

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 10.

GRAND RAPIDS, NOVEMBER 16, 1892.

NO. 478

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If you have any beans and want to sell, we want them, will give you full market price. Send them to us in any quantity up to car loads, we want 1000 bushels daily.

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Oranges, Bananas and Early Vegetables a Specialty.

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Wisconsin, Ohio and Michigan make,
IMPORTED

Limburger, Swiss, Fromage de Brie,
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Black Bass Cigars

NEVER GO BEGGING. Made only by

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IT IS STAPLE AND WILL FIT ANY PURCHASER.

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EMPTY CARBON & GASOLINE BARRELS.

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JOBBER OF

OYSTERS

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POULTRY & GAME



Mail Orders Receive Prompt Attention.

See quotations in another column

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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.

MICHIGAN TRADESMAN.

VOL. 10.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 16, 1892.

NO. 478

ESTABLISHED 1841.

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R. G. Dun & Co.

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

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Petoskey, Marble-head and Ohio **LIME,**

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Stucco and Hair, Sewer Pipe,

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WITH THE PHILA. PAT. FLAT OPENING BACK
SEND FOR PRICES GRAND RAPIDS, MICH.

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Selects	\$ 26
E. F.	20
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Large bbls.	5 3/4
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2 lb cans, usual weight, per doz.	\$1 50
5 lb	3 50
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Pure Sweet Cider in bbls.	15
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Commercial reports and current collections receive prompt and careful attention. Your patronage respectfully solicited
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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, 1893, providing he mentions seeing our advertisement in this paper.

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

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BUY THE PENINSULAR
Pants, Shirts, and Overalls

Once and You are our Customer for life.

STANTON, MOREY & CO., Mrs.

DETROIT, MICH.

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

"FOR LUCK'S SAKE."

When old Milo Menard died, people came from far and wide to look at the long, low building—a modern roof built on a battered stone foundation, coeval with the Revolution. A more modern blacksmith's shop had been built on at one end, whose doors had long been closed. A solitary white pine tree, half dead and beaten by a century of storms, lifted its black crest close by, and a waterfall, hidden in evergreen woods, came muttering slowly over the rocks in the rear. People talked in whispers about there being a ghost on the premises. Doctors shook their heads and said that the bad drainage was enough to make a churchyard full of the sheeted and shrouded gentry. Artists on the staff of illustrated newspapers came there to sketch the ruined building as the oldest in the country, and burglars slyly ransacked the place at due intervals—as old Milo had the name of being an ideal miser, who hid bags of money up chimney and kept boxes of gold eagles under the flooring of the unused rooms—always, however, without any satisfactory result. And old Milo, sitting like a withered mummy in the sunshine, on a certain old bench which he much affected, grinned from ear to ear and chuckled when people asked him why he didn't keep a watchdog or take another family into the house to protect him?

"Land o' Goshen!" said the old miser! "What do I want of a dog to eat me out of house and home? And as for a family—well, I calc'late there's fools enough in the house a'ready since Mary Jane fell in love with Bill Jones, the cooper's son. Let the ghosts go ghosterin' around. They don't hurt me. And as for burglars, dear heart, if they knew how little there was to steal, they'd be a-puttin' in their time to better advantage somewhere else."

Bill Jones, a strapping young giant, with a yellow, curly head and simple, blue eyes, was regarded as a brave man when he went to ask old Milo Menard for his granddaughter's hand in marriage. The old miser regarded him with scornful eyes and worked his toothless jaws about after a most appalling fashion.

"Eh!" said Milo. "My Mary Jane? What is it you're sayin' about her?" "I love her, sir," repeated Bill; "and she loves me."

"Pshaw!" said Mr. Menard. "And I want to marry her," protested Bill Jones, sticking gallantly to his post. "Well, you can't!" snarled Menard. "And there's an end of the matter."

"I can support her," said Bill Jones. "The cooperin' business is lookin' up, and—"

"That don't make no difference," said the old man. "My gal don't marry none but a blacksmith. The old shop has got to be opened again; the business has got to go on."

Bill Jones stared. Then it was true, as the neighbors said, that Milo Menard was wont, at times, to light the forge fires at midnight and work away on rusty old nails and bars of long-unused iron;

especially on stormy nights when sleep fled his pillow.

"Don't you think, sir," he hazarded, "that the cooperin'—"

"I don't know nothin' about the cooperin', and I don't care nothin' about it," said Milo, steadfastly. "But this I do know: The man who marries my gal has got to be a blacksmith!"

"Then," said Bill Jones, clenching his Hercules fists, "I'll be a blacksmith!"

He meant it. He apprenticed himself the next day to a sturdy son of Vulcan, whose forge roared in red volleys of flame up the chimney of a neighboring shed, and never rested until he had qualified himself to shoe any horse in the State.

"I wouldn't do that for any girl," said Harvey Martin, Farmer Martin's nephew.

"Ah!" said Bill Jones. "But you don't know how I love that girl! I've loved her ever since I met her comin' down Rabbit Hill that snowy artemoon with a horseshoe in her hand. 'Gran'ther says it's bad luck to pass a horseshoe,' says she, laughin', when I made bold to ask her what on earth she was a-goin' to do with it. 'So I always bring 'em home. Gran'ther's got a pile of 'em in the old shed back of the forge.' She had such a pretty way with her, don't you see, and her cheeks were that pink and her eyes that black, as you couldn't think of nothin' but a doll! A blacksmith, indeed! If the old cove had bid me to be a ropedancer, I'd ha' gone to work practicin' with a will!"

Old Milo smiled grimly when he saw Bill Jones handle the red-hot iron in the old forge and viewed a set of horseshoes that his mighty hand had hammered out. "It ain't bad work," said he. "You'll be a blacksmith, boy, if you keep on. Yes, you may marry Mary Jane, if you like—now!"

Mr. and Mrs. William Jones' wedding-trip was only to the nearest town to buy a store carpet for the best room and a set of blue-edged crockery to go to house-keeping with.

"It's sheer extravagance!" growled old Milo. "Clean-scoured boards is good enough for anyone, and there was enough old plates and cups about the place, though a trifle cracked and chipped. But it ain't my money they're goin' to spend, and I s'pose Bill Jones has a right to do as he pleases with his own."

But when the young couple returned, of a sunshiny October afternoon, old Milo sat out on his bench, his head bowed over the staff which he clenched in both hands—dead!

There was no sign of violence, no trace of mortal agony on face or form. Had he fallen asleep, he could not have been more peaceful and calm; and Bill and Mary Jane both agreed that it was better so.

"He was peculiar, I know," said Mary Jane, bursting into tears. "But he was always good to me. Oh, poor grandfather!"

Then it was that the mob of sight-seers, newspaper artists, curiosity hunters, inquisitive neighbors and the innu-

merable army of people who have nothing else to do besieged the old place, going into ecstasies over broken spinning-wheels, three-cornered cupboards, brass firedogs and canopy-topped bedsteads. And Mr. Griscombe, the lawyer, arrived and unlocked the old desk, which was propped up with a brick on one side and had all the panes of the glass front broken out at different times by enterprising burglars.

"No papers," said he. "No will on file here. I didn't suppose there would be. Mr. Menard deposited his last will and testament with me ten years ago. It's very simple. It leaves everything—including, by name, the stock and fixtures of the blacksmith's shop and the collection of horseshoes which from time to time the deceased had accumulated, for luck's sake—to his granddaughter, Mary Jane Menard. Now," he explained, "Mrs. William Jones, I'll read it to you."

"But," cried the public, "where is the fortune? What has become of the old miser's money?"

"There is no mention made of money," said Mr. Griscombe, dryly, "nor of fortunes."

The public was ineffably disappointed. Not so Bill Jones and his blooming wife.

"Polly is a fortune in herself," said Bill, complacently.

"And I am sure no amount of money could make me happier than I am now," said cheerful Mary Jane.

And so Bill flung open the doors of the musty old blacksmith's shop, lighted a huge fire and put on his leather apron and sleeves, while Mary Jane took her needlework and sat out on the bench where Grandfather Menard had died and sang softly to herself, like a little human thrush.

"I don't know, I'm sure," said Bill Jones, "what on earth I am going to do with all this preposterous heap of old horseshoes."

"It was for luck, you know," apologized Mary Jane. "Grandfather never could pass a horseshoe without picking it up and bringing it home. And somehow he got me into the habit. Some of these are very good, I think."

"And some of 'em ain't!" observed Bill, shrugging his broad shoulders. "However, I'll just give 'em all an overhauling and see what they do amount to. It's my opinion, they'll most of 'em fetch just half a cent a pound for old iron."

"Well," said Mary Jane, with a sigh, "I suppose it's of no use keeping them."

"Hallo!" shouted Bill. "These down at the bottom are of a mortal queer color! Eh? Iron? Not these ain't—not if I'm a judge of metal! Polly, these are gold!"

"What!" cried Polly.

"Solid gold!" said Bill Jones. "Tarnished and discolored and nigh the color of the old horseshoes themselves, but—solid gold! Polly, Polly, my girl, we've found the old man's fortune at last! No wonder the burglars never robbed him of it, for, as true as you live, he's beaten it all into horseshoes!"

"It can't be possible!" cried Polly, who, dropping the blue gingham apron that she was making, had hurried to the spot.

"But it is!" said Bill Jones, triumphantly. "Don't you know gold when you see it, Polly? Just look here!"

It was true. Milo Menard, full of whim and caprice, had taken his own measure for preserving his own property; and all the clue which he had chosen to furnish as to the whereabouts of his not

inconsiderable savings was the decree that his granddaughter should marry no one but a blacksmith.

And now the rush of sight-seers, correspondents and curious neighbors became greater than ever. And they have been ransacking the old place, ever since Mr. and Mrs. Bill Jones removed into more modern and commodious quarters, for hidden treasures, but in vain.

And Bill has nailed one of the best horseshoes—an iron one, not a gold one—over the front door of his new house.

"For luck's sake!" he said.

And Mary Jane whispered also:

"For luck's sake!"

AMY RANDOLPH.

Trying to Make it Pay.

According to a popular report, there are tricks in all trades, except our own. We know what the tricks are in horse trades, or at least we know that horse trades are full of tricks. But what the tricks may be in other trades or in other business transactions is something that we are from time to time ascertaining. The following story in one of the daily papers is excellent of its kind and aptly illustrates what is frequently encountered in business life:

"I came into a little money a few months ago," said the sad man, "and as I had been working for others all my life, I thought I would go into business for myself. I took a look at about fifty stores that were advertised for sale, and by the time I got through investigating I knew it all, and flattered myself that the man wasn't living who could get the better of me. Nearly all the places offered for sale had a run-down look about them that told only too plainly why their owners were anxious to get out of business. On the other hand, some of the stores had such unmistakable evidence of newness about them that I was quick to see that they were merely got up to sell by harpers and had no established trade at all.

"At last I bought out a cigar store. It was sold on account of sickness, and no one could doubt the owner's word who saw him. He was the sickest looking man I ever saw, and I didn't question him very closely, because I felt that a man who was as near dead as he was wouldn't be apt to lie. But I couldn't have bought a worse business if I had tried. During the three months I was there I don't think there was a single day when I didn't smoke more cigars myself than I sold. At last the man next door asked me how I was making out, and when I told him he wanted to know what excuse the other man had given for selling.

"It was on account of sickness," I said.

"Did he tell you how he got sick?" the man asked.

"No," I replied.

"Well," he rejoined in a low, sympathetic voice, "the poor fellow got sick trying to make the place pay."

The Biter Bit.

A grocer of Cincinnati noticed the other day that his next door neighbor had a couple of barrels of cider in front of his establishment, and thinking to have some fun hearing him swear he slipped one of the barrels into his own store. The neighbor, however, heard a whisper of what was going on, and decided to have the fun on his side of the house. He got a legal friend to write out a search warrant as long as the barrel, and put it into the hands of a pretended constable, who went to the joker's store, put him under arrest, and proceeded to search the premises. The proprietor, very white in the face, was anxiously explaining how the barrel of cider came to be in his possession when its owner could no longer contain himself, and burst into a prolonged fit of laughter. The would-be joker at once stood treat, and formally renounced practical jokes for all time to come.

WALTER HOUSE

Central Lake, Mich., E. Walter Prop.
Fourteen warm rooms, all newly furnished Good table. Rates, \$1.50 per day. The patronage of traveling men especially solicited.

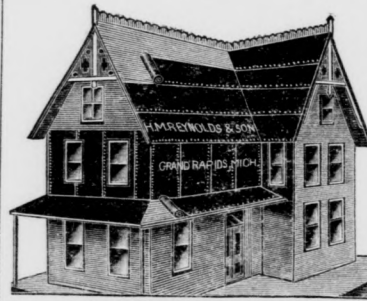
Our Fancy Goods Trade

Has been larger than ever before in the history of our house

Come in and see our samples of

Albums,
Comb and Brush Sets,
Dolls, Books, Etc.

EATON, LYON & CO.



ASPHALT FIRE-PROOF ROOFING

This Roofing is guaranteed to stand in all places where Tin and Iron has failed; is superior to Shingles and much cheaper.

The best Roofing for covering over Shingles on old roofs of houses, barns, sheds, etc.; will not rot or pull loose, and when painted with our

FIRE-PROOF ROOF PAINT,

Will last longer than shingles. Write the undersigned for prices and circulars, relative to Roofing and for samples of Building Papers, etc.

H. M. REYNOLDS & SON,
Practical Roofers,

Cor. Louis and Campan Sts., Grand Rapids, Mich.

GOLD MEDAL, PARIS, 1878.



W. BAKER & Co.'s
Breakfast
Cocoa

Is Absolutely Pure
and it is Soluble.

Unlike the
Dutch Process

No alkalis or
other chemical
or dyes are used
in its manufac-
ture.

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

W. BAKER & CO., Dorchester, Mass.



DODGE

Independence Wood Split Pulley.

THE LIGHTEST!
THE STRONGEST!
THE BEST!

HESTER MACHINERY CO.,

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FRANK H. WHITE,

Manufacturer's Agent and Jobber of

Brooms, Washboards, Wooden

AND

Indurated Pails & Tubs,

Wooden Bowls, Clothespins and Rolling
Pins, Step Ladders, Washing
Machines, Market, Bushel and De-
livery Baskets, Building
Paper, Wrapping
Paper, Sacks, Twine and Stationery.

Manufacturers in lines allied to above, wish-
ing to be represented in this market are request-
ed to communicate with me.

125 COURT ST.,

GRAND RAPIDS, MICH.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 S. Tonia St., Grand Rapids.

Geo. H. Reeder & Co.,

JOBBERS OF

Boots and Shoes,
Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids.

My Old Rag Doll.

Last night I searched the garret for a long-for-
gotten book,
And as I pried and peered about, down in a
rusty hook
I found what made me all at once forget what I
was after,
And filled my eyes with springing tears and
stirred my voice to laughter,
And up I took it, wonderingly, with cob-webs,
dust and all,
And held it close against my heart—
My old rag doll.

Oh, dear, forgotten childhood's joy! Oh, prec-
ious, long-lost treasure!
I cannot tell why such a pain was mingled with
the pleasure;
I cannot tell just why the tears fell fast from
eyes bent over
That dusty, dear, old-fashioned thing—I only
know I love her!
I only know that "Polly" in her little ragged
shawl
Is mine once more—is mine again—
My old rag doll.

Dear old relic of childhood—of that happy,
happy time
When life meant play and sunshine and every
joy was mine;
When care was all unknown to me and every
bright to-morrow
Was but an echo of to-day! There rarely came
a sorrow,
But when my fair horizon was stirred by sudden
squal,
There was naught that gave me comfort like
My old rag doll.

The old, familiar dirty face, with features done
in ink,
And the little faded ribbon tied with many a
childish prink,
And the dusty plaid merino of the little time-
worn gown,
And the tiny knitted stocking o'er the shoetops
slipping down,
There on the garret floor I sat and brooded o'er
them all,
And longed for that sweet childhood with
And though I am a woman, with a woman's
work and care,
And though I look each morning for the silver
in my hair,
And all my golden childhood is but a happy
dream,
Somehow to-day its perfect joys a little nearer
seem
Since I found her in the garret, with the cob-
webs, dust and all,
That dearest relic of the past—
My old rag doll.
HARRIET FRANCES CROCKER.

UNRELIABILITY OF TESTIMONY.

Try it yourself, and note results. It is one thing to declare that we know certain things, but quite another to be absolutely sure that we know them. It has been said that persons who witness some particular occurrence are not always to be trusted in their statements of what transpired at the moment.

Not long since a number of persons were discussing the testimony of witnesses in a most sensational murder trial. A half-dozen of intelligent persons testified that no one entered a certain door during a given interval of time. As the prosecution relied mainly on this fact to establish its case and to convict the prisoner on circumstantial evidence, the testimony attracted a good deal of attention. The question arose whether or not it is possible for a conscientious person to be entirely deceived by the imagination, and by this means give testimony which is absolutely false or misleading. This discussion took place on the front porch of a summer residence. The house stood in a fashionable quarter, and across the way were a number of dwellings of moderate size and pretensions.

As the debate waxed warm, one of the guests proposed that pencil and paper should be brought for each person in the group, and that each one should write an account of what had transpired at a specified house across the street: Who had come and gone, if anyone at all; what had occurred; had anyone appeared at door or window; had any parcels been left, and by whom; the dress, apparent age, sex, manners and general appearance of every passer-by; had they looked at the house or paused at the gate; had any animals been seen about the premises and under what circumstances, together with any other incident however trivial in its nature. No remarks

or questions were to be indulged in, and each was to rely solely on his or her memory for the transactions of half an hour just past. The papers were to be finished, folded and marked on the outside with the writer's name, certified before a notary, who was one of the group, then passed over to one person and read aloud, the reader first giving the contents of his own paper.

The results of that experience will probably never leave the mind of any member of that party. No two accounts agreed. One statement was to the effect that no one had entered the house during the half-hour's interval. Another saw two persons go in and described them somewhat minutely. Another stated that the side-door, which was in full view, had not been opened; while another related in detail the conduct of a youth who brought a parcel and delivered it to a maidservant in white cap and apron. A man with a white horse was seen at the stable-door by two of the lookers-on, and two declared that no animal was in sight. The family cat sat on the back fence all through the time and during the reading, but pussy was gray and so was the fence, and only one pair of eyes rested upon her. Two persons out of eight saw a laborer pass down the street by the house, with his dinner-pail in his hand and a coat over his arm, and no one saw a young girl who came out upon a side porch and took a bird-cage from its hook and carried it indoors, which incident came out later, when the party, unable to reconcile the widely diverging statements, called on the owner of the cottage, who was a friend and acquaintance of most of them, to correct or verify the statements.

From his testimony it appeared that the youth had delivered the package at the house next door, that a workingman had come in at an alley gate, entered the back door and taken a small tool-box away with him, that the man at the barn had been twice to the house and no one had noticed him although there were at least three places where there were breaks in the shrubbery and he could be seen distinctly. The man with the horse at the door as stated did not come within the interval of time specified, as that was at least an hour earlier than when the writing began.

It would be difficult to imagine a more conflicting collection of testimony, and nothing which could be said or done seemed to help matters at all. The fact remained that almost every account was at variance with the others, and all were in some particulars wide of the mark. That half-hour's work was a revelation, and there are a few people in the world who will never go upon the witness stand and give positive testimony on passing events. All of which goes to show that it is not at all safe to be too sure of anything. N. S. STOWELL.

Good Words Unsolicited.

Fred M. Sanderson, grocer, Dushville: "Send THE TRADESMAN right along, as I do not want to be without it."
Geo. Matthews, general dealer, Cross Village: "It has been a welcome visitor."
M. C. Cate, general dealer, Solon: "Cannot get along without THE TRADESMAN."
Herrick Bros., grocers, Lansing: "We are always glad to receive your paper, and have found it a source of valuable information to us."
Spreen & Hunt, general dealers, Watervliet: "We cannot very well get along without your paper."
Nelson Hower, druggist, Mendon: "Could not do without it."

WE ARE THE PEOPLE

Who Can Sell you an A No. 1 Article of

Pure Buckwheat Flour

At a Moderate Price. A Postal card will bring quotations and sample.

A. SCHENCK & SON,
ELSIE, MICH.



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.



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.

OYSTERS!

THE P. & B. BRAND WILL PLEASE YOUR CUSTOMERS—INCREASE YOUR TRADE—AND MAKE YOU MONEY—THREE FEATURES THAT COMMEND THEM TO YOUR NOTICE. SOLD BY ALL GRAND RAPIDS JOBBERS—PACKED BY

THE PUTNAM CANDY CO.

AMONG THE TRADE.

AROUND THE STATE.

Ithaca—E. O. Bradley has purchased the grocery stock of L. E. Sweet.

Port Huron—Geo. P. Parsons succeeds Thos. Davis in the grocery business.

Maple Rapids—Cap. Roberts succeeds Scott & Roberts in the meat business.

Marquette—Frank M. Miller succeeds Miller & Herman in the laundry business.

Clare—C. S. Chase succeeds J. S. Chase & Co. in the grocery and provision business.

Ulby—Madill & Eilber succeed J. B. Madill in general trade and the grain business.

Jackson—H. S. Holmes is succeeded by the Tuomey Store Co. in the dry goods business.

Coleman—L. C. Steers succeeds Steers & Mitchell in the agricultural implement business.

Detroit—Arthur N. Bourdeau & Co. succeed Bourdeau & St. Jean in the hardware business.

Brown City—E. A. Donaldson is succeeded by Donaldson & Gamble in the lumber business.

Central Lake—Frank E. Sissons succeeds his father, Henry Sissons, in the grocery business.

Newberry—E. L. (Mrs. W. J.) Tyler has removed her dry goods stock from Gladwin to this place.

Vanderbilt—Cynthia F. (Mrs. Charles S.) Caryl is succeeded by Z. J. Townsend in the meat business.

Albion—The grocery firm of C. H. Knickerbocker & Co. has dissolved. E. Keller continuing the business.

Jackson—The style of R. A. Barnard & Co., furniture dealers, has been changed to the Jackson Furniture Co.

Mackinac City—D. A. Trumpour is succeeded by D. A. Trumpour & Co. in the wholesale and retail fish business.

Howard City—C. W. Wiley, late of Lansing, has begun the erection of a two-story brick block and will occupy one of the stores with a boot and shoe stock.

Delta—N. J. Streeter has retired from the firm of Streeter & Nichols, general dealers. The business will hereafter be conducted under the style of E. B. Nichols & Son.

West Bay City—The hardware firms of Geo. L. Mosher and Bissell & Mather will consolidate their stocks January 1 under the style of Mosher, Bissell & Mather, incorporated.

Summit City—C. H. Avery has retired from the firm of Avery & Tedman, general dealers. The business will be continued by the remaining partner under the style of L. J. Tedman & Co.

Detroit—Richard Leuschner has retired from the Eastern Market Pharmacy at 389 Russell street. The business will be continued by the remaining partner, Herman F. Raible, under the same style.

MANUFACTURING MATTERS.

Mount Pleasant—The Mt. Pleasant Lumber Co.'s mill has gone out of commission for the season. The output was 6,020,000 feet.

Mount Pleasant—The Mt. Pleasant Manufacturing Co. has erected an addition to its factory for the purpose of manufacturing window screens, and has several car load orders already booked.

Manistee—The Manistee & Grand Rapids railroad people are at present busy grading their road, and laying track to

reach the State Lumber Co. mill, as their agreement is to deliver the logs directly to the mill, so that they have not to be towed through the Lake, as in that event a loss by sinking of the hardwood logs would be probable.

Alpena—The weather the past two weeks has been rough on belated log rafts. One of 4,000,000 feet, belonging to Sibley & Bearinger, went ashore north of Alpena, but it is understood was got off. A raft of 2,000,000 feet for Pelton & Reid, of Cheboygan, went ashore in Hammond's Bay, but it is expected that it will all be recovered, as 1,200,000 feet have been picked up. In consequence the Pelton & Reid mill has been idle.

Manistee—Buckley & Douglas will, as usual, run their mill during the winter, and will saw principally hardwoods, as has been their custom for several winters. The State Lumber Co. will also be receiving a large quantity of logs by rail during the winter, and may possibly have to start its mill earlier than usual, to make room at the log slide for the accumulation.

Manistee—Hemlock will be good property next season, and there will be a good stock of that class of lumber put in at this point during the winter, although not as much as there would have been, had there been any price for bark last spring. Owing to the low price there was not as much peeled as usual, and that always cuts short the visible supply of hemlock logs.

Marquette—John Cone, of this city, has invented a new drag saw, which was given a trial before a number of spectators last week. A simple yet ingenious contrivance is an automatic governor, a part of the stationary frame of the engine opening the valve as the saw goes down through the log, until at the center of the log the saw is working under a full head of steam; then as the cut grows shorter the steam is gradually shut off.

Alpena—Hurst & Holland are reported to have sold the tract of pine recently purchased by them on the Twin Lake branch of the Gratwick, Smith & Fryer Lumber Co. to Salling, Hanson & Co., of Grayling, and the Michelson & Hanson Lumber Co., of Lewiston. The white pine which is being cut by Thomas Davidson, was reserved, the sale including about 60,000,000 feet of Norway. The Michelson & Hanson Lumber Co. is said to have timber sufficient to stock its mill at Lewiston fifteen years.

The Grocery Market.

Sugar—The market is a little lower on some grades.

Coffee—The market continues strong and advancing. The manufacturers of package goods have advanced their quotations $\frac{1}{2}$ c.

Codfish—Stronger and a little higher.

Pearl Barley—Stronger.

Oil—The Standard Oil Co. has reduced the price on Eocene and old test $\frac{1}{2}$ c and $\frac{1}{4}$ c on W. W. Headlight and W. W.

Oranges—First direct shipments from Florida are due this week. Prices will be reasonable.

Lemons—Arriving more freely. Prices have declined \$1 @ \$1.50 per box.

Figs—Arrivals of new goods are very fine, with excellent assortment of stock. Prices are reasonable.

Use Tradesman Coupon Books.

A LESSON IN POLITENESS.

What a Traveling Man Has to Say Regarding His Experience.

From the Chicago Herald.

Traveling men have many odd experiences while on the road, and they hear a great many queer yarns. A group of them were sitting in the rotunda of the Grand Pacific hotel the other day relating to each other some of the funny things that had happened in their own experience. One of them said: "I once had a lesson in politeness taught me which I shall never forget, and which has been the means of keeping me from committing a rudeness toward conductors and trainmen—an offense that is altogether too common. Brakemen are, by official orders, generally stationed at the steps of trains to ask passengers where they are going. It is a good scheme, and the company should be praised for such an arrangement, but there are travelers who seem determined to resent any imputation that they do not know all about where they are going and all about the train to take them there, and will answer such questions as the brakemen put with overbearing insolence. I must confess I had just the disposition to do this same thing. I had been on the road for years, and it seemed to me as though all these people ought to know that I knew my business and not pester me with what I considered fool questions. I dare say I thought they should divine this from my looks. I can't imagine how else they could guess it.

"Well, as I said, I had a lesson that has led me to answer all these questions readily and willingly. I was traveling over in Michigan at the time, with headquarters at Detroit, and on a certain trip was working toward that city. I had been away four weeks and was longing to reach home and see the babies. I was at Marshall one Saturday evening and hustled about, working like a Trojan to see all my customers before they closed up, for I had determined to take the night express east and make the run home. I got through all right and was feeling good, as trade had been much better than I expected for Saturday night, when the merchants were particularly busy. At 11 o'clock I went to the depot, where I knew I could get a meal, for I had missed my supper, intending to follow up my feed with a nap until the train arrived. It was due between 12 and 1 o'clock and passed the west-bound night express at that point—one train coming in on one side of the depot and the other on the other side. I was napping serenely when I heard the rumble and roar of the engine as it rolled up alongside the depot, and stood snorting and puffing as if anxious to speed on its way again. But half awake I grabbed up my satchels and made for the platform. When about to climb the steps, a brakeman said: 'Where do you wish to go, sir?' I answered brusquely, 'Never you mind me; I know my business,' and aboard I went. I think the young chap must have suspected I was going wrong for he was watching me closely when the conductor came around.

"'Tickets,' cried that functionary, and I produced a bill, saying at the same time, 'Detroit.' 'Can't go on this train,' said the man with the punch; 'we are going west.' I felt at the moment as though I should like to have him punch me, for I knew I had been an idiot, and it did not soothe my feelings any to see that brakeman looking at me with a half grin on his face. Angry as I was at myself it flashed like lightning over me not to let him have the satisfaction of seeing me weaken. I braced up, rubbed my eyes as though just waking up, and said: 'Excuse me, I was only wishing I could go to Detroit, and that was what made me say it. I have to go to Battle Creek and stay at a hotel over Sunday instead of being at home.' It was a big lie, but I would have told a thousand just then rather than let that brakeman have the laugh on me. Just think, my train was on the other side of the depot; they had both come in together, but the noise of one had drowned the noise of the other. Had I been civil and answered the brakeman's question he would have told me to take the other train, and I should have

been happy instead of disgusted and hot at being shut up in a poky little hotel when I might have been at home with my wife and babies. Politeness costs nothing, and I have never forgotten the lesson."

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.

IF YOU WANT CLEAN GENERAL STOCK, with good paying cash trade, in best county in the State at a sacrifice, address No. 608, care Michigan Trade man.

FOR SALE—LARGE PACKING BUSINESS and meat market with tools and fixtures, including horse and wagons, brick block 22 feet front on main street, ice house and 20 acres of land, with slaughter house. This business and property is in Ovid, Mich. Address L. C. Townsend Allen Bennett Block, Jackson Mich 6 6

FOR SALE OR WILL EXCHANGE FOR grocery stock—New house, barn and store building in Kalamazoo; lot 1x8; buildings are worth price asked for entire place. Address A B C, Kalamazoo, Mich. 589

WANTED—TO EXCHANGE 80 ACRES hardwood timber land in Oceana county for stock of general merchandise. Address No. 610, care Michigan Tradesman. 610

FOR SALE—BEST PAYING DRUG STORE in Grand Rapids. Address No. 612, care Michigan Tradesman. 611

FOR SALE—A GOOD CLEAN STOCK OF hardware in a booming city of 5,000, in the center of the finest farming country in the State. Stock will invoice about \$9,000. Can reduce on short notice. Reason for selling, other business. Address No. 601, care Michigan Tradesman. 604

FOR SALE—SAWMILL, YAUD, 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

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 mean business. No others need apply. No. 556, care Michigan Trade man. 556

FOR SALE—A FINE AND WELL ASSORTED stock of dry goods, boots, shoes, hats, caps and gents' furnishing goods, in live railroad and manufacturing town of from 500 to 1,000 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.

A CHOICE RESIDENCE PROPERTY ON the hill, worth \$4,000 to exchange for clean stock of shoes, groceries or general merchandise. Address No. 12, care Telfer Spice Co. 609

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 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

WANTED—PRACTICAL PRINTER WHO IS familiar with job work and capable of editing a country weekly, to start a new paper in a live town. No competition. Applicant must have at least \$500 cash or its equivalent. If you mean business, address No. 605, care Michigan Tradesman. 605

WANT GENERAL AGENT TO BUY EXCLUSIVE RIGHTS Michigan or Wisconsin, with large stock "Excelsior Tailor System of Dress Cutting" for families. Perfect fits, large profits—otherwise engaged, must sacrifice. "Excelsior," Davison Mich. 607

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. 510

Christmas Window Dressing

A HOLIDAY PREMIUM OFFER.

For \$2.25 I will mail post-paid, The "300 Ways," a book of 250 pages and 150 illustrations devoted to trimming windows and adapted to all lines of business, price \$1.50—Harman's Christmas Pamphlet devoted to displays for that special occasion price 75 cents, and the new improved window dressing hammer, price 50 cents. (Each mailed separate if desired). Purchasers of entire outfit receive FREE my pamphlet of catchy ideas.

HARRY HARMAN,
Window Dressing Supplies,
Room 1204 The Temple, Chicago, Ill.

GRAND RAPIDS GOSSIP.

S. A. Howey, hardware dealer at Lake City, has added a line of boots and shoes. Geo. H. Reeder & Co. furnished the stock.

E. J. Herrick has fitted up a pastry kitchen over his store and is now in shape to do pastry cooking and catering for parties, balls and other social occasions.

Silas K. Bolles and Mat. W. Monnette have formed a copartnership under the style of S. K. Bolles & Co. and engaged in the wholesale cigar business at 69 Pearl street.

John and Oren Walbrink have formed a copartnership under the style of Walbrink Bros. and opened a grocery store at 158 Ellsworth avenue. The young men are sons of Geo. H. Walbrink, the Allendale general dealer, and evidently inherit the frugality and shrewdness of their sire.

E. H. Manley, grocer at the corner of East and Sherman streets, has sold his stock to C. J. Thompson and R. J. Stow, who have formed a copartnership under the style of C. J. Thompson & Co. and removed the stock to the corner of East and Dunham streets, where they will continue the business.

James Gleason, formerly engaged in general trade at Volney, but for the past two years engaged in trade at Deerfield, has re-opened a general store at Volney. The Lemon & Wheeler Company furnished the groceries, Voigt, Herpolsheimer & Co. supplied the dry goods and Rindge, Kalmbach & Co. furnished the boots and shoes.

About four weeks ago a man by the name of Geo. C. Messenger came to this city and leased an office and storage facilities over the commission house of Bunting & Davis, claiming to represent Griffin, Hetz & Co., fish and produce dealers on South Water street. A quantity of salt fish was sent to him, and he immediately offered it to the retail trade at such low prices for cash that the goods went off in short order. Messenger then made himself scarce, and Jacob Hetz subsequently came on from Chicago and demanded a second payment for the goods from the purchasers, on the ground that Messenger was a broker and was not authorized to collect for goods sold. So far as learned, Philip Graham is the only grocer who paid anything for the privilege of keeping the goods, the other purchasers asserting that they would give up the goods only when compelled to do so by order of court, which will probably not be resorted to.

Gripsack Brigade.

G. C. Burnham, Western Michigan traveling representative for the Detroit Cigar Manufacturing Co., was in town over Sunday.

M. K. Walker, who was on the road ten pears for Parke, Davis & Co., but who has been engaged in the drug business at Lansing for the past four years, has returned to his former position with P., D. & Co. His territory has not yet been fully decided upon.

C. W. Shaw has gone on the road for the Hazeltine & Perkins Drug Co., taking all the available towns in Northern Indiana as his territory. Mr. Shaw is a resident of Cassopolis, having clerked there several years for H. M. Bishop and traveled two years for the cigar depart-

ment of Howard W. Spurr & Co., of Boston.

J. A. Gonzalez requests THE TRADESMAN to announce that a meeting of the local members of the Michigan Knights of the Grip and others interested will be held at the Morton House on Saturday evening, Nov. 26, to make arrangements for attending the annual convention of the organization which will be held at Detroit, Dec. 27 and 28.

J. H. McDonald, of Baraga, well known to the trade of the Upper Peninsula as the traveling representative of the Wells-Stone Mercantile Co., died at Baraga of apoplexy November 5. About a year ago he left the road and purchased of the Nester estate their general store at Baraga and devoted himself to that business until his death came so suddenly. He leaves a host of friends all over the State and no enemies.

The Hardware Market.

General Trade—Notwithstanding election week, the volume of business has been fully up to expectations; now that it is over, we shall look for a steady resumption of trade.

Wire Nails—No change to note. Manufacturers are firmer, but jobbers have made no change. The present price is \$1.80 to \$1.85.

Cut Nails—In moderate demand only, with no special change.

Rope—The demand is quite brisk for this time of year. Sisal is stronger, while manilla is a little weaker. Sisal 9c, manilla 12c, is the asking price.

Glass—Stocks still light, manufacturers finding it hard work to catch up on their orders. At a recent meeting of the makers in Cleveland, the advance in price made a short time ago was affirmed, which indicates strength to the market.

Sheet Iron—A scarcity still exists for all the lighter grades of sheet, as well as American planished iron. This latter article never was known to be so hard to get. Genuine Russia iron is plenty, but as it costs 13c to 14c a pound, against 10½c for the American, dealers fight shy of it. They may be obliged, however, to come to it.

Plain and Tar Board—With the shipping of potatoes, and the cold weather, the demand for plain board is very large. There has been quite an advance in them lately. The present price is \$1.25 for plain board and \$1.40 for tar board. As the American Strawboard Company controls nearly all the mills, it is in shape to advance prices at any time.

Ammunition—Prices are well maintained on shot, loaded shells, cartridges, primers, gun caps, etc.

CREATING DEMAND.

One of the curious and interesting features of the business of the present is the necessity of creating a demand for any new article that the owners and managers of the novelty desire to put upon the market. To familiarize the public eyes with the name and qualities of the product is the first step usually taken.

There are very many ways by which this is done, and with them the public is, as a rule, well acquainted. The placards and advertisements, show-cards, bulletin-boards, transparencies, banners and circulars are to be met with everywhere. But this is only a part of the fine art of putting an article on the market. The literature and display are very well in their way, but the consumer must be at-

tracted by more positive and emphatic means; must, indeed, be persuaded that the new is better or more to his advantage than the old, or, what is much more to the purpose, quite as good, if not better, and at the same time more economical, for, as a rule, the nineteenth century consumer is a critical and well-informed individual, and is not ignorant of the fact that modern science and the latest and most improved processes can make higher-grade articles at far less cost than by the slow, complicated, cumbersome and necessarily expensive methods of former days. The numerous exhibits, food shows, fairs, expositions and practical displays of new and valuable products are among the most valuable means of introducing to those only partially or not at all acquainted with them those articles that make up the bulk of what are considered the best stocks of goods in the market.

Experiments have been tried in carrying articles from house to house and leaving samples for trial, but this is a very expensive and not at all satisfactory way, especially for food products. Intelligent consumers are, as a rule, unwilling to eat food of which they know nothing beyond the fact that they have a sample left by some unknown, and therefore necessarily irresponsible, person. This is not the case at authorized food expositions and exhibits where there is a regular headquarters, and where, as a matter of course, whatever is given out is of the very choicest quality, as it must of course be, in order to create a favorable impression.

As experience in its use, familiarity with the article and confidence in its general excellence are necessary to the successful introduction of all edible products, it follows that demonstrative advertising is the very best possible means of creating a demand for new foods.

Far too little attention has heretofore been given to producing new and wholesome articles of diet. The bills of fare of the world have been too little varied except in meats. Of late there has been increased attention given to cereals of all sorts, with the result that we have the most delicious breakfast dishes and the basis of many dessert and luncheon dishes that are much more wholesome and nutritious than such an enormous amount of meat as is ordinarily consumed.

These articles, judiciously arranged and judiciously exhibited and demonstrated, give the public an opportunity to test and taste them, and thus get a far better idea than could be obtained from advertisements or descriptions of any other character.

The plan of introduction that makes a people familiar with the results to be achieved rather than the materials by which results are attained has, therefore, much to commend it, and when both are used in conjunction there is little doubt of ultimate success. N. S. STOWELL.

The Head Man.

W.illard in Commercial Enquirer.

Many who fill the position say it is no "snap" and enumerate its trials and perplexities, yet one is rarely found willing to exchange his position for a less important one, even at the same salary. The position under a good employer is generally what one makes it. The head man, too frequently, becomes a detriment rather than a valuable aid to the business of his employer. If he is inclined to misuse his position, the more trust and responsibility put upon him

the more injury he can do. The head man should be possessed of experience and technical knowledge in his line, thus enabling him to cope with all the intricacies of the business. He should be upright and honorable, determined but not tyrannical, cool and keen of observation, not given to partiality or prejudice. He should preserve an unselfish motive in all his decisions, his interests being solely those of his employer.

One of his main efforts should be to promote harmony among his coworkers. Discord among clerks in a store is like a worm's nest in a fruit tree. Authority should be exerted only when necessary. The head man should be able by example and kindly counsel to secure the best efforts of every man under his charge. He must first secure their respect. This cannot be done by watching every movement of a man with the set purpose of finding a fault, overlooking all good that may be done meanwhile, and with the one intent of reporting or reprimanding for any misdemeanor however trivial.

I have more than once seen a junior clerk's honest progress repeatedly checked by the one holding a position above him, jealousy and abject fear of being outdone prompting such action. Any man can see the evil tendency to both men and business as the result of such management. One is reminded of a better way in the words of Canon Farrar: "Kind words and liberal estimates, and generous acknowledgments, and ready appreciation, and unselfish delight in the excellences of others—these are the truest signs of a large intellect and a noble spirit."

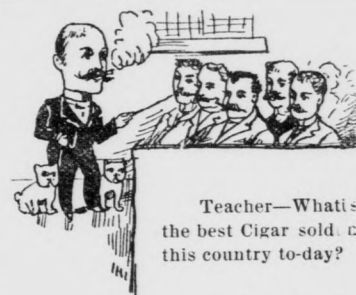
To employers I would say: Beware of a man who too eagerly accepts a position in which he is to watch other employes and report their misdeeds. "Set a rogue to catch a rogue" may be good policy in some circumstances, but you don't want any rogues, large or small, in the store. It is an easier matter to discern one's own faults in another than in one's own nature, and it is sometimes possible to judge a man's own weakness of character by what he says of others.

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.

CINSENC ROOT.

We pay the highest price for it. Address DECK BROS., Wholesale Druggists



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.

THE BON MARCHE OF PARIS.

James Parton in "Captains of Industry."

Visitors to Paris find the huge, miscellaneous bazaar, founded by the Boucicauts, as flourishing and attractive as ever. It resembles the establishment created in New York by the late A. T. Stewart, who, in fact, copied from the Boucicauts the general scheme of his up-town store. Stewart, however, omitted to make any adequate provision for the continuance of the business after his own withdrawal from it, and, therefore, soon after his decease the vast fabric fell to pieces, and many hundreds of faithful and well-skilled men and women, some of whom had grown gray in the service, were deprived of their accustomed employment. The enormous capital involved in the business has proved of little real advantage to any one except the lawyers.

It was far otherwise with the Bon Marche of that noble and well-mated pair, Aristide and Marguerite Boucicaut. Their business flourishes after their death, and their faithful employes still enjoy the fruits of the founders' admirable management. No litigation followed their decease and their example has become an inspiration and an admonition to the whole business world of Europe and America.

Their personal story is full of beauty and romance. She, a lowly village maiden, stout of limb and strong of heart, a very poor man's daughter, earning her livelihood by washing clothes in the river Saone; her mind intelligent, but almost wholly uncultivated. He, a young peddler of linens, owning his horse and cart, the result of long and severe economy. At the annual fair and festival of her village, in the flower of their age, they met. He cast a favorable eye upon the cheerful, vigorous, and good-looking girl. He proposed to her parents for her hand. The horse and cart won their consent; the attractive personality of the young man gained hers, and so they rode away together on the peddler's cart—an original kind of wedding journey. Besides being husband and wife, they were now fellow-laborers and partners in business.

Even after their boy was born, she still rode in the cart, their object being distinct before them, to save money enough to try their fortune in Paris. After some years this object was accomplished. They went to Paris, sold their horse and cart, and lived in one room, in a very cheap street. But the smart and active young ex-peddler obtained employment as clerk in a dry goods store near the fashionable quarter of Paris, and at wages which enabled his wife to stay at home and keep house for the little family.

By this time they had both discovered the absolute necessity of knowledge for any kind of desirable success in modern business, and the young husband engaged a teacher at a few francs a week to instruct himself and wife in arithmetic, bookkeeping, geography, and other elementary branches; also, in English and German.

Still they saved the surplus of their income, practicing an ingenious economy not yet known to the people of the United States; and, at last, in 1848, when Aristide Boucicaut was thirty-nine years of age, they bought a small store on part of the site of their present establishment. They furnished their little shop with every kind of household merchandise which they could buy extremely cheap. They called their place Good-Bargain Store, which in French is Bon Marche. When they had bought articles very cheap at auction, they sold them at a fixed price, a little beyond cost, thus giving the customers the advantage of their experience and tact. They placed upon every object a ticket plainly stating the price, and from this they never departed.

Husband and wife again labored together, she occupying the cashier's desk in the daytime, and posting the books in the evening. All storekeepers in Paris are polite, but the Boucicauts were something more than that to their customers. They adopted the principle of trying to satisfy them, to serve them in such a way that they would remember their visit to the Bon Marche with pleasure. For the first year or two their progress was slow, but when once they began to prosper

Dry Goods Price Current.

Table of Dry Goods Price Current with columns for various goods like UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, CARPET WARP, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, and TUCKINGS.

Table of Demins, Gingham, Grain Bags, Knitting Cotton, Mixed Flannel, Canvas and Padding, Dicks, Waddings, Silesias, Sewing Silk, Books and Eyes, Pins, Needles, Table Oil Cloth, Cotton Twines, and Plaid Onabures.

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



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



Best Six Cord

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions.

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MANUFACTURERS AND JOBBERS OF

Pants, Shirts, Overalls

—AND—

Gents' Furnishing Goods.

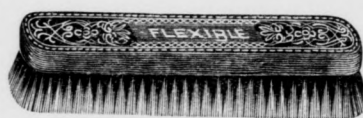
REMOVED TO

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.

GRAND RAPIDS BRUSH CO.,

Manufacturers of



BRUSHES.

GRAND RAPIDS, MICH.

Our goods are sold by all Michigan Jobbing Houses.

their success was rapid and remarkable. Store was added to store, and clerk to clerk. In a few years they had absorbed a whole block, and occupied an edifice five stories high. During their first year the whole sum taken in over the counter was \$9,000; in their seventeenth year their receipts were more than \$4,000,000; and still the business grew until it was the talk of the city, and one of the wonders of France.

So far, they had won a kind of success common to many energetic and skillful men of business. Now begins the grand part of the story, which will cause the lives of these two Paris shopkeepers to be remembered with honor when cannonballs and swords, as Victor Hugo predicted, will be seen in museums side by side with the rack and thumbscrew, curious relics of the barbaric period.

Boucaut's early lot had been hard. As soon as he began to feel himself a victor, he made up his mind that no apprentice or clerk of his should suffer from the abuses which had embittered and shamed his own young life. He was a good master from the first, and he was continually revolving in his mind larger plans for the benefit of those who served him. He founded a library for their use; he opened classes in the languages most required in the business of the store—English and German. To these he added classes in fencing and music. He adopted as much of the early closing principle as was possible in Paris at that time, and he tried the various schemes of making the salary of the clerk bear a certain proportion to the average amount of his sales.

There is a great deal of trouble in city dry goods stores about giving the clerks a chance to take nourishment, because the natural dinner time occurs when business is most active. To meet this difficulty, they finally converted their uppermost story into a complete restaurant, where dinners and lunches were furnished to the whole body at cost, in the best manner, and without loss of time. They established also among them a Mutual Benefit Society, to the funds of which they made a large donation of money, the object being to provide a resource for all employes in sickness and old age.

It had long been the intention of Boucaut to convert his business into some kind of joint-stock or profit-sharing enterprise, in which every person in his employment would enjoy the advantage and security of ownership. But he was a very prudent man—one of those who are unwilling to take a step until they feel sure of the consequences. Hence, it came to pass that, while he was still meditating his plans, and had only partly carried them out, he died, aged sixty-eight years. A few months after his only son died, leaving Madame Boucaut the head of one of the largest businesses in Europe. This was in the year 1877, when she herself was well stricken in years. She proved herself more than equal to the emergency.

Her first and last thought was the permanent welfare of the great multitude of clerks, apprentices and girls who were in her service. She appears to have had toward them the provident feeling of a mother, as if she had transferred the affection for the son she had lost to the children with whom she labored day by day. Three years after her husband's death she executed his plan of forming a joint-stock company by admitting to partnership about 100 of the upper clerks, whom she enabled to buy shares in the business, while retaining herself a little more than one-half the capital. Her great object was to make every person who was permanently attached to the business an equitable sharer in its profits, and to secure to all faithful employes a sufficient pension when they were disabled by sickness or old age. She was extremely solicitous to make herself of less and less necessity to the concern, so that her death would cause no interruption of the business, and reduce no deserving families from abundance to poverty.

The Citizens' State and Savings Bank has been organized at South Haven, with a capital stock of \$50,000.

Trade with Reliable Houses.

"There is a tendency among our merchants to stick closer to houses of proved reliability," said a veteran merchant the other day. "The commerce of this country has always been so subject to changing conditions that a spirit of speculation has been one of the inevitable outcomes. I do not say this in a spirit of criticism, because there are none of us who are entirely exempt from a feeling of recklessness at times; but because the facts are now appreciated and acknowledged by all engaged in trade. Our merchants are learning that it pays to adhere closer to the firms they know they can depend upon and to attach less weight to the claims of new establishments. The commerce of our country is growing so rapidly that it is only to be expected that there will be new enterprises seeking recognition every day. I insist that the firm that continually offers better inducements than any of its competitors must either have some peculiar advantage, or else it will not stand close investigation. Business is simply a matter of profit, and there is nothing in our commercial conditions which will enable one house to constantly undersell another, unless it has the bulk of the trade. Those who seek to take advantage of the eagerness of new firms to secure business may reap some profit at the outset, but they are almost certain to be losers in the end. Men invest their money only to make money, and it does not stand to reason that a firm will continue in business and lose money month after month simply for the purpose of securing a few new customers."

A company is being organized to build on the Back Bay at Boston a refrigerating plant, from which pipes filled with a continual flow of cold air will be laid throughout that section of the city. The pipes will connect with a coil in the house of everyone who desires to use it, and it will be arranged so that the temperature can be raised or lowered as desired. It is estimated that its use will save annually 20,000 tons of ice and do away with its unhealthfulness, inconvenience and waste. The service will cost no more than the ice would cost and has the advantage of making the room cool and dry, whereas ice makes it cool and damp. This cold air can be used in food chests, wine cellars and sleeping and living-rooms.

One of the industries in connection with the tea trade is the collection of the lead with which tea chests are lined. China has been noted for many centuries for the purity of its lead, and this tea-chest lead, as it is called, is regarded as the finest in existence. There are many uses for it; it is found very valuable in making the best kinds of solder.

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

Hardware Price Current.

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

Table listing hardware items and prices: Snell's AUGURS AND BITS, Cook's AUGURS AND BITS, Jennings' genuine AUGURS AND BITS, Jennings' imitation AUGURS AND BITS, AXES (First Quality, D. B. Bronze, D. B. Steel, S. B. Steel), BARROWS (Railroad, Garden), BOLTS (Stove, Carriage new list, Plow, Sleigh shoe), BUCKETS (Well, plain, Well, swivel), BUTTS, CAST (Cast Loose Pin, Wrought Narrow, bright fast joint).

Table listing various hardware items and prices: Wrought Loose Pin, Wrought Table, Wrought Inside Blind, Wrought Brass, Blind, Clark's, Blind, Parker's, Blind, Shepard's, BLOCKS (Ordinary Tackle), CRADLES (Grain), CROW BARS (Cast Steel), CAPS (Ely's 1-10, Hick's C. F., G. D., Musket), CARTRIDGES (Rim Fire, Central Fire), CHISELS (Socket Firmer, Socket Framing, Socket Corner, Socket Slicks, Butchers' Tanged Firmer), COMBS (Curry, Lawrence's, Hotchkiss), CHALK (White Crayons), COPPER (Planished), DRILLS (Morse's Bit Stocks, Morse's Taper and straight Shank, Morse's Taper Shank, Small sizes, Large sizes), ELBOWS (Com. 4 piece, Corrugated, Adjustable), EXPANSIVE BITS (Clark's, Ives'), FILES (New List), DISSTON'S (New American, Nicholson's, Heller's), HELLER'S HORSE GALVANIZED IRON (Nos. 16 to 20, List), GAUGES (Stanley Rule and Level Co.), KNOBS (New List), MAULS (Russell & Irwin Mfg. Co., Branford's, Norwalk's), MATTOCKS (Adze Eye, Hunt Eye, Hunt's), MILL (Sperry & Co.), MILLS (Coffee, Parkers Co., Landers, Perry & Co., Enterprise), MOLASSES GATES (Stebbin's Pattern, Stebbin's Genuine, Enterprise, self-measuring), NAILS (Steel nails, base, Wire, Advance over base), PLANES (Ohto Tool Co., Sciota Bench, Sandusky Tool Co., Bench, first quality, Stanley Rule and Level Co.), PANS (Fry, Acme, Common, polished), RIVETS (Iron and Tinned, Copper Rivets), PATENT PLANISHED IRON (Wood's patent planished, Broken packs).

Table listing various hardware items and prices: Hammers (Maydole & Co., Kip's, Yerkes & Plumb's, Mason's Solid Cast Steel, Blacksmith's Solid Cast Steel Hand), Hinges (Gate, Clark's), RINGS (Gate, Clark's, 1, 2, 3), Screws (State, Screw Hook and Strap, Screw Hook and Eye), Straps and T., HANGERS (Barn Door Kidder Mfg. Co., Champion, anti-friction, Kidder, wood track), HOLLOW WARE (Pots, Kettles, Spiders, Gray enameled), HOUSE FURNISHING GOODS (Stamped Tin Ware, Japanned Tin Ware, Granite Iron Ware), WIRE GOODS (Bright, Screw Eyes, Hook's, Gate Hooks and Eyes), LEVELS (Stanley Rule and Level Co.), ROPES (Sisal), SQUARES (Steel and Iron), TRYS and BEVELS (Mitre), SHEET IRON (Nos. 10 to 14, Nos. 15 to 17, Nos. 18 to 21, Nos. 22 to 24, Nos. 25 to 26, No. 27), SAND PAPER (List acct. 19, '86), SASH CORD (Silver Lake, White A, White B, White C), SASH WEIGHTS (Solid Eyes), SAWS (Hand, Silver Steel Dia. X Cuts, Special Steel Dex X Cuts, Champion and Electric Tooth X, Cuts), TRAPS (Steel, Game, Onelda Community, Newhouse's, Onelda Community, Hawley & Norton's), WIRE (Bright Market, Annealed Market, Coppered Market, Tinned Market, Coppered Spring Steel, Barbed Fence, galvanized, painted), HORSE NAILS (An Sable, Putnam, Northwestern), WRENCHES (Baxter's Adjustable, nickleed, Coe's Genuine, Coe's Patent Agricultural, wrought, Coe's Patent, malleable), MISCELLANEOUS (Bird Cages, Pumps, Cistern, Screws, New 1st, Casters, Bed a d Plate, Dampers, American, Forks, hoes, rakes and all steel goods), METALS (Pig Large, Pig Bars), ZINC (Duty, Sheet, 2 1/2 c per pound, 60 pound casks, Per pound), SOLDER (1/4, Extra Wiping), THE PRICES OF THE MANY OTHER QUALITIES OF SOLDER IN THE MARKET INDICATED BY PRIVATE BRANDS VARY ACCORDING TO COMPOSITION. ANTIMONY (Cookson, Hallett's), TIN—MELYN GRADE (10x14 IC, Charcoal, 14x20 IC, 10x14 IX, 14x20 IX), TIN—ALLWAY GRADE (10x14 IC, Charcoal, 14x20 IC, 10x14 IX, 14x20 IX), ROOFING PLATES (14x20 IC, Worcester, 20x28 IC, 14x20 IC, Allway Grade, 14x20 IX, 20x28 IC, 20x28 IX), BOILER SIZE TIN PLATE (14x28 IX, 14x31 IX, 14x36 IX, No. 8 Boilers), PER POUND (14x60 IX).

Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at

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— BY THE —

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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.

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

E. A. STOWE, Editor.

WEDNESDAY, NOVEMBER 16, 1892.

The great strike of union workingmen at New Orleans, which paralyzed the jobbing and shipping interests of the city for a fortnight, ended Friday in a complete surrender on the part of the strike committee. The strike was not over a question of hours or wages, but on the recognition of the union, the war cry of the strikers being, "None but union men shall be employed." Strange to say, the employers did not go to the opposite extreme and say, "No union men shall be employed." Instead of doing so, they maintained the position taken before the trouble began, that they would deal with their men direct and not with the committees of any union or set of unions, and on this principle the employers won and the strikers met a humiliating defeat. The strike appears to have had the benefit of very poor generalship on the part of the strike committee. Beginning with a small dispute in a union of negro teamsters, it spread to other unions allied with the shipping interests, and the general strike committee, which always does something monstrous in such cases, summarily declared a "sympathy strike," which called out every union man in the city, compelling thousands of men to leave their employment who were under contract to work a certain length of time for certain wages—contracts entered into between the employers and union officers, at the request of the latter. A new factor entered this strike in the form of the United States Court, which proposed to prosecute the strikers for conspiracy under the provision of the inter-state commerce law prohibiting interference with commerce. The Court held that any interference with the trucking of goods from steamboat to store or railway to steamboat was as much a violation of this provision as the stoppage of railway traffic. With this penalty staring them in the face, and with the assurances of the Governor that he should hold them personally responsible for all disorder and bloodshed growing out of the strike, the strike committee hurriedly declared the strike off, the employers agreeing to take back only such employees whose places had not been already filled by new men.

SOLID BUSINESS MEN.

O. A. Ball of the Ball-Barnhart-Putman Co.

Orson A. Ball was born at South New Berlin, Chenango county, New York, May 14, 1837. Until fourteen years of age he attended school in the village and assisted his father, who was an expert mechanic. From fourteen to sixteen he worked on a farm, and in 1853 was apprenticed to a man named Nellis, who at that time conducted a dry goods store at Cooperstown. The indenture provided for three years' service, entitling the apprentice to \$50 a year and board the first year, \$75 the second and \$100 the third. In 1855 Mr. Nellis removed his stock to Rochester and Mr. Ball went with him, finishing his apprenticeship, and remaining in Mr. Nellis' employ until 1864, when he removed to Grand Rapids and formed a copartnership with E. M. Kendall, under the style of Kendall & Ball, embarking in the clothing business in what was then known as the Fremont block, located where Stanley & Schroeder's store is now. Mr. Ball subsequently purchased the interest of his partner and

does not have the knowledge and receive the criticism of Mr. Ball at some stage in the proceeding. Faithful himself in every particular, he naturally demands the same conscientious effort on the part of his associates and employes, and he has gradually gathered about him a coterie of workers who are able to accomplish what few other forces of equal numbers are able to achieve.

Socially Mr. Ball is a gentleman of extreme congeniality, especially when off duty, and those who are so fortunate as to enjoy his friendship find in his companionship a never-failing source of inspiration and delight.

EVOLUTION IN TRADE METHODS.

Nearly every branch of business has undergone a process of gradual change during the past ten or fifteen years, the keen competition and the perplexities of the transportation problems having in a great measure revolutionized trade methods to a greater degree during very recent years than had been the case during a half century preceding. Not the least of these trade evolutions has been the methods of packing merchandise.



afterwards disposed of the business, embarking in the furnishing goods business in 1871 in the Luce block, opposite the Widdicomb building. This business he continued seven years, selling out in 1878 to Allen Bros. to take the position of city salesman for Cody, Olney & Co. Two years later he purchased the interest of Mr. Olney, when the firm name became Cody, Ball & Co., Mr. Ball taking the general management of the business, in which capacity he has continued through the various changes of ownership and name which the house has witnessed—Cody, Ball, Barnhart & Co., Ball, Barnhart & Putman and Ball-Barnhart-Putman Co.

If there is one virtue more than another which commends Mr. Ball to the business world, it is his remarkable fidelity to his business, which has ever been the distinguishing feature of his career. Few men connected with the jobbing trade give their business that careful scrutiny and painstaking attention which Mr. Ball accords every detail under the scope of his observation. It is pretty safe to state that very little goes on in the house of which he is the head which

The most noticeable, as well as notable, of these changes have been the altered methods of transporting freight at sea. Although the shipping of grain in bulk dates back considerably beyond the period we have mentioned above, it is only during the past fifteen years that the movement has reached its full development. All classes of grain now pass from the hands of producers to those of consumers in foreign countries without the aid of packages of any sort, and without hand labor to a considerable extent, the grain being transferred from cars and barges, in which it has been hauled from the interior in bulk, by means of elevators, either direct into the holds of vessels or into the bins of storehouses to await shipment. Oil is now carried in bulk in tank steamers, and molasses is also transported in the same way, with a resultant saving of a considerable amount that would otherwise be spent for packages and the additional freight room required.

A more recent development has been the transportation of minor crops, such as potatoes, onions, cabbages and the like in bulk, such articles now arriving

at the leading markets by carloads in bulk instead of in barrels and crates as was formerly the case. This has greatly economized space in transportation and has, of course, reduced transportation charges.

By far the most interesting evolution, however, has been the gradual abandonment of the barrel as a package. Flour, which was formerly always packed in barrels, is now put up altogether in sacks when intended for export, and the barrel is also to a great extent being replaced by the sack for the domestic trade. The sack has also been adopted for sugar all over the world except in the United States. Cuban sugar now reaches us in bags, as does also European beet sugar.

It is now proposed by the Sugar Trust to in future put up all granulated sugar in cotton bags, so that it is likely that the sugar trade of the United States will at no distant date imitate the rest of the world and abandon the barrel for the sack or bag.

With such death blows as organized labor has received this year at Homestead, Milwaukee, Buffalo and New Orleans—to say nothing of the dozens of other lesser strikes which have resulted disastrously for the dupes of venal labor leaders—it would seem as though the cohorts of industry would refuse to longer bow to the tyranny of the walking delegate and strike committee; but the experience of the past appears to count for nothing in the estimation of the average trade unionist, and nothing short of a prolonged game of starve out opens his eyes to the fact that the man is a fool who voluntarily leaves his employment because some other man in another part of the city quits work from some trivial cause. Sooner or later—and the sooner the better—this country is destined to witness a bitter conflict—not between the employer and the employed, but between the man who wants to work and the man who says he shall not work unless he pays tribute to the trades union. When that time comes—and come it must—the man who stands up for the liberty of the individual will have the moral and financial support of every honest heart and the co-operation of the intelligence and morality of the world. With such encouragement and support, the man who fights for the independence of the individual will achieve a lasting victory, while the silly dupe who attempts to combat the logic of events at the behest of the unionist leader will grovel in hunger and wretchedness until convinced that the tyranny sought to be established by the trades union is the most infamous thing which has been undertaken since the abolition of human slavery.

One of the most noticeable features of the recent election was the vaunted show of strength made by the forces of organized labor before election day and the inability of the reader to discover any evidence of voting strength from the returns. The labor unions made a fierce onslaught on a certain candidate on the State ticket, but he apparently received all the more votes on that account. In this city the unionists put in nomination for the Legislature a fellow who goes by the euphonious cognomen of Bill Tea and is about as competent to serve a great city in the Legislature as—but no comparison can do the subject justice. The nomination was indorsed by one of the two great parties, whose condidate for the office has

ot failed of election for many years; but, in spite of the boasted strength of the trades unionists, the fellow received the fewest votes of any man on the ticket. These results plainly show that the real workmen refuse to be led around by the nose, when it comes to the voting booth, by professional labor agitators who assume to speak for the great mass of workmen and reap a handsome harvest by selling and re-selling the "labor vote" to professional politicians.

There is one way in which it is honorable and creditable to settle with your creditors at less than one hundred cents on the dollar. Pay your debts before they are due, and save the cash discount.

THE AIRS OF BRIEF AUTHORITY.

There is a curious and at times infinitely amusing phase to the experiences one is sure to have in attempting to transact business with prominent individuals either in public or private life.

It is often the case that the less important the office and its incumbent, the more red tape, delay, obstruction and circumlocution seem to be necessary. There is once in a while a doorkeeper who eyes you suspiciously, as though to look through any possible disguise, takes your card as reluctantly and carefully as though it were dynamite, and stalks through the door.

After a long wait, he reappears and informs you that the official's private secretary will see you. If you so much as demur, you are greeted with a stony stare, and any protest brings out the fact that the official is engaged.

Another long wait, and the private secretary comes out with your card between his fingers and an air of superciliousness just a few shades more exasperating than the doorkeeper's assumption of dignity. He endorses the statement made by the first obstructionist, that his chief is exceedingly busy and—will you state your business to him? If you refuse to do this, ten chances to one, if you are a stranger or unknown to the secretary, you are told that it will be impossible for the official to see you, that he is busy and cannot in all probability receive any callers that day, and that you had better come to-morrow.

If you are young and inexperienced you probably go away. If you are a veteran, you ask if the official has seen the card. Maybe you get a direct answer and maybe you don't; but if you quietly settle yourself in a comfortable chair, look the fellow squarely in the face and remark that you will wait, as maybe he will be through earlier than he thinks, there will occur a perceptible flutter and either one of two things: an attempt to overawe you and get rid of you, or some whispered conversation with the doorkeeper and a hint that possibly if your business is of importance you may get in for just a word.

The actual facts are that the official has not seen the card, nor does he see the cards of half of the persons who apply at his door unless the caller is willing to entrust his affairs either to the doorkeeper or the private secretary.

A case in point which aptly illustrates this state of things was the experience of a gentleman eminent in his own State but a stranger at the official department of another State, whither business drew him.

Having no card, he penciled his initials and surname upon a slip of paper given

him to fill out, then gave it to the waiting messenger who tended door. It was returned to him, with the request that he fill out the blanks requesting residence and business with the official. The visitor wasn't exactly in the humor for this and declined, saying that he would make known his business to the official when he was admitted to his presence. The doorkeeper, with lofty insolence, told him that it would be necessary to state his errand before the chief would receive him. A peremptory refusal was met by more insolence; then, after a dive between the doors, the fellow returned with the private secretary in tow. The latter had no better success in finding out the man's business.

Ten minutes later, the door opened and out came the doorkeeper in evident consternation. He spoke hurriedly to two or three waiting persons and very abruptly told the gentleman who would not go that his orders were to clear the ante-room. The absurdity of the request roused his suspicions, and, making the arrangement of some papers the ostensible pretext for delay, he waited a few moments, when the chief himself came leisurely out, cigar in hand and in animated and familiar chat with a friend.

One astonished glance, and the official exclaimed:

"You here? How long have you been waiting?"

"Something over an hour," was the reply. "I declined to state my private business to these guardian angels of yours, and although I made repeated requests that my card be taken to you, they not only declined to deliver it but have richly earned dismissal by their insolence."

It might not be worth while to give so much space to the contemplation of such annoying and obstructive individuals, were it not that men in public life or in positions of prominence have no idea of the indignities and delays and petty in suits to which callers are sometimes subjected.

N. S. STOWELL.

Purely Personal.

C. H. Myers, who operates a shingle mill and conducts a supply store, near Lillie, was in town Monday.

C. K. Hoyt, the Hudsonville general dealer, who was elected Representative in the Legislature, was in town Saturday.

Will A. Hall, for the past two years assistant billing clerk for the Hazeltine & Perkins Drug Co., has taken a position in the G. R. & I. Auditor's office.

Henry Pelgrim, proprietor of the Union cheese factory, at Holland, has been elected Treasurer of Ottawa county and will, therefore, abandon the cheese business during the two years he will reside at Grand Haven.

E. H. Poole (Standard Oil Co.) took his annual autumnal vacation last week and spent the time among the pine barrens of Lake county. He succeeded in capturing two deer, and announces his willingness to make affidavit that he brought them both down with leaden bullets.

E. Brooks Martin, formerly engaged in the roller mill business at Reed City, but now engaged in the same business at Bozeman, Mont., has been elected President of the new Commercial Exchange Bank at that place. The institution opened its doors for business Nov. 1, with a paid-up capital of \$40,000.

Use Tradesman or Superior Coupons.

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Soap?



IF NOT, WHY NOT?

It is the Best Laundry Soap on Earth.



I. M. Clark Grocery Co.,
SOLE AGENTS.



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HENRY S. ROBINSON. CHAS. E. SMITH. RICHARD G. ELLIOTT.

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Manufacturers and Wholesale Dealers in

BOOTS, SHOES and RUBBERS,

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State Agents for the Candee Rubber Co.

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

One Year—James Vernor, Detroit.
Two Years—Ottmar Eberbach, Ann Arbor
Three Years—George Gundrum, Ionia.
Four Years—C. A. Bugbee, Cheboygan.
Expiring Jan 1—Jacob Jenson, Muskegon.
President—Ottmar Eberbach, Ann Arbor.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. Gundrum, Ionia.
Next meeting—Saginaw, Jan. 11.

Michigan State Pharmaceutical Ass'n.

President—Stanley E. Parkhill, Owosso.
Vice-Presidents—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 Jenson, 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. Klipp; Secretary, W. C. Smith.

Muskegon Drug Clerks' Association.

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

Does Advertising Pay a Druggist?

Not long since I heard this question asked, "Does advertising pay a retail druggist?" To ask a business man such a question is about as sensible as asking a farmer whether he finds it profitable to work his crop after planting the seeds. Yet, in the face of the most convincing arguments, we find some "penny-wise" merchants who loudly proclaim that money spent in printer's ink is just so much money thrown away. Now, my non-advertising friend, if you will qualify your statement by saying that advertising in fits and starts doesn't pay, I'll agree with you; you might bankrupt yourself by following that method and yet note no improvement in your daily sales. But, let me tell you something right here in the beginning, advertising properly conducted *does* pay. Handbills and dodgers are very good for some purposes, such as announcing the advent of a circus or minstrel, but for a merchant doing business in a city or town, it is the steady newspaper advertisement, continued year in and year out, which produces the most telling results.

For instance, suppose you engage in business. How are you going to let the people know that it would be to their interest to buy of you? Would you go around from house to house and say to them, "I have a nice little apothecary shop around on the corner of Goose and Ploose streets, and I shall starve to death if you don't come and trade with me," or would you address a circular letter to every one within a radius of twenty miles around your store? Oh no, you wouldn't do anything like that; you would just sit down and wait for them to hunt you up, and by and by the energetic little spiders would weave webs across your doorway, and then the sheriff would come around and close you out and place his seal on your door, while you would be left outside to tell your sympathizing friends how useless it is to strive when the fates are clearly against you.

The whole trouble with you is, you have caught the bull by the wrong end. Don't be a "hanger-on;" let go your hold and run and grab him by the horns. When you are standing around croaking about advertising not being profitable, you are simply acknowledging yourself to be a back number. You admit that you haven't the "git up and git" of your competitor, whose inventive faculties enable him to produce a fresh, new advertisement every day.

You know your own stock better than does anyone else; if it is worth advertising, advertise it. If you have a special

article or preparation that you wish to introduce, don't forget that the newspaper is the natural medium for advertising and that it comes nearest reaching the center of the home circle. Make your advertisement breezy and attractive, have it in a conspicuous part of the paper, where a man with eyes can't help seeing it. He may read your "corn cure" card a hundred times without paying any attention to it. But when, after a hunting trip or a night's dance his "feelings are hurt," he'll remember not only that a corn on the little toe is not half as nice as a bushel on the lofty oak, but he'll also remember the drug store around the corner, where a soothing balm has been promised him in exchange for a quarter.

STERLING PALMER.

Incidents of Over Competition.

The fierceness of competition depends entirely on the state of trade. When business is brisk, when the demand for goods is large, when everybody is busy, everybody minds his own affairs and mischief and vice are dormant. When stocks accumulate, when sales drop off, when goods decline, then the innate qualifications and propensities come to the surface and competition in its most hideous aspect makes its appearance. The merchant sickens of his stock and climbs all over himself to get rid of his goods; he hammers away at his salesmen and creates the same panicky condition in their minds that exists in his own. He awakens in them all the latest meanness that man's nature is endowed with, and he condones acts and language that he knows to be wrong and uncalled for. Anything to slip out from under a lot of declining goods is a motto that brings competition to a low level, indeed.

Another form of competition is that which prompts a merchant to rush into the market with goods that have advanced and sell them as fast as possible at the former price. Ignoring advances and standing declines is a principle that has as yet no established evidence to point to, and as far as our memory goes, the commercial lives of those houses who follow that practice have not been very long, nor has their financial growth been a howling success. The smart Aleck lives among jobbers, too, but he does not thrive, as many an old house could testify, if the truth were told. The worst of all competition, however, is dirty competition, personal competition when an appeal is made to personal, race, political or religious prejudice. We have no words in which to express our contempt for the salesman or merchant who cannot do business or sell goods without resorting to dirt. Sensible merchants share this contempt for the offending parties and treat them accordingly. Whenever a house or salesman cannot sell goods without resorting to this method they put themselves beyond the pale of gentlemanly treatment, and a treatment must be extended to them which so dull an intellect, so limited an understanding and so slow a character can best appreciate and grasp.

A Mean Druggist.

A Jacksonville, Del., druggist hit upon a most effective, if not commendable, plan of curing certain lady customers of the proclivity, also noticed in other quarters, of coming in to purchase a postage stamp and then to saturate their lace handkerchiefs with expensive perfumes from the display bottles on the show case. He one fine morning substituted for the triple extract of Jocky Club some quadruple extract of Ferula Narthex. That settled it.

The Drug Market.

Gum opium is very firm and advancing.

Morphia is unchanged.

Quinine is steady.

German chamomile flower are lower.

Use Tradesman Coupon Books.

Behind the Counter.

This is the place where tact, talent and ability can be displayed to advantage, and where politeness, courtesy and attention win their way. It is behind the counter that that rare virtue, patience, which is so often sorely tried, must never be found wanting. This position is one of the best fields for the study of human nature, knowledge of which is essential to every clerk, where diplomacy has to be exercised, as almost every customer differs in taste and disposition. No one can always form a correct opinion by appearances, for it is difficult to tell who has wealth and money. The only safe rule to follow is to treat all alike—kindly, considerately and justly. A pleasant word, fitly spoken, brings buyers to your counter. Never consider it a trouble to show goods. Your knowledge of human nature and its peculiarities, acquired by being in constant touch with all classes of buyers, if rightly applied, will stand you well in hand. Study to please, and you will not only satisfy and increase trade, but increase the value of your services to your employer.

It is an art to bring a large trade to the counter of your stores, and if the goods are suited to the wants of the trade, the prices are right, and the salesmen understand their duties, goods are quickly turned into a fair profit.

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,
WALDING, KINNAN & MARVIN,
Wholesale Druggists, Toledo, O.

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.

"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.

BEACH & BOOTH, Props.

Michael Kolb & Son,

WHOLESALE CLOTHIERS,

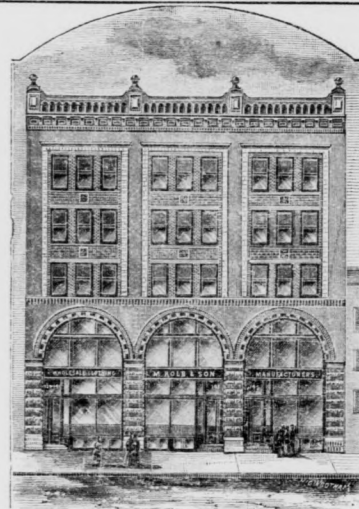
Rochester, New York.

Established 36 Years.

Have still on hand a nice line of Ulsters, Overcoats and Winter Suitings. All mail orders receive prompt attention.

Our Michigan representative William Connor will call upon you, if you write to his address, Box 346, Marshall, Mich.

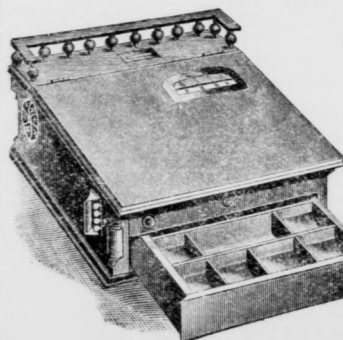
The mail orders for Prince Alberts is unprecedented and pronounced finest fitting in the world.

**FLORIDA ORANGES.**

We have made arrangements to receive regular shipments direct from the groves and shall be in a position to make close prices. We have the exclusive agency of the favorite "Sampson" brand and will handle the "Bell" brand largely, which will be packed in extra large boxes and every orange will be wrapped in printed tissue.

PUTNAM CANDY CO.**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 Michigan, AUGUSTA, WIS.

Wholesale Price Current.

Table of Wholesale Price Current for various medicinal products. Columns include product names, quantities, and prices. Sections include ACIDUM, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRUM, FLORA, FOLIA, GUMMI, HERBA, MAGNESIA, and OLEUM.

Table of Wholesale Price Current for various medicinal products. Columns include product names, quantities, and prices. Sections include TINCTURES, MISCELLANEOUS, and OILS.

HAZELTINE & PERKINS DRUG CO.

DRUGS

CHEMICALS AND PATENT MEDICINES

Paints, Oils and Varnishes.

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

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 prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market. It is impossible to give quotations suitable for all conditions of purchase, and those below are given as representing average prices for average conditions of purchase. Cash buyers or those of strong credit usually buy closer than those who have poor credit. Subscribers are earnestly requested to point out any errors or omissions, as it is our aim to make this feature of the greatest possible use to dealers.

Main table of grocery prices including categories like AXLE GREASE, BAKING POWDER, SARDINES, CHOCOLATE, CHEESE, COFFEE, CRACKERS, FISH-SALT, PICKLES, POTASH, and SPICES. Includes sub-sections like 'Supertor.', 'Universal.', 'ONE CENT COUPON', and 'Tradesman.'



Table listing various goods such as Nutmegs, Pepper, Sage, and Mustard with their respective prices.

Table listing SAL SODA and SEEDS, including items like Kegs, Granulated boxes, and various seed types.

Table listing STARCH and other food items, including 20-lb boxes, 40-lb boxes, and 1-lb packages.

Table listing SNUFF, SODA, and SALT, including Scotch in bladders, Maccaboy, and various salt packages.

Table listing SOAP and other household items, including Packed 60 lbs. in box, Church's, and Dwight's.

Table listing SUGAR and other confectionery items, including Cut Loaf, Cubes, and Powdered XXXX.

Table listing SYRUPS and other liquid products, including Barrels, Half bbls, and Pure Cane.

Table listing OILS and other products, including Eocene, Water White, and Stove Gasoline.

Table listing various oils and products, including Eocene, Water White, and Stove Gasoline.

Table listing SWEET GOODS and VINEGAR, including Ginger Snaps, Sugar Creams, and various vinegar types.

Table listing WET MUSTARD and YEAST, including Bulk, per gal, and Beer mug, 2 doz in case.

Table listing TEAS and SUN CURED, including Fair JAPAN-Regular, Good, and Choice.

Table listing BASKET FIRED, GUNPOWDER, and IMPERIAL, including Common to fair and Superior to fine.

Table listing TOBACCOES and other products, including Fine Cut, Palls unless otherwise noted, and various brands.

Table listing various tobacco and cigar brands, including Kyo, Hiawatha, and Valley City.

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Table listing HIDES PELTS and FURS, including Perkins & Hess pay as follows, Green, and Full Cured.

Table listing HIDES PELTS and FURS, including Green, Full Cured, and Dry.

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Table listing PRODUCE MARKET, including Apples-Baldwins, Beans-Choice country picked, and Cabbages.

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Table listing CARAMELS, BANANAS, and ORANGES, including No. 1, wrapped, 2 lb. boxes.

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Crockery & Glassware

Table listing Crockery & Glassware items, including Pints, Quarts, and Half Gallons.

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PAPER & WOODENWARE

Table listing Paper & Woodenware items, including Straw, Rockfalls, and Rag sugar.

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Grand Rapids Retail Grocers' Ass'n.

President, A. J. Elliott.
Secretary, E. A. Stowe.
Official Organ—MICHIGAN TRADESMAN.
Next Meeting—November 21.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association held Monday evening, Nov. 7, the minutes of the last meeting were read and approved and 66 applications for membership were received and presented as follows:

D. Arnott, 40 West Bridge.
Jos. Lambrix, 222 West Bridge.
Jos. Radmacher, 40 West Bridge.
Jenkins & Bradford, 26 West Bridge.
J. Geo. Lehman, 46 West Bridge.
L. O. Dahl, 159 Butterworth.
J. Kinevelt & Son, 70 Dayton.
Roesink Bros., 255 Indiana.
Schmidt Bros., 220 West Fulton.
Peter A. Gabriel, 173 West Fulton.
Van Every Provision Co., 15 West Fulton.
Leonard Kipp, 129 West Broadway.
W. S. Kenyon, 210 West Bridge.
Skula Bros., 21 Davis.
Jay Marlitt, 161 Stocking.
A. Vidro, 186 Stocking.
John Tournell & Co., 187 Stocking.
B. Van Anroy, 343 West Bridge.
Peoples' Store, 333 Canal.
John Cordes, 123 Canal.
Whalen Bros., 2 Eastworth.
D. B. Monroe & Co., 704 Wealthy.
DuBois Bros., 693 Broadway.
E. Wykkel, 683 Wealthy.
S. A. Watt, 696 Wealthy.
Penock & Gould, 719 Wealthy.
E. H. Manley, 367 East.
Hiram G. Luce, 483 East.
Harrison H. Reed, 469 East.
Clark & Cole, 245 Plainfield.
Timmer & Van Herwynen, 183 Plainfield.
M. A. Tuinstra, 32 West Leonard.
John Mulder, 69 West Leonard.
F. R. Dodge, 901 Canal.
Braun & Hesse, 125 Jefferson.
Jno. Ley, 60 West Leonard.
Esier Tea Co., 7 South Division.
F. E. Hartwell & Co., 140 Ellsworth.
Atlantic & Pacific Tea Co., 108 Monroe.
Jas. A. Stratton, 77 Gold.
Kline & Lackey, 183 Broadway.
A. Vogel, Corner Second and Lane.
H. W. Reed, 93 Fremont.
J. Leff, 346 Fourth.
Green Grocery Co., Pearl.
A. S. Damsky, 190 Fourth.
B. Brogger, 8 Turner.
A. O. Heise, 58 Second.
Buys & Van Duinen, 721 East Fulton.
Wm. C. Hazlett, 693 North Coit.
W. F. Huyge, 29 Spring.
C. H. Saunders, 89 Plainfield.
J. Wierenga, 82 Grandville.
P. Ringelberg, 64 Grandville.
Crowley & Morris, 140 Grandville.
J. W. Brubaker, 108 Monroe.
D. Mariatt, 95 Broadway.
Anton Brogger, 11 North Front.
Ed. C. Judd, 73 Fourth.
Wm. Vander Maas, 597 North Coit.
A. Stryker, 166 Ellsworth.
A. Brink, 34 Grandville.
John Sneevliet, 715 East Fulton.
Edwin White, 198 Scribner.

The applications were all accepted and the applicants unanimously elected to membership in the Association.

Chairman Odell, of the Flour Committee, reported progress and was given further time for investigation and report.

Chairman Walbridge, of the Committee on Roll of Honor, presented the names of about a dozen firms which had signed the agreement and was given further time to secure the signatures of the other jobbers and manufacturers. The Committee asked for instructions in regard to the exceptions to the agreement desired by the city millers and one commission house, the former desiring to except "farmers, employes and relatives," while one commission merchant desired to except "employes, relatives and personal friends." The subject was covered by the following resolutions, introduced by Thos. H. Hart, and unanimously adopted by the Association:

Resolved. That the millers be authorized to exchange wheat for flour and feed with farmers, but that they be not accorded the privilege of retailing game to farmers for cash.

Resolved. That those who sign our Roll of Honor be accorded the privilege of selling goods to their regular employes at any prices they see fit.

President Elliott announced the following standing committees:

Executive—E. J. Herrick, E. J. Carrel, John Ley, J. Geo. Lehman, Leonard Kipp.

Trade Interests—G. H. De Graaf, J. F. Ferris, David P. Van Every.

Election of Vice-Presidents resulted as follows:

First—Ed. C. Winchester.

Second—G. S. Clark.

Third—Ed. C. Judd.

Fourth—Phil. Graham.

Fifth—N. H. Walbridge.

An interesting letter was presented and read from the Secretary of the Minneapolis Retail Grocers' Association, setting forth certain facts

in relation to special features of association work there. The communication was well received and the writer was heartily thanked for his courtesy.

Several questions from the question box were introduced and discussed.

There being no further business, the meeting adjourned for two weeks.

HIS LOVE LETTER.

It Was From His Best Girl and He Let Them Read It.

From the Texas Commercial Traveler.

He hurried up to the office when he entered the hotel and without waiting to register inquired eagerly, "Any letter for me?" The clerk started over a package with the attention that comes of practice, then threw one—a very small one—on the counter.

The traveling man took it with a curious smile that twisted his pleasant looking face into a mask of joyful expectancy.

He smiled more as he read it. Then, oblivious of other travelers who jostled him, he laid it tenderly against his lips and actually kissed it.

A loud guffaw startled him. "Now look here, old fellow," said a voice, "that won't do, you know. Too spongy for anything. Confess now, your wife did not write that letter."

"No, she didn't," said the traveling man with an amazed look, as if he would like to change the subject. "That letter is from my best girl."

This admission was so unexpected that the trio of friends who had caught him said no more until after they had eaten a good dinner and were seated in a chum's room. Then they began to badger him. "It's no use; you've got to read it to us, Dick," said one of them. "We want to know all about your best girl."

"So you shall," said Dick with great coolness. "I will give you the letter and you can read it yourselves; there it is," and he laid it on the table.

"I guess not," said the one who had been the loudest in demanding it. "We like to chaff a little, but I hope that we are gentlemen. The lady would hardly care to have her letter read by this crowd."

"But I insist on it, there's nothing to be ashamed of, except the spelling. That's a little shaky, I'll admit, but she won't care in the least. Read it, Hardy, and judge for yourself."

Thus urged, Hardy took up the letter, shamefacedly enough, and read it. There were only a few words. First he laughed, then swallowed suspiciously and as he finished it threw it on the table again and rubbed his hand across his eyes. "Pshaw!" he said, "if I had a love letter like that—"

"Fair play," cried one of the others, with an uneasy laugh.

"I'll read it to you, boys," said their friend, seeing they made no move to take it. And this is what he read:

My own dear Pa Pa, I sa mi PRAIRS every nite and when I kis yure Pictshure I Ask god to bless you good Bi Pa yure best gurl. DOLLY.

For a moment or two you would have said the whole company had hay fever.

A Profit on Sugar.

From the American Grocer.

Why not have it? It is your due. The service required in the distribution is entitled to fair pay. We are glad to record that the retail trade is waking up to the importance of this matter, no doubt stimulated to action by the course pursued by the jobbers. Get a good profit, fully 1 per cent. per pound.

It is a poor business that requires as a stimulus the selling of sugar at or below cost. Do not make a leader of what everybody must have. Make attractive and cheap new goods such as you desire to introduce.

Sugar will sell itself without advertising or special effort. The sales of the article constitute such a large proportion of the total sales, that to continue distributing it without profit is robbing oneself. You must have a good average profit, and it cannot be secured unless there is a profit on sugar. Get a good one.

Use Tradesman or Superior Coupons.

TRUNKS MARTIN MAIER & CO,
MANUFACTURERS
113-115-117 Twelfth St., DETROIT, MICH.
BEST MADE, BEST SELLING GOODS.
PIONEER HOUSE.
LOWEST PRICES.
LARGEST ASSORTMENT.

BAGS

P. STEKETEE & SONS,

HAVE A WELL ASSORTED LINE OF

Windsor and Scotch Caps

FROM \$2.25 PER DOZ. UP, ALSO A FULL LINE OF LADIES' AND GENTLEMEN'S

Gloves, Mitts, and Mufflers

HANDKERCHIEFS, WINDSOR TIES, GENT'S SCARFS, AND A FRESH STOCK OF

Dolls, and Christmas Novelties for Holiday Trade.

THE FALCON.



FALCON No. 1—Gentlemen's Road Wheel,
FALCONESS—Ladies' Road Wheel,
FALCON JR.—Boys' and Girls' Road Wheel,

\$115 00
100.00
50.00

All fitted with Pneumatic Tires. Finest Steel material. Best workmanship.

WRITE FOR CATALOGUE

THE YOST MANUFACTURING CO.,

YOST'S STATION, TOLEDO, OHIO.

CONFECTIONERY.

THERE'S MONEY IN IT PROVIDING YOU BUY THE BEST AND AT THE LOWEST FIGURE. OUR TRADE IS BOOMING, WHICH IS PROOF THAT THE TRADE THROUGHOUT MICHIGAN AND ADJOINING STATES KNOW FROM WHOM TO BUY. WE MANUFACTURE A COMPLETE LINE OF FIRST-CLASS GOODS AND EXECUTE ORDERS PROMPTLY.

THE PUTNAM CANDY CO.

Coupon Books Buy of the Largest Manufacturers in the Country and Save Money.
The Tradesman Company, Grand Rapids

Eloquent Tribute to the Traveler.*

"Peace hath its victories no less renowned than war." Mankind through all the ages have been trying to make the implement of human warfare as destructive as possible...

During these years the same human intellect has been burdened with its desire to increase the implements of peaceful industry in order that peace might be prolonged, and to-day the result of these numerous inventions has so reduced the cost of products needed by civilized man...

In a sense which is real, all men are traders and all men in some form merchants. That this marvelous transmutation of human labor into those products which are needed for human comfort may be safely, cheaply and successfully accomplished is the main purpose of organized government...

It is hardly possible to overestimate the change in our modes of domestic trade by the introduction and conduct of the commercial traveler; but he was a fruit as well as a force. All progress is an evolution; all growth a development...

of country, our partially developed and developing means of transportation required a new mode of bringing the buyer and seller together. Out of this grew your vocation. It is one which requires a rare combination of qualities. The physical energy demanded is striking; no weather, no unpleasant forms of travel, no country tavern, no inaccessible mountain sections, no overflowed rivers can be permitted to stand in the way of the drummer. Like death all hours must be his.

May I be permitted, also, to suggest that there is another side to his vocation, which, if less important, is at least attractive and important: He is the visitor in every neighborhood from the remoter and more crowded communities; he carries into these comparatively humble and inaccessible neighborhoods the news of the outside world; he is the ubiquitous gossip of the republic, who bears like the wind the down of the thistle, the light gossip of the whole country, tying together by the pleasantry of his constant narrations every section in that sympathetic bond...

You are an army of volunteers, each enlists of his own option, but you soon become disciplined soldiers, and your discipline gained on the road in the multifarious varieties of duties which you are compelled to execute, fits you for any form of employment in your lines of business; so that out of your ranks are

FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President. GEO. W. GAT, Vice-President. WM. H. ANDERSON, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

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 DEPART and ARRIVE times for various routes including Detroit Express, Mixed, Day Express, Atlantic & Pacific Express, and New York Express.



TIME TABLE

NOW IN EFFECT.

Table with columns for Trains Leave, No. 14, No. 16, No. 18, No. 82, and No. 13, listing departure times for various routes.

*Daily. †Daily except Sunday. Trains arrive from the east, 6:40 a. m., 12:50 a. m., 5:00 p. m., and 10:00 p. m. Trains arrive from the west, 10:10 a. m., 3:15 p. m., and 9:45 p. m.

Grand Rapids & Indiana.

Schedule in effect September 25, 1892.

Table showing TRAINS GOING NORTH and SOUTH with departure times for routes to Cadillac and Saginaw, and Petoskey and Mackinaw.

Table showing TRAINS GOING SOUTH with departure times for routes to Cincinnati, Fort Wayne, and Chicago.

SLEEPING & PARLOR CAR SERVICE.

NORTH 1:10 p. m. train has parlor car Grand Rapids to Petoskey and Mackinaw. SOUTH--7:00 am train. Parlor chair car Grand Rapids to Cincinnati.

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

Table showing departure times for Lv Grand Rapids, Arr Chicago, and Lv Chicago for various routes.

Muskegon, Grand Rapids & Indiana.

Table showing departure times for From Muskegon-Leave and From Muskegon-Arrive.

Dundey train leaves for Muskegon at 9:05 a. m., arriving at 10:30 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. Almquist, ticket agent at Union Station, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich.

CHICAGO

SEPT. 11, 1892.

AND WEST MICHIGAN RY.

GOING TO CHICAGO.

Table showing departure times for Lv. GR'D RAPIDS and Ar. CHICAGO.

RETURNING FROM CHICAGO.

Table showing departure times for Lv. CHICAGO and Ar. GR'D RAPIDS.

TO AND FROM BENTON HARBOR, ST JOSEPH AND INDIANAPOLIS.

Table showing departure times for Lv G. R. and Ar. G. R. to Indianapolis.

TO AND FROM MUSKEGON.

Table showing departure times for Lv. G. R. and Ar. G. R. to Muskegon.

TRAVERSE CITY, MANISTEE & PETOSKEY.

Table showing departure times for Lv. G. R. and Ar. G. R. to Traverse City.

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.

DETROIT,

SEPT 11, 1892

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Table showing departure times for Lv. G. R. and Ar. DET. to Detroit.

RETURNING FROM DETROIT.

Table showing departure times for Lv. DET. and Ar. G. R. from Detroit.

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Table showing departure times for Lv. G. R. and Ar. G. R. to Saginaw.

TO LOWELL VIA LOWELL & HASTINGS R. R.

Table showing departure times for Lv. Grand Rapids and Ar. from Lowell.

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.

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 10:20 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 10:20 p. m.

*Orator by Hon. W. C. F. Breckenridge, of Kentucky, at the reunion of commercial travelers, held at St. Louis, Mo., Oct. 1.

constantly recruited the merchant, the manufacturer, who build up our great industries.

Your influence is wholly for good. War leaves much that is deplorable behind. The commerce of peace always tends upward. By processes of elimination its better men gradually go to the front; its wiser men become leaders; those who love their kind unconsciously rise to eminence. Individual instances might seem to render this untrue, but they are the exceptions. Day by day as the 200,000 and more of commercial travelers who help to bring about what trade has accomplished in America, busy themselves in this unique and honorable vocation, the world grows better in part by them. Your profession becomes more honorable, your own public opinion as to the conduct of your members becomes higher and more peremptory, as you require of your brethren purer lives, honest methods, a higher standard of commercial morality, and you constantly aid in elevating these better methods; and this is why I have felt that your invitation to come and mingle with you was an honor not to be lightly rejected. Not the 5,000 who are members of your society only were in my mind as I received the invitation of your president, but I saw that great army of over 200,000 braving the storms of winter and submitting to the heats of summer carrying in their hands the produce of human sweat, and tying the distant communities together by the interchange of necessities; breaking down the barriers of climatic and other influences; making all mankind akin by giving to each a something that had been produced by others; and behind them I saw the toiling millions who had produced the products which they were selling; and on the other side the happy homes into which were being carried through your means that which gave to those homes wealth, prosperity and happiness.

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade.
 Plant & Squier, Coopersville.
 H. M. Dodge, Saranac.
 S. J. Martin, Farwell.
 Geo. E. Burley, Canada Corners.
 Jas. Gleason, Volney.
 Carrington & North, Trent.
 N. Bouma, Fisher Station.
 Thos. H. Atkins, West Carlisle.
 John H. Westover, Fruitport.

Sugar Card.

The retail price of granulated sugar in this city is now as follows:

18 lbs	\$1 00
9 "	50
Less quantity, per lb.	06

The Century Magazine in 1893.

It would be hard for a person who cares for good reading to make a better investment than a year's subscription to *The Century Magazine*. No region is too remote, no expense too great, if it will only produce what the *Century's* readers want. This is the policy that has made it, as the *Pull Mall Budget*, of London, says, "By far the best of the magazines, English or American."

The November number begins a new volume and contains the first chapters of a powerful novel of New York society, called "Sweet Bells Out of Tune," written by Mrs. Burton Harrison, the author of "The Anglomaniacs." In this story the fashionable wedding, the occupants of the boxes in the Metropolitan Opera House, the "smart set" in the country house are faithfully reflected, and the illustrations by Charles Dana Gibson, *Life's* well known cartoonist, are as brilliant as the novel.

In this November number begins also a great series of papers on "The Bible and Science," opening with "Does the Bible contain Scientific Errors?" by Prof. Shields, of Princeton, who takes decided ground that the Bible does not contain scientific errors of any moment, and who most interestingly states the case from his point of view. Other articles in this series will include one in the December (Christmas) number, "The Effect of Scientific Study upon Religious Beliefs."

An important series of letters that passed between General Sherman and his brother Senator John Sherman is also printed in November, which number contains also contributions from the most distinguished writers, including an article by James Russell Lowell, which was not quite completed at the time of his death. The suggestion which Bishop Potter makes in the November *Century* as to what could be done with the World's Fair if it were opened on Sunday, is one which seems the most practical solution of the problem yet offered.

The December *Century* is to be a great Christmas number—full of Christmas stories, Christmas poems, and Christmas pictures—and in it will begin the first chapters of a striking novel of life in Colorado, "Benefits Forgot," by Wolcott Balestier, who wrote "The Naulahka" with Rudyard Kipling.

Papers on good roads, the new educational methods, and city government are soon to come.

Four dollars will bring you this splendid magazine for one year, and certainly no cultivated home can afford to be without it. Subscribers can remit directly to the publishers. The *Century Co.*, 33 East 17th St., New York. They should begin with November, and so get first chapters of all the serials, including "Sweet Bells Out of Tune."

BARCUS BROS.,

MANUFACTURERS OF CIRCULAR



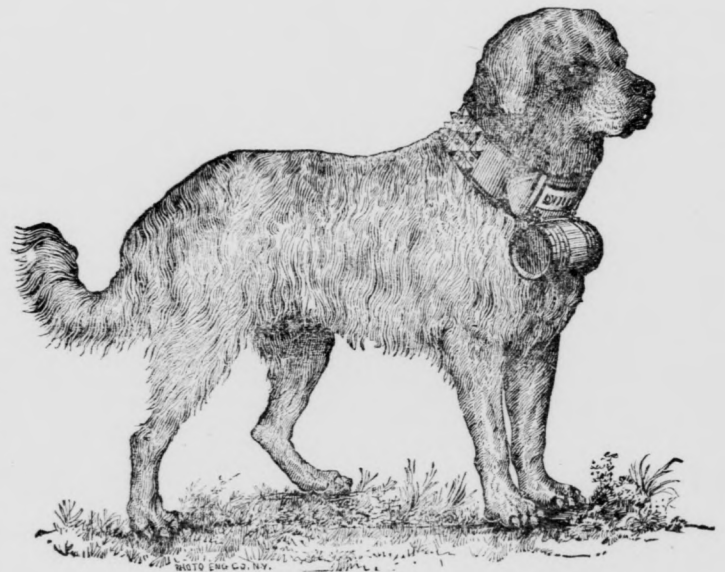
Equalled by few and excelled by none. All our saws are made of the best steel by the most skillful workmen and all saws warranted. Burnt saws made good as new for one-fourth the list price of new saws. All kinds of

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.

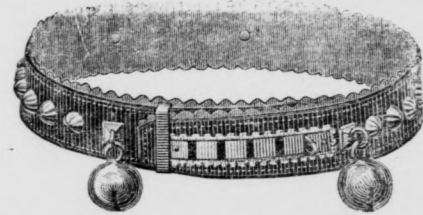
MUSKEGON,

MICHIGAN.



**THE DOG,
Man's Faithful Friend,**

Should have some attention paid him in the way of fitting dress, and the collar is the principle thing, as a neat one will make a two-dollar mongrel hold his head as high as a five-hundred dollar thoroughbred. There is hardly a style of collar known to the dog world but that we have. Small ones for diminutive specimens, medium size for ordinary canines, large ones for the giant dogs. We have them in



nickel, steel and all kinds of leather. Also dog whips, dog leaders, dog muzzles, dog harnesses, dog food, dog medicine, dog calls. Everything that will serve to make your dog feel well, act well, look well and be well, you will find in our Sporting Goods Department.

Molasses.

*Sweeter by far than the
sweetest of sweets
Are our Syrups.*

E. J. GILLIES & CO.,

Refiners of Pure Sugar Goods.

J. P. VISNER, Agt.,

167 N. Ionia St., 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.

**FOSTER-STEVENS
& CO.**
MONROE
ST.

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.

RINDGE, KALMBACH & CO.,

12, 14, 16 Pearl St.,

Manufacturers of the Best
Wearing Shoes in the mar-
ket
Our specialties are Men's,
Boys' and Youths'

HARD PAN,

MECHANIC BALS,

HUSTLERS,

and our Celebrated

VEAL CALF

Line. Try them.

Agents for the Boston Rub-
ber Shoe Co.



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.

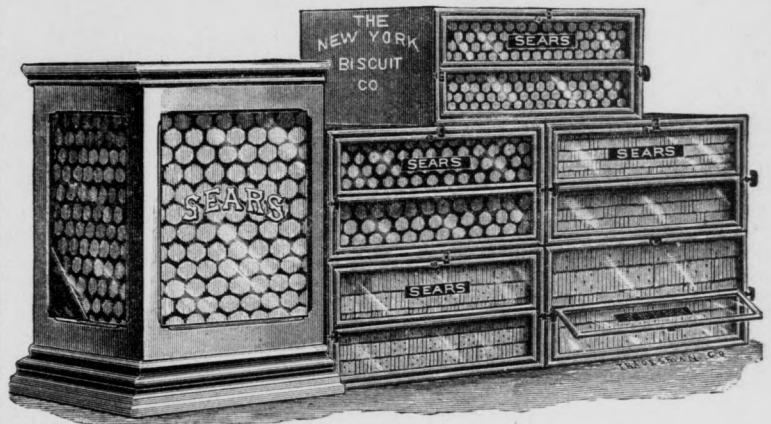
Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

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

Cracker Chests.

Glass Covers for Biscuits.



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

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
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.

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.

Agents for

Western Michigan.

WRITE FOR PRICES



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.,

89 Pearl St., Houseman Bldg.

Grand Rapids, Mich.


Assorted Packages of Holiday Goods.

Send for our Holiday Catalogue No 109, for illustrations and prices of

Dressing Cases, Iron  Wood Toys, Albums, Work Boxes, Children's Furniture.


Notice carefully the assorted packages of the most staple lines of Holiday Goods, not possible to be properly shown by catalogue. These assortments are similar to those we have sold for so many years in the past, and contain only the best selections from every line of Christmas Goods, everything being new goods especially purchased for this season's business.

If possible, call and see our display—our unequalled display of Dinner Sets, Lamps, Banquet Lamps, Library Lamps, Parlor Lamps, China Cups and Saucers, China Novelties, Austrian Glassware, Fruit Plates, New American Glass, Etc.

ASSORTED  92

Fancy Goods

Half doz. Holland ptd teas ¼ bl ¼ bn	\$ 80	\$ 40
One " Child's dec'd teas	90	45
Half " open dec cups and saucers	1 40	70
" " " " " "	2 00	1 00
" " " " " "	2 25	1 13
" " " gilt " "	3 25	1 62
Qr. " " " " " "	4 25	1 06
One " A B C child's plts-pictures	50	50
Half doz asst 3 color plate sets	1 60	80
Qr. " luster plate sets	2 50	62
" " dec'd " " " "	4 25	1 06
" " " bread and milk	4 50	1 14
" " " " " "	7 25	1 81
Half " C C picture mugs	50	25
" " dec'd mugs	85	42
" " partn shaving mugs	2 00	1 00
" " fancy dec'd mugs	2 25	1 13
" " moustach dec'd coffees	2 25	1 12
Qtr. " " " " " "	3 00	1 50
" " " " " "	4 00	1 00
One doz. fruit plates, asst	1 50	1 00
" " " " " "	1 00	1 00
½ " asst glass baskets	2 25	75
Sixth " " " " " "	4 25	71
Half " " dec'd vases	85	43
Sixth " " " " " "	2 25	37
Three doz asst china toys and whistles	40	1 20
One " toothpick holders	80	80
" " Smoking Set	83	83
" " " " " "	40	40
Qr. doz toy dec'd tea sets	1 40	60
Sixth " " " " " "	4 00	67
One toy dec'd tea set	55	55
One doz dressed china babies	45	45
" " " limb dolls	90	90
Half doz bisque dressed dolls	2 25	1 13
" " washbl " " " "	2 50	1 25
" " " " " "	4 50	2 25
One doz perfume	2 15	2 15
10 per cent. discount	38 14	3 81
Package and cartage	34 33	50
	34 83	

ASSORTED  92

TIN TOYS.

One doz Trumpets	\$ 35	\$ 35
" " tops	80	35
" " rattles	75	40
" " locomotives	40	85
" " asst wagons	85	45
" " 144 trains	45	75
" " kitchen sets	75	80
Qtr " asst animals	80	2 00 50
One mechanical express wagon	2 00	1 75 15
doz musical toys	1 75	85
twelfth doz tin train	85	2 25 18
" " mechanical engine	2 25	4 75 40
" " cable cars	4 75	2 00 17
doz asst carts	2 00	75
Half " stables	2 00	1 00 66
Sixth " " " " " "	4 00	66
One twelfth doz kitchens	4 25	35
" " " " " "	2 15	18
half " " " " " "	42	21
twelfth " clowns	1 85	16
" " circus riders	1 85	15
half " asst toys	75	38
" " mechanical clowns	1 50	75
doz drum banks	1 50	35
10 per cent. discount	12 69	1 26
Package and cartage free.	11 43	

Assortment No 25 GAMES TO RETAIL FOR 25c.

One dozen in a Package.

Game of Tommy Towns visit to the Country.	
" Fortune Telling.	
" When My Ship Comes In.	
" Army Tents and Soldiers.	
" Cuckoo.	
" Base Ball.	
" King and Queens.	
" Steeple Chase.	
" Luck.	
" Jack Straws.	
" Tiddledy Winks.	
" Fish Pond.	

Net per package of 1 doz.....2 00

Assorted Package DECORATED CUPS and SAUCERS.

One doz dec'd teas, flowers and mottos	75
" " " " " "	1 00
" " " " " "	1 50
" " " " " "	2 00
Half " " " " " "	2 75 1 38
" " " " " "	4 00 2 00
Qtr " " " " " "	6 00 1 50
Sixth doz " " " " " "	9 00 1 50
Half " " moustach coffees asst	2 00 1 00
Qtr " " " " " "	3 00 75
" " " " " "	6 75 1 69
Package	15 07
	25
	15 32

Assorted Package Dolls.

One doz white china babes	30
Hlf " " " " " "	65 33
One " dressed dolls	88
Hlf " " " asst	2 00 1 00
" " washable dolls, 21 in long	2 00 1 00
¼ " " " " 27 in	6 00 2 00
One-twelfth doz dressed fancy jtd dolls	4 25 35
" " " " " "	6 00 50
" " " " " "	8 50 71
Quarter " kid body bisque dolls	4 00 1 00
One-twelfth " " " " " "	7 50 63
Half " china limb dolls	1 80 90
One-third " " " " " "	4 25 1 42
Package	11 02
	20
	11 22

Assortment No. 10 GAMES TO RETAIL FOR 10c.

One Dozen in a Package.

Game of Matrimony.	
" Authors.	
" Peter Coddle's trip to New York.	
" Tiddledy Winks.	
" Familiar Quotations.	
" Hippy Hop.	
" Cricket on the Hearth.	
" Round the World Joe.	
" Kan Yu Du It.	
" Old Maid.	
" We Found McGinty.	
Dissected Picture Puzzle.	

Net per package of 1 dozen.....75c.

H. LEONARD & SONS,

134 to 140 Fulton St., Grand Rapids.