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GRAND RAPIDS, DECEMBER 21, 1892.

NO. 483

OUR HOLIDAY CATALOGUE NOW READY.

Send for it!

Rugs, Hassocks, Blacking Cases, Foot Rests
Carpet Sweepers.

SMITH & SANFORD, 68 Monroe St., Grand Rapids.

We now have a full line of Wales
Goodyear Rubbers, Boots and Shoes,
Alaskas, Green Bays, Esquimeaux and
Portage Socks, Knit and Felt Boots.

Dealers are cordially invited to send in
mail orders, to which we promise our
prompt and careful attention.

HEROLD-BERTSCH SHOE CO.



MUSKEGON BRANCH UNITED STATES BAKING CO.,

Successors to

MUSKEGON CRACKER CO.,

HARRY FOX, Manager.

CRACKERS, BISCUITS AND SWEET GOODS.

MUSKEGON, MICH.

SPECIAL ATTENTION PAID TO MAIL ORDERS.

BEANS

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

W. T. LAMOREAUX CO.,

128, 130 and 132 W. Bridge St., GRAND RAPIDS, MICH.

MOSELEY BROS.,

- WHOLESALE -

FRUITS, SEEDS, BEANS AND PRODUCE,

26, 28, 30, 32 Ottawa St., Grand Rapids.

No Brand of Ten Cent

CIGARS

COMPARES
WITH THE

G FAUDE'S F

G. F. FAUDE, Sole Manufacturer, IONIA, MICH.

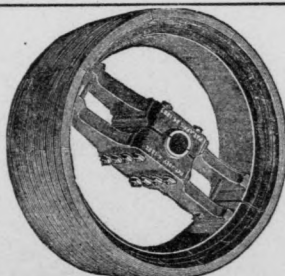
DODGE

Independence Wood Split Pulley.

THE LIGHTEST!
THE STRONGEST!
THE BEST!

HESTER MACHINERY CO.,

45 So. DIVISION ST., GRAND RAPIDS.



TRUNKS

MARTIN MAIER & CO.,
MANUFACTURERS

113-115-117 Twelfth St., DETROIT, MICH.

BEST MADE, BEST SELLING GOODS.
PIONEER HOUSE.

LOWEST PRICES.
LARGEST ASSORTMENT.

BAGS

TELFER SPICE COMPANY,

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS



See Quotations.



Don't Forget when ordering

NUTS, FIGS, **CANDY** DATES, ETC.

To call on or address

A. E. BROOKS & CO., Mfrs, 46 Ottawa St., Grand Rapids.

Special pains taken with fruit orders.

THE GREEN SEAL CIGAR

Is the Most Desirable for Merchants to Handle because

IT IS STAPLE AND WILL FIT ANY PURCHASER.

Retails for 10 cents, 3 for 25 cents.

Send Your Wholesaler an Order.



C. N. RAPP & CO.,

9 North Ionia St., Grand Rapids.

WHOLESALE FRUITS AND PRODUCE.

Mail Orders Receive Prompt Attention.

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

**THE BREAD
RAISER**
FOSFON
SUPLANTS BAKING POWDER

Fosfon Chemical Co., Detroit, Michigan.

SOLD BY ALL RELIABLE GROCERS.

VOORHEES

Pants and Overall Co.,
Lansing, Mich.

Having removed the machinery, business and good will of the Ionia Pants and Overall Co. to Lansing, where we one of the finest factories in the country, giving us four times the capacity of our former factory at Ionia, we are in a position to get out our goods on time and fill all orders promptly. A continuance of the patronage of the trade is solicited.

E. D. VOORHEES, Manager.

STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

-OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN,

MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
PETOSKEY,

CADILLAC,
LUDINGTON.

HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS.

BALL

**Wholesale
Grocers.**

BARNHART

PUTMAN CO.

F. J. DETTENTHALER

JOBBER OF



OYSTERS

Salt Fish

POULTRY & GAME

Mail Orders Receive Prompt Attention.

See quotations in another column

CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED

Who urges you to keep

Sapolio?

The Public!

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

Any Jobber will be Glad to Fill Your Orders.

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

Grand Rapids.

ed, and his experience having eaten into his small capital so largely, he scoffed at the idea of returning to his native village and concluded to locate in a Michigan town, which, owing to what has transpired since, shall not be named in this narrative.

Like any man of similar training and experience, he was really not qualified for any kind of work outside of a shoe factory. His capital had dwindled down to about \$600, which fact, considering the time it had taken him to accumulate it, made him downhearted and despondent. Everything was so unlike their old life that it seemed almost impossible to become reconciled to it. It partook more of the Wild West than it did of puritanical New England, and the very air was so laden with a sort of do-as-you-please, don't-care-a-continental, get-out-of-the-way-or-get-run-over element that it was difficult to breathe. At last, he obtained employment in a shoe store; but, for the reason already given, he could not at first command wages enough to support his family. The proprietor had a scapegrace of a son whose worthlessness and profligacy had caused his father a vast amount of trouble, and more than once a considerable sum of money had had to be taken from the business to save this unprofitable son from a prison cell. He was young in years but far advanced in all the evil ways of a booming Michigan town. Having failed in keeping him longer in school, his father had put him in the store just previous to the time that Mr. Marsland entered it; in fact, it was more to benefit the son than from any other motive that the merchant (whom we will call Old Flexible) employed Mr. Marsland. Old Flexible was a shrewd business man, and he had kept an eye on the stranger ever since his arrival; he had seen him, with his little family, pass every Sunday morning on their way to church; he had noticed that he was moral, temperate and regular in his habits, upright in his deportment and strongly attached to his family; he had never seen him enter a saloon or loafing idly on the street corners, and he felt that he could trust him. He felt that his presence in the store would exert a benign influence over his wayward son and act as a check on his loose habits of helping himself to whatever was within reach. He counted not only on the influence which his presence would exert, but also on the wholesome words of advice which he felt assured would not be withheld when the occasion demanded. And so he hired him at \$6 per week, with the promise that, after the holidays, when he had got somewhat acquainted with the business, he would raise his wages.

Since their arrival, five long and weary months had passed, and still Mr. Marsland had been unable to find employment, except an occasional day or two at a time; and when he entered Old Flexible's store in the early part of November, at a weekly salary which lacked just \$3 of paying the weekly family expenses, it was with a feeling of heartfelt satisfaction to know that the canker which was eating away their scanty substance had received a check by so much, at any rate. Little Myra was so encouraged that she persisted in going out in search of work, so that she might be able to contribute her mite toward the family maintenance; but her father, who was devoted to his children, would not listen to it for a

moment. He told her to be a good girl, do her best to make life easy and pleasant for her mother, attend diligently to her studies, and God would surely provide some way by which he would be able to protect and take care of them.

Christmas was approaching, but somehow the old-time joyful anticipations did not thrill them with delight. The merry New England bells would not for them peal out their silvery notes of "Peace on earth, good will to men," and the old familiar factory express wagon would not call at their door with the compliments of the dear old employers, in the shape of a big fat, juicy Christmas turkey. For the first time in their lives the "Merry Christmas" greetings; the jolly family reunion; the big dinner, with its big turkey, its big plum pudding, its apples, nuts and cider, would be missed—but they would not be forgotten. The dear old mother would miss them and the children, and plates would be placed for them, as usual, but they would remain bottom side up, and there would be a vacant chair for each one. They knew this, as they talked it over on the evening of the first day spent in the store, for on the lap of Myra's mother was an open tear-soaked letter which told them so, and, furthermore, the letter stated in these words: "And when the blessing is asked, your father will ask Heaven to protect, comfort and support you in your distant home among strangers and bring you safely back to us again."

They would miss the dear old New England Christmas tree, but they could have a little one of their own, and so, after Myra and the children had gone to bed, they planned to set aside the salary of the four weeks preceding Christmas, for the purchase of presents for the children.

Man proposes, but *cruel fate* disposes—sometimes, at least, as this case clearly demonstrated. One day young Flexible, during his father's absence, helped himself to the contents of the money drawer. Mr. Marsland caught him at it and gave him a good talking to. This so enraged the young scamp that he resolved then and there to get even with him at any cost. Feigning penitence for his conduct, he promised not to repeat it in the future, if the knowledge of it be kept from his father. From this time on the young reprobate began to scheme for the downfall of his kind counselor. He made himself very agreeable to his victim and showed signs of reformation, by devoting himself more attentively to business and keeping more regular hours. This gained for him the confidence of his father and rekindled a flame of joy in his mother's heart. About four weeks before Christmas, Old Flexible was called out of town and did not return until late in the night. The day's trade was unusually large, and just before closing the store, during the temporary absence of Mr. Marsland, the young scoundrel quickly removed \$25 in bank bills from the drawer, rolled them up snugly and secreted the roll in the small inside pocket of poor Marsland's overcoat. It was late, and, when he came in, the young man suggested that the cash and spindle slips be placed at once in the safe and counted, checked off and entered up first thing in the morning. After making the suggestion, he immediately took his departure, trusting to the lateness of the hour and the fatigue of his victim for

We have opened a FISH DEPARTMENT and now repack all our fish in our own warehouse and guarantee weight on all fish, both in kits and kegs. Give us your business and get

**FULL WEIGHTS,
BRIGHT NEW STOCK,
CLEAN SOUND PACKAGES,
AND BOTTOM PRICES.**

and on anything else in the grocery line we will give you a better deal than you can get elsewhere, simply because we know how and can always be found "where the most business is going on."

OLNEY & JUDSON GROCER CO.

Why Not Keep the Best?

We want an agent in every town and city in the State to handle our Fancy Roller Patent "SUNLIGHT" — In many cases we can arrange to give exclusive sale for the locality.

All flour is now so cheap that every consumer can afford to buy THE BEST. Lift yourself out of the rut of competition by handling a superior article.

THE WALSH-DEROO MILLING CO.,

Proprietors of the Standard Roller Mills.

Daily Capacity 400 Bbls.
Correspondence Solicited.

HOLLAND, MICH.

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 success of his mean plot. Alas for human frailty—it worked too well!

When the fellow reached home he proceeded to try and win the sympathies of his mother and arouse her suspicions by intimating that all was not right at the store. The reader will readily understand how an only son, once given up for lost, but now supposed to be reclaimed and repentant, can poison the minds of his too-confiding parents.

Mr. Marsland had always been entrusted with the duty of checking off the sale slips, counting the cash and making the proper entry in the absence of Flexible, Senior, and on this occasion he had neglected it after a heavy day's business. Of course, after the demon of suspicion protrudes his ugly head and shows his venomous tongue, nothing is taken for granted. It would never do to defer the matter until morning; so father and son went down to the store and made the startling discovery that \$30 was missing—a bogus \$5 slip was spindled, which an evil accomplice would certify to if necessary. The young man insisted on immediate action, but the elder deemed it wiser to wait until morning.

When charged with embezzlement by his employer, as he entered the store in the morning, he took it good naturedly, as a joke, supposing that it must be a quaint sort of compliment on the previous day's trade; but when he was assured of Flexible's meaning by the entrance of an officer who proceeded to arrest him, he was stricken speechless with amazement. After regaining his senses, he vehemently proclaimed his innocence, and, pointing his finger at the guilty party, who winced under his blazing eye, he indignantly asserted that it was a foul conspiracy to screen the real culprit. Of course, he was searched and the roll of bills found in his possession. It was evident that the missing \$5 had been spent. One of the bills found on his person had been torn in a peculiar manner across the corner and was readily identified by the customer who had paid it in the day before.

The evidence appeared sufficiently conclusive to the mind of his employer to reprimand and discharge him, but, out of sheer pity for his family he refused to prosecute him. Young Flexible reported the affair to the two papers published in the town, giving, of course, his version of it. Surely he had his revenge for a kindly act done him!

Six months after this event, this iniquitous fellow forged his father's name to a check for \$500 and went to New Mexico, where he was recently stabbed through the heart in a gambling den.

But Myra's poor father—what became of him? Ah, if I could draw the curtain at this point in my story, it would be better, for we all would fain make ourselves believe that there is an overruling destiny that regulates our lives, ultimately rescuing the virtuous from their depressing environments and consigning the vicious and evil disposed to a lower stratum. We certainly would have it so, and, perhaps, in some future existence, our loftiest dreams of the eternal justness of things may be fully realized; but so far as this earthly existence goes, cold facts would incline us to the belief that such is not always the case. A kind and loving husband, an indulgent and affectionate father, an honorable and upright citizen, with good

will for all and asking only for a chance in the world to earn bread for himself and those of whom God had given him charge, ruined and indirectly driven into the grave by a hair-brained monstrosity!

Those four weeks which were to have given them the means for furnishing the little Christmas tree were the last four weeks of his life. From that eventful morning when he went home and, throwing himself prostrate on the floor, cried out in the agony of despair that he was the victim of injustice, *he never smiled again*. His proud spirit was broken and his sensitive and high-keyed moral nature was blasted forever. Poor little Myra! Like a true heroine, she struggled, but in vain, to revive his drooping spirit. In his heart-broken despondency he tried to bury his sorrow in the cup which first stimulates, then intoxicates and finally annihilates both body and soul. Christmas Eve arrived and thoughts of the morrow and the dear old New England Christmas dinner drove him deeper into his cups than ever. About 10 o'clock in the evening he became hilarious and abusive, when some vagabond called him a thief. A mad spring, a wild yell, a quick thrust—and all was over. A half hour later his bleeding and lifeless body was carried into his home and laid on a stretcher in the cheerless room where the little Christmas tree was to have been set up. *This was Myra's Christmas tree.*

Her mother could not be induced to return to her old home. In less than a year she went into a decline and died of a broken heart. The younger children were taken by their grandparents down to the old home, but Myra preferred to remain among strangers and earn her own living and bear her great sorrow alone. She is only eighteen years old but looks years older. She is loved by all who know her, but she she "does not like Christmas." E. A. OWEN.

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

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.



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.



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.

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.

AMONG THE TRADE.

AROUND THE STATE.

Cheboygan—L. Lyons succeeds A. Arsenault in the grocery business.

Detroit—Oliver S. Bell succeeds Robinson Bros. in the drug business.

Bessemer—Zarske & Co. succeed Kamke & Co. in the meat business.

St. Louis—A. L. Buchanan succeeds E. Sutphin in the grocery business.

Clare—E. A. Waller succeeds Razez & Waller in the boot and shoe business.

Mendon—L. J. Knauss will remove his harness stock to Three Rivers, Jan. 1.

Kingston—H. S. Mitchell has purchased the grocery stock of J. O. Patton.

McBride's—Mrs. E. Lord is succeeded in the millinery business by John Larson.

Bessemer—The general stock of Home, Peter & Co. has been closed under chattel mortgage.

Midland—T. J. Dunn is succeeded by Geo. B. Hammond in the confectionery business.

Grand Haven—T. Knight succeeds Clark & Knight in the flour and feed business.

Bay City—G. G. Powers & Co., retail grocers, have been succeeded by Chatfield Bros.

Bay City—John Jozwiak succeeds Dukarski & Jozwiak in the dry goods and clothing business.

Negaunee—Kirkwood & O'Donohue succeed P. B. Kirkwood in the drug and stationery business.

Ludington—Wickland & Anderson, furniture dealers, have dissolved, Palm & Anderson succeeding.

Crystal Falls—Frank McKernan has purchased the confectionery, fruit and cigar stock of Thos. Clark & Co.

St. Ignace—McArthur Bros. & Co. succeed Farrell, McArthur & Co. in the wholesale and retail hardware business.

Ionia—F. H. Harter & Co. have thrown up their hands and uttered a chattel mortgage on their grocery stock for \$1,543.

Croswell—Sherk Bros. and M. S. Cook have taken possession of the lumber yard of Silas F. Ward by virtue of a chattel mortgage.

Marquette—Schook & Hallam have purchased the jewelry and furnishing goods stock belonging to the estate of the late H. R. Hadrich.

Belding—M. J. Tanner sold his drug stock to H. L. Page, formerly engaged in the hardware business at East Jordan. Tanner left town the same day to avoid the consequences of his having lead a dual life.

Traverse City—Chas. T. Covell has purchased an interest in the lumber, shingle, charcoal and general merchandise business of Walter N. Kelly, at Slight's Siding, and the firm will hereafter be known as Kelly & Covell.

Jackson—Geo. Sparks, a grocer who has been doing business at 523 East Main street, has disappeared. He purchased the stock of Jacob Sagendorph a short time ago, and appeared to be doing a good business. He is said to be indebted to Sagendorph about \$400, and to a number of others in the city for smaller amounts.

Bay City—The wholesale grocery firm of Merrill, Fifield & Co. will be dissolved January 1. It will be succeeded by Meisel & Goeschel. Mr. Meisel is a member of the present firm and Mr. Goeschel was formerly in the grocery business here. The same gentlemen

were partners fifteen years ago, and separated to conduct rival establishments. The contemplated dissolution of Merrill, Fifield & Co. is due to the death of the senior member, the late H. P. Merrill, which occurred last year. Eugene Fifield, the other member, will withdraw.

Pearl—Illness and death in his family, burglary in his store and loss of his house and barn by fire embarrassed Geo. H. Smith, the Pearl general dealer, compelling him to utter a mortgage on his stock Jan. 13 for \$274.36. O. A. Ball was named as trustee, the mortgage creditors being the Ball-Barnhart-Putman Co., Foster, Stevens & Co. and H. Leonard & Sons. The mortgage was due Dec. 15, but Mr. Smith went to Grand Rapids the day before it was due and paid each claim in full. He starts in the New Year with a clean sheet and views his future with the utmost complacency.

Marlette—For a few weeks past a concern in Detroit has had agents through here selling groceries direct to farmers. They have been agreeing to take butter in payment at 24 cents per pound, but when the goods were delivered this week a different story was told. They could not pay that price for the butter, but would take it to Detroit and allow the farmers all there was in it. It was a regular dodge to get orders for goods and they had no intention of paying such a figure. There is always some new scheme to catch the unwary and generally there are plenty to bite at the bait. Why farmers should take the stories of these smooth-tongued individuals, who have no responsibility in preference to that of the regular merchant who has his money invested here is more than we can understand, but the fact remains that they do and they get bit nine times out of ten.

MANUFACTURING MATTERS.

Lansing—The Bush Road Cart Co. (John J. Bush, proprietor) has uttered chattel mortgages to the amount of \$5,333.

Copemish—The Michigan Stave & Barrel Co. has commenced to buy timber, and will erect a large stave and heading factory here in the spring.

Petersburg—Fisher & Davey, who were engaged in the flouring mill business at this place, have dissolved. The style of the firm is now P. B. Davey & Co.

Elsie—C. W. Hills, of Farwell, is erecting a saw and planing mill at this place. It will be stocked with timber brought down over the Toledo, Ann Arbor & North Michigan road.

Marquette—G. L. Burtis' sawmill has shut down after a successful season. Since the opening of navigation it has cut 20,000,000 feet, partly for its owner and partly custom work.

Rogers City—R. Tousey is purchasing hardwood logs in Presque Isle county. He has secured over 1,000,000 feet, mostly elm, maple, birch, ash and basswood. He may build a sawmill at this place.

South Arm—Wm. Parkes has sold his interest in the Parkes Lumber Co. to a Chicago gentleman and will locate in a newer field. The remaining stockholders will re-organize the company and continue the business under another name.

Muskegon—Hovey & McCracken will put between 15,000,000 and 16,000,000 feet of logs into the Tamarack for next season and will operate both their Muskegon mills. The logs are yet coming in

over the Chicago & West Michigan from Otia.

Detroit—Articles of association for the incorporation of the Detroit Cork-screw Co. have been filed with the County Clerk. The capital stock of the company is \$40,000, of which \$25,000 has been paid in. The stockholders are Reid D. Taylor, David W. Davis, Edgar A. Davis, Alfred A. Puddefoot and Charles Puddefoot.

Alpena—The manufacturing and shipping season on the Huron shore has closed. Alpena has manufactured about 177,000,000 feet of lumber, somewhat less than during 1891. There is very little lumber left, comparatively, on hand, and the season's business has been fairly satisfactory. The shipments for the season aggregate 185,000,000 feet of lumber, 5,000,000 lath and 4,500,000 shingles. There were also shipped 481,000 cedar posts and 563,000 railway ties. A large quantity of cedar will be put in during the winter.

Bay City—It is now the opinion that the Sage sawmill has closed its career. There has been some talk of its being leased and run another season but it is an old-style mill and as extensive repairs and improvements would be necessary it is hardly likely that anything will come out of it. The mill has made Mr. Sage a good pot of money. He began lumbering on Lake Simcoe, Ont., in 1857, building a mill of 10,000,000 capacity and owning a large body of timber. During the war he had some large government contracts and for lumber that cost \$14 from the tree laid down in New York he obtained \$60 and \$75 a thousand. His motto was to buy at the lowest and sell at the highest price. The lumber used in the pontoon bridges by which the army of the Potomac crossed the Rappahannock was cut by Mr. Sage. Owing to his advanced age it is understood that he will retire from the lumber manufacturing business.

Purely Personal.

G. K. Caffey, the White Cloud grocer, was in town Monday.

S. K. Riblet, the veteran Newaygo merchant, was in town one day last week.

Herman Langkawel, the Muskegon coal and wood dealer, was in town Monday.

D. D. Alton, manager of the Eagle Drug Store, at Fremont, is rejoicing over the appearance of a bouncing daughter.

W. D. Struik, the Byron Center general dealer, is beside himself with joy over the advent of a 9½ pound lad at his home.

Albert Ward, the Marshall clothing dealer, was in town last week in company with Wm. Connor, the Anglo-American clothing salesman.

J. F. Maloney, the Cheboygan brewer, was in town one day last week. He will have two boats on the inland route between Oden and Cheboygan next season.

Chas. Kernan has severed his connection as buyer for the Converse Manufacturing Co., at Newaygo, and report has it that he will shortly open a clothing store at the same place.

Dr. J. C. Bostick, the Manton druggist, was in town one day last week, on his way to Manton from Benton Harbor, where he has arranged to locate in the practice of his profession.

John W. Perkins, general dealer at Crystal Valley, was in town Saturday. Mr. Perkins purchased the stock formerly owned by Sands & Maxwell and has

succeeded in increasing the business of the store very materially. Mr. Perkins was formerly a Methodist divine, and carries into the mercantile business those sterling ideas of integrity which he sought to inculcate from the pulpit.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

FOR SALE—I OFFER MY STOCK OF GROCERIES, DRUGS, HARDWARE, ETC., TOGETHER WITH MY BEAUTIFUL STORE BUILDING—THE FINEST FINISHED IN NORTHERN MICHIGAN—and in a good location at a remarkably low figure, or will trade for desirable farm or city property. Address A. Mulholland Jr., Ashton, Mich. 623

FOR SALE—I HAVE FOR SALE TWO WELL-ESTABLISHED CLOTHING AND MEN'S FURNISHING GOODS BUSINESSES—one in Northern Michigan the owner of which can influence a large steady trade and is a gentleman of the highest reputation; a rare chance for some one of enterprise. The other is in Southern Michigan thirty-five years established, the owner retiring from the business. In both cases the gentlemen own the lots, and rents will be cheap and every encouragement given. Address in first instance, William Connor, box 346, Marshall, Mich. 619

FOR SALE—DRUG STORE—LOCATED ON A GOOD STREET AND DOING A NICE BUSINESS. Good chance for a man with small capital. Address "Buchu," care the Michigan Tradesman, Grand Rapids. 618

FOR SALE—A CLEAN STOCK OF DRUGS and groceries, invoicing about \$3,000, in good town of 1,000 inhabitants. Good reasons for selling. Address No. 620, care Michigan Tradesman. 620

WANTED—TO EXCHANGE \$1,000 CAPITAL stock in company paying 10 per cent. dividend and acre property and lots in Grand Rapids for a well assorted hardware stock inventorying \$3,000 or less. Pennock & Gould, 719 Wealthy avenue, Grand Rapids. 621

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

SITUATIONS WANTED.

WANTED—POSITION AS SUPERINTENDENT of large first class canning factory, or in canned goods department of large wholesale grocery house. Well up on packing in tin. First class references. Correspondence solicited. Address Lock Box 3, Farnham, Erie Co., N. Y. 630

WANTED—SITUATION BY REGISTERED pharmacist, five years' experience. Would prefer a good opening for veterinary work in connection. Address 628, care Michigan Tradesman. 628

SITUATION WANTED—AS CLERK IN GROCERY store by experienced young man. Good reference. Address Box 76, South Borman, Mich. 629

MISCELLANEOUS.

FOR SALE—CLEAN STOCK OF GENERAL merchandise, located at Sumner, six miles south of Riverdale. Building is 22x88, with storehouse 20x90, all in good shape. Trade amounts to \$15,000 per year. Excellent opportunity. Address No. 632, care Michigan Tradesman. 632

FOR SALE—TWENTY-FOUR DRAWER LET-TER FILE, nearly new and used but a short time. Have no use for it, as we took it on a debt. W. T. Lamoreaux, 128 West Bridge street. 631

WANTED—TO BUY STOCK GROCERIES or general merchandise. Box 1,015, Des Moines, Iowa. 625

WINDOW DRESSING
DECORATING.

XMAS

Everybody can dress his show windows and decorate his store for the Holidays with the aid of my Xmas Pamphlet, mailed on receipt of 75 cents.

HARRY HARMAN,
Window Dresser, Decorator and Window
Supplies,
Room 1204 The Temple, Chicago, Ill.

"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.

GRAND RAPIDS GOSSIP.

Frank Stephen has opened a grocery store at Traverse City. The Olney & Judson Grocer Co. furnished the stock.

B. Hancock has arranged to open a grocery store at Petoskey. The stock was furnished by the Olney & Judson Grocer Co.

The annual meeting of the Grand Rapids Pharmaceutical Society, which was to have been held at THE TRADESMAN office last Wednesday evening, was postponed until January 24.

Musselman & Widdicomb propose to merge their business into a corporation about January 1. The company will have an authorized capital of \$100,000, of which \$75,000 or \$80,000 will be paid in at the time of incorporation.

If the patents used by the Grand Rapids Portable House Co. could be purchased at a reasonable figure, it would be well for some live man to bid in the machinery at mortgage sale and continue the business. The patents are owned in Toledo.

The Sullivan Lumber Co. has started a new town six miles north of Thompsonville, where it has acquired a tract of hardwood timber. Ten charcoal kilns are being erected and a supply store will be conducted, the stock being furnished by the Olney & Judson Grocer Co. The new town will be named Wallin, in honor of Franklin B. Wallin, President of the company.

E. B. Halliday and W. H. Smith have formed a copartnership under the style of Halliday & Smith and will open a drug store at Grand Junction. The Hazeltine & Perkins Drug Co. has the order for the stock. Mr. Halliday is well posted in the drug business, having worked two years for the former house of John J. Dodds & Co. and the same length of time for T. H. Hinchman & Sons.

John Burrows, the P. of L-Knights of Labor-Trades Union grocer, who opened a small establishment on Taylor street about six months ago with the expectation that all the other dealers in that portion of the city would close out and move away, has uttered two chattel mortgages on his stock, amounting to \$187. Mr. Burrows ran for the Legislature last fall and the mortgages are, possibly, rendered necessary by his contribution to campaign expenses.

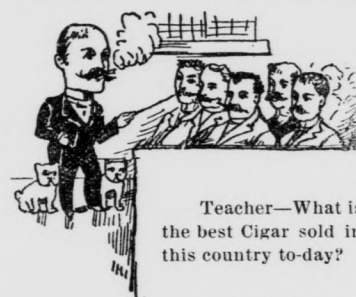
The decision of the Kent Circuit Court, declaring Fred H. Leonard mentally incompetent, meets with universal approval, as the defendant's real friends have long realized his condition and looked upon the outcome of the trial with apprehension, as they appreciated the fact that the success of his alleged wife and her legal advisers would be the worst thing which could happen to the unfortunate fellow. The decision of the lower court will probably be reviewed by a higher tribunal, but there is every reason to believe that the verdict of the jury will stand.

Chas. H. Palmer, senior member of the former firm of Palmer & Snyder, saloon keepers at Carson City, visited the city Oct. 21, accompanied by two Stanton ladies, and put up at the Kent Hotel. He registered under an assumed name and a few days later left the hotel without paying his bill. The proprietors of the hotel did a little detective work on their own

account, resulting in the discovery of the identity of the beat. They then swore out a warrant for his arrest, the clerk of the hotel accompanying the officer to Carson City to be sure they had the right man. Palmer threw up his hands, when confronted with the warrant for his arrest, paying over about \$80 to settle a \$20 account and the costs and expenses of officer and clerk to enforce its collection.

John H. Bonnell, Western Michigan Manager of the Standard Oil Co., has put in his resignation, to take effect January 1, when he will take an active part in the management of the Widdicomb Mantel Co., of which corporation he is Treasurer. Mr. Bonnell has been connected with the Standard Oil Co. for twelve years, having served the corporation as Grand Rapids Manager for the past four years, to the satisfaction of all concerned. His many friends of the wholesale and retail trade will join with THE TRADESMAN in expressing the hope that his career as a furniture maker will be as successful as his experience in the oil business. The vacancy caused by his resignation will be filled by the return of his father, John C. Bonnell, from Philadelphia, whither he went four years ago to take the position of General Manager of the Atlantic Refining Co. The senior Bonnell assumed the management of the Standard interests in this territory in 1880, increasing the business to that extent that he was promoted to the larger field in 1889. He relinquishes his present position by his own volition, being actuated solely by family and social reasons. The trade generally will be pleased to welcome him back to his former field.

David Holmes, buyer for the mercantile department of the Elk Rapids Iron Co., was in town over Sunday. He says the climate of Elk Rapids agrees with him, and his appearance tends to corroborate his statement.



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!

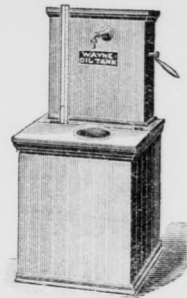
Sold on Merit!

ORDER FROM YOUR DEALER.

GEO. MOEBS & CO.,

Manufacturers,

DETROIT. CHICAGO.



First Floor Tank and Pump.

The Wayne Self-Measuring Oil Tank.

Measuring One Qt. and Half Gallon at a Single Stroke.

Manufactured by the

WAYNE OIL TANK CO.,

FORT WAYNE, IND.

Cellar Tank and Pump.

We Lead, Let Others Follow.

PITTSFIELD, MASS., Oct. 5, 1892.

Wayne Oil Tank Co., Fort Wayne, Ind.
Gents—The tank we bought from you has now been in our use two months. We are more than pleased with it. It works easily, accurately and rapidly. Would not do without it for twice its cost. We take pleasure in recommending it as the cleanest and best machine for handling oil we ever saw. You may refer as many as you like to us, we have only words of praise for it.
G. T. & W. C. MANDIGO.

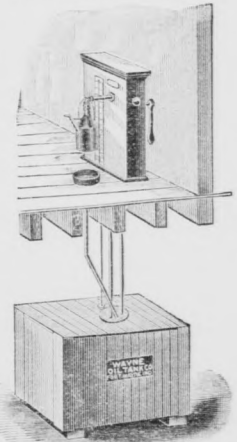
BRITTON, Mich., June 15, '92.

Wayne Oil Tank Co., Fort Wayne, Ind.
GENTLEMEN—I think your tanks are bound to be a seller, for in the thirteen years I have been selling oil I never have seen their equal. Yours truly,
W. C. BABCOCK.

PRICE LIST.

First floor Tanks and Pumps.	Cellar Tanks and Pumps.
1 bbl..... \$13 00	1 bbl..... \$14 00
2 bbl..... 15 00	2 bbl..... 17 00
3 bbl..... 18 00	3 bbl..... 21 00
4 bbl..... 22 00	4 bbl..... 25 00
5 bbl..... 27 00	5 bbl..... 30 00
	Pump without tank.... 9 00

Compare our prices. Order now and save agents' commission.



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.



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



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

Coupon Books

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

The Patronizing Merchant.

From the Dry Goods Bulletin.

There is nothing so ridiculous and so easily discernible in a merchant as an air of patronage towards customers. It is a species of vanity which is as ludicrous as it is disagreeable. This weakness is called bumptiousness, and is repelling to the general run of customers, who are quick to distinguish it from a pleasant presence. A pleasant presence in the store is one of the essentials towards the success of a merchant. This essential of a pleasant presence is made up of simplicity. Just that and nothing else. Simplicity is the most charming of all qualities, and is and always has been possessed by the men and women whom the world deems great. The simple man is natural and is possessed of a suavity which is real. Assumed suavity is generally made up of bumptiousness and is as different from the inherent quality as the sweet violet of the fields is different from the violet of the millinery counter.

The bumptious merchant in his vanity reckons himself somewhat of a philanthropist. His behavior towards his customers is offensive to those amongst them who are of a keen or sensitive nature. In his overweening vanity he reckons himself the patron and the customer the beneficiary. Every action of his conveys that impression. When he is sympathetic he is condescendingly so; his heartiness is luring and often vulgar; his insincerity is apparent, for humanity is an instinctive judge of disposition and character. The patronizing merchant is a humbug.

The Dry Goods Market.

Cottons—Nearly every brand in both white and brown has been advanced 1/4 @ 1/2c per yard.

Prints—Very firm. Prices range 5 @ 6 1/2c per yard.

Cambrics—Prices range 5 1/4 @ 5c, and the goods are very scarce at those prices.

Wash Goods—Jobbers are now paying attention to new lines of these goods, such as Dresdens, Toile du Nord, Everett, A. F. C. gingham and Persian and Canton gingham. For January delivery, the prices range 8 1/2 @ 10 1/2c.

Black Satens—Well sold up by the mills, and retailers will do well to keep their stocks well supplied, as there may be a scarcity of these goods again for spring.

Linens—Have sold well. Damasks, napkins and towels and linens for fancy work have found ready sale.

Canvas—For dress facing is now sold by all retailers and looked upon as one of the staples of the dry goods trade.

What to Teach Our Boys.

Not to tease girls or boys smaller than themselves.

When their play is over for the day, to wash their face and hands, brush their hair and spend the evening in the house.

Not to take the easiest chair in the room and put it directly in front of the fire and forget to offer it to their mother when she comes to sit down.

To treat their mother as politely as if she was a strange lady who did not spend her life in their service.

To be as kind and helpful to their sisters as to other boys' sisters.

Not to grumble or refuse when asked to do some errand which must be done, and which otherwise takes the time of some one or other who has more to do than themselves.

To take pleasure in having their mother and sisters for their best friends.

To try and find some amusement for the evening that all the family can join in, large and small.

To take pride in being gentlemen at home.

To cultivate a cheerful temper. To learn to sew on their own buttons. If they do anything wrong, to take their mothers into their confidence, and, above all, never to lie about anything they have done.

Dry Goods Price Current.

Table of Dry Goods Price Current. Columns include categories like UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, DRESS GOODS, CORSETS, COBRET JEANS, PRINTS, and various brand names and prices.

Table of Demins, Gingham, Grain Bags, Threads, Knitting Cotton, Cambrics, Red Flannel, Mixed Flannel, Domes Flannel, Canvas and Padding, Dukes, Waddings, Silesias, Hoops and Eyes, Pins, Cotton Tape, Safety Pins, Needles, Table Oil Cloth, Cotton Twines, and Plaid Osnaburgs.



Best Six Cord Machine or Hand Use.

FOR SALE BY ALL Dealers in Dry Goods & Notions.

SCHLOSS, ADLER & CO., MANUFACTURERS AND JOBBERS OF

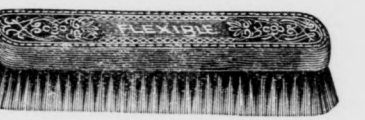
Pants, Shirts, Overalls

Gents' Furnishing Goods.

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.

Our goods are sold by all Michigan Jobbing Houses.

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



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

Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE
Best Interests of Business Men.

Published at
100 Louis St., Grand Rapids,
— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, - Postage Prepaid.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

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

Sample copies sent free to any address.

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

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

E. A. STOWE, Editor.

WEDNESDAY, DECEMBER 21, 1892.

EXCESSIVE IMMIGRATION.

The necessity for doing something definite and prompt to check the flood of indiscriminate foreign immigration which has been pouring for years into this country has become obvious to all who give any attention to this important subject.

This influx of immigrants has been going on at such a rate that since 1860 eleven million of people from foreign countries have come into the United States. The great European wars of the past two decades greatly stimulated this movement, men fleeing their native lands by thousands to escape military service. This cause is still operating, and, as a consequence, American work people find themselves forced to compete with men who are accustomed to work for wages much lower than standard rates in this country, and who are willing to work for them here.

But this, however serious, is only one phase of the subject. For years our ports have been open to the worst classes of Europe. The jails and workhouses of the old countries have been emptied into emigrant ships in order that their inmates may be taken to America, and so our country has come to be a dumping-ground for the criminals and paupers of the trans-Atlantic countries. We have here the Mafia from Italy, Anarchists from Germany, Nihilists from Russia, and thieves and rascals from everywhere.

All this might have been prevented if every emigrant landing on our shores had been required to bring from the Mayor of the port from which he sailed a certificate, authenticated by the American Consul, setting forth that the bearer was a person of good character, and neither a criminal nor a pauper. But nothing of the sort was done, and all were allowed to come at their pleasure. And so the evil has grown so great that something must be done to check it, and Senator Chandler has offered a remedy in the shape of a bill cutting off all immigration for the space of one year.

This is a very radical remedy, too radical, in fact, but it shows that when abuses are allowed to go on for a long

time unchecked, they usually end in some violent and spasmodic effort to apply corrective treatment. Certain it is that matters have reached such a pass that something decisive must be done. Laws requiring all immigrants to bring certificates of character with proof of ability to maintain themselves, coupled with strict quarantine regulations enforced against them at every port of entry, seem at least to be necessary. This much is imperative.

THE FIRE LOSS.

The records of monthly and annual losses by fire are becoming constantly of more importance from a statistical point of view, as showing the average loss that must be checked against business profits for any given length of time. It is, of course, customary for commercial houses to only consider the amount of premiums paid for insurance against damage by fire, but for statistical purposes the actual loss by fire must be considered in connection with the trade statistics of the country, and is rightly chargeable against the general profits of the year.

The statistics of recent years have shown a very heavy increase in the total losses by fire. Of course, some of this increase is to be attributed to the greater facilities for collecting information, some also to the rapid development in the commercial and industrial movement, but these causes do not explain the full extent of the increase in the aggregate of losses. Thus, for instance, the total losses during 1891 showed a gain of 25 per cent. and more over the preceding year. Although the comparison for this year lacks the twelve months, the total for the eleven months is practically the same as for the same number of months in 1891, and it is yet possible that the fire record for 1892 may eventually be found to have exceeded the very bad one of 1891.

According to the New York *Commercial Bulletin*, the total fire loss during November amounted to \$12,008,700, and the total for the eleven months of the year aggregated \$120,350,000. The journal quoted explains that from the character of the losses during November, it is likely that the actual drain on the insurance companies during November was heavier than during many previous months. These figures certainly indicate an enormous fire waste, and, although some of the large conflagrations of the year must be attributed to exceptional and unusual causes beyond all human control, still it would be of deep interest to discover by means of investigation the exact cause of the entirely disproportionate increase in the fire losses during the past year.

Because of the vast proportions to which the fire losses of the country have grown, the monthly record of such losses is now looked for with the same interest as the Government monthly reports of imports and exports, or the Agricultural Bureau's statements showing the condition and progress of the crops, the periodical records of business failures and such like standard statistical and authoritative information.

The Commercial Credit Co. employs only competent and experienced collectors and can always be found at 65 Monroe St., when you want a report or settlement.

tf

THE TALENT FOR MAKING MONEY.

The publication in the newspapers of the enormous amount of Jay Gould's property accumulations has called forth anew the denunciations of that large class of our fellow citizens who, having no talent for money making themselves, and not even being able to comprehend the nature and the workings of the talent in others, jump to the conclusion that the bare fact that a man possesses as much wealth as Mr. Gould did is proof of his dishonesty. Approval of many of the transactions in which Mr. Gould made his great gains is impossible, but say that they were dishonest when judged either by law or by the prevailing rules of commercial morality is contrary to the truth. He was no worse a man than thousands of others who do exactly as he did—take every possible advantage and stick at nothing not a crime according to law to accomplish their aims. The men with whom he dealt were as unscrupulous as he was, and, once in a while, more skillful or more lucky, so that they brought him to the brink of ruin. Out of the jaws of defeat, however, he snatched safety if not victory, and he lived so to consolidate and fortify his wealth as to hold it securely until his death. Much of this wealth was actually created by his own labor and ingenuity, and in most cases not only was nobody the poorer for his operations, but the country as a whole was richer. To take an unproductive piece of railroad or telegraph property and bring it into a condition of comparative efficiency and productivity is an injury to none and a benefit to all. This is what Mr. Gould did in the case of the Manhattan Railroad Company and the Western Union Telegraph Company, and nobody lost the millions he thus made.

I think I have already mentioned on a previous occasion, but it will do no harm to repeat the remark here, that the popular estimate of the number of men in this country who are anything like as rich as Mr. Gould was, and of the aggregate amount of wealth which they possess, is excessive beyond all reason. Out of the 60,000,000 of our population 11,000,000 are voters, that is, males of mature age. The New York *Tribune* recently canvassed the entire country to make up a list of citizens who possessed \$1,000,000 and upward, and the number it discovered, including many whom I happen to know have nothing like a million, was only about 4,000. The proportion in the country of men owning a single million of dollars is, therefore, only 4,000 to 11,000,000, or 1 to 2,750, and when it comes to the owners of \$10,000,000 and upward the number is vastly less.

In point of fact, not only are millionaires and multi-millionaires few and far between, and the wealth which they possess in the aggregate a small fraction of that of the world, but those who, at the close of their lives, have accumulated even moderate fortunes are also few, compared with those who have done little more than get a living for themselves and their families. This proves that, as I say, the talent for making money, even on a small scale, is not widely diffused, while that for making it on a large scale is as rare as a genius for music, painting, poetry or war. It is not surprising, therefore, that the mass of men should be puzzled to explain to themselves the process by which men like Jay Gould accumulate millions, but to say that it is one of robbery is shooting wide of the mark.

MATTHEW MARSHALL.

Does the Buyer or the Seller Control Prices?

Written for THE TRADESMAN.

It is a common habit with many people, when adverse conditions affect business, to attribute them to external influences hostile to their own special interests. Viewing these conditions wholly from the standpoint of their own personality, they take things for granted, or on conjecture, because they have adopted too low views of human nature, or connected facts that have no certain relevancy. In this frame of mind the farmer considers the middleman who exchanges or distributes his products responsible, in a large degree, for the prices of such products and the unpleasant condition of things consequent on a falling market. His frequent complaint is that the tiller of the soil does not, as a rule, fix the price of his own commodities. He chooses to believe himself at the mercy of speculators who use capital to control values solely for their own advantage. He also claims that, in all the supplies sold to the farmer, prices are fixed arbitrarily by the seller against his interest.

The laborer, both skilled and unskilled, in all kinds of occupations, is too apt to think his wages and hours of labor are under the entire control of employers, and the price of his daily supplies in the hands of another class of extortionate capitalists. It is easier to intensify this partial view and increase prejudices already existing than to persuade to a contrary belief. And so there has sprung up antagonism between classes whose interests are interdependent, simply because those who champion the workingman's interests accept hasty conclusions, instead of looking further for a reasonable cause.

It is evident to anyone who will carefully notice the circumstances attending general daily business transactions that the fixing of prices is very seldom the act of either buyer or seller alone, but is, on the other hand, the result of accord in opinion between them as to the value of the property sold. Beginning with a horse trade and culminating in the sale of a bonded railroad property, there are negotiation, explanation, modification and mutual concession required before the minds of buyer and seller unite on the proper figure necessary to close the transaction.

Some may say, "These are extreme and special cases, not fair samples of usual business exchanges." But it must be admitted that, although in general transactions, whether wholesale or retail, there may be no formal expression of opinion by either party concerning the comparative value of each article or product offered for sale, the persons in interest are understood tacitly to agree on a price which represents in the mind of each an equivalent of the goods exchanged.

A dealer, on opening up his goods marks a price at which he is willing to sell, having due regard to the probability of its being favorably considered by customers. The public, after examination, if pleased, pay the equivalent asked without remark, which shows that both buyer and seller are agreed. But, after a time, some novelty exhibited there or elsewhere, or a cheapening of manufacture, lessens the demand and consequent sales. The equilibrium of value as to that article is thus changed—the buyer becomes the one to dictate what the price

shall be, but in an indirect way, by holding aloof from the market. In order to reduce the stock and stimulate a falling demand, the dealer finds it necessary to make concessions; and thus the prices of all goods not actually staple are alternately determined by the buyer and seller, as the relative value becomes changed to either party by circumstances.

When the farmer is ready to put his products on the market, he stands in the same relation to the public as the merchant does to his customers, except where the perishable nature of some may lessen his advantage. The only difference between the two classes in their business transactions is that the farmer has got into the habit of asking his customers, "What will you give?" while the merchant offers his wares at a price of his own making. If his first offer is refused, his bid is reduced until it meets acceptance. His fixing the price works no disadvantage or hardship to the buyer. It is only his bid to the public, for them to accept or reject, and not an extortion. Should it become such at any time, the law of competition is better to remedy injustice than is any statute law.

The farmer, surely, is not the only seller obliged, in the pursuit of his calling, to "face a frowning world." His customers are no more selfish, whimsical or dishonest than those who stand in front of the merchant's counter and higgler, undervalue, make false pretenses and even lie outright, in order to lessen the reasonable profits of a class that, in the struggle for a living, meet discouragements which to the former are practically unknown. Both have to take the chances of selling their goods at profitable rates, and both are equally subject to the law of supply and demand. Individual experiences may develop hardships, but, as between these two classes of business men, neither can possibly have advantages in the battle of life that are not met by some corresponding benefit to the other.

Under similar conditions, the man who has only his skill and labor to sell, although he is at a disadvantage compared with the farmer, cannot justly say that he has no control over the price he receives from his employer. He surely can control the quality of his work, and, in general, that point is largely considered when securing workmen for all kinds of employment. There is as much difference in the quality of labor offered in the market as in any manufactured product. The thorough, faithful, painstaking workman will find his services rated at a figure not conceded to one who sells only his time and shrinks in the measure. The honest workman goes into a market where his chances are equal to any. He will find that, in the competition to secure the best of service, whether skilled or otherwise, the employer will accept any reasonable terms the worker may insist upon. In the world's marts it is impossible for either buyer or seller to control circumstances for any length of time. Whenever it is attempted by any ambitious speculator, he provokes opposition at once and the effort results in failure. Even in the great metropolitan market where options, margins and wildest guessing are features of trade, and nothing in the way of commercial value may be exchanged but the checks that represent loss or gain, the Napoleon of finance who aspires to control prices and dictate the terms on

which his associates may convey stocks, bonds or other personal property, soon meets an allied opposing force that proves his Waterloo.

Not even trusts, those bogies of modern civilization used by the charlatanical wet nurses of politics to excite the puerile fears of ignorant voters, can long control the prices of commodities in which they deal. If the people who claim to be suffering from capitalistic extortion would insist in the only sensible way by restricting the demand—thus starving the greed that lightens their purses, they would find themselves a power greater than legislation to redress the evils of which they complain. So long as human wants compel exchanges of property, there will be sometimes a failure to agree on what is the actual equivalent between purchaser and vendor, because value is, at best a relative term. In the long run the pendulum of mutual consent that indicates the mean value will swing with impartial justice; and no rude hand can long stay its movements in favor of any special interest.

Instead, therefore, of jumping to the conclusion that high or low prices are caused by some combination of tricksters pulling the wires for their own advantage, it would be wise to see if someone has not sprung a false alarm to serve a selfish purpose. After investigation, if the facts show inequality and injustice, then it is time to search for the actual cause and, when found, apply a common sense remedy directly to the disease. Some think that this can be found in new legislation and some only in arbitration: the former, represented by the interstate commerce act, has not perceptibly lessened the evils of which the farmers once complained; the latter, applied to the labor problem, would, no doubt, so far as results are concerned, furnish a parallel to the monkey dividing the cheese, as recorded in ancient story.

Viewed in one light, the world is but an immense auction room, and all who buy or sell are bidders, whether they intend to be so or not. Many a transaction is concluded without even the semblance of a wink (so cheering to the eye of an auctioneer who loves his calling). The prices are such as the bidders make them, and everyone, great or small, rich or poor, has his say, in a measure, as to what they shall be. It is useless to complain that someone is bidding over or under you—there is no sentiment in business but what we put there, no consideration for the weak or infirm, and, alas, but little of the Golden Rule either, except in microscopic measure!

But the man who is willing, in spite of conflicting obstacles, to be fair and honest, giving always value for value, even although he receive many hard knocks in the crowd, will, if he keep his temper, come out not much the worse for wear, and be a hero to his wife and children which is, after all, better than to quit-claim to posterity treasures that were never enjoyed, and to lie unloved and forgotten within the marble tomb of a ten times millionaire.

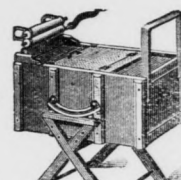
S. P. WHITMARSH.

Definition of Business.

Business is a profession, as much so as medicine or the law. It requires as much thought, study, care to make it successful, to make it pay. It wouldn't be good business if it didn't pay. And it isn't good business if it doesn't pay in the right way.

The Rocker Washer

(Liberal Induce-



ments to the trade.)

Has proved the most satisfactory of any washer ever placed upon the market. It is warranted to wash an ordinary family washing of **100 pieces in one hour**, as clean as can be washed on a washboard. Write for prices and full description.

ROCKER WASHER CO., Fort Wayne, Ind.

HENRY S. ROBINSON.

CHAS. E. SMITH.

RICHARD G. ELLIOTT.

H·S·ROBINSON AND COMPANY.

Manufacturers and Wholesale Dealers in

BOOTS, SHOES and RUBBERS,

99, 101, 103, 105 Jefferson Ave., 1

Detroit, Mich.

State Agents for the Candee Rubber Co.

WE ARE AFTER YOU

WITH A COMPLETE LINE OF

Elegant Clothing.

HEAVENRICH BROS., WHOLESALE CLOTHIERS

138-140 Jefferson Ave., DETROIT.

WE ARE THE CHEAPEST

Good Syrup and Molasses House

In New York City.

EDWIN J. GILLIES & CO.,

J. P. VISNER, Agent, 167 North Ionia St.,

GRAND RAPIDS, MICH.

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

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

COMMAND OF TEMPER.

If from no higher motive than to obtain an advantage over other people, it would be worth while to cultivate command of temper. When a controversy arises, particularly one that is public, the man who commands his temper is always esteemed more highly than the one who resorts to vituperation and abuse, and this without regard to the merits of the issue. Strong language amuses, but does not convince the crowd. They will throng about an orator who "handles his opponent without gloves" and encourage him to say abusive things, just as they will encourage a dog fight and be amused by it, but their reason is not moved by his strong language so much as by a calm, temperate statement of fact. Where the hot-headed man happens to be right on the main question he is likely when he loses his temper to do and say things which weaken him in the estimation of disinterested observers. Very frequently he gives his opponent opportunities to change the issue and put him in the wrong or make him appear to be in the wrong. On the contrary, the man who keeps his temper is cool, collected and watchful of the weak points in his adversary's case. He is, moreover, convincing to third parties. With a good cause he is invincible, and even with a bad cause he may win through his calmness and mastery of himself. In every political campaign examples are given of the advantage to be derived from keeping one's temper. It is then that abuse is most common and least effective. It may, indeed, be affirmed that as a rule abuse in a political canvass is taken by everybody as a sign of weakness and fails of its purpose.

On the other hand, a temperate statement of facts or alleged facts adroitly made so as to attract attention, especially when it can be put in sharp contrast with vituperation, is the most effective kind of argument. There are relatively few people with judicial minds able to sift and weigh evidence, and fewer yet who care to go minutely into an examination of evidence. The greater number of readers of campaign literature and campaign speeches skim lightly over the controversial matter, getting only a surface impression of the merits of the question in dispute. Abuse makes little impression on their minds. It is too cheap and common and has too little to do usually with the main point at issue, but whatever impression it may make is easily effaced by a good-natured, pointed reply, free from all trace of passion and confined to a simple statement of fact or argument. It is sometimes exceedingly difficult to maintain one's temper under a succession of wrong, but the discipline

is excellent and the results usually compensate for the pain of repression. Men who would control others must first learn to control themselves. Actual control is required, not merely the outward show. Of the influential men in history there are two conspicuous types—strong, passionate men, who kept a curb upon their passions, though giving vent to their rage when occasion served, and malignant hypocrites, who only appeared to control their evil passions as a matter of policy. The latter are not to be imitated, for they do not in fact keep their tempers, but only have the appearance of doing so. When one has real control of himself he can suffer many aggravations without being roused, calmly considering the wrongs done him, and when the proper time comes reply with just the force required, but no more. His reputation then makes him convincing, whereas the passionate man, who is always losing his temper, is discredited in advance. There are many unthinking orators brought out in a political campaign who, being misled by the applause that greets their violent utterances, mistakenly suppose that they are making strong speeches, when in fact they are doing more harm than good to the cause they advocate. Anyone can prove this for himself. Take the report of such a speech or letter and strike from it the greater number of adjectives, especially the strong ones. Upon rereading the amended screed it will appear stronger by the removal of its strong words. What is true of a set speech is true also of *impromptu* utterances. He who maintains his temper makes his statement clear and forcible by avoiding the use of the strong words suggested by passion, and it becomes convincing by this apparent absence of a biased feeling, for which allowance would have to be made if it were present.

RANDOM REFLECTIONS.

The prospect for American exhibitors at the World's Fair is not very satisfactory, with applications filed for 1,500,000 square feet and only 300,000 remaining for show-cases, etc., after the assignments have been made to foreign exhibitors. Combined and unified exhibits are, therefore recommended, and the woolen and silk manufacturers have already adopted this plan in regard to their respective industries. An enormous saving of space will be made in this way. Tedious duplication will be prevented and superfluity avoided. However, the watchmakers, clockmakers and others have refused to attempt any plan of the kind. There is much delay arising from this trouble, and no doubt under the best arrangements that can be made there will be considerable dissatisfaction.

The man who does not increase his sales for the winter trade may well consider himself as lacking in energy, and certainly wanting the success which he should have achieved. Looking over our broad and prosperous country is an inspiration in itself, but, in addition, it should be remembered that we are about to enter upon a year which is to be particularly notable in our annals, by reason of the World's Columbian Exposition. Under the force of such circumstances as these trade cannot languish, but it will assume larger proportions than ever in every branch and bring to those engaged in it more significant results.

The advanced price of domestic cotton goods is due to the advance in cotton and the favorable state of stocks and demand. As it is now certain that the new crop of cotton will be much smaller, the price of the raw article and the manufactured goods must rule higher in the legitimate course of the market without regard to any other considerations.

Machine-made scissors are exciting a good deal of attention in local trade circles in Sheffield, Eng. The immediate result will be to cheapen scissors so materially that it will no longer be necessary to obtain supplies of forged blades from Germany. There will be, according to an English journal, a dismissal of forgers, whose craft is in danger.

This country belongs to the American people and not to any party. The supreme interest is that of the people, and the omnipotent power is their own will as expressed at the ballot box. The recent election has indicated in the most emphatic manner what that voice is at the present time. Of the different policies of "high protection," "tariff reform" and "free trade," they have pronounced against the first. It cannot be said that they have misunderstood the situation or have been misled, for we have just passed through a presidential campaign in which every fact has been presented to each voter. Now a trial must be made of a different policy, which may be a success or a failure. If it is a success, as far as the general welfare of the people is concerned, all will be well—if it is not, the people themselves will quickly declare for some other policy. It is not a question of who shall be president or who shall hold offices, though of course, all this is involved in the issue and decision, but it is an effort on the part of the people to reach the position which shall prove the most conducive to the general prosperity. It is the duty of statesmen, politicians and business men to stand by the country in this effort to reach the true solution of the tariff problem. No obstacles should be thrown in the way for mere party purposes, no efforts should be made to precipitate calamity, but there should be a common purpose to find out in the shortest and most effectual manner exactly what policy will give the widest public prosperity and individual benefit. This we take to be the meaning of the recent election as viewed from a patriotic standpoint, which is the only one that this journal ever considers in political affairs.

The Drug Market.

Carbolic acid has declined under the influence of large stocks and small demand.

Opium is very firm and higher prices are looked for.

Quinine is steady at unchanged prices. Alcohol has again advanced, making the third advance of 10 cents each time in the past two weeks. The present price is follows:

Barrels	.....	\$2 55
1/2 "	.....	2 60
10 gallon lots	.....	2 63
5 "	.....	2 65

All less 5 cents per gallon if paid for in ten days. All whiskies, except Kentucky, have advanced 15 cents per gallon. Domestic brandy, except California, has also advanced 15 cents. Domestic gins are 15 cents higher.

Bi-carbonate of soda has advanced about 1/2 c per pound.

Geo. H. Reeder & Co.,
 3 JOBBERS OF

**Boots and Shoes,
 Felt Boots and Alaska Socks.**
 State Agents for



158 & 160 Fulton St., Grand Rapids.

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 Delivery Baskets, Building Paper, Wrapping Paper, Sacks, Twine and Stationery.

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

125 COURT ST.,

GRAND RAPIDS, MICH.

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.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President.

GEO. W. GAY, Vice-President.

WM. H. ANDERSON, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

Empress Josephine Face Bleach

Is the only reliable cure for freckles and pimples.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.,

Jobbers for Western Michigan.

Wholesale Price Current.

Advanced—Alcohol, bi. carb. soda, domestic whisky, do. gin, do. brandy.
Declined—Carbolic acid.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R	60
Benzoeicum German.	65 75	Aloes	50
Boracic	20 20	" and myrrh	60
Carbolicum	23 35	Arnica	50
Citricum	50 52	Asafetida	0
Hydrochlor	30 5	Asafoetida	0
Nitricum	10 12	Atropine Belladonna	60
Oxalicum	10 12	Benzoin	60
Phosphorum dil.	20 20	" Co	50
Salicum	1 30 21 70	Sanguinaria	50
Sulphuricum	1 30 21 70	Barosa	50
Tannicum	1 40 21 60	Cantharides	75
Tartaricum	30 33	Capsum	50
AMMONIA.		Ca damon	75
Aqua, 16 deg.	3 1/2 5	" Co	75
" 20 deg.	5 1/2 7	Castor	1 00
Carbonas	1 1/2 14	Catechu	50
Chloridum	1 1/2 14	Cinchona	50
ANILINE.		" Co	60
Black	2 00 2 25	Columba	50
Brown	80 21 50	Conium	50
Red	45 50	Cubeba	50
Yellow	2 50 3 00	Digitalis	50
BACCÆ.		Ergot	50
Cubæ (po 60)	50 60	Gentian	50
Juniperus	80 10	" Co	60
Xanthoxylum	25 30	Gualca ammon	60
BALSAMUM.		Zingiber	50
Copaiba	45 50	Hyocyanus	50
Pera	41 30	Iodine	75
Terabin, Canada	45 50	" Colorless	75
Tolutan	35 50	Ferr Chloridum	35
CORTEX.		Kino	50
Abies, Canadian	18	Lobelia	50
Cassia	11	Myrrh	50
Cinchona Flava	18	Nux Vomica	50
Eunonymus atropurp.	30	" Camparated	35
Myrica Cerifera, po	30	" Deodor	2 00
Prunus Virgini	12	Aurant Cortex	50
Quillaja, grd.	10	Quassa	50
Sassafras	15	Rhatany	50
Ulmus Po (Ground 15)	15	Rhel	50
EXTRACTUM.		Cassia Acutifol.	50
Glycyrrhiza Glabra	24 25	" Co	50
" po	35 35	Serpentaria	50
Haematog, 15 lb. box	11 12	Stromonium	60
" 1s.	13 14	Tolutan	60
" 1/4s.	14 15	Valerian	50
" 1/8s.	16 17	Veratrum Veride	50
FERRUM.		MISCELLANEOUS.	
Carbonate Precip.	15	Ether, Spis Nit, 3 F.	25 30
Citrate and Quinia	23 50	" 4 F.	30 34
Citrate Soluble	20	Alumen	2 1/2 3
Ferrocyanidum Sol.	80	" ground, (po	3
Solut Chloride	15	7)	4
Sulphate, com'l.	9 2	Annatto	50 60
" pure	7	Antimony, po	5
FLORA.		" et Potass T.	50 60
Arnica	18 20	Antipyrin	1 40
Anthemis	30 35	Antifebrin	2 25
Matricaria	40 50	Argent Nitras, ounce	60
FOLIA.		Arsenicum	50 7
Barosa	40 21 00	Balm Gilead Bud.	30 40
Cassia Acutifol, Tin-	25 28	Bismuth S. N.	2 20 25
nivelly	35 50	Calcium Chlor, 1s, (1/4s	11
Salvia officinalis, 1/4s	15 25	12; 1/4s, 14)	11
and 1/8s.	15 25	Cantharides Russian,	60
Ura Ursi	80 10	po	60
GUMMI.		Capsci Fructus, af.	25 30
Acacia, 1st picked	75	" po.	25 30
" 2d	50	" B po.	20
" 3d	40	Caryophyllus, (po 14)	10 12
" sifted sorts.	25	Carmine, No. 40	23 75
" po	60 80	Cera Alba, S & F	50 55
Aloe, Barb, (po 60)	50 60	Cera Flava	35 40
" Cape, (po 30)	12	Coccus	40
Socotri, (po 60)	50	Cassia Fructus	22
Catechu, 1s, (1/4s, 14 1/4s,	10	Centuria	16
16)	10	Chenopium	40
Ammoniac	55 60	Chloroform	60 63
Asafoetida, (po 35)	30 35	" squibba	1 25
Benzoinum	90 95	Chloral Hyd Crst.	1 35 21 60
Camphora	55 58	Chondrus	20 25
Bergamit	30 35	Cinchonidina, P & W	15 20
Cajuput	60 65	" German 3	12
Caryophylli	70 75	Cerks, list, dis. per	60
Cedar	35 65	cent	60
Chenopodii	61 60	Cerasotum	2 35
Cinnamoni	1 00 21 10	Creta, (bbl. 75)	2 2
Citronella	45	" prep.	50 11
Conium Mac	35 65	" Rubra	8
Copalba	90 21 00	Crocs	33 35
MAGNESIA.		Cudbear	24
Calcined, Pat	55 60	Cupri Sulph	5 6
Carbonate, Pat	20 22	Dextrine	10 12
Carbonate, K & M	20 25	Ether Sulph	70 75
Carbonate, Jennings	35 38	Emery, all numbers.	70 75
OLEUM.		" po	6
Absinthium	3 50 4 00	Ergota, (po) 75	70 75
Amygdalæ Dulc	45 75	Flake White	12 15
Amygdalæ, Amarae	8 00 28 25	Galla	12 15
Anisi	1 80 21 55	Gambier	7 8
Aurant Cortex	2 75 3 00	Gelatin, Cooper	70
Bergamit	3 25 3 50	" French	40 60
Cajuput	60 65	Glassware flint, 75 and 10.	by box 70
Caryophylli	70 75	Glue, Brown	50 15
Cedar	35 65	" White	130 25
Chenopodii	61 60	Glycerina	15 20 20
Cinnamoni	1 00 21 10	Grana Paradisi	20 22
Citronella	45	Humulus	25 55
Conium Mac	35 65	Hydrag Chlor Mite.	25
Copalba	90 21 00	" Cor	80
SYRUPS.		" Ox Rubrum	90
Acacia	50	" Ammoniat.	60
Zingiber	50	" Unguentum.	45 55
Ipecac	60	Hydragyrum	65
Ferri Iod.	50	Icthyobolla, Am.	1 25 21 50
Aurant Cortex	50	Indigo	75 21 00
Rhel Arom	50	Iodine, Resubl.	3 80 23 90
Similax Officialis	50	Iodoform	24 70
" Co	50	Lupulin	1 2 21 25
Senega	50	Lycopodium	60 65
Scillia	50	Liquor Arsen et Hy-	80
" Co	50	drag Iod.	27
Tolutan	50	Liquor Potass Arsenitis	10 12
Prunus virg	50	Magnesia, Sulph (bbl	1 1/2)
		Manna, S. F.	60 2 5

Morphia, S. P. & W.	70 21 95	Seidlitz Mixture	20	Lindseed, boiled	50	53
" S. N. Y. Q. &	60 21 85	Snaps	18	Neat's Foot, winter	50	60
C. Co	40	" opt.	30	strained	50	60
Moschus Canton	65 70	Snuff, Maccaboy, De	35	Spirits Turpentine	36	40
Myristica, No. 1	65 70	Voes	35	PAINTS. bbl. lb.		
Nux Vomica, (po 30)	10	Snuff, Scotch, De. Voes	35	Red Venetian	1 1/2	2 1/2
Os. Sepia	20 22	Soda Boras, (po. 11)	10 11	Ochre, yellow Mars.	1 1/2	2 1/2
Peppin Saac, H. & P. D.	20 22	Soda et Potass Tart.	27 30	" Ber.	1 1/2	2 1/2
		Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 1/2
		Soda, Bi-Carb.	5	" strictly pure	2 1/2	2 1/2
		Soda, Ash	3 1/2 4	Vermilion Prime Amer-	1 1/2	1 1/2
		Soda Sulphas	50 55	ican	65 70	
		Spts. Ether Co	50 55	Vermilion, English	1 1/2	1 1/2
		" Myrcia Dom.	2 25	Green, Peninsular	70 75	
		" Myrcia Imp.	3 00	Lead, red	7	7 1/2
		Vini Rect. bbl.	7	" white	7	7 1/2
		Less 50 gal., cash ten days.	2 50 2 65	Whiting, white Span.	70	
		Strychina Crystal	1 40 21 45	Whiting, Gilders	90	
		Sulphur, Subl.	2 1/2 3 1/2	White, Paris American	1	0
		" Roll	2 1/2 3	Whiting, Paris Eng.	1 40	
		Tamarind	30 30	Pioneer Prepared Paint	30 21 50	
		Terebenth Venice	30 30	Swiss Villa Prepared	1 00 21 24	
		Theobromae	40 45	Paints	1 00 21 24	
		Vanilla	9 00 21 60	VARNISHES.		
		Zinci Sulph.	70 8	No. 1 Turp Coach	1 00 21 20	
		OILS.		Extra Turp	1 60 21 70	
		Whale, winter	70 70	Coach Body	2 75 3 00	
		Lard, extra	76 80	No. 1 Turp Furn	1 00 21 10	
		Lard, No. 1	42 48	Eutra Turk Damar	1 50 21 60	
		Lindseed, pure raw	47 50	Japan Dryer, No. 1		
				Turp	70 75	

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

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SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

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

HAZELTINE & PERKINS DRUG CO.

GRAND RAPIDS, MICH.

SPICES. Whole Sifted. Allspice, Cassia, China in mats, Batavia in bund, Saigon in rolls, Cloves, Amboyna, Zanzibar, Mace Batavia, Nutmegs, fancy, No. 1, No. 2, Pepper, Singapore, black, white, Pure Ground in Bulk, Allspice, Cassia, Batavia, and Saigon, Saigon, Cloves, Amboyna, Zanzibar, Ginger, African, Cochila, Jamaica, Mace Batavia, Mustard, Eng. and Trieste, Trieste, Nutmegs, No. 2, Pepper, Singapore, black, white, Cayenne, Sage, Absolute in Packages, SAL SODA, Kegs, Granulated, boxes, SEEDS, Anise, Canary, Smyrna, Cardamom, Malabar, Hemp, Russian, Mixed Bird, Mustard, white, Poppy, Rape, Cattle bone, STARCH, Corn, 20-lb boxes, 40-lb, Gloss, 1-lb packages, 3-lb, 6-lb, 40 and 50 lb. boxes, Barrels, SNUFF, Scotch, in bladders, Maccaboy, in jars, French Rappee, in jars, SODA, Boxes, Kegs, English, SALT, 100 3-lb. sacks, 50 5-lb., 25 10-lb. sacks, 20 14-lb., 24 3-lb. cases, 56 lb. dairy in linen bags, 28 lb., drill, Warsaw, 56 lb. dairy in drill bags, 28 lb., Ashton, 56 lb. dairy in linen sacks, Higgins, 56 lb. dairy in linen sacks, Solar Rock, 56 lb. sacks, Dandy Jim, Common Fine, Saginaw, Manistee, SALERATUS, Packed 60 lbs. in box, Church's, DeLand's, Dwight's, Taylor's, SOAP, Laundry, Allen B. Wrisley's Brands, Old Country, 80 1-lb., Good Cheer, 60 1 lb., White Borax, 100 1/2 lb., Protector & Gamble, Concord, Ivory, 10 oz., 6 oz., Lenox, Mottled German, Town Talk, Jas. S. Kirk & Co.'s Brands, American Family, wrp d., plain, 5c size, N. K. Fairbanks & Co.'s Brands, Santa Claus, Brown, 60 bars, 80 bars, Lantz Bros. & Co.'s Brands, Acme, Cotton Oil, Daisy, Marseilles, Master

Scouring. Sapollo, kitchen, 3 doz., hand, 3 doz., SUGAR, Cut Leaf, Cubes, Powdered XXX, Standard, Granulated, medium, fine, Confectioners' A, Soft A, White Extra C, Extra C, Golden, Yellow, Less than bbls. 1/2 advance, SYRUPS, Corn, Barrels, Half bbls., Pure Cane, Fair, Good, Choice, SWEET GOODS, Ginger Snaps, Sugar Creams, Frosted Creams, Graham Crackers, Oatmeal Crackers, VINEGAR, 40 gr., 50 gr., \$1 for barrel, WET MUSTARD, Bulk, per gal, Beer mug, 2 oz. in case, YEAST, Magic, Warner's, Yeast Foam, Diamond, Royal, TEAS, JAPAN-Regular, Fair, Good, Choice, Choicest, Dust, SUN CURED, Fair, Good, Choice, Choicest, Dust, BASKET FIRED, Fair, Good, Choice, Choicest, Extra choice, wireleaf, GUNPOWDER, Common to fair, Extra fine to finest, Choicest fancy, OOLONG, Common to fair, IMPERIAL, Common to fair, Superior to fine, YOUNG HYSON, Common to fair, Superior to fine, ENGLISH BREAKFAST, Fair, Good, Choice, Best, TOBACCOES, Fine Cut, Pails unless otherwise noted, Hiawatha, Sweet Cuba, McGinty, Dandy Jim, Torpedo, Yum Yum, 1892, drums, Plug, Sorgh's Brands, Spearhead, Joker, Nobby Twist, Scotten's Brands, Kyo., Hiawatha, Valley City, Finzer's Brands, Old Honesty, Jolly Tar, Smoking, Kiln dried, Golden Shower, Huntress, Meerschmum, American Eagle Co.'s Brands, Myrtle Navy, Stork, American, Frog, Banner Tobacco Co.'s Brands, Banner, Banner Cavendish, Gold Cut, Scotten's Brands, Warpath, Honey Dew, Gold Block

F. F. Adams Tobacco Co.'s Brands, Peerless, Old Tom, Standard, Globe Tobacco Co.'s Brands, Handmade, Leidersdorf's Brands, Rob Roy, Uncle Sam, Red Clover, Spaulding & Merrick, Tom and Jerry, Traveler Cavendish, Buck Horn, Puck Boy, Corn Cake, OILS, The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids: Rocene, Water White, old test, W. W. Headlight, 150, Water White, Naptha, Stove Gasoline, Cylinder, Engine, Black, 15 cold test, HIDES PELTS and FURS, Perkins & Hess pay as follows: HIDES, Green, Part Cured, Full, Dry, Kips, green, Cured, Calfskins, green, Cured, Deaconskins, No. 2 hides 1/2 off, PELTS, Shearlings, Lambs, WOOL, Washed, Unwashed, MISCELLANEOUS, Tallow, Grease butter, Switches, Ginseng, FURS, Outside prices for No. 1 only, Badger, Bear, Beaver, Cat, wild, Cat, house, Fisher, Fox, red, Fox, cross, Lynx, grey, Lynx, dark, Martin, pale & yellow, Mink, dark, Muskrat, Opium, Otter, dark, Raccoon, Skunk, Wolf, Beaver castors, lb., DEERSKINS-per pound, Thin and green, Long gray, dry, Gray, dry, Red and Blue, dry, GRAINS and FEEDSTUFFS, WHEAT, No. 1 White (58 lb. test), No. 1 Red (60 lb. test), MEAL, Bolted, Granulated, FLOUR, Straight, in sacks, Patent, Graham, Rye, Buckwheat, Rising Sun, Walsh-DeRoo, & Co's Pure, MILLSUPPS, Car lots, Less quantity, Bran, Screenings, Middlings, Mixed Feed, Coarse meal, CORN, Car lots, Less than car lots, OATS, Car lots, Less than car lots, HAY, No. 1 Timothy, car lots, No. 1 ton lots, FRESH MEATS, Swift & Company quote as follows: Beef, carcass, hind quarters, fore, loins, No. 3, ribs, rounds, Bologna, Pork loins, shoulders, Sausage, blood or head, Liver, Frankfort, Mutton, Veal

FISH and OYSTERS, F. J. Dettenthaler quotes as follows: FRESH FISH, Whitefish, Trout, Halibut, Ciscoes or Herring, Bluefish, Fresh lobster, per lb., Shrimp, per gal, Cod, No. 1 Pickerel, Pike, Smoked White, Stockfish, Pinnan Haddies, Sel, OYSTERS-CANS, Fairhaven Counts, F. J. D. Selects, Selects, Anchor, Standards, Favorites, SHELL GOODS, Oysters, per 100, Clams, BULK, Counts, per gal, Extra Selects, Selects, Standards, PROVISIONS, The Grand Rapids Packing and Provision Co. quotes as follows: PORK IN BARRELS, Mess, Short cut, Extra clear pig, short cut, Extra clear, heavy, Clear, fat back, Boston clear, short cut, Clear back, short cut, Standard clear, short cut, best, SAUSAGE-Fresh and Smoked, Pork Sausage, Ham Sausage, Tongue Sausage, Frankfort Sausage, Blood Sausage, Bologna, straight, Bologna, thick, Head Cheese, LARD, Kettle Rendered, Granger, Family, Com. pound, Tierces, 11, 10 1/2, 8, 7 1/2, 50 lb. Tins, 1/2 c advance, 20 lb. pails, 1/2 c, 10 lb., 1/2 c, 5 lb., 1/2 c, 3 lb., 1 c, BEEF IN BARRELS, Extra Mess, warranted 200 lbs., Extra Mess, Chicago packing, Boneless, rump butts., SMOKED MEATS-Canned or Plain, Hams, average 20 lbs., 16 lbs., 12 to 14 lbs., picnic, best boneless, Shoulders, Breakfast Bacon, boneless, Dried beef, ham prices, Long Clears, heavy, Briskets, medium, light, CANDIES, FRUITS and NUTS, The Putnam Candy Co. quotes as follows: STICK CANDY, Standard, per lb., H. H., Twist, Boston Cream, Cut Leaf, Extra H. H., MIXED CANDY, Standard, Leader, Royal, Nobby, English Rock, Conserves, Broken Taffy, Peanut Squares, French Creams, Valley Creams, Midget, 30 lb. baskets, Modern, 30 lb., FANCY-In bulk, Palls, Lozenges, plain, printed, Chocolate Drops, Chocolate Monumentals, Gum Drops, Moss Drops, Sour Drops, Imperials, FANCY-In 5 lb. boxes, Per Box, Lemon Drops, Sour Drops, Peppermint Drops, Chocolate Drops, H. M. Chocolate Drops, Gum Drops, Licorice Drops, A. B. Licorice Drops, Lozenges, plain, printed, Imperials, Mottles, Cream Bar, Molasses Bar, Hand Made Creams

Clams, Scallops, Schrimps, PAPER & WOODENWARE, PAPER, Straw, Rockfalls, Rag sugar, Hardware, Bakers, Dry Goods, Jute Manilla, Red Express No. 1, No. 2, TWINES, 48 Cotton, Cotton, No. 1, No. 2, No. 3, Sea Island, assorted, No. 5 Hemp, No. 6, WOODENWARE, Tubs, No. 1, No. 2, No. 3, Pails, No. 1, three-hoop, No. 1, three-hoop, Clothespins, 5 gr. boxes, Bowls, 11 inch, 13, 15, 17, 19, 21, PROVISIONS, Plain Creams, Decorated Creams, String Rock, Burnt Almonds, Wintergreen Berries, CARAMELS, No. 1, wrapped, 2 lb. boxes, No. 1, 3, No. 2, 2, No. 3, 3, Stand up, 5 lb. boxes, BANANAS, Small, Medium, Large, ORANGES, Floridas, fancy, Sampsons, LEMONS, Messina, choice, 360, fancy, 360, choice 300, fancy 300, OTHER FOREIGN FRUITS, Figs, fancy layers, 6lb, extra, 10lb, 14lb, 20lb, Dates, Fard, 10-lb. box, 50-lb., Persian, 50-lb. box, NUTS, Almonds, Tarragona, Ivaca, California, Brazils, new, Filberts, Walnuts, Grenoble, Marbot, Calif., Table Nuts, fancy, choice, Pecans, Texas, H. P., Cocoanuts, full sacks, PEANUTS, Fancy, H. P., Suns, Roasted, Fancy, H. P., Flags, Roasted, Choice, H. P., Extras, Roasted, California Walnuts, CROCKERY and GLASSWARE, FRUIT JARS, Pints, Quarts, Half Gallons, Caps, Rubbers, LAMP BURNERS, No. 0 Sun, No. 1, No. 2, Tubular, LAMP CHIMNEYS-Per box, 6 doz. in box, No. 0 Sun, No. 1, No. 2, First quality, No. 0 Sun, crimp top, No. 1, No. 2, XXX Flint, No. 0 Sun, crimp top, No. 1, No. 2, Pearl top, No. 1 Sun, wrapped and labeled, No. 2, No. 3, La Bastie, No. 1 Sun, plain bulb, per doz., No. 2, No. 1 crimp, per doz., No. 2, LAMP WICKS, No. 0, per gross, No. 1, No. 2, No. 3, Mammoth, per doz., STONWARE-AKRON, Butter Cocks, 1 and 6 gal, Jugs, 1/2 gal., per doz., Milk Pans, 1/2 gal., per doz., glazed, 1, 2, 3, 4, 5, 6, 7, 8, 9, 10

Baskets, market, shipping bushel, full hoop, willow c/ths, No. 1, No. 2, No. 3, splint, No. 1, No. 2, No. 3, 5, 4, 2, INDURATED WARE, Pails, 1/2 doz., Tubs, 1/2 doz., POULTRY, Local dealers pay as follows: DRESSED, Fowl, Turkeys, Ducks, LIVE, Chickens, Fowls, Turkeys, Spring Duck, Plain Creams, Decorated Creams, String Rock, Burnt Almonds, Wintergreen Berries, CARAMELS, No. 1, wrapped, 2 lb. boxes, No. 1, 3, No. 2, 2, No. 3, 3, Stand up, 5 lb. boxes, BANANAS, Small, Medium, Large, ORANGES, Floridas, fancy, Sampsons, LEMONS, Messina, choice, 360, fancy, 360, choice 300, fancy 300, OTHER FOREIGN FRUITS, Figs, fancy layers, 6lb, extra, 10lb, 14lb, 20lb, Dates, Fard, 10-lb. box, 50-lb., Persian, 50-lb. box, NUTS, Almonds, Tarragona, Ivaca, California, Brazils, new, Filberts, Walnuts, Grenoble, Marbot, Calif., Table Nuts, fancy, choice, Pecans, Texas, H. P., Cocoanuts, full sacks, PEANUTS, Fancy, H. P., Suns, Roasted, Fancy, H. P., Flags, Roasted, Choice, H. P., Extras, Roasted, California Walnuts, CROCKERY and GLASSWARE, FRUIT JARS, Pints, Quarts, Half Gallons, Caps, Rubbers, LAMP BURNERS, No. 0 Sun, No. 1, No. 2, Tubular, LAMP CHIMNEYS-Per box, 6 doz. in box, No. 0 Sun, No. 1, No. 2, First quality, No. 0 Sun, crimp top, No. 1, No. 2, XXX Flint, No. 0 Sun, crimp top, No. 1, No. 2, Pearl top, No. 1 Sun, wrapped and labeled, No. 2, No. 3, La Bastie, No. 1 Sun, plain bulb, per doz., No. 2, No. 1 crimp, per doz., No. 2, LAMP WICKS, No. 0, per gross, No. 1, No. 2, No. 3, Mammoth, per doz., STONWARE-AKRON, Butter Cocks, 1 and 6 gal, Jugs, 1/2 gal., per doz., Milk Pans, 1/2 gal., per doz., glazed, 1, 2, 3, 4, 5, 6, 7, 8, 9, 10

Grand Rapids Retail Grocers' Association.
 President, A. J. Elliott; Secretary, E. A. Stowe.
 Official Organ—MICHIGAN TRADESMAN.
 Next Meeting—December 19.

Jackson Grocers' Union
 President, D. S. Fleming; Sec'y, N. H. Branch.

HOME CULTURE.

There are many persons who profess to look upon all new isms and theories with contempt, and who lose no opportunity to ridicule and make absurd any movement that leads toward the cultivation of the finer qualities of humanity and the more delicate phases of the mental and physical being. They condemn refined ideas as "nonsensical," which is, to them, the extreme of weakness and foolishness.

It cannot be denied that there is room for great improvement in the habits and manners of the masses of the people, and that anything tending in the direction of educating or reforming them should be hailed with delight and encouraged in every possible way. Instead of this, there are burlesques, caricatures and a general cheapening of those things which every intelligent person should regard as among the fundamental principles of correct and judicious living.

History and observation prove that nearly all radical reformers have been at first ridiculed and new ideas almost always received with suspicion if not with the most outspoken opposition. The fine old aristocrats of the *ancien regime* of France had no scorn too utter, no ridicule too superior, when the first mention of "liberty, equality and fraternity" was made in the opening days of the French Revolution; still their scorn and ridicule gave way before the mighty effort of a long-suffering populace, over-radical though that effort became. And when any such ridicule obstructs the advance of educational principles and strengthens the bonds that bind us to ignorance and awkwardness, it is time that the more advanced element of society stepped in to interfere and to bring to bear every influence that will further the work of elevating and refining the world. If objection to a better state of things affected only the mature portion of society, there would be less reason for regret; but when it delays the development and retards the progress of the younger members of the community, it is almost in the nature of a calamity.

There are families all over our land in which the boys and girls keep along in all sorts of careless habits and ill-bred practices simply because they not only have no encouragement from their elders to do better but would certainly be made the subjects of ridicule if they attempted to change their ways. If the boy takes pains to brush his hair, keep his hands and finger-nails clean, his shoes polished and his clothes free from dust, someone says "dandy dude" or "swell" and hints about "the best girl" or sneeringly whispers "ma's baby" or "pretty boy," then goes off into paroxysms of laughter. No sensitive boy will willingly subject himself to such annoyances as these, and there is little wonder that, after a few such experiences, he grows careless and indifferent and at last loses all regard for his personal appearance and grows up that most disagreeable of creatures, a slovenly, untidy man, one who is tolerated from necessity but not welcomed with enthusiasm.

We have in mind the case of a boy of eighteen living just outside of a city, who possessed a mind naturally turning

to the external refinements. This lad's sensitive nature was distressed by unnecessary humiliations imposed on him by a father whose bosom was filled with an apprehension that his son might "splurge." To avert this possibility, the parent, though wealthy in this world's goods, would hunt for excuses to send his boy to town in a rickety cart, though he owned a neat buggy which would have usually served the purpose as well as the cart.

It is the duty of every parent to see to it that the boy is equally educated in culture and good manners with the girl, and that in no case should there be the least discouragement of improvement permitted, but, on the contrary, every indication of attention to personal appearance and the cultivation of a refined and polished demeanor should be encouraged in the warmest terms.

If, as is sometimes the case, the parents are ignorant of or indifferent to the nicer shades of propriety, there is even more need for upholding the boy in his desire to rise above his surroundings, and if he gets his inspiration outside of the family, surely his parents should be the last to reprove or make sport of him. It is very well for them to say that what is good enough for father is good enough for son, but this statement will not bear analysis. What is good enough for the past decade is not good enough for the present. Let no parent make the mistake of trying to harness his son to the usages and traditions of the past. The bonds avail nothing before the presence of nineteenth century progress.

N. S. STOWELL.

Use Tradesman or Superior Coupons.

Established 1868.

H. M. REYNOLDS & SON,
 WHOLESALE DEALERS IN

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

Practical Roofers

In Felt, Composition and Gravel,

Warehouse and Office

Cor. LOUIS and CAMPAU Sts.,

Grand Rapids, - Mich

BUY THE PENINSULAR
 Pants, Shirts, and Overalls

Once and You are our Customer
 for life.

STANTON, MOREY & CO., Mfrs.

DETROIT, MICH.

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

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.

PERKINS & HESS
 DEALERS IN

Hides, Furs, Wool & Tallow,

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

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.

Michael Kolb & Son,

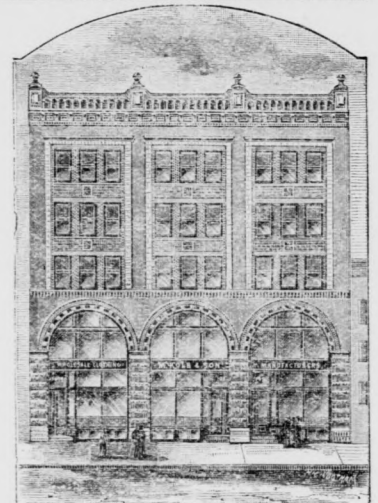
WHOLESALE CLOTHIERS,

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.



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 WAIL OF AN OLD RUIN.

Written for THE TRADESMAN.

You stop and stare at me contemptuously! You sneer at my infirmity! You chuckle with derision at my time-eaten, delapidated appearance and wonder why I am permitted to encumber the ground! While you stand and wonder, you perceive marks and scars upon me which give you the key to my past life. My left eye was long ago punched in; yet above the empty socket you will notice that I once received "produce" in exchange for "goods," and over my right eye, which is now covered with a hideous wooden cataract, you will notice that I parted with my contents "cheap for cash." My lips have long been sealed in death, yet just beneath, in spite of the cruel ravages of time, is a sign that shows you that I was once the proud depository of every communication that came to this town. Ah, it is enough to shake the cobwebs and dust from my loose joints and bare bones to think of those bright and happy days when every bright-eyed, rosy-cheeked lass for miles around entrusted me with her dear little *billet-doux* and chattered and giggled and tittered while waiting for the "mail."

Now you smile. Come nearer. Look at my low, weather-beaten forehead. Upon my old skull you can trace the dim outlines of my original name: The Beehive. Ah, that was the proudest day of my life when those letters were painted there. I was new, bright and cheerful looking. I was the most pretentious edifice in the village, and when my name was inscribed upon my young gable I was proud. Scores of little bare feet congregated in front and paid me homage by shouting and jumping as they spelled the letters of my name. Business? Ah, my young friend, those towering, brick-encased and lofty-headed structures off yonder have never been as profitable to their occupants as I was to mine when I was young. They are portly, solid and dignified. They are square headed, gaudily attired and elaborately ornamented. They have lofty, beautiful faces, but their eyes, although large and clear, are too often blotched with "For Rent" cards, which proves to my shattered old mind that they are nothing but whitened sepulchers to at least nine out of every ten who are taken in by them.

You laugh; but I want to tell you that I made my first owner and occupant rich. I had no rival in those days, and all the settlers and their wives and babies came to me for everything needed, and left with me everything they did not need. I was stuffed so full with all sorts of old-fashioned "store goods" that it fairly made my sides ache to contain myself. I was very attractive and was courted by everybody in the settlement. My young heart was warmed and made merry by the hearty informal handshakings and cordial greetings; the coarse but genial jocularity of the men; the unconventional *tete-a-tete* of the women; and the rustic hilarity of the young folks. My eyes sparkled with all sorts of tempting things with a brilliancy that could be seen long distances.

Do you see that clump of weeds over there? Well, that's where the tavern stood; but, before it was built, I was headquarters for everything. The settlers gathered at The Beehive to discuss politics, talk over school matters, organize shooting and plowing matches and arrange for "bees" and "raisin's."

Right there where that smoky, noisy factory stands is where the boys used to shoot at a mark, "hop, step and jump," run foot races, and pitch quoits with horseshoes; and down there where that lumber yard and coal shed are, used to be Squire Stebbins' pasture lot, where the men, old and young, used to congregate after a "raisin'" or a "bee" and play "two-old-cat" until the darkness sent them under cover in The Beehive.

You shudder! You are looking through my eye sockets at the vermin crawling on the inside of my anatomy and wondering what became of the many pairs of little bare feet that skipped the day on which I was christened. But why shudder? It is the common lot of all—the same old story. Of all that merry group two only remain to gaze at me when they pass by, and the hair of each is silvered with gray. One of these two is a son of the man who gave me existence, and he is the owner of the bank over yonder; the other is the proprietor of the big stock farm down by the river. The banker is my only friend, the only human being who passes me without cursing my miserable condition. He knows where the money was made that made his father rich and himself a banker and land owner, and, if I escape the torch of my enemies and the fury of the elements, and my poor old skeleton does not collapse with the weight of the accumulations of years, I expect to be permitted to stand here while my benefactor lives for the good I have done. As to the rest of the group, several bit the dust on Southern battle fields; two were killed by a snowslide in the mountains of the Far West; one is a doctor in another part of the State; one is the owner of a cattle ranch in Montana; one was killed in a drunken brawl; one died in State's Prison; one is a member of Congress, and several lie over there in the graveyard.

Fare you well. Go your way and remember what I have told you. You are young and life is before you. Act well your part and excel if you can, ever remembering that your opportunity lies wholly in your own day and generation. Whatever you may accomplish, remember that you are but the instrument made use of by the unfolding ages to cater to the requirements and needs of your own age, and should the fates permit you to lap onto the succeeding age, as is the case with me, your achievement, would all be absorbed by the new age, and you would be left stranded on the bleak and barren shores of time, a toothless, sightless, wheezing, bald-headed old bundle of ruins like myself, whose only use is to haunt the proud and ambitious with a reminder of the rapid flight of time, the sickening certainty of decay and the near approach of death. E. A. OWEN.

Condemn Bonuses and Commissions to Salesmen.

The Ohio Wholesale Grocers' Association has issued the following circular: At a recent meeting of the Board of Directors and Executive Committee of the Ohio Wholesale Grocers' Association, a resolution was passed unanimously condemning the pernicious and illegitimate practice of a great many manufacturers in allowing a bonus or commission to traveling salesmen, and other employees of jobbing houses, for "pushing" their particular brand of merchandise in order to promote the introduction and sale of same. And it was the sense of the meeting that was a direct "stab" at the best interests and the good discipline of the jobber, in that its tendency was to usurp the rights of the jobber, and take

from him the proper control over his salesmen, and for which privilege he pays a just compensation.

The resolution also, ordered the secretary to notify all manufacturers and packers in the grocers' line of the passage of this resolution, and also notify such manufacturers and packers that if the friendship of the jobbing trade was considered of any value to discontinue any such undue influence toward the salesmen of their customers and that this association will discourage every move of this nature by refusing to do business, so far as possible, with every concern resorting to such demoralizing measures. ORRIN THACKER, Secy.

Use Tradesman Coupons.

Playing Cards

—

WE ARE HEADQUARTERS

—

SEND FOR PRICE LIST.

Daniel Lynch,

19 S. Ionia St., Grand Rapids.

MICHIGAN CENTRAL
"The Niagara Falls Route."

(Taking effect Sunday, Nov. 20 1892.)

Arrive. Depart
 10 00 p m.....Detroit Express.....6 55 p m
 4 30 p m.....Mixed.....7 00 a m
 10 00 a m.....Day Express.....1 21 p m
 6 00 a m.....Atlantic and Pacific.....19 45 p m
 1 00 p m.....New York Express.....5 40 p m
 *Daily. All others daily, except Sunday.

Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.

Parlor cars leave for Detroit at 6:55 a m.; returning, leave Detroit 4:40 p m., arriving at Grand Rapids 10:00 p m.

Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)

Tickets on sale at Union Ticket Office, 67 Monroe street and Union Depot.

FRED M. BRIGGS, General Agent,
 35 Monroe Street.
 O. W. RUGGLES, G. P. & T. Agt., Chicago.



DETROIT
GRAND HAVEN
AND
MILWAUKEE
RAILWAY

TIME TABLE

NOW IN EFFECT.

EASTWARD.				
Trains Leave	*No. 14	†No. 16	†No. 18	*No. 82
Lv. Chicago	.....	.....	.....	.....
Lv. Milwaukee	.....	.....	.....	.....
G'd Rapids, Lv	6 50am	10 30am	3 25pm	11 00pm
Ionia	7 45am	11 25am	4 27pm	12 42am
St. Johns	8 30am	12 17pm	5 20pm	2 00am
Owosso	9 05am	1 20pm	6 05pm	3 10am
E. Saginaw	10 50am	3 45pm	8 0pm	6 40am
Bay City	11 30am	4 35pm	8 37pm	7 15am
Flint	10 05am	3 45pm	7 05pm	5 40am
Pt. Huron	12 05pm	5 50pm	8 50pm	7 30am
Pontiac	10 53am	3 05pm	8 35pm	5 37am
Detroit	11 50am	4 05pm	9 25pm	7 00am

WESTWARD.			
Trains Leave	*No. 81	†No. 11	†No. 13
Lv. Detroit	10 45pm	6 50am	10 50am
G'd Rapids, Lv	7 05am	1 00pm	5 10pm
G'd Haven, Ar	8 25am	2 10pm	6 15pm
Milw'kee Str	.....	.....	.....
Chicago Str	.....	.....	.....

*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, 10:10a. m., 3:15 p. m. and 9:45 p. m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper.

Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffetcar.

JOHN W. LOUD, Traffic Manager.
 BEN FLETCHER, Trav. Pass. Agent.
 JAS. CAMPBELL, City Ticket Agent.
 23 Monroe Street.

Grand Rapids & Indiana.

Schedule in effect November 20, 1892.

TRAINS GOING NORTH.
 Arrive from Leave going South. North. South.
 For Cadillac and Saginaw..... 6:45 a m 7:20 a m
 For Traverse City & Mackinaw 9:00 a m 1:10 p m
 For Cadillac and Saginaw..... 2:20 p m 4:15 p m
 For Petoskey & Mackinaw..... 8:10 p m 10:10 p m
 From Chicago and Kalamazoo..... 8:35 p m
 Train arriving from south at 6:45 a m and 9:00 a m daily. Others trains daily except Sunday.

TRAINS GOING SOUTH.
 Arrive from Leave going North. South. North.
 For Cincinnati..... 6:30 a m 7:00 a m
 For Kalamazoo and Chicago..... 10:05 a m 2:00 p m
 For Fort Wayne and the East..... 11:50 a m 2:00 p m
 For Cincinnati..... 5:15 p m 6:00 p m
 For Kalamazoo & Chicago..... 11:00 p m 11:20 p m
 From Saginaw..... 11:50 a m
 From Saginaw..... 11:00 p m
 Trains leaving south at 6:00 p m and 11:30 p. m. runs daily; all other trains daily except Sunday.

SLEEPING & PARLOR CAR SERVICE.

NORTH
 1:10 p m train has parlor car Grand Rapids to Petoskey and Mackinaw.
 10:10 p m train.—Sleeping car Grand Rapids to Petoskey and Mackinaw.

SOUTH—7:00 am train.—Parlor chair car Grand Rapids to Cincinnati.
 10:05 am train.—Wagner Parlor Car Grand Rapids to Chicago.
 6:00 p m train.—Wagner Sleeping Car Grand Rapids to Cincinnati.
 11:20 p m train.—Wagner Sleeping Car Grand Rapids to Chicago.

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

Lv Grand Rapids 10:05 a m 2:00 p m 11:20 p m
 Arr Chicago 3:55 p m 9:00 p m 6:50 a m
 10:05 a m train through Wagner Parlor Car.
 11:20 p m train daily, through Wagner Sleeping Car.
 Lv Chicago 7:05 am 3:10 p m 11:45 p m
 Arr Grand Rapids 2:20 pm 8:35 p m 6:45 a m
 3:10 p m through Wagner Parlor Car. 11:45 p m train daily, through Wagner Sleeping Car.

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave. From Muskegon—Arrive
 6:55 a m 10:00 a m
 11:25 a m 4:40 p m
 5:30 p m 9:05 p m

Sunday train leaves for Muskegon at 9:05 a m, arriving at 10:20 a m. Returning, train leaves Muskegon at 4:30 p m, arriving at Grand Rapids at 5:45 p m.

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

CHICAGO NOV. 20, 1892.
 AND WEST MICHIGAN RY.

GOING TO CHICAGO.

Lv. GR'D RAPIDS.....8:50am 1:25pm *11:25pm
 Ar. CHICAGO.....3:55pm 6:45pm *7:05am

RETURNING FROM CHICAGO.

Lv. CHICAGO.....9:00am 5:25pm *11:15pm
 Ar. GR'D RAPIDS.....3:55pm 10:45pm *7:05am

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

TO AND FROM MUSKEGON.

Lv. G. R.....8:50am 1:25pm 5:35pm 8:45pm
 Ar. G. R.....10:45am 3:55pm 5:25pm

TRAVERSE CITY MANISTEE & PETOSKEY.

Lv. G. R.....7:30am 5:35pm
 Ar. Manistee.....12:15pm 10:20pm
 Ar. Traverse City.....12:35pm 10:50pm
 Ar. Charlevoix.....2:55pm
 Ar. Petoskey.....3:30pm
 Ar. from Petoskey, etc., 10:00 p m.; from Traverse City 11:50 a m, 10:00 p m.

THROUGH CAR SERVICE.

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

DETROIT, NOV. 20, 1892.
 LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. G. R.....7:10am *1:25pm 5:40pm
 Ar. DET.....11:30am *5:25pm 10:35pm

RETURNING FROM DETROIT.

Lv. DETR.....7:50am *1:35pm 6:10pm
 Ar. G. R.....12:55pm *5:35pm 10:30pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G. R 7:20am 4:15pm Ar. G. R 11:50am 11:00pm

TO LOWELL VIA LOWELL & HASTINGS R. R.

Lv. Grand Rapids.....7:10am 1:25pm 5:40pm
 Ar. from Lowell.....12:55pm 5:35pm

THROUGH CAR SERVICE.

Parlor Cars on all trains between Grand Rapids and Detroit. Parlor cars to Saginaw on morning train.
 *Every day. Other trains week days only.
 GEO. DELHAVEN, Gen. Pass'r Ag't.

Toledo, Ann Arbor & North Michigan Railway.

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

VIA D., L. & N.
 Lv. Grand Rapids at.....7:15 a. m. and 1:00 p. m.
 Ar. Toledo at.....12:55 p. m. and 10:20 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.

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

Gripsack Brigade.

C. M. Philabaum has signed with Franklin Mac Veagh & Co., of Chicago, for another year, covering the same territory as before.

Chicago *Hotel Mail*: "Commercial travelers support two-thirds of the country hotels, to say nothing of instructing the proprietors how to manage them."

Four candidates for the Presidency of the Knights of the Grip are now in the field—John McLean and J. W. Ailes, Detroit; N. B. Jones, Lansing; J. A. Gonzales, Grand Rapids.

The meeting of Post E was so poorly attended, Saturday evening, that it was decided to call a general meeting of traveling men, to be held at the New Livingston at 3 o'clock Saturday afternoon, at which time it is hoped a full representation will be present.

Judd E. Houghton has resigned his position with B. Leidersdorf & Co., of Milwaukee, to take the territory now covered by W. H. Goodyear for the Lemon & Wheeler Company. He is putting in a couple of weeks, posting up on the new line, and will start out on his initial trip for the new house week after next.

Winfield S. Morris, traveling representative for Walter Buhl & Co., of Detroit, was married Dec. 6, to Miss Eva M. Pringle, of Muir, the ceremony occurring at the residence of the bride's mother at the place named. The happy couple will take up their residence at Van Wert, Ohio, which is the home of the groom.

Post C, Knights of the Grip, held a largely attended meeting at the club room in the Cadillac Hotel, at Detroit, Saturday night, the Post considering and perfecting arrangements for the convention and banquet of the association, which will be held there December 27 and 28. It was decided to sell admission tickets to the gallery the night of the banquet, the price being placed at fifty cents. The executive committee, composed of 400 members, will assemble at the Cadillac at 9 o'clock the morning of the 27th. C. J. Whitney tenders the ladies of the members, when accompanied by escorts, free admission to his theaters, the escorts, though, yielding for their tickets.

Geo. W. Stowitts was born at Conaharie, N. Y., July 21, 1863. When he was five years old, his parents removed to Chicago, where his father held the responsible position of city salesman for the then firm of Steele & Price. His father dying when George was nine years of age, he entered the employ of Carson, Pirie, Scott & Co., as cash boy, rising in two years to the position of salesman in the perfumery and soap department. He then clerked in a shoe store two years, subsequently working for Schlesinger & Maher three years in the same capacity. He then entered the employ of Geo. E. Marshall & Co., stationers and printers, with whom he remained two years. He then came to Grand Rapids, through the influence of his uncle, James E. Ireland, entering the employ of Morse & Co., with whom he remained two years. S. Tyroler next claimed his services two years, when he transferred his allegiance to Allen Bros., with whom he was connected five years. Stanley & Schroeder and the Tower Clothing House each enjoyed his company for about a year, when he engaged—Sept. 1, 1891—with the Western Suspender and Neckwear Co., of Mansfield, Ohio, to travel in Western Michigan and Eastern Wisconsin. His sales were so satisfactory during the

initial months of his connection with the Ohio house that he found his services were in demand for 1892, and the same is true for 1893. He leaves next week for Mansfield, where he will secure his spring samples and endeavor to arrange to cover the entire trade of Michigan, instead of devoting a portion of his time to Wisconsin. Mr. Stowitts was married in April, 1883, to Miss Jessie Bogardus, and has a pleasant and happy home at 155 Thomas street. The only thing lacking to complete his happiness is a half dozen little Stowitts.

From Out of Town.

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

B. Voorhorst, Overisel.
S. K. Riblet, Newaygo.
Brooks & Whitten, Grattan.
J. W. Milliken, Traverse City.
Geo. H. Smith, Pearl.
Wesley Dunn, Kingsley.
Carrington & North, Trent.
S. D. Thompson, Newaygo.
Gowell & Burton, West Troy.
L. C. Granger, Charlotte.
F. G. Rice, Six Lakes.
R. B. Kellogg, Lansing.
F. E. & E. G. Hubbel, Chauncey.
Elk Rapids Iron Co., Elk Rapids.
Dr. J. C. Bostick, Manton.
Frank Hamilton, Traverse City.
John W. Perkins, Crystal Valley.

The Grocery Market.

Sugar—Prices are unchanged. The course of the market is uncertain, but there are no indications of firmness.

Fish—Cod is quiet and easy. Box hering are in moderate request. Barrels are dull. Dutch are steady. Mackerel is without change.

Fruits—Citron is weak. Currants are steady. Prunes are without change. Valencia raisins are unchanged.

Spices—White Singapore pepper is easier. Other varieties of spices are unchanged.

Coffee—The milder grades are a trifle weaker, in consequence of which the manufacturers of package goods have reduced their quotations $\frac{1}{2}$ c.

Four kinds of cheese are to be made at a creamery to be started at Chesterfield, Conn. They are Neufchatel, Munster, Edam and Roumadour.

PRODUCE MARKET.

Apples—Baldwins and Spitzenbergs command \$2.75 per bbl., while Spys are held at \$3. Local dealers are handling more New York and New England apples than Michigan fruit.

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

Butter—Scarce and next to impossible to secure adequate supplies for home demand. Dealers pay 20@22 for choice dairy and hold at 2c above paying prices. Creamery has sustained a very marked advance, readily commanding 31 @33c.

Cabbages—Dealers pay \$5 per 100, holding at \$6. Very scarce.

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

Cider—13c per gal.

Cranberries—The market is without material change, crates now being held as follows: Cape Cods and Jerseys, \$3; Waltons, \$3.50.

Eggs—Dealers hold limed and cold storage goods at 22c, while fresh would readily command 24@25c.

Grapes—Malagas command \$3.50@\$7.50 per keg.

Honey—Dealers pay 14@15c and hold at 15@16c.

Onions—Firm and in better demand. Handlers pay 75c and sold at 90c per bu.

Potatoes—Market is still weak and unsatisfactory, handlers paying 55c here and 50c at the principal outside buying points.

Squash—Hubbard, 2c per lb.

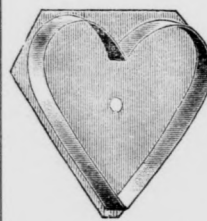
Sweet Potatoes—All varieties are scarce. Jerseys readily command \$4.50 per bbl., Baltimores bring \$4 and Virginias \$3.50.

Turnips—30c per bu

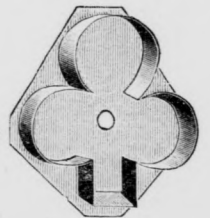
Get Ready for Your Pedro Parties.



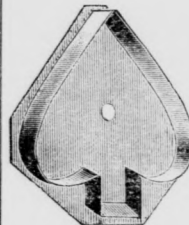
A NOVELTY



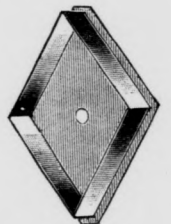
In Cake
Cutters



WE ARE offering to the Trade a pleasing and quick selling novelty in our new



Card Party
Cake Cutters



They are made to represent the different denominations of cards, and with their aid the hostess can furnish her guests with refreshments which will be once novel and appropriate to the occasion.

35c Dozen.

FOSTER-STEVENS & CO.

MONROE
ST.



Why have the sales increasing the past

increased 25 per cent. during year on

Silver Soap

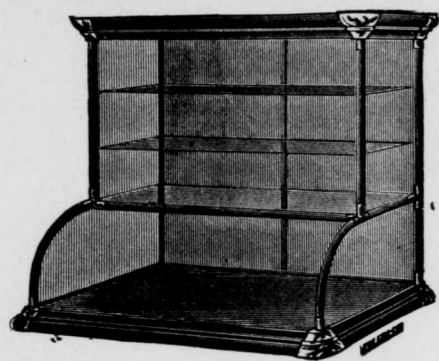
Manufactured by

THE THOMPSON & CHUTE SOAP CO.,

TOLEDO, OHIO.

FIRST.—High Grade of Quality! SECOND.—Its moderate Cost! THIRD.—The Successful Line of Advertising Matter given by Merchant who handles it! Send your order to any Wholesale Grocer or direct to the factory for prompt shipment.

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.

RINDGE, KALMBACH & CO.,
12, 14 & 16 PEARL ST

If you have not bought your holiday slippers, come in and see us. We have a NICE LINE at prices we know will please you. Our spring samples are now ready. Would be pleased to have you call and see them. We also have a good stock of winter goods.

Agents for the Boston Rubber Shoe Co.



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.

You can take your choice

OF TWO OF THE

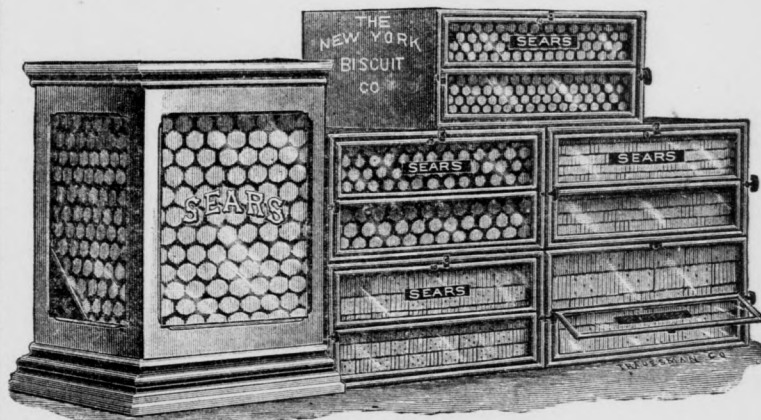
BEST FLAT OPENING BLANK BOOKS

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.

Cracker Chests.

Glass Covers for Biscuits.



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

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

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

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

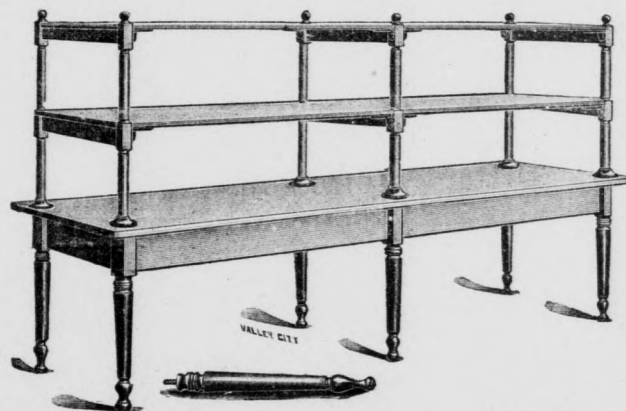
THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

CHOCOLATE COOLER CO.,

Manufacturers of



Combination Store Tables and Shelving.

The most complete knock down tables and shelving ever offered to the trade. The salient features are uniformity of construction, combining strength and neatness, economy of room, convenience in shipping and setting up. It will be to your best interest to correspond with us. Prices reasonable. When in the city call at the office and see sample.

Office 315 Michigan Trust Building. Factory 42 Mill St.

