MICHIGAN RY.

GOING TO CHICAGO. Lv. G.R.D RAPIDS 8:50am 1:25pm *11:57pm Ar. CHICAGO 3:33pm 6:45pm *7:03am

RETURNING FROM CHICAGO. Lv. CHICAGO 9:00am 5:25pm *11:15pm Ar. G.R.D RAPIDS 3:55pm 10:43pm *7:05am

TO AND FROM BENTON HARBOR, ST JOSEPH AND INDIANAPOLIS. Lv. G. R. 8:50am 1:25pm *11:35pm Ar. G. R. *6:10am 3:55pm 10:45pm

TO AND FROM MUSKIEGON. Lv. G. R. 8:50am 1:25pm 5:35pm 6:30pm Ar. G. R. 10:45am 3:55pm 5:20pm

TRAVERSE CITY, MANISTEE & POTOSKY. Lv. G. R. 7:20am 12:20pm 10:24pm Ar. Traverse City 12:35pm 10:59pm Ar. Charlevoix 2:55pm Ar. Potosky 3:30pm Ar. from Potosky, etc., 10:00 p. m.; from Traverse City 11:50 a. m., 10:00 p. m.

THROUGH CAR SERVICE. Wagner Parlor Cars Leave Grand Rapids 1:25 pm, leave Chicago 5:35 p. m. Wagner Sleepers—Leave Grand Rapids *11:35 pm; leave Chicago *11:15 p. m. Free Chair Car for Manistee 5:35 p. m. *Every day. †Except Saturday. Other trains week days only.

DETROIT, SEPT 11, 1892. LANSING & NORTHERN R. R.

GOING TO DETROIT. Lv. G. R. 7:00am *1:25pm 5:40pm *11:30pm Ar. DET. 11:50am *5:25pm 10:35pm *7:30am

RETURNING FROM DETROIT. Lv. DETR. 7:50am *1:35pm 5:15pm *11:00pm Ar. G. R. 12:55pm *5:25pm 10:20pm *7:10am

TO AND FROM SAGINAW, ALMA AND ST. LOUIS. Lv. G. R. 7:20am 4:15pm Ar. G. R. 11:50am 10:40pm

TO LOWELL VIA LOWELL & HASTINGS R. R. Lv. Grand Rapids 7:00am 1:25pm 5:40pm Ar. from Lowell 12:55pm 5:25pm

THROUGH CAR SERVICE. Parlor Cars on all day trains between Grand Rapids and Detroit. Wagner Sleepers on night trains. Parlor cars to Saginaw on morning train. *Every day. †Other trains week days only. GEO. DEHAVEN, Gen. Pass' Ag't.

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 7:15 a. m. and 1:00 p. m. Ar. Toledo at 12:55 p. m. and 10:30 p. m. VIA D., G. H. & M. Lv. Grand Rapids at 6:50 a. m. and 3:25 p. m. Ar. Toledo at 12:55 p. m. and 10:30 p. m. Return connections equally as good. W. H. BENNETT, General Pass. Agent, Toledo, Ohio.

BUSINESS LAW.

Summarized Decisions from Courts of Last Resort.

CERTIFICATE OF DEPOSIT—CONSIDERATION.

In the case of Ballard vs. Barton, recently decided by the Supreme Court of Vermont, it appeared that the plaintiff presented for payment a certificate of deposit of a bank which was insolvent, but which had money on hand sufficient to pay the certificate; that the bank officers requested plaintiff to leave the money in the bank; that he did so in consideration of his receiving another certificate, signed by defendant, in place of that presented, and that it was not expressly agreed how long plaintiff should forbear to exercise his right to cash this certificate, but that he did so forbear for a reasonable time. The Court held that there was a consideration which would support defendant's liability on the certificate of deposit signed by him.

MEANING OF "MERCHANDISE."

The term "merchandise" may be used to designate property not intended for sale, according to the decision of the Supreme Judicial Court of Maine in the case of Hartwell vs. California Insurance Company. The case was one in which insurance was issued to a house and fresco painter on his paints, oils, varnish, brushes and "such other merchandise" in the second story of a building. The policy was written by the agent of the company, who first examined the premises himself. The Court held that the phrase "and such other merchandise" was used to describe such other articles of convenience or necessity as were used by the plaintiff in his business and had not already been specifically mentioned. The words, the Court said, should not be construed in a narrow and technical sense.

CORPORATION—SUBSCRIPTION—RECOVERY.

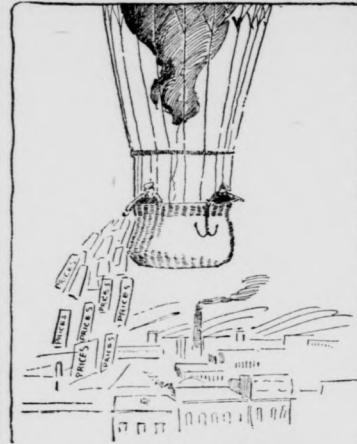
The Supreme Court of Nebraska held, in the recent case of Hards vs. Platts Valley Improvement Company, that where the subscription contract of a proposed corporation fixes the capital stock at a certain sum, as \$4,000, divided into shares of \$100 each, the whole amount of capital so fixed must be fully secured by a bona fide subscription before an action will lie upon the personal contract of the subscribers to the stock to recover an assessment to the several shares, unless there is a provision in the subscription contract to proceed in the execution of the main design before the whole amount of capital is subscribed. In the case before the Court it appeared that there was testimony in the record which tended to show that the defendants waived the conditions of the contract in respect to the amount of stock to be subscribed before entering upon the main purpose of the corporation, viz., the construction of a public hall, and the Court held that this should have been submitted to the jury.

Pen Picture of the Typical Traveler.

At the first annual banquet of the Northwestern Association of Traveling Lumber and Sash and Door Salesmen, recently given in the West Hotel, Minneapolis, the following happily worded response to the toast, The Traveling Man, was given by Mr. H. H. Collins: "Of all men living the traveling man is one whose experience is most interesting and one whose life is one long list of romantic incidents. Some extremely sad, indeed, and some of infinite mirth. He obtains the experiences of more people than any other man on the face of the earth. And his own experience is the cream of all those poured into his eager, listening ear, or snatched by his watchful eye. This contact with all classes and conditions of people gives him a deep insight into human character, and makes him a philosopher. His nimble wit is at the command of every man he

meets; his tongue is tipped with a humorous philosophy that drives away sorrow and robs troubles of all their sting. He is a man of resources and great of heart. He is a walking encyclopedia of every-day knowledge, and I venture the assertion that you can get more real, solid, satisfactory information on any subject, be it business or pleasure, from one commercial man than from ten ordinary men. He is a moving, breathing, hustling edition of Rand McNally, with all geographical attachments, and his brain is one seething mass of fun, facts and figures. He eats, drinks and sleeps on the run and all his thoughts and ideas move at the same rapid gait. To sum up, he is everything that goes to make up a great and splendid manhood. The commercial man in the beginning is selected for the position he occupies, because of the peculiar ability he possesses of adapting himself to any circumstances; coupled, of course, with the necessary amount of shrewdness and business tact. He is selected because he is able to associate himself with all sorts of people, and make them feel that he is one of them. He must be a man of judgment and a judge of character. He must be able to tell at a glance whether to approach his customer in the common, ordinary ogre way or whether to take off his hat and do the Queen Anne act. In other words, he must be a man capable of approaching all sorts of people under all sorts of circumstances without offense to any. He is by education, if not by birth, a gentleman; and I believe that there is no man under the sun to-day that can control his temper under greater provocation. And this is one of the surest indications of a gentleman. There is no better school than the road for the young man, if he has the right sort of stuff in him, and from this school are graduated every year scores of our brightest and most progressive business men. The internal organism of the traveling man should be a mixture of mule, ostrich and camel. Part mule, that he may be able to sleep on his feet if no better accommodation be at hand; part ostrich, that he may be able to eat and digest anything set before him, and part camel, that he may, if necessary, go a long time between drinks. Especially should the latter be highly cultivated in those men who make Iowa and Dakota territory. Physically, as a rule, the traveling man is a handsome fellow and the best of company; he is bright and witty and capable of conversing on any subject. If a single man, he is in great demand among the ladies, and is considered the lawful target for the smiles and blandishments of the rural beauty. If he be married, he commands the respect of his neighbors, and the love of his wife and babies is all his. And as we love those things best of which we get the least, the home of the traveling man is to him a sacred joy and a haven of rest. It is the beacon light that guides his footsteps in the paths of love and duty. And, in concluding, I will say that I have no doubt that when done with this life, the first to greet us upon the platform, just within the new Jerusalem, will be our commercial friend, with outstretched hand, and a face glorious with a smile of welcome."

The Tradesman Company are the largest manufacturers of Coupon Books. Their system is most successful.



FALLING PRICES.

See the prices! down they go,
To thrifty people there below;
Don't let your chance of gain go by,
Catch your profits as they fly;
Freely down to you they're tossed
Without the least regard to cost.

Whether it's the tariff, the weather,
The phase of the moon, or what not

Powder is on the drop, and

DU PONT Gun Powder Leads the Race.

RIFLE.

Kegs, 25 lbs. each, Fg, FFg and FFFg	\$3 75
Half Kegs, 12½ lbs. each Fg, FFg and FFFg	2 15
Quar. " 6¼ " " " " " " " " " "	1 20
1 lb. Cans (25 in case)	30
½ lb. " " " " " " " " " " " "	18

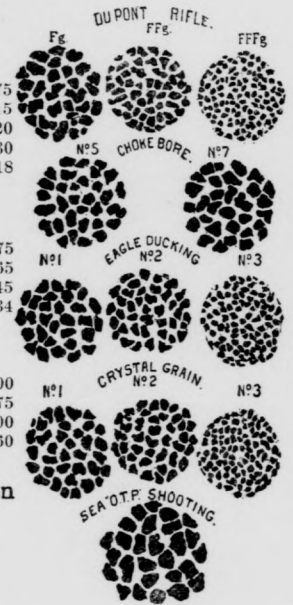
CHOKE BORE.

Kegs, 25 lbs. each, Nos. 5 and 7	\$4 75
Half Kegs, 12½ lbs. " " " " " " " " " " " "	2 65
Quar. " 6¼ " " " " " " " " " " " "	1 45
1 lb. Cans (25 in case)	34

EAGLE DUCK.

Kegs, 25 lbs. each, Nos. 1, 2, 3 and 4	\$11 00
Half Kegs, 12½ lbs. each, Nos. 1, 2, 3 and 4	5 75
Quar. Kegs, 6¼ " " " " " " " " " " " "	3 00
1 lb. Cans (25 in case)	60

Always specify "Du Pont" and then you will get the best powder made.



FOSTER-STEVENS & CO. MONROE ST.

About December 1 we shall send a thermometer to each of our customers. Being desirous of adding to their number, we will send one to any dealer who is not now a customer and will send us an order before Jan. 1, 1891, providing he mentions seeing our advertisement in this paper.

Send in your order now for



Children's Footwear, Overgaiters, Lambs-wool Soles, Shoe Laces, Brushes, Dressings, Blackings, or any other shoe store supplies you may need.

BIRTH, KRAUSE & CO.,
12-14 LYON ST. GRAND RAPIDS.

CHASE & SANBORN'S SEAL BRAND



COFFEE IS THE BEST.

New Prints

Received in all the Best Well Known Brands.

Also Fine Line of Robes

OUTINGS, WIDE BLUES, FANCY SHIRTINGS, DRESS GINGHAMS, SATINES.

Dress Goods

IN CHEVRONS, WHIPCORDS, BEDFORD CORDS, STORM SERGE EFFECTS.

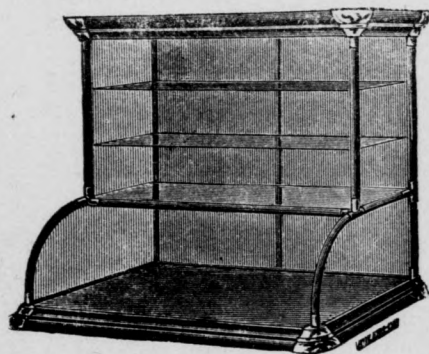
Yarns, Blankets, Comforts, Underwear, Overshirts, Pants and Overalls.

Correspondence receives our Personal Attention.

P. STEKETEE & SON.

Heyman & Company,

Manufacturers of



Show Cases

Of Every Description.

First-Class Work Only.

WRITE FOR PRICES.

63 and 65 Canal St., - GRAND RAPIDS.

VOIGT, HERPOLSHEIMER & CO., WHOLESALE

Dry Goods, Carpets and Cloaks

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

Mackinaw Shirts and Lumbermen's Socks
OVERALLS OF OUR OWN MANUFACTURE.

Voigt, Herpolsheimer & Co., 48, 50, 52 Ottawa St.,
Grand Rapids.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

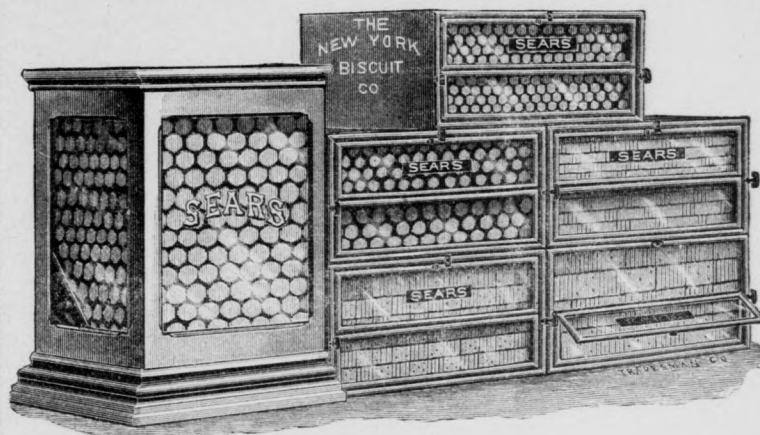
Dress Goods, Shawls, Cloaks,
Notions, Ribbons, Hosiery,
Gloves, Underwear, Woolens,
Flannels, Blankets, Gingham,
Prints and Domestic Cottons.

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

Spring & Company.

Cracker Chests.

Glass Covers for Biscuits.



THESE chests will soon pay for themselves in the breakage they avoid. Price \$4.

will save enough good from flies, dirt and prying fingers in a short time to pay for themselves. Try them and be convinced. Price, 50 cents each.

OUR new glass covers are by far the handsomest ever offered to the trade. They are made to fit any of our boxes and can be changed from one box to another in a moment. They

NEW NOVELTIES

We call the attention of the trade to the following new novelties:

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

NEWTON, a rich finger with fig filling. This is bound to be one of the best selling cakes we ever made.

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

HERCULES POWDER



SEND
FOR
DESCRIPTIVE
PAMPHLET.



Stamp before a blast. | Fragments after a blast.

STRONGEST and SAFEST EXPLOSIVE

Known to the Arts.

POWDER, FUSE, CAPS,
Electric Mining Goods

AND ALL TOOLS FOR STUMP BLASTING,
FOR SALE BY THE
HERCULES POWDER COMPANY,
40 Prospect Street, Cleveland, Ohio.
J. W. WILLARD, Manager.

HERCULES,
THE GREAT STUMP AND ROCK
ANNIHILATOR.

Agents for

Western Michigan.

WRITE FOR PRICES

FOSTER & STEVENS & CO.

You can take your choice

OF TWO OF THE

Best Flat Opening Blank Books

In the Market. Cost no more than the Old Style Books. Write for prices.

GRAND RAPIDS BOOK BINDING CO.,

29-31 Canal St.,

Grand Rapids, Mich.

*If You Do Not Handle Holiday Goods,
WHY DON'T YOU?*

What We Can Do.

We Can Save You *Time, money and freight* in the purchase of Holiday and staple wares in the lines of Crockery, China, Toys, Glass and Fancy Goods

We can show you *Our Unrivalled Assortment* of the most profitable lines of merchandise it is possible for you to invest your money in. Be prepared to take advantage of the demand sure to come for Christmas Novelties

We Can Sell You *A Complete Assortment* of Holiday goods, thus allowing you to choose, to examine, to decide and to make your selections from various lines at once.

We can send you (If you will drop us a postal) our catalogues showing our extraordinary assortments of Decorated Crockery, Fancy China, Glassware, Lamp Goods, Bazaar Goods, Hardware Sundries, Children's Toys, Dolls, Plush Goods, Picture Books, Games, etc., etc.

We can make you Admit that our prices are right Our purchases are for *spot cash* direct from manufacturers in all parts of the world. We pay no middle profits. Buy from first hands.

We can please you With our selections and the variety presented You will recognize the most popular, everyday, useful and brilliant line of Christmas goods ever presented to the trade.

Our Terms are *Net Cash Jan. 1, 1893. 2 per cent. 10 days from Nov. 1, 1892. 1 per cent. 10 days from Dec. 1, 1892. No discount after Dec. 10, 1892.*

Correspondence Invited. If inconvenient to call in person, early in the season, write us, as one of our agents may be in your neighborhood and able to call upon you. If our agent has passed, write us, and we will make some arrangement to see you in time for an early order.

H. LEONARD & SONS,
134 to 140 Fulton St., Grand Rapids.