

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

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GRAND RAPIDS, DECEMBER 28, 1892.

NO. 484

We now have a full line of Wales Goodyear Rubbers, Boots and Shoes, Alaskas, Green Bays, Esquimaux 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.

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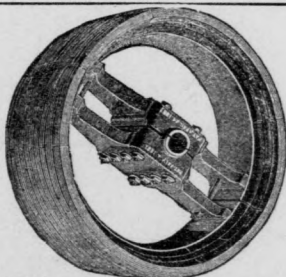
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MANUFACTURERS OF

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See Quotations.



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IT IS STAPLE AND WILL FIT ANY PURCHASER.

Retails for 10 cents, 3 for 25 cents.

Send Your Wholesaler an Order.



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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.

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BIG RAPIDS,
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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.

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IMPORTERS AND

Wholesale Grocers

Grand Rapids.

BALL

Wholesale
Grocers.

BARNHART

PUTMAN CO.

MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, DECEMBER 28, 1892.

NO. 484

THE Grand Rapids FIRE INS. CO.
PROMPT, CONSERVATIVE, SAFE.
T. STEWART WHITE, Pres't.
W. FRED MCBAIN, Sec'y.

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.

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FRANK H. WHITE,

Manufacturer's Agent and Jobber of

Brooms, Washboards, Wooden
AND
Indurated Pails & Tubs,

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

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

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BUY THE PENINSULAR
Pants, Shirts, and Overalls

Once and You are our Customer
for life.

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DETROIT, MICH.

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Residence, 59 N. Union St., Grand Rapids.

"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 Ameri-
can plan, we take pleasure in announcing that
our rates will hereafter be \$2 per day. As the
hotel is new and handsomely furnished, with
steam heat and electric bells, we are confident
we are in a position to give the traveling public
satisfactory service.

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

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The Bradstreet Mercantile Agency.

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States, Canada, the European continent,
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Grand Rapids Office, Room 4, Widdicom Bldg.

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

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Successor to Cooper Commercial Agency and
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Commercial reports and current collections
receive prompt and careful attention. Your
patronage respectfully solicited.

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Solid Brand Cans.

Selects \$ 25
E. F. 20
Standards 18
Standards in bulk 1 10

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Selects \$ 23
Favorites 14
Standards 16
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Mince Meat—Best in Use.

Large bbls 5 3/4
1/4 bbls 6
40 lb pails 6 1/4
20 lb pails 6 1/4
10 lb 6 1/4
2 lb cans, usual weight, per doz \$1 50
5 lb 3 50

Choice Dairy Butter 19
Fresh Eggs 21
Pure Sweet Cider in bbls 15
" " Vinegar 10
Choice Messina Lemons 4 00/4 50
Fancy Florida Oranges 3 00/3 50
Choice Lemons, 300 and 360 5 50
New Pickles in bbls, 1200 6 50
" half bbls, 600 3 75
Peach preserves, 20 lb. pails 07

EDWIN FALLAS,

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

40 CENTS PER BOOK
OF
100 LEAVES

FOR **BARLOW'S Pat. Manifold**
TRACERS
(For tracing delayed Freight Shipments)
OR **BARLOW'S Pat. Manifold**
TELEGRAMS

"WESTERN UNION" OR "POSTAL" LINES
Sent Prepaid for above Price.
or will Send Samples.
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A. J. SHELLMAN, Scientific Optician, 65 Monroe Street.



Eyes tested for spectacles free of cost with
latest improved methods. Glasses in every style
at moderate prices. Artificial human eyes of
every color. Sign of big spectacles.

ESTABLISHED 1841.

THE MERCANTILE AGENCY

R. G. Dun & Co.

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

MISDIRECTED.

A Ruined Life the Result.

Written for THE TRADESMAN.

"Be what nature intended you for, and
you will succeed; be anything else, and
you will be ten thousand times worse
than nothing."

The above words of Sydney Smith were
brought quite forcibly to my mind not
long ago. I was in one of the hustling
Western cities of our republic, and, hav-
ing accomplished the object of my visit,
I found myself with an evening of leisure
at my disposal. Being a stranger in the
city, I resolved to remain at my hotel and
give the rein to my favorite old pas-
time, that of taking notes in the obser-
vation of human life and its infinite
variety of phases. Did you ever sit in
the window of a hotel office in a strange
city and think of the dear little tots at
home, while you watched the counter
currents in the restless stream of hu-
manity as it went jostling, swirling and
rushing by? Wonderful panorama! One
brief glimpse of each face, then gone
forever! But, brief as it is, each face
tells its story, and leaves an impress on
the mind of the thinker. In these facial
expressions one may read cool defiance,
self-sufficiency, despair, determination,
purity, timidity, nervous imbecility, vac-
cancy, self-condemnation, dissipation,
pain, hunger, want, etc., or the opposite
of these characteristics, and one won-
ders if he has caught a glimpse of the
future faces of the little tots at home,
after they shall have gone out from the
home nest to battle with the stern reali-
ties of life. One has, no doubt, caught
such a glimpse, but which? Ah, thank
God that is for time alone to reveal.
And so we dismiss the subject from the
mind and wander over to the cigar stand,
where we deliberately and ruthlessly de-
stroy all the good impressions made by
our sentimental reverie, by telling the
clerk a wicked story which he has al-
ready heard nine hundred and ninety-
nine times.

In my case, on the occasion mentioned,
after the clerk had humbly begged my
pardon, with tears in his eyes, for not
being able to smile at my simple story, I
lighted a cigar and proceeded to take an
inventory of the occupants of the office.
The irrepressible drummer came and
went with the arrival and departure of
every 'bus, and the incomers, after in-
scribing their autographs, immediately
went out into the city to shake hands
with their old customers, or disap-
peared up the elevator with a bell-boy
and pitcher of ice water, after holding a
short consultation with the clerk. The
drummer is never idle. He is never
caught sitting in a dumb doze in a hotel
office. He comes and goes at all times
of the day and night and never com-
plains. He reads the morning paper in
the dining room while the cook is trying
to build a fire with which to cook his
breakfast, and he picks his teeth in the
smoking car while en route to the next
town. But why it is that he disappears
up the elevator with the always accom-
panying pitcher of ice water so early in

the evening, or remains out for four
hours after his customers have all gone
to bed, is a question irrelevant to this
subject. It may be that his early retir-
ing is the result of a desire to take ad-
vantage of opportunity and steal away
to his own room and read a few chapters
in the little testament which his mother
or his wife put into his grip the last time
he was home; but his late hours, prob-
ably, will never be accounted for.

Every hotel lobby has its regular quota
of loungers who also come and go. The
lounger, however, takes a seat and fixes
his gaze on some imaginary object and
looks awfully and mournfully wise—
unless some fellow loungeer asks him to
take a drink or works him up into a po-
litical squabble, and then what he knows
would not be enough to strain the in-
telligence of a lamp-post.

My attention was called to a middle-
aged man who sat apart from the others
and who appeared to be a stranger. He
was neatly but plainly attired, and his
general appearance indicated that he was
no chronic hotel loungeer, whether he was
a stranger in the city or not. I have al-
ways given myself credit for possessing a
kind of "sizing up faculty" that en-
ables me, nine times out of ten, to place
a stranger where he belongs, but here
was a case which completely baffled me.
The more I studied the man, the more
I was at a loss to decipher him. Not a
move was made that escaped the sharp,
quick, nervous glance of his eye, and not
a word was spoken but that his move-
ments indicated that he heard it; and
yet he seemed to be perfectly oblivious
to his surroundings and not in the least
concerned with anything that transpired.
There was a sorrowful, careworn ex-
pression on his face, and even the quick
glance of his eye had a peculiar tinge of
sadness in it. My curiosity was aroused
and it had to be satisfied. I crossed the
room and, seating myself beside him,
made some casual remark about the
weather. Before this mysterious per-
sonage completed his version of the
weather, the sad expression had disap-
peared from his thin and prematurely-
furrowed face, the nervous, hungry look
in his eyes had changed into a sparkle
of good humor, and I had discovered a
most agreeable companion in disguise.
We conversed on the social, political,
moral and religious topics of the day and
I found my comrade more than a match
for me. He was open, frank and confi-
dential; yet I failed to ascertain his busi-
ness, while he had drawn me out without
the least apparent effort on his part. At
last, I gave up, beaten at my own game,
and put the question direct:

"What business or profession do you
represent?"

I shall never forget the expression of
pain that crossed his face as he assumed
the old look and nervously glanced
around him as though afraid that others
might hear his answer to my question.

"Oh—at present—I am writing some
for the *Bungtown Bugle*."

After replying to my question, he re-
lapsed into silence and gazed out of the

window with the old hungry look. I was more nonplused than ever. It could not be possible that my logical reasoner and versatile conversationalist of a moment before was devoting his time, energy and talents in scribbling cheap dribble for a little back-alley unknown sheet; and I began to suspect that he must be some sort of a private detective of high degree. So, to put my suspicions to a still further test, I ventured the remark:

"As your city has taken on a wonderful growth during the past few years, and as its real estate has rapidly advanced in value, I suppose you have been reaping a share of the harvest?"

"No," said my friend in a bitter tone, "I did some sowing, but I was not permitted to participate in the reaping. In fact," the tone became more bitter and the scowl deepened on his forehead, "I even lost the seed I had sown."

Divining my look of surprise, he hitched his chair around so as to face me, and then in a low tone, with one hand resting on my knee and with his clear dark eyes looking steadily into mine, he repeated the quotation which stands at the head of this paper, and then made the following statement:

"I am a living example of the truthfulness of that quotation. Never were truer words uttered by mortal man. You say that you live in Oberlin, that you were born and reared there, and that all the associations of youth are centered there; and yet, although I never saw the place, I doubt very much if the mention of that name stirs you with emotions as intensely as it does me. From the time when my youthful soul first began to swell with aspirations to be and to do, my mind was fixed on the study of the law. I was left without a mother when but six months old, and was carried away by an uncle and adopted into his new home in the forest. The tall pine trees disappeared as I grew up into a stripling, with an intense aversion for farm life and a passionate love for books. My uncle was of the old school, bitterly opposed to "book larnin'," and was determined to bend everything to his will and the advancement of his personal interests, regardless of consequences. I inherited a nervous temperament and was very impulsive and extremely sensitive and emotional. I led all my classes in the little country school and generally carried a book secreted under my "smock" while engaged in my labors on the farm. I had a cousin about my own age whose father resolved to send him to Oberlin College for a literary course preparatory to taking a university law course; and I, being filled to overflowing with the same desire, begged my uncle to permit me to accompany him. But it was no use; scheme after scheme was devised and threats and promises were indulged in to beat back and kill the demands and promptings of my innermost being, until, at last, my high-strung, sensitive nature succumbed to the strain put upon it, and I became reconciled to the inevitable. The effect of this cruel, crushing blow to my soul's aspirations, on the very threshold of my manhood, has followed me all through life. It has put a blight upon all my best endeavors. It broke my heart just at a time when it was reaching out for life, and it left me a wreck on the great ocean of life, chartless and rudderless. My proud, sensitive young nature was broken, subdued, cowed; and, when I went out into

the world to take my chances with the mighty struggling multitude, armless, aimless and purposeless, with a forced training in that only which I detested and loathed, it was to drift with the current. I have tried many kinds of business in many different places. My destiny is to drift, drift, ever drift, and a divinity seems to frown on my best endeavors. I think it is the ghost of shattered hopes, and that it will keep me drifting until I drift into the haven of rest."

Without another word he arose, bade me an adieu and hastily went out into the night.

Was it a peculiar case of insanity, or was it a case of broken-heartedness caused by a collision between two natures—the one coarse, brutal and powerful, the other sensitive, refined and of delicate fiber? I had heard of cases where the spirit and will of high-keyed, delicate organisms had been broken and crushed in youth so completely that they were never, in after life, able to reassert themselves; and I came to the conclusion that this was a similar case. It is not an easy matter, as a general thing, to discover for what Young America is especially adapted. He is ready for anything that may turn up and feels about as much at home in one place as in another, *providing it pays*. There are exceptions, however, to this general rule. Sometimes nature presents even a Yankee organism with a singleness of purpose, and crowns it with the requisite talents, and endows it with the necessary attributes for the accomplishment of that one purpose; and, should some circumstance intervene to thwart nature in her design, the condition of that person becomes, indeed, "ten thousand times worse than nothing."

In conclusion, permit me to allude to the fact that the festal season is at hand. The Christmas bells are once more pealing out "Peace on earth, good will to men." The frosty air is rife with friendly greetings, and dear ones, long absent, clasp the hands of dear ones at home. Christmas bells! What a magic sound in those words! What an inspiration to memory! How they recall the dead and silent Past, and what a flood of recollections goes rushing through the mind—the old "Yuletide" backlog, the plum pudding, the dear old stocking stuffing tricks of that jolly, shaggy old god of childhood, Santa Claus; the sports and games, the anticipations and aspirations of vigorous youth, the ever changing reunions of middle life with their new faces and vacant chairs. At the family reunion, while good cheer prompts the heart to good intentions and good resolves, what more opportune time to carefully consider the talents, tastes and inclinations of the younger members of the family, with the view of ascertaining what part in the great drama of life nature has assigned them. An effort of this kind, inspired with a sincere desire to help those for whose well-being parents and guardians are largely responsible, would avoid many a shipwreck on the shores of time and secure to the world the benefits and blessings nature had intended.

OBSERVER.

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.

WOMEN IN BUSINESS LIFE.

The mark of distinction made between man's and woman's work is rapidly disappearing. The main factor that is responsible for the present condition is that woman has risen to a realization of the fact that no man has a right to prescribe what her work shall be, and is disregarding man-made restrictions, and both asserting and proving her right to choose and do the kind of work for which she feels best adapted, and in the proportion that she shows her ability in her chosen work, will the way be further opened, both for herself and her struggling sisters.

There is a beautiful and touching story written by Olive Schreiner depicting a woman lying bound upon the sand, with a man standing beside her, he being powerless to help her rise without her also making an effort to do so. The same thought may be applied to the relation of man and woman to-day. Until the woman shows the desire and ability to help herself, man will not extend a helping hand.

When a woman enters a forbidden and untried field, she should aim not only to equal but excel the work of man in the same field, thus proving her ability and right to the vocation chosen. There are various kinds of work to which woman seems peculiarly adapted; in medicine her sympathy and nursing ability would be especially valuable, as would her intuition in law, her spirituality in the ministry, her taste and skill as an artist, decorator and designer.

Bear in mind that by being an unskilled worker you not only injure your own prospects, but the cause in general of all women.

In investigating the condition and wages of factory women in the East, it was found that while women received lower wages than men, their work was not the same, but that which required less ability, strength or skill.

If you desire men to make no distinction between you and themselves in business, you must expect to stand on the same footing as they, not ask for mercy, but simply justice; ask to be only considered as a human, not as a woman. Expect no favors, no exemptions on account of your sex. Be independent, self-reliant and business-like; feel that as far as manly qualities go you are as much a man as they, and as far as womanly qualities go they ought to be as much a woman as yourself.

SOPHIA N. REDDIN JENKINS.

Timely Hints for Travelers.

From the Sample Case.

A successful traveling man must have perseverance, patience and, above all things, tact. Without them he might as well give up first as last.

Traveling men must conform to the highest rules of integrity, gentility and fair dealing if they wish to be successful. The fast type of traveling men is passing rapidly away and a few more years will make him invisible on the road or in the house.

The representative traveling salesman of to-day reflects all the higher qualities of the true gentleman. He is quiet and modest in his manner and dress, and does not depend upon the auxiliaries of whisky, wine, beer and tobacco to dispose of his goods; but, rather, upon his personality and those rare business qualifications which are essential to success in his profession.

Eaton Rapids—Gillette & Miller have removed their hardware stock from Battle Creek to this place.



ASPHALT FIRE-PROOF ROOFING

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

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

FIRE-PROOF ROOF PAINT,

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

H. M. REYNOLDS & SON, Practical Roofers,

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



Send in your orders for

MASKS

to the

New York Baby Carriage Co.,

47, 49, 51, 53 Canal St.

Best Assortment and Lowest Prices.

TYPE FOR SALE.

One hundred pounds of this nonpareil. Extra caps, leaders, figures and fractions included. Will sell the entire lot for \$20.

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

Eight hundred pounds of the brevier type now used on the "Tradesman." It is of Barnhart Bros. & Spindler make and has been in partial use for only four years. Will sell entire font for 18c per pound, or 50 pound fonts or upwards at 20 cents per pound. Cases, a dollar per pair.

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

THE TRADESMAN CO.,

GRAND RAPIDS, MICH.

HOLIDAY GOODS.

Then After Effect on Trade.

Written for THE TRADESMAN.

In using the term "holiday goods," I mean all goods and wares placed on the market especially for the holiday trade. This class of merchandise appears in the store windows and show cases and upon the counters of our merchants in the month of December and disappears during the month of January. It appears to the greatest advantage and makes the most tempting display about one week before Christmas. At this time, an observant stranger from some other planet, who had never heard of Christmas time and the hallowed associations connected with it, would conclude, after a ramble about our streets, that the inhabitants of earth were the most extravagant and most foolish of all created beings. If our strange visitor were to take a look at our homes and acquaint himself with the conditions of our human life, and learn the fact that the most of us were unable to comply with those conditions, his wonderment would be increased, and to his former verdict of "extravagance" and "foolishness" he would be inclined to add "idiocy." During this week preceding Christmas, *utility* and *necessity* are put out of sight, and costly trinkets and useless trumpery are spread out before us at every turn. If we were all utilitarians, or if a love for the beautiful, or a philanthropic desire to assist the merchants in unloading were the only incentive to purchase these gewgaws, they would never be manufactured. But there is an incentive to purchase these things ingrafted in the heart of every denizen of every Christian land, that cannot be resisted. So strong is this incentive that the regular legitimate retail trade of the country is nearly suspended for a few days, and an additional temporary force is made necessary in many of our city stores, in order to meet this demand for holiday goods.

Step into one of our city bazaars on Christmas eve and look around you. You will see a crowd of customers composed of every shade and degree of social standing from the hod carrier who has selected a jumping jack, a tin whistle and a rubber ball, all the way to the wife of the banker who has purchased Dresden china and silver and gold galore.

Why this unusual rush of trade? Why this feverish impatience? What mysterious influence is at the bottom of this great movement impelling men and women to disgorge their scanty earnings for these trifling trinkets when they lack the common necessities of life? Why do they linger in their eagerness to purchase these things until the hour is unusually late? Why? Ah, to-morrow is Christmas! They were once innocent little heathen, firm believers in the big-hearted, generous old god, Santa Claus, and now they have dear little heathen of their own. And then, somehow, the vibrations of the church bells on the frosty air at this time of the year revivify our better natures by reminding us of the birth of Him who said "It is more blessed to give than to receive."

But what kind and how much of these holiday goods shall I purchase for my trade? are questions which annually confront the retailer. This difficult task is not confined to the bazaar and novelty dealers—it enters into the management of every retail business to a greater or

lesser extent. Every retailer of merchandise is expected to add something to his stock to meet this holiday demand; and the larger portion of this something, if not sold at this time, will have to be carried over to the next holiday season when, perchance, it may be worked off at some price. This holiday contingent is a very unsatisfactory element in a retail business. In selecting holiday gifts, the public demands something novel and unique, and the retailer is thus placed at a great disadvantage. He may have a few novelties which "go off like hot cakes," as the saying is, but he dare not duplicate them next year, for the public will expect something new; and so, from year to year, he is compelled to run this department of his business experimentally, buying at a venture and relying upon a capricious public, a fickle climate and a mysterious Providence for success.

The margin of profit on holiday goods is a good one, and it should be; but it is doubtful if any retailer, outside of the regular bazaar and novelty store, ever realized margin enough on the actual sales of purely holiday goods to balance the loss on the unsold portion.

During several years' experience in the boot and shoe business, the writer never succeeded in making any money on holiday goods, although confined almost exclusively to as useful an article, apparently, as a pair of slippers. But holiday slippers, like holiday everything else, are made to be sold to a retailer, then purchased at a fancy price by a generous somebody and presented to another somebody as a Christmas gift. But the trouble was that the generous somebody very seldom knew just what size the other somebody wore, and so, sometime along in January, those elegant, high-priced slippers were quite apt to be returned for a different size, and, if the required size was not in stock, then that fancy price would have to be returned, as they were sold subject to that privilege—indeed, they could not be sold otherwise. Whoever saw a genuine holiday slipper that would fit the foot of a civilized human being, anyway? If the donator would bring the donee to the store to try them on, he would see at once that no one on earth could wear them, and, consequently, the merchant would be spared the little unpleasantness of buying them a second time—at an advance of 100 per cent. Any man who wishes to purchase a pair of slippers to wear, and who has had some experience in a shoe store, will never buy the holiday variety. He knows that they are intended only for Christmas gifts and everybody ought to know that Christmas gifts should never be vulgarized by being turned to any practical use.

As a country grocer, the same difficulty was experienced. The unsold portion, one year with another, exceeded in value the profits realized on the portion sold. In the confectionery line the special Christmas goods were positively worthless if not sold during the holidays. If the so-called Christmas "candy" toys were made of candy instead of some vile, worthless composition, the unsold portion might be disposed of.

There seems to be a disposition on the part of everybody to take advantage of everybody at Christmas time, when everybody is generous and tender and off his guard. No wonder that, after the New Year is christened and everybody gets down to stern business again with a

determination to replenish his empty pocketbook by practicing rigid economy, the merchant gathers up the remains of his holiday stock and puts them away out of sight.

The spirit of emulation has much to do in magnifying the difficulties in the management of these holiday goods. An attractive window display of Christmas notions is a good advertisement, not only for the goods displayed, but also for the general business. This holiday window decorating has become an art, and the window displays made by our city merchants have reached such a degree of artistic merit that the public has come to look upon them with wonder and delight. Hundreds of people come to town during the week preceding Christmas more to witness the window displays of holiday goods than for any other purpose. This appreciation of a critical public engenders a spirit of rivalry among the merchants, and so each tries to out-do the other, not only in artistic design, but in extent and variety as well; and this tends to additional expense and an overstocking of holiday goods.

Two evils result from this condition of things, one of which affects the dealer and the other affects the general public. The former, prompted by a desire to out-shine his competitors, quite often overloads himself with this stuff, thereby entailing a considerable loss which reacts injuriously upon his regular business, by converting more or less of his working capital into dead stock. The general public, on the other hand, falls into the temptation, which is so profusely and so alluringly spread out before it, to squander more money than is necessary for such useless things, and much more than they can really afford. It is all very well for the wealthy to spend their money lavishly for these things. These novelties, many of which are gems of art, represent a vast industry which furnishes the means of livelihood to thousands of human toilers, and, if the fruits of their labor did not find a market, they would be driven into other fields which are already overcrowded. When the wealthy spend their money freely in this way, they not only gladden the hearts of all who are remembered by them, but they are helping to turn the great drivewheel of industry which has made this nation foremost among the nations of the earth. Oh, no, no evil ever resulted from the over-generosity of the wealthy; but the masses are strongly tempted, and they do yield to this temptation, and they do injure themselves, and sometimes they injure their creditor neighbors, by squandering their scanty means in buying trash that does not add one jot or tittle to their worldly comfort or well-being. This is the second evil.

Is there a remedy for these evils? I don't know. It is the writer's special fort to find fault with everything on general principles and cry "wolf," and somebody else must find out whether there is a wolf prowling around, and, if so, how to dispose of him. E. A. OWEN.

The Jolly Limburger.

From the Erie, Pa., Globe.

Matthew Byerly, of Le Boef township, a German, forty-five years or over, has the only limburger cheese factory in this part of the State. He makes every year 25,000 pounds of cheese and finds a market for it all in Erie. He ships weekly five or six hundred pounds to the city in one to three pound packages, wrapped in tin foil, which sell at 13 cents a pound and the people of this German town smack their lips over the strong smelling stuff.

Unlike the Dutch Process

No Alkalies

— OR —

Other Chemicals

are used in the preparation of

W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure and soluble.

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

W. BAKER & CO., Dorchester, Mass.

USE



Best Six Cord

— FOR —

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions

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.

AMONG THE TRADE.

AROUND THE STATE.

Marion—Jas. Hixon succeeds Desmond Bros. in general trade.

Durand—A. H. Taggart succeeds C. W. Allison in general trade.

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

Clifford—Mrs. J. Kennedy succeeds Wm. Ahrens in general trade.

Copemish—Gibb & Co. succeed Gibb & Clark in the drug business.

Plymouth—Lynden & Holmes succeed F. B. Park in the hardware business.

Saginaw—L. J. Booth succeeds G. H. Middlesworth in the grocery business.

St. Louis—Supphin & Rose succeed A. L. Buchanan in the grocery business.

Croswell—W. Tyler has purchased the harness business of Graham & Straffon.

Lapeer—Edward Miller is succeeded by John P. Roberts in the meat business.

McCord—D. W. Calkins has removed his general stock from Alto to this place.

Ontonagon—Jas. J. Vincent succeeds Van Schaick & Vincent in general trade.

Otsego—Marcus McGregor has purchased the general stock of N. W. Mills.

Lansing—J. C. Giltner & Son have purchased the grocery stock of F. C. Brisbin.

Marquette—L. W. Toles succeeds the L. W. Toles Drug Co. in the drug business.

Pontiac—J. S. Stockwell succeeds J. S. Stockwell & Co. in the dry goods business.

Alpena—F. B. Franks has sold his boot and shoe stock to Mark C. Bostwick & Co.

Tecumseh—W. B. Darling has purchased the confectionery stock of H. L. Jones.

Fenton—W. M. Blackmer is succeeded by McLeod & Halladay in the wall paper business.

Hubbardston—Homer Sturges & Son have purchased the meat market of Worthy Bros.

Ludington—Mrs. H. Gustafson succeeds Miss Jennie A. Grove in the millinery business.

Central Lake—Geo. B. Sanderson has opened a dry goods and boot and shoe store at this place.

Nessen City—F. C. Wilson has removed his dry goods stock from Copemish to this place.

Elkton—Hirzel & Wittwer succeed Vogel & Weber in general trade and the furniture business.

Flint—Goodes & Hall will succeed J. K. Van Tine Jan. 1 in the agricultural implement business.

Detroit—Wm. Mueller succeeds Don A. Lochbiler in the hat and men's furnishing goods business.

Ironwood—The firm of Selk & Dear, plumbers, has dissolved, Fred C. Selk continuing the business.

Bay City—H. E. Meeker & Co. are succeeded by H. E. Meeker in the wholesale and retail grocery business.

Cadillac—Newark & Drury have purchased the hardware stock of J. W. Cumber and will consolidate the stock with their own.

Edmore—Purple & McDonald, agricultural and hardware dealers, have dissolved, Purple & Cronkhite continuing the business.

Eastlake—Rothschild & Co. have leased their meat market to Louie Heafner for the term of one year with the privilege of three.

Charlevoix—Aleck Ross and W. H. Cooper have purchased the grocery stock of O. E. Wilbur and will continue the business at the same location.

Detroit—James F. Clough has retired from the firm of the Clough & Warren Organ Co. Geo. P. and James A. Warren continue the business under the same style.

Blissfield—The Blissfield Grocery & Provision Co. has purchased the grocery stock of Warren & Glazier, also the grocery stock and meat business of Frank D. Lamb.

Mancelona—W. M. Simons' shoe stock was completely destroyed by fire on the evening of December 25. The loss is estimated at \$3,000, one-half covered by insurance.

Ypsilanti—The hardware stock of Robbins & Edwards, one of the oldest business houses in the city, has been sold to Frank I. Carpenter, of Baltimore, Md., who will take charge at once.

Sunfield—E. M. Snyder has removed his drug stock from Dimondale and sold a half interest in the stock to Dr. Chas. N. Snyder, formerly of Shaytown. The new firm will be known as C. N. Snyder & Co.

Allegan—R. Richards, senior member of the firm of R. Richards & Co., dealers in general merchandise on the 3 per cent. profit plan, has gone to Earlton, Kansas. The business will be continued by the junior partner, O. R. Johnson, who has come on from Kansas for that purpose.

Detroit—Seligman Schloss has been appointed receiver of the firm of Schloss, Adler & Co. The firm is perfectly solvent, having \$165,000 in assets to meet \$100,000 in liabilities, but the partnership expired a month ago and the partners could not agree on a division of the property.

Allegan—S. S. Dryden & Sons have sold their hardware stock to W. Abell and Geo. J. Phillips, both of Linesville, Pa., who will continue the business, taking possession Jan. 1. The Drydens have been leaders in their line for many years and their retirement from trade will be sincerely regretted.

MANUFACTURING MATTERS.

Leroy—J. C. Corbin is about to remove his sawmill from this place to some point where timber is more plentiful.

Saginaw—The J. M. Thompson Co., incorporated, succeeds J. M. Thompson & Co. in the manufacture of lumber.

Clare—J. J. Wilcox has purchased a tract of hardwood timber near here and will erect a sawmill to manufacture it.

Charlevoix—Geo. Bates has sold his stock in the Charlevoix Lumber Co. and retires from the management of the business.

Bay City—The E. S. Fitch Co. has changed its name to the Michigan Phosphate Co. and removed its fertilizer factory to Saginaw.

Clare—Ballentine & Clark are engaged extensively in buying cedar poles and have 9,000 on the skids. They will handle 25,000 during the season.

Saginaw—L. P. Mason, one of the oldest lumber dealers and forwarders in the valley, having located here in 1869, has bought and shipped about 50,000,000 feet the past season.

Saginaw—C. L. Grant & Co.'s sawmill manufactured a little over 5,000,000 feet the last season, all of which has been sold, and nearly every foot of the season's output was shipped by rail.

Lake George—The Church sawmill has shut down owing to the assignment of Nathan Church. All the lumbering operations of the firm in that section, which were extensive, have been suspended.

Saginaw—John C. Brown, for many years one of the most extensive lumber jobbers in Michigan, and who met with financial reverses last spring, has transferred his base of operations to Arizona, where he is interested in a body of timber, and a crew of 30 men leave here tomorrow for Arizona to work for him.

Manistee—The sawmill of the R. G. Peters Salt & Lumber Co. is the only one in operation here, but it is not thought that they will run very much longer, although they have a stream of exhaust steam coming out at the foot of their log slide, that keeps things thawed out pretty well.

Manistee—Considering the cost of electric lighting for sawmills, and the great difference in the safety of that mode of lighting over the old style of oil lamps, it is a wonder that there are not more of them in use than there are at present. The Canfield & Wheeler Company put in a small plant this season, capable of swinging about 60 lights, the cost of which was about \$500, but they say they would not be without it for twice its cost.

Detroit—The Diamond Match Company has purchased the plant of the only competing match factory it had in Michigan. The Detroit Match Co., whose works are located on Twenty-fourth street near the railway, and which have been in operation about fifteen months, were sold to the Diamond Company for \$75,000, a Chicago agent named Purcell negotiating the transaction. The company was stocked for \$30,000, of which \$21,000 had been paid in. About nine years ago the Diamond Match Company purchased the factories of D. M. Richardson and Schmitt & Schmitt, located here, and subsequently a small factory at Grand Haven, since which time they have had no competitors in the State until the Detroit company entered the field a little more than a year ago. The Detroit's goods were chiefly the acme parlor match, which were mostly sold in St. Louis, Mo. It was running two "gangs" of workmen. One of the sellers says he presumes the works will be closed down by the purchasers within a short time.

Ludington—J. S. Stearns, of this place, and Fred Herrick and J. H. Cushway, of Custer, have purchased of the United States the timber on the Lac du Flambeau reservation in Oneida county, Wis. The reservation embraces 62,000 acres, including the lakes on it. It is estimated that the pine on the area amounts to 200,000,000 feet. The purchasers pay a certain price per thousand, and have twenty years in which to cut off the timber. Camps have been established and active work in logging is being prosecuted. During the winter a band sawmill and shingle mill will be built on the Milwaukee, Lake Shore & Western Railway, thirty miles from Rhineland. The mills will be ready to start up next spring. The logs will be dumped into the lakes, which are connected by floatable streams, and towed to the mills by a tug to be built for the purpose. The timber is said to be a good quality of white pine. Mr. Stearns will be general superintendent of milling and marketing, and Mr. Herrick will manage the logging operations.

There are too many dead-beat beggars going about skimming the milk from human kindness and leaving humanity to sour on the world.

Calls for public meetings are not much heeded; but when Gabriel issues his trump call for the resurrection, thousands of people who have not been seen for years will suddenly turn up.

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

DON'T HESITATE! STEP RIGHT INTO A good business! \$12,000 stock of dry goods, shoes and groceries, located in a live railroad town in the best county in Eastern Kansas; monthly sales over \$4,000; good profits; if taken at once can step right into a good business; no trade; must have cash or cash and bankable paper. Address Farmers' and Merchants' Bank, Scribner, Neb. 633

FOR SALE—OR EXCHANGE FOR LARGE stock of merchandise. Will pay cash difference. Six hundred acres hardwood timber land in Emmet county. Good soil. One half mile from railway station, by road or waterway. For particulars address E. F. B., Grand Blanc, Mich. 637

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, involving 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 \$7,000 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.

POSITION WANTED—FOR A YOUNG LADY who is experienced in commercial and bank book-keeping, accustomed to cash and general office work, an excellent stenographer and Remington operator, five years' experience with late employer. Valuable, competent help, a lady of refinement and ability. Owing to change in business, parties are assisting to secure a position. Address Late Employer, care Michigan Tradesman 638

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 53, Farnham, Erie Co., N. Y. 630

MISCELLANEOUS.

WANTED—PARTNER WITH SMALL CAPITAL to engage in established and good paying manufacturing business. R. N. Thompson, So. Boardman, Mich. 634

WE HAVE \$2,000 WORTH OF VACANT lots located at Detroit, Muskegon and St. Johns, and \$500 worth of good paying factory stock, which we would trade for a drug stock located in Michigan. A stock combining wall paper, paints and oils preferred. Address, stating particulars, Lock Box 145, St. Johns, Mich. 635

FOR SALE—TWO-STORY FRAME STORE building and dwelling in thriving Northern Michigan town. Property well rented. Will sell cheap or exchange for city property. A. M. LeBaron, 65 Monroe St. 636

FOR SALE—CLEAN STOCK OF GENERAL merchandise, located at Sumner, six miles south of Riverdale. Building is 22x88, with storehouse 22x50, 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 LETTER 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. 636

GRAND RAPIDS GOSSIP.

Geo. B. Wilson has purchased the hardware stock of Bentley & Cornell.

Anderson & Johnson succeed Mrs. Hannah Anderson in the grocery business.

E. A. Henry has opened a grocery store at Alto, the I. M. Clark Grocery Co. furnishing the stock.

Barry & Co. have resumed the grocery business at Rodney. The stock was purchased at this market.

A. L. Jennison, grocer at 144 West Fulton street, has closed his doors and will retire from the business.

D. W. Calkins has opened a grocery store at McCord. The stock was furnished by the I. M. Clark Grocery Co.

J. M. Frost has arranged to open a drug store at Mattawan. The Hazeltine & Perkins Drug Co. has the order for the stock and fixtures.

Edwin J. Gillies & Co. have foreclosed their mortgage on the grocery stock of John Burrows, but it is doubtful if the goods amount to the face of the mortgage. As Burrows is not supposed to be possessed of a superabundance of anything but political ambition and trades union doctrine, the unsecured creditors will probably get no nearer a realization of their claims than the old man got to the Legislature.

The offer made by Peter Schuit to exhibit at the next meeting of the Grand Rapids Retail Grocers' Association a current cleaning machine which can be constructed at nominal cost will probably attract every member of the organization; and those grocers who have not yet put in their applications for membership would do well to do so, in order to take advantage of the opportunity above presented.

Purely Personal.

James B. McInnes was called to South Bend, Saturday, by the death of a relative of his wife.

Harm Timmer, grocer at 233 Seventh street, has the sympathy of the trade in the death of his wife.

O. P. DeWitt, the St. Johns grocer, was in town one day last week to attend the annual meeting of the Lemon & Wheeler Company.

Geo. L. Thurston, of the firm of Thurston & Co., general dealers at Central Lake, was in town a couple of days last week, invoking the assistance of an occultist.

C. E. Ramsey, formerly engaged in the stationery business on South Division street, Grand Rapids, but now engaged in general trade at Central Lake, will have the sympathy of a large circle of friends in the death of his wife and the serious illness of his daughter.

The Grocery Market.

Sugar—The market is steady. The adoption of the equality plan by the wholesale grocers of the State, which goes into effect next Monday, will necessitate a re-arrangement of the schedule of prices to conform to the prices now in effect in other states.

Oysters—The cold weather and limited demand have made stock scarce and prices have gradually advanced from day to day until they now stand 10@12½ cents a gallon above former prices.

Oatmeal—The market is a little lower.

Pickles—Strong and advancing. Higher prices are looked for.

The Industrial Theory of the Socialists.

In view of its most distinctive feature, the present age has been defined as the capitalistic era of history. In former ages the peasant and the artisan owned the means of production, and, after supplying themselves and their feudal chief, sent the surplus to market. Each owned the rude implements he used in his work. The collapse of feudalism toward the close of the Middle Ages led to the breaking up of small holdings, the conversion of large tracts into extensive sheep runs, and to other changes of a similar tendency, and the consequence was that multitudes were driven into vagabondage or forced to seek a livelihood in the towns. Various causes, at the same time, as, for example, the discovery of America and of the sea route to the Indies, built up a class of capitalists. The development of new markets created a growing demand for the products of industry. That demand was met by mechanical inventions of increased complexity, and finally the adoption of steam as a motive power and the establishment of the factory system effected a complete industrial revolution.

The capitalist now owns the means of production. The proletarian has nothing to sell but labor, and his wages are determined by the fluctuation of the labor market—usually they are not much in excess of the actual necessities of himself and family. The profits of the business are retained by the capitalist who employs him. A minute division and sub-division of labor has rendered him still more hopelessly dependent. He is no longer a shoemaker, for instance, but is confined to the manufacture of a part of a shoe—perhaps he stitches the uppers or hammers the soles. If he loses his place he must find another in that branch of shoemaking which he has learned. Moreover, handicraft is a word that is fast losing its etymological significance. Things are made by machinery, and improved machines are constantly throwing men out of employment, either because they are operated with less labor, or because they lead to overproduction.

Meanwhile important changes are taking place in the capitalist class. Just as the ownership of the means of production passed from the artisan to the capitalist, the control of production passes from the small capitalist to the millionaire or multi-millionaire, then to a company, and at last to a combination of companies. The tendency of concentration is due to what we may call natural causes. The demands of trade call for more expensive means of production. The large establishment undersells the small one. Rival companies combine to avoid a mutually ruinous competition. The movement is towards consolidation and monopoly. And it is not merely the artisan or the day laborer who has cause for complaint. The proprietor of a small establishment is often forced either to sell out or to encounter a crushing opposition. But since these changes have been brought about by natural causes, and since they seem to be inevitably incident to the world's progress, the question is how this modern form of despotism can be overthrown. One thing, at least, may be regarded as certain, and that is that the majority will not always endure the present state of affairs. The masses have been accustomed to organization in their workshops, in armies and

in political parties. On the other hand, they have been taught to read, and to think at least to some purpose. And the disparity of condition between the proletariat and the wealthy class is less easily tolerated when there is not a proportionate difference in point of intelligence. It is true that the hardships suffered by the laboring poor are sometimes exaggerated. It is, also, true that this class enjoys more comfort now than ever before in the history of the world. But it remains a fact that the poor man lives a life of anxiety, because he depends upon a precarious employment. But, as we have said, the restlessness which disturbs society is not confined to people who are employed by the day or by the month. There is a general feeling that there is something radically wrong in our whole industrial system.

A certain school of sociologists hold that society is a vital organism, passing, like a tree, through successive stages of growth under a fixed law of development. The concentration of industry and of capital is simply the inevitable result of an organic process. Discovery, invention, competition and combination have taken place in an unavoidable order of succession, and all the lines of progress have converged towards monopoly. We have had first a number of small monopolies, and then a smaller number of large monopolies. The tendency is toward the inclusion of all industry under one organization, but the time is nearly ripe for placing that organization under popular control. The people are conscious of their power, and they may be forced to exert it to achieve an industrial emancipation, as in times past they exerted it to achieve a civil emancipation. We state this theory without indorsing it. It is interesting to us as a speculation which has come to be gravely discussed by sociologists and advanced political thinkers. Unquestionably it is a part of the general scheme of socialism, but it does not necessarily involve the whole socialistic programme. In any case, it must be admitted that its adoption will long remain impracticable. It is most objectionable, as it seems to us, as a menace to freedom of individual development.

FRANK STOWELL.

Investigate Before Investing.

From the American Dairyman.

How strange it is that a community of staid business men and farmers will allow a slick-tongued rascal to talk them into putting thousands of dollars into creameries when a boy fifteen years old should know that one-third the money would purchase all the machinery and buildings the cows in that neighborhood would require. Jay Gould said "Capital is timid," but when we see the fool schemes which moneyed men are all the time entering into with the recklessness of a "road agent," we are inclined to think there is neither timidity nor reasonable carefulness about capital. How easy it would be for any one of a dozen men interested in starting such an enterprise to write to half a dozen creameries, inclosing stamps for reply, asking for information as to probable cost of creamery building and fixtures for the number of cows which could probably be depended on the first two years, for it must be remembered that no creamery pays a dividend—and few of them pay actual expenses—the first two years.

Bank Notes.

L. E. Parsons, for many years teller in the Farmers' National Bank of Union City, goes to South Haven to assume the cashiership of the new Citizens' State Bank which is to open January 1.

W. L. Hammond, who has held the position of Cashier of the First National Bank of Traverse City for nearly five years, has resigned to accept a similar position with the Commercial and Savings Bank of Ludington.

1893.

Happy New Year.

With compliments of the season we suggest that you commence the New Year right with a good supply of our famous brand of Bee Hive Chop Japan Teas.

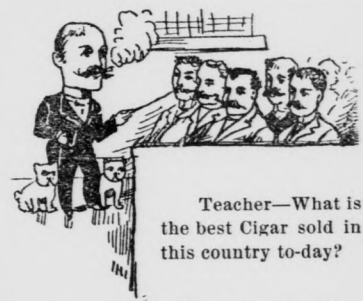


Edwin J. Gillies & Co.,

NEW YORK.

J. P. VISNER, Agt.,

167 No. Ionia St., Grand Rapids,



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

Class (in chorus)—

Ben Hur!

10c or 3 for 25c.

Made on Honor!

Sold on Merit!

ORDER FROM YOUR DEALER.

GEO. MOEBS & CO.,

Manufacturers,

DETROIT. CHICAGO.

The Little Interrogation Point.

Somebody has noticed the resemblance between the interrogation point and the corkscrew, and wonders whether this inquisitive little point was not so formed because it was intended to draw out knowledge. The small boy, who is a veritable Gatling gun of interrogatories, has been written up many times, but he never will be suppressed, and it is well that he cannot be, for questions indicate the thirst for knowledge, and the boy who never asks questions is not likely to develop character.

The writer recently noted the following conversation between a little boy and a maiden aunt, while en route to Buffalo a few days ago:

"What is that, auntie?" the little boy commenced, pointing to a stack of hay in a passing field.

"Oh, that's hay, dear," answers the careworn lady.

"What is hay, auntie?"

"Why, hay is hay, dear."

"But what is it made of?"

"Why, hay is made of dirt and water and air."

"Who makes it?"

"God makes it, dear."

"Does he make it in the daytime or in the night?"

"In both, dear."

"And Sunday?"

"Yes, all the time."

"Ain't it wicked to make hay on Sunday, auntie?"

"Oh, I don't know. I'd keep still, Willie, that's a dear. Auntie is tired."

After remaining quiet a moment little Willie broke out.

"Where do stars come from, auntie?"

"I don't know; nobody knows."

"Did the moon lay 'em?"

"Yes, I guess so," replied the wicked lady.

"Can the moon lay eggs, too?"

"I suppose so. Don't bother me."

Another short silence, when Willie broke out:

"Bennie says oxins is a owl, auntie. Is they?"

"Oh, perhaps so."

"I think a whale could lay eggs—don't you, auntie?"

"Oh, yes—I guess so," said the shameless woman.

"Did you ever see a whale on his nest?"

"Oh, I guess so."

"Where?"

"I mean no. Willie, you must be quiet; I'm getting crazy."

"What makes you crazy, auntie?"

"Oh, dear! you ask so many questions."

"Did you ever see a little fly eat sugar?"

"Yes, dear."

"Where?"

"Willie, sit down on the seat and be still, or I will shake you. Now, not another word."

And the lady pointed her finger sharply at the little boy, as if she was going to stick it through him. If she had been a wicked woman she would have sworn. There are eight million little boys like Willie in the United States and from this number must come a generation of Presidents, judges and men to guide the ship of state.

Later in the evening the lad was put to sleep by his father and about 1 o'clock a. m. the following dialogue ensued:

"Papa!"

"Well?"

"You 'wake, papa?"

"Yes."

"So's me."

"Yes, I hear that you are," with cold sarcasm. "What do you want?"

"Oh, nuffin."

"Well, lie still and go to sleep, then."

"I isn't sleepy, papa."

"Well, I am, young man."

"Is you? I isn't—not a bit. Say, papa, papa!"

"Well?"

"If you was wick, what would you buy me?"

"I don't know—go to sleep."

"Wouldn't you buy me nuffin?"

"I think so; now you—"

"What papa?"

"Well, a steam engine, maybe; now you go right to sleep."

"With a bell that would wing, papa?"

"Yes, yes; now you—"

"And would the wheels go wound, papa?"

"Oh, yes" (yawning). "Shut your eyes, now, and—"

"And would it go choo, choo, choo, papa?"

"Yes, yes; now go to sleep."

"I say, papa."

No answer.

"Papa!"

"Well, what now?"

"Is you 'fraid of the dark?"

"No" (drowsily).

"I isn't either. Papa!"

"Well?"

"If I was wick I'd buy you sumfin'."

"Would you?"

"Yes; I'd buy you some ice cream, and some chocolum drops, and a tooth brush, and knickerbockers wiv bwaid on like mine, and—"

"That will do. You must go to sleep, now."

Silence for half a second, and then:

"Papa! Papa!"

"Well, what now?"

"I want a jink."

"No, you don't."

"I do, papa."

Experience has taught that there will be no peace until you have brought the "jink," and you scurry out into the bathroom in the dark for it, knocking your shins against everything in the room as you go.

"Now, I don't want to hear another word from you to-night," as he gulped down a mouthful of water he didn't want.

"Then I'll be a good boy, won't I?" he says.

"Yes; you'll be the best boy on earth."

"Papa!"

"Well, well! What now?"

"Is I your little boy?"

"Yes, yes; of course."

"Some mans haven't got any little boys; but you have, haven't you?"

"Yes."

Qualifications of a Good Salesman.

J. G. Powers, for many years one of Wanamaker's lieutenants, in an after dinner speech said:

"To be a good salesman is the same, so far as it goes, as to be a good merchant, and the great majority of both merchants and salesmen mistake what is to be either. For instance, isn't this the prevailing notion of a good salesman: To be bright and clean looking, to have a good face, a pleasant manner, to be modest but confident, ready and self-possessed, cheerful, cheery, polite, to take pleasure in giving pleasure, to adapt oneself to his customer; to carry the whole of one's stock in his head, to catch the customer's want or notion or whim in a minute, and go to a dozen sorts of goods and surround that want or notion or whim with so many satisfactions as to narrow it into a choice between them; not to be afraid of work; to welcome service, to make a business of being ready with many expedients for every emergency; to seem to have no end of strength and time and patience; to spend them all without stint in the effort to please; to come from the last transaction with buoyancy and with anticipation of equal success in the next one; to devote oneself to a dozen, twenty, forty customers, one after another, never weary, with forty different manners of forty different customers, all marked by adaptation to the one in hand; taking success and failure with the same complaisance; helping other salesmen; taking help from them; being devoted to business, the business of selling and helping others sell and being helped to sell, as if selling were what the world turns on? I believe that both merchant and salesman, to excel in their respective capacities, must add to these blandishments the hard, cold, stern virtue of sincerity. Of two equal salesmen side by side, the one who sincerely makes his customer's money go as far in satisfaction and gratification as the store affords him opportunity to do, will distance the other just as surely as of two equal stores side by side, the one that counts not the cost of faithful, adequate service will distance the other. Store and salesman must work together. A faithful salesman is out of place in a faithless store; and a faithful store depends on the faithfulness of its sellers."

Dry Goods Price Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Adriatic	7	Geo. Washington	8
Argyle	6	Glen Mills	7
Atlanta A.A.	6	Gold Medal	7 1/2
Atlantic A.	6 1/2	Green Ticket	8 1/2
"H.	6 1/2	Great Falls	8 1/2
"D.	6 1/2	Hope	7 1/2
"LL.	6 1/2	Just Out	4 1/2 @ 5
Amory	6 1/2	King Phillip	7 1/2
Archery Bunting	4	"OP.	7 1/2
Beaver Dam A.A.	5 1/2	Lonsdale Cambric	10
Blackstone O.	32	Lonsdale	@ 8 1/2
Black Crow	6	Middlesex	@ 5
Black Rock	6	No Name	7 1/2
Boot, A.L.	6	Oak View	7 1/2
Capital A.	5 1/2	Our Own	5 1/2
Cavanat V.	5 1/2	Pride of the West	12
Chapman cheese cl.	3 1/2	Rosalind	7 1/2
Clifton C.R.	5 1/2	Sunlight	4 1/2
Comet	6 1/2	Utica Mills	8 1/2
Dwight Star	6 1/2	Nonpareil	10
Clifton C.C.C.	6 1/2	Vinyard	8 1/2
TOP OF THE HEAP		White Horse	6
A B C		Rock	8 1/2
Amazon	8 1/2	HALF BLEACHED COTTONS.	
Amsburg	7	Cabot	7
Art Cambric	10	Farwell	8
Blackstone A.A.	7	CANTON FLANNEL.	
Beats All	4 1/2	Unbleached	
Boston	12	Housewife A.	5 1/2
Cabot	7 1/2	"B.	5 1/2
Cabot, %	6 1/2	"C.	6
Charter Oak	5 1/2	"D.	6 1/2
Conway W.	7 1/2	"E.	7
Cleveland	7 1/2	"F.	7 1/2
Dwight Anchor	8 1/2	"G.	7 1/2
"shorts	8	"H.	7 1/2
Edwards	6	"I.	8 1/2
Empire	7	"J.	8 1/2
Farwell	7 1/2	"K.	9 1/2
Fruit of the Loom	8 1/2	"L.	10
Fitchville	7	"M.	10 1/2
First Prize	7	"N.	11
Fruit of the Loom %	7 1/2	"O.	11
Fairmount	8 1/2	"P.	14 1/2
Full Value	8 1/2	CARPET WARP.	
Cabot		Peerless, white	18 1/2
Farwell		"colored	20 1/2
Housewife A.		Integrity	18 1/2
"B.		DRESS GOODS.	
"C.		Hamilton	8
"D.		"Nameless	20
"E.		" "	25
"F.		G G Cashmere	30
"G.		" "	30
"H.		Nameless	18
"I.		" "	35
"J.		CORSETS.	
"K.		Coraline	50
"L.		Schilling's	45
"M.		Davis Waists	9 00
"N.		Grand Rapids	4 50
"O.		CORSET JEANS.	
"P.		Armory	6 1/2
"Q.		Androsoggin	7 1/2
"R.		Biddeford	6 1/2
"S.		Brunswick	6 1/2
"T.		PRINTS.	
"U.		Allen turkey reds	6
"V.		" robes	6
"W.		" pink & purple	6
"X.		" buffs	6
"Y.		" pink checks	6
"Z.		" staples	6
" "		" shirtings	4 1/2
" "		American fancy	6 1/2
" "		American indigo	6 1/2
" "		American shirtings	5
" "		Argentine Grays	6
" "		Anchor Shirtings	5
" "		Arnold	6 1/2
" "		Arnold Merino	6
" "		" long cloth B.	10 1/2
" "		" C.	8 1/2
" "		" century cloth	7
" "		" gold seal	10 1/2
" "		" green seal TR	10 1/2
" "		" yellow seal	10 1/2
" "		" serge	11 1/2
" "		" Turkey red	10 1/2
" "		Ballou solid black	5 1/2
" "		" colors	5 1/2
" "		Bengal blue, green	5 1/2
" "		red and orange	5 1/2
" "		Berlin solids	5 1/2
" "		" oil blue	6 1/2
" "		" green	6 1/2
" "		" Poulards	5 1/2
" "		" red %	7
" "		" 3-4 XXXX	12
" "		" 44	10
" "		" 3-4 XXXX	12
" "		Cocheco fancy	6
" "		" madders	6
" "		" XX twills	6 1/2
" "		" solids	5 1/2
" "		Harmony	4 1/2
" "		TICKINGS.	
" "		Amoskeag A.C.A.	13
" "		Hamilton N.	7 1/2
" "		" D.	8 1/2
" "		" Awning	11
" "		Farmer	8
" "		First Prize	10 1/2
" "		Lenox Mills	18
" "		COTTON DRILL.	
" "		Atlanta, D.	6 1/2
" "		Boot	6 1/2
" "		Clifton, K.	7
" "		A.C.A.	13
" "		Pemberton AAA.	16
" "		" D.	8 1/2
" "		York	10 1/2
" "		Swift River	7 1/2
" "		Pearl River	12 1/2
" "		Warren	13 1/2
" "		Conostoga	16
" "		Stark A.	8
" "		No Name	7 1/2
" "		Top of Heap	9

DEMINS.

Amoskeag	12 1/2	Columbian brown	12
" 9 oz.	13 1/2	Everett, blue	12 1/2
" brown	13	" brown	12 1/2
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek A.A.	10	" brown	7 1/2
" BB.	9	Jaffrey	11 1/2
" CC.	7	Lancaster	12 1/2
Boston Mfg Co. br.	7	Lawrence	9 oz. 13 1/2
" blue	8 1/2	" No. 220	13
" d & twist	10 1/2	" No. 250	11 1/2
Columbian XXX br.	10	" No. 280	10 1/2
" XXX bl.	19		

GINGHAMS.

Amoskeag	7 1/2	Lancaster, staple	7
" Persian dress	8 1/2	" fancies	7
" Canton	8 1/2	" Normandie	8
" AFC	10 1/2	Lancashire	6
" Teale	10 1/2	Manchester	5 1/2
" Angola	10 1/2	Monogram	6 1/2
" Persian	8 1/2	Normandie	7 1/2
Arlington staple	6 1/2	Persian	8 1/2
Arasapha fancy	4 1/2	Renfrew Dress	7 1/2
Bates Warwick dres	4 1/2	Rosemont	6 1/2
Centennial staples	6 1/2	Slater'sville	6
Criterion	10 1/2	Somerses	7
Cumberland staple	5 1/2	Tacoma	7 1/2
Cumberland	5 1/2	Toll du Nord	10 1/2
Essex	4 1/2	Wabash	7 1/2
Elfin	4 1/2	" seersucker	7 1/2
Everett classics	4 1/2	Warwick	8 1/2
Exposition	7 1/2	Whittenden	6 1/2
Glenarie	6 1/2	" heather dr.	8
Glenarven	6 1/2	" indigo blue	9
Glenwood	6 1/2	Wamsutta staples	6 1/2
Hampton	6 1/2	Westbrook	10
Johnson 'chalon	6 1/2	"	8
" indigo blue	9	Windermeer	7 1/2
" zephyrs	16	York	6 1/2

TOLD BY A TRAVELER.

An Old Hand Tells Some Interesting Reminiscences.

Among the old-fashioned notions entertained by the house I traveled for so many years was the idea that bills should be paid as contracted and as due. Sometimes this absurd conceit occasioned me no little discomfort. Perhaps my people could in some cases have smoothed the matter over and not lost anything by it. As it was, I had to do the smoothing—and nature didn't make me very oily.

I had a customer in Lubricopolis whom I never knew to pay a bill when due, though he always paid. He was a free buyer and a free talker—too free for the comfort of his listener, if matters weren't pleasant with him. Our terms were thirty days. One morning I dropped in to his store before he arrived. He came in with open letters in his hand, and to my cordial greeting gave but a grunted "Good morning." Presently he burst out with:

"I suppose I've got to go to the bank this morning and pay a draft of your house, blank it; I don't more than get the goods in the house before they draw on me."

My folks kept me supplied with a collection sheet, a relic of the time when they sold goods by means of wagon drummers. I never collected anything unless the customer offered me the money, because I thought dunning had a bad effect on trade. Well, I pulled out my sheet and found that Mr. Man's bill was sixty days old and so advised him, incidentally remarking that our terms were thirty days "you know." His only reply was:

"I can buy all the goods I want at four months, and I'll be blanked if I buy any more from a blank house that draws on me before I get the goods in, blankety, blank, blank—" and a blue streak followed him as he stalked down the store.

Next time round, Mr. Man was in better mood, but adhered to his four months' ultimatum. I couldn't meet him and went my way, until a more convenient season. Next trip I landed him for a good order and kept it up for about a year. Then the arrival of a draft in an inopportune moment again upset these agreeable conditions, and there were no orders for three or four months. So it went on, with competitors, of course, doing their best to permanently supplant us. Mr. Man took from sixty to ninety days. That was wrong, but the folks would send one or two statements, say at thirty and sixty days, and then draw. If they had taken pains to write him a frank and friendly letter now and then I believe it would have saved him.

Finally, our folks thought there was no use waiting so long to get ready to draw, so they drew at the end of thirty days. I was in Mr. Man's store when the notice of draft came in. That settled it. He never bought another cent's worth of the house after that. My ingenious supposition that it "must have been a mistake," etc., availed not. He expressed friendship for me, but blanked the house. When I changed houses I secured his business.

I had for a side customer in a small New York town a nice old gentleman whose purchases of me amounted to about \$15 a trip. He always said the goods were put in the windows, lost their freshness, and he had to give them away. One season he owed us three or four bills, some \$67 all told, and the house drew on him. He paid the draft, and when I came round again he told me of it in the jolliest way, and said:

"Now, I wish you would tell your folks that I sometimes declare to my customers that I am going to draw on them if they don't pay me, and they tell me to draw and be deuced, or something like that."

For several years I sold moderate bills regularly to Mr. Jones in Smithtown. There was much uncertainty as to his resources and some doubt as to his character, so that many travelers dared not sell him. He was the only party I could get hold of in his town, and I felt loath to drop him. I could frequently sell him in the evening, and so lost no day-

time. But he had one bad habit. He would take sixty days on his bills and then deduct 5 per cent. Our folks wrote him that they would not allow that, and he promptly suggested their notifying me not to call on him. Of course, I called and sold him just the same, but after that had been going on for a year or two I got from our bookkeeper a statement of his improper discounts, which was really 1 per cent. on his purchases for that time. In the next trade I overcharged him enough to cover the whole amount and a balance beside to provide for future settlements. Poor fellow! He thought he was doing a sharp thing in coolly mulcting us of those petty sums. He knew we wanted to sell him, and by threatening us with the withdrawal of his trade he compelled us to yield to his unjust exactions. He never knew that he himself footed the bill.

At one time we heard a rumor about him which, if true, would render him a very shaky risk. Calling soon after, I stood leaning on his stand-up desk and chatting with him, and in off-hand fashion said:

"Say, our folks heard that you were in bad luck, that a judgment for \$5,000 was entered against you. Is that so?"

He denied the story emphatically, protesting that there was no judgment against him. I reached out lazily over his desk, picked up a scrap of paper, and addressing it to our firm, wrote out briefly Mr. Jones' statement. I shoved it over to him and said it might be well to sign that. He glanced over it, hesitated a minute, then dashed down his name. I treated the matter with no formality or seriousness, but took care to forward the scrap of paper to be filed in our office. I afterwards learned that the judgment did exist, but was lifted soon after the signing of the statement by aid of a friend. Eventually, Mr. Jones went the way of 95 per cent. of those who attempt to buy and sell and get gain.

A Nebraska traveling man is responsible for the following effusion: "Backward, turn backward, O time, in thy flight, feed me on gruel again, just for to-night; I am so wearied of restaurant steaks, petrified doughnuts and vulcanized steaks, oysters that sleep in a watery bath, butter as strong as Goliath of Gath; weary of paying for what I can't eat, chewing up rubber and calling it meat. Backward, turn backward, for weary I am! Give me a whack at my grandmother's jam; let me drink milk that has never been skimmed, let me eat butter whose hair has been trimmed; let me but once have an old-fashioned pie, then I'll be willing to curl up and die; I have been eating iron filings for years—is it a wonder I'm melting in tears?"

When You Get Tired

Buying rubbish, send for our catalogue of window Screens, Screen Doors, Etc. Goods well made from best materials. Prices seldom higher.

A. J. PHILLIPS & CO.,
Fenton, Mich.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's.....	60	
Cook's.....	40	
Jennings', genuine.....	25	
Jennings', imitation.....	50&10	
AXES.		
First Quality, S. B. Bronze.....	\$ 7 00	
" D. B. Bronze.....	12 00	
" S. B. Steel.....	8 60	
" D. B. Steel.....	13 50	
BARROWS.		dis.
Railroad.....	\$ 14 00	
Garden.....	net 30 00	
BOLTS.		dis.
Stove.....	50&10	
Carriage new list.....	75&10	
Plow.....	40&10	
Sleigh shoe.....	70	
BUCKETS.		
Well, plain.....	\$ 3 50	
Well, swivel.....	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured.....	70&	
Wrought Narrow, bright fast joint.....	60&10	

Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	75
Blind, Clark's.....	70&10
Blind, Parker's.....	70&10
Blind, Shepard's.....	70
BLOCKS.	
Ordinary Tackle, list April 1892.....	50
CRADLES.	
Grain.....	dis. 50&10
CROW BARS.	
Cast Steel.....	per lb 5
CAPS.	
Ely's 1-10.....	per m 65
Hick's C. F.....	" 60
G. D.....	" 35
Musket.....	" 60
CARTRIDGES.	
Rim Fire.....	50
Central Fire.....	dis. 25
CHISELS.	
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slicks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS.	
Curry, Lawrence's.....	40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	120&124 dis. 10
COPPER.	
Planished, 14 oz cut to size.....	per pound 28
" 14x52, 14x56, 14x60.....	26
Cold Rolled, 14x56 and 14x60.....	23
Cold Rolled, 14x48.....	23
Bottoms.....	25
DRILLS.	
Morse's Bit Stocks.....	50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DRIPPING PANS.	
Small sizes, ser pound.....	07
Large sizes, per pound.....	6 1/4
ELBOWS.	
Com. 4 piece, 6 in.....	dos. net 75
Corrugated.....	dis. 40
Adjustable.....	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26.....	30
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List.	
Disston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	50
Heller's Horse Rasps.....	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16 17.....	
Discount, 60.....	
GAUGES.	
Stanley Rule and Level Co.'s.....	50
KNOBS—New List.	
Door, mineral, jap. trimmings.....	55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	55
Mallory, Wheeler & Co.'s.....	55
Branford's.....	55
Norwalk's.....	55
MATTOCKS.	
Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$18.50, dis. 20&10
MATS.	
Sperry & Co.'s, Post, hand.....	50
MILLS.	
Coffee, Parkers Co.'s.....	40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Clark's.....	40
" Enterprise.....	30
MOLASSES GATES.	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	25
NAILS.	
Steel nails, base.....	1 85
Wire nails, base.....	1 80
Advance over base.....	Steel. Wire.
60.....	Base Base
50.....	Base Base
40.....	05 25
30.....	10 25
20.....	15 35
16.....	15 45
12.....	15 45
10.....	20 50
8.....	25 60
7 & 6.....	40 75
4.....	60 90
3.....	1 00 1 20
2.....	1 50 1 60
1.....	1 50 1 60
Finish 10.....	85 75
" 8.....	80 70
" 6.....	1 15 1 10
Clinch 18.....	85 70
" 8.....	1 00 80
" 6.....	1 15 90
Barrell %.....	1 75
PLANES.	
Ohio Tool Co.'s, fancy.....	dis. 240
Sciota Bench.....	230
Sandusky Tool Co.'s, fancy.....	240
Bench, first quality.....	240
Stanley Rule and Level Co.'s, wood.....	210
PANS.	
Fry, Acme.....	dis. 60-10
Common, polished.....	dis. 70
RIVETS.	
Iron and Tinned.....	40
Copper Rivets and Burs.....	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's pat. planished, Nos. 25 to 27.....	9 20
Broken packs 1/4 per pound extra.....	

HAMMERS.

Maydole & Co.'s.....	dis. 25
Kip's.....	dis. 25
Yerkes & Plumb's.....	dis. 40&10
Mason's Solid Cast Steel.....	30c list 60
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3.....	dis. 60&10
State.....	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 1/4 14 and longer.....	3 1/4
Screw Hook and Eye, 1/2.....	net 10
" " " 3/4.....	net 8 1/4
" " " 1.....	net 7 1/4
Strap and T.....	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track.....	50&10
Champion, anti friction.....	60&10
Kidder, wood track.....	40
HOLLOW WARE.	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
Gray enameled.....	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 70
Japanned Tin Ware.....	25
Granite Iron Ware.....	new list 33 1/2 40
WIRE GOODS.	
Bright.....	70&10&10
" Eyes.....	70&10&10
Hook's.....	70&10&10
Gate Hooks and Eyes.....	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s.....	dis. 70
ROPES.	
Sisal, 1/4 inch and larger.....	9
Manilla.....	13
SQUARES.	
Steel and Iron.....	75
Try and Bevels.....	60
Mitre.....	30
SHEET IRON.	
Nos. 10 to 14.....	Com. Smooth. Com.
Nos. 15 to 17.....	4 05 3 05
Nos. 18 to 21.....	4 05 3 05
Nos. 22 to 24.....	4 05 3 15
Nos. 25 to 28.....	4 35 3 25
No. 27.....	4 45 3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER.	
List acct. 19, '86.....	dis. 50
SASH CORD.	
Silver Lake, White A.....	list 50
" Drab A.....	" 55
" White B.....	" 55
" Drab B.....	" 55
" White C.....	" 35
SASH WEIGHTS.	
Solid Eyes.....	per ton \$25
SAWS.	
" Hand.....	20
" Silver Steel Dia. X Cuts, per foot.....	70
" Special Steel Dia. X Cuts, per foot.....	50
" Special Steel Dia. X Cuts, per foot.....	30
" Champion and Electric Tooth X Cuts, per foot.....	30
TRAPS.	
Steel, Game.....	60&10
Onelida Community, Newhouse's.....	35
Onelida Community, Hawley & Norton's.....	70
Mouse, choker.....	18c per doz
Mouse, delusion.....	\$1.50 per doz.
WIRE.	
Bright Market.....	65
Annealed Market.....	70-10
Coppered Market.....	60
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 85
" painted.....	2 40
HORSE NAILS.	
Au Sable.....	dis. 40&10
Putnam.....	dis. 05
Northwestern.....	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickle.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.	
Bird Cages.....	50
Pumps, Cistern.....	75&10
Screws, New List.....	70&10
Casters, Bed a d Plate.....	50&10&10
Dampers, American.....	40
Forks, hoes, rakes and all steel goods.....	65&10
METALS.	
PIG TIN.	
Pig Large.....	26c
Pig Bars.....	28c
ZINC.	
Duty: Sheet, 2 1/2c per pound.	
680 pound casks.....	6 1/2
Per pound.....	7
SOLDER.	
40%.....	16
Extra Wiping.....	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson.....	per pound
Hallett's.....	" 13
TIN—MELTN GRADE.	
10x14 IC, Charcoal.....	\$ 7
14x20 IC, ".....	7 0
10x14 IC, ".....	9 25
14x20 IC, ".....	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal.....	\$ 6 75
14x20 IC, ".....	8 75
10x14 IC, ".....	8 25
14x20 IC, ".....	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x30 IC, " Worcester.....	6 50
14x30 IC, " ".....	8 50
20x38 IC, " ".....	13 50
14x30 IC, " Allaway Grade.....	6 00
14x30 IC, " ".....	7 50
20x38 IC, " ".....	12 50
20x38 IC, " ".....	15 50
BOILER SIZE TIN PLATE.	
14x38 IC.....	\$14 00
14x31 IC.....	15
14x56 IC, for No. 8 Boilers, } per pound.....	10
14x60 IC, " " " ".....	

Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at

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E. A. STOWE, Editor.

WEDNESDAY, DECEMBER 28, 1892.

THE TRUE AMERICAN KING.

Republican as is our form of government, democratic as are our national institutions, and notwithstanding the fact that titles of royalty and nobility are forbidden by the constitution, the American people seem to have a profound regard for the titles which accompany the possession in Europe of social rank and precedence. The American people being by the force of their own laws the sovereigns of the country, are unwilling, when they assume foreign titles, to take any lesser rank than belongs to sovereigns, consequently our titles run into the realms of royalty. Our people, when they attain pre-eminence in any condition of life, become kings.

Of this sort of royalty we have many examples. A man who attains great riches in any branch of trade becomes a king. As a consequence, we have kings of the stock market, railway kings, mining kings, eminent pork packers, who become kings of hogs, boss herders of live stock on the plains of Texas and Colorado, who are cattle kings. One of these money monarchs died a few days ago. He was both a railway king and an emperor of the stock market. He was sometimes termed "Wizard," because perhaps the wonderful success which he had in overcoming all opposition to his speculations seemed to savor of magic, his methods being considered often tortuous and sinister to those who so severely suffered by them. He was one of those kings who rule by inspiring fear, rather than love, and the wreck and ruin which fell upon so many who opposed his schemes, testified to the strength of his resources and the greatness of his power.

But kings die like the rest of mankind, and when they have passed away men may impartially take their measure and reckon up their claims to be installed in the niches of fame and to have their names inscribed on the records of human gratitude or the contrary. The man, be he prince or peasant, king or commoner, who lives or rules solely for his own advantage, without regard for others, can have but little claim upon the gratitude

or love of posterity, and the most obvious questions when he dies are: "What good has he done to his kind? Have people been made any happier or any better because of his having lived?" It is an inexorable law that men are judged by their deeds, and no man who has not done any good to his fellows is entitled to their favorable consideration. He may have possessed all the power that riches can give, his entire life may have been a career of unbroken triumphs in the course in which he marched—it is necessary that he should have been a benefactor to merit remembrance. The destruction which he has wrought may secure execration and cause men to rejoice in his death. It can gain no other honor.

How often is it that men of moderate fortune, with hearts bearing malice to none, but with charity for all, go through life dispensing in their little circles the good disposition and doing, as far as it may lie in their power, good works where they are needed. They gain no great notoriety and no loud applause, but when they die they are truly mourned, because the poor have lost a helper, the community has lost a useful and good citizen, and their family and friends have lost a worthy and admirable member of the sacred circle of love and regard. Is this not better than to be a dreaded and unloved king of finance?

When millions were mourning the death of General Grant, they felt that as a soldier and statesman he had many claims on them, but the whole world recognized that the crowning act of a great career was his splendid magnanimity at Appomattox. It was this grand act of noble generosity which, above all his battles and above all his civilian services to the country, put him in the first rank of public admiration. To do good is the highest kingship. Henry Clay, one of the grandest of Americans, declared he had rather be right than President. One of the noblest of poets wrote:

" 'Tis only noble to be good.
Kind hearts are more than coronets "

Nothing can be more true. The man who is truly loved in life, and truly mourned in death for his good acts, is the true American king.

THE TORREY BANKRUPTCY BILL.

One of the measures which was introduced at last year's session of Congress and failed to pass was the Torrey bankruptcy bill. This measure was also introduced in the Fifty-first Congress and passed the House of Representatives, but reached the Senate so late in the second or short session that the session came to an end before an opportunity was found for considering the bill.

The measure was introduced early in the first session of the present Congress, but owing to the pressure of other important bills, it has not yet been acted upon. There now seems to be a disposition in the House of Representatives to fix a date for its consideration, and efforts are being made to secure the fixing of a day by the committee on rules.

Owing to the fact that all business nowadays is interstate in character, there being no distributing centers whose merchants do not sell goods in a half dozen or more States, it is held that the regulation of bankruptcy proceedings by the Federal Government is strictly constitutional under the general provision which gives to Congress the regulation of interstate commerce.

The main aim of the Torrey measure is to protect merchants from fraudulent debtors, and thus surround the credit system, so essential to modern methods of doing business, with additional safeguards by narrowing the opportunities for fraudulent failures. It is believed that only a federal statute can effect this, as the radical differences in the laws now existing in different states are taken advantage of by the dishonest to evade the payment of their just debts.

The Torrey bill has received the endorsement of nearly all the prominent boards of trade and commercial exchanges of the country, hence it is before Congress with about as strong an indorsement from the country as a bill could possibly have. It is, therefore, to be hoped that the House of Representatives will fix a date for the consideration of the measure, and that, too, at a time sufficiently early in the session to permit of the Senate acting before adjournment. The measure has been before Congress for over three years, and it is as well that it should be now definitely disposed of.

Without being accused of dabbling in politics, THE TRADESMAN can refer to the Senatorial situation and advise its readers to insist on the selection of a business man—one who stands close to the people and is in thorough accord with the business interests of the State. Great wealth and the ability to make liberal contributions to campaign funds should no longer be considered the sole passport to the United States Senate; the aristocracy of wealth should give way to the aristocracy of brains; familiarity with the various business interests of the State should be considered of more value than the ability to give grand dinners and dispense hospitality with a lavish hand. THE TRADESMAN, having always maintained a neutral position in politics, does not now propose to suggest any name in connection with the Senatorship; but it hopes to see the business men of the commonwealth show their hand in the coming contest and insist on the selection of a man who would reflect credit on the position and at the same time be ambitious to serve the best interests of his constituents and be broad enough to judge of their needs.

A veteran dairyman writes *Hoard's Dairyman* as follows in regard to an individual who is quite promiscuous in Michigan at the present time:

The *Dairyman* says the "creamery shark"—meaning thereby the man who puts up a five thousand dollar creamery in a twelve hundred dollar community—always operates in a community where the people do not understand anything about a creamery. There is a heap of truth in this, and the question still remains, how are we going to circumvent the aforesaid shark? If the community is rich enough to contribute all that money for a purpose about which not one of its members is posted, then it looks as though the lesson they get is pretty well deserved. The agricultural press generally is helping along the good work by exposing the iniquitous methods of the sharks, and the Experiment Stations would do the people valiant service by telling the dry, undisputed facts in a "Bulletin," giving the names of the houses which are so unmercifully plundering the people.

It Was Skim.

Wife—I don't think much of this cheese, do you?

Husband—Not now, but I expect to all the rest of the night.

Favors a February Meeting.

TRAVERSE CITY, Dec. 24—In a recent issue of THE TRADESMAN, I noted an item suggesting a February meeting of the Michigan Business Men's Association. I believe the item contained, also, an invitation to those who were in favor of a meeting at that time to respond. I am in favor of such a gathering and deem it an opportune time for the business men to confer together. Such a meeting would tend to revive the local interest where the organizations are lagging and make clear the positions each organization holds. The months of inactivity have by no means blotted out the memories of good work done in the years of our activity, but, on the contrary, have settled in the minds of many the better things to do and the things not to be done to make our organizations strong and permanent in character.

I believe our local association would be well represented at a meeting in Grand Rapids and when the roll call for reports from Traverse City on the work done here, the response would be interesting.

Hoping you may have other favorable words, I am

Truly yours,
FRANK HAMILTON.

An Unwelcome Creamery.

ONONDAGA, Dec. 24—It is not unlikely that litigation will ensue as the result of the creamery enterprise at this place. Soon after the contract for the erection and equipment of the creamery had been executed with Davis & Rankin, Homer people offered us a \$4,500 Davis & Rankin creamery at 15 or 20 cents on the dollar and equally discouraging communications were received from other towns in the State. The stockholders thereupon called a meeting and resolved to countermand the order, which was done by telegram and letter. Davis & Rankin thereupon shipped the roofing and later on the iron columns. Their representative then came on and offered to cancel the contract for \$850, alleging that sum to be less than one-half their profit on the deal. This offer was rejected, and the creamery building is now nearing completion. The stockholders do not propose to accept the property and have retained ex-Governor Blair, of Jackson, to defend any action which may be brought by Davis & Rankin in the enforcement of their contract.

GADDING & WILCOX.

Key West *Equator*: A drummer now visiting Key West, when on his way north last spring, bought a scalper's ticket belonging to some doctor. As a matter of course he was so registered by the purser. The first night out he was awakened by the steward calling "doctor." At first he could not remember why they should call him that name, but remembering the ticket he answered. He was told that the captain wished to see him immediately. Posting to the captain, he was informed that there was a lady on board who was quite sick, and, as he was the only doctor, would he call on her? He made a virtue of necessity, and did so. Looking as wise as an owl, and fumbling at his watch, he pretended to count her pulse beats. Not knowing whether she was sick or not, he seriously stated that her case was simply a nervous affection and recommended three bottles of champagne a day, which was taken. The lady recovered.

A change will occur in the city sales department of the Ball-Barnhart-Putman Co. next week. Arthur Fowle will retire as a salesman and enter the book-keeping and receiving departments. Sam Evans will take new territory outside the city. Martin Vanderveen, formerly engaged in the retail grocery business on Madison avenue, will look after the wants of the city trade.

ARE BUSINESS PROFITS TOO LARGE?

There are four essentials to any successful business—capital, labor, skill and opportunity. The first three of these must be paid, and our quest on relates to the proportion of compensation to be awarded.

We must start by considering the circumstances of the case. If we take an ordinary country village, we will find several boys with the capacity to labor, but without capital and skill to conduct a large business; from necessity they become laborers. Then we find two or three, perhaps, with business ability, but no capital, and if they cannot borrow capital—and most of them cannot at first—they become laborers, also. Occasionally one is found like W. H. Vanderbilt, having both capital and skill, and he steps to the front and does business enough, or more than enough, for several villages. His wealth increases rapidly and his power to accumulate gains all the time.

Now the laborer looks at Vanderbilt as a capitalist chiefly, and, knowing that labor is just as essential to business as capital, naturally asks why it should not be as well rewarded. The answer always must be that it should, but this does not answer the main question as to the proper proportion of profits to be divided. Three things being essential, and each able to command pay, the portion of pay must be governed by circumstances. In the case of our village boys, only one can start in business, and nine start as laborers, so that there are in the beginning nine competitors for the rewards of labor and but one for the rewards of both capital and skill in management. On the law of competition, which cannot be evaded in the long run, this seems to put labor at a great disadvantage, but it is a disadvantage imposed by nature, and so need not be discussed. The actual fact is, that there are three things equally essential and to be paid for the conduct of business. If we had \$30 to divide as the result of an enterprise, and should say that, as all three of the things were essential, each of them must have a third of the emolument, we would shoot wide of the mark. In that case, one individual would get \$20 and nine would get only one dollar and eleven cents apiece. That would be absurd. But the poor man, looking to the owner of a hundred millions, imagines that the division has been something very much like it.

The poor man, however, is mistaken. There is no business of recognized legitimacy that pays labor only a third. There is no business that gives to capital and skill combined even ten dollars out of thirty. Labor gets more than two-thirds of the income of most undertakings, and of many gets the whole, while the entire capital not only obtains nothing, but is itself lost in the venture, and its owner relegated to the ranks of labor. No man, employing ten hands at wages of \$3 a day each, expects to make \$5 a day; but that sum would only give him \$3 for his time—the same as his men get—and \$2 for his skill and the use of his capital. This is a case where the employer is possessed of ability to manage the ten men as laborers only, and for such a man \$5 per day for the necessary study, anxiety and responsibility, cannot be deemed out of proportion.

When the man of fifty looks at his boy associates and their careers, probable he

will find that only one in ten has reached a handsome competence by his own exertions, and that one because he was energetic, faithful, competent, and thorough systematically from the start. If for a time he served under another, he was careful to do a little more than was expected of him and did it well. This created confidence and desire on the part of his employer to see him prosper, and a disposition to assist him. In the course of time his employer lends him capital, or makes him a partner in the business, and then his fortune is assured. Why did not the other ten boys do the same? Obviously because there was but one chance in ten of that kind, and the one got it, so the others had to be content to serve in less profitable callings.

The regiment has but one colonel, the company but one captain, the State but one Governor; and any great business has limitations to the number of bosses it can find use for. There must be operatives as well as managers; and, generally, capacity finds its way to the front, and incapacity goes to the rear, as a matter of course, or according to the law of gravitation.

When one finds an opening, and leaves the operative class for the managing class, the value of his service shows itself in some way that commands recognition. Thus, in the early days of agriculture, farmers send their produce to market by a man who makes a business of marketing for others. He can handle the product of ten farms, say, and hence twenty farmers give a living to two middle-men. After a time a man turns up that is smart enough to sell the product of twenty farms and obtain better prices for the producers, by taking off a little from the commissions, and soon he gets all the business, and his two rivals are obliged to retire from the field. When they are out, the profits which were divided between two are taken by one, less the small discount that he made to the farmers to secure their custom. Now, doing the work of two, he saves the time and the expenses on the road of one, and so, while they just made a living, he rapidly accumulates, and makes money faster than the farmer who raises the produce which he only sells. In a few years he is the richest man in town, and the farmers, looking only at the result, are dissatisfied, and though he has done the selling for them for less than they could possibly have done it themselves, and also for less than any other man had ever done it for that community, they complain of him as an extortioner, or robber of the poor men who have done all the hard work. To state it mildly, he is a non-producer who has eaten up the farmers of the town.

And what has happened to the farmers has happened to all others. The competent manufacturer has come in, and by doing a much larger business has retired several incompetents to the ranks; the competent trader has done the same, the banker has done it, the expressman has done it, and all others have where there was a chance. From what has been said, it is apparent that the cost of living to the middle-men is not the prime factor in measuring the pay for their services. In the first class named, the farmers were satisfied with paying the larger commissions, so long as the men earned only a living, they taking the living as the proper measure, and then they wanted to apply the same measure

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

THE WALSH-DEROO MILLING CO.,

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Daily Capacity 400 Bbls.
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THE THOMPSON & CHUTE SOAP CO.,

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Sold in this market for the past Fifteen Years.

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to the better man, and leave out of the account his better service and management, and lower commissions. They were more content with two dawdlers and inefficient, than with one brisk, energetic, and go-ahead fellow, who served them in better fashion.

It is found, after a term of years, that the one efficient man has saved a handsome property, and has money to lend to others to increase business, and that somehow his portion of taxes and public burdens is very large, and a material help to town expenses, while it is certain that the two men he displaced do not lend money or pay any taxes of consequence, and probably never would had they retained the business which he took from them. The inefficient would have allowed matters to run along in a careless fashion, and they would have consumed their commissions in living expenses, so that nothing would have been added to the general stock; but the new and vigorous man having come in, the community, instead of having two poor persons who can pay no taxes for highways and schools, has a capitalist who does pay, and who also has money to lend to men who need. The common people in these days deery the richest man in town, and think him a detriment, a sort of incubus or dead weight which the people are compelled to carry, whose money has been made out of them by craft, and they imagine that had the laws of right and justice prevailed, their burden would not have existed. They do not for a moment dream that his capital would never have existed had the old dawdlers kept on to the end.

Nevertheless, they do believe in capacity, and they vote for the competent man for Governor, and town clerk, and assessor, and when they want a farm-hand or market-man they employ the best for the money, and only grumble after the service has been performed. They know that the best help is the cheapest all the time, save at the moment when they look at the aggregate reward in the lump. They know that a good hand is more profitable than two half hands, because the board of one can be saved. Now, the men who manufacture or engage in trade are the servants of the people as certainly as the Governor of the State or the county clerk. They combine materials and exchange goods for others simply because the others find it for their advantage to have them do it. I do not buy at the store because the merchant compels me, but because it is not profitable for me to keep store myself. By getting the manufacturer to take my wool and turn it into cloth, I get more cloth. I create the manufacturer by asking him to help me to get the most cloth. In early times the shoemaker went from house to house with his lasts, leather and patterns, tied up in a sack and slung over his shoulder, and made and mended in the family kitchens. That kind of shoemaker long ago disappeared, and is no longer here to be laughed at. He was succeeded by one who stayed at home and worked in his own kitchen. The other went out of business because he came in. He drove the other out, and out to stay; he will never return; he demonstrated to people that the old cobbler was not the best resource for foot-gear, and the moment this was made plain the old system went under; he saved time in packing and unpacking, in

traveling to and fro, and in waiting, and in many ways made it more convenient all round, so that it is cheaper for customers and better for the workman to have the new system.

Later on the kitchen workman had to abdicate in favor of a man with a shop, a grindstone, shelves, better light and heat, and numerous appliances impossible to a farmer's kitchen. When this man held the fort for a while the regular manufacturer, with a large building for cutting, sorting, storing and caring for goods, put in an appearance, and the man with the small shop and comfortable loading quarters stepped out in the same way and for the same reason that his predecessors had. The new-comer could do better service for less money; the manufacturer came because the world knew what it wanted and sought him. The world wanted someone capable of stopping the enormous wastefulness of the old system. The newest man has made the old cobbler and his ways appear ridiculous, and the operative of today lives better than the well-to-do farmer of 1786. If the old way is better, there is nothing in the way of returning to it, only the one fact that people cannot afford to. Let him who thinks the old plan the better start out with his bundle of lasts and kit and try to earn a living in the good old way.

Attempts at co-operation thus far have generally shown a strong if not fatal tendency to failure because of the difficulty of commanding the requisite skill and faithfulness in management. Co-operators are not willing to pay the price for service which their business needs in order to succeed. They always stand on the theory that the men who conduct great enterprises get too much for doing the business and the operatives too little. In course of time, and usually not very long time, their scheme goes down. This is because in the nature of things no hired person on a salary of fixed amount will all the time keep his wits alive and study into the small hours of the night devising ways and means to make money for other people. They propose in their constitution to take from capital and skill a portion of the profit that has usually been accorded to them and give it to labor; but after thousands of experiments during forty or more years of good business in this country, there is hardly a single case of such undoubted success as to warrant the assertion that demonstration of feasibility has been attained. The combined skill of all the co-operators in half a century has produced no concern of magnitude. The almost uniform failures seem to prove that great management must have great compensation, and in endeavoring to get the skill without the pay the co-operators' dream has come to naught.

Now, this is equivalent to saying that the world finds its business can be done at less cost than by co-operation. The latter fails because it is undersold and unable to compete with such skill as gets the better pay.

Had Commodore Vanderbilt been content with the salary of a steamboat captain, he would never have developed into a great business man and railroad manager. The prospect of great emolument brought into exercise great powers, so that he cheapened transportation in an astonishing degree and yet made money to an astonishing amount. The people who saved \$4 or \$5 in a round trip be-

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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—
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THE PUTNAM CANDY CO.

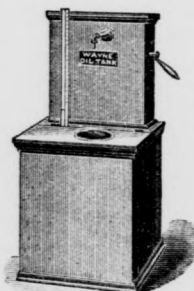
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First Floor Tank and Pump.

The Wayne
Self-Measuring
Oil Tank.

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

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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.

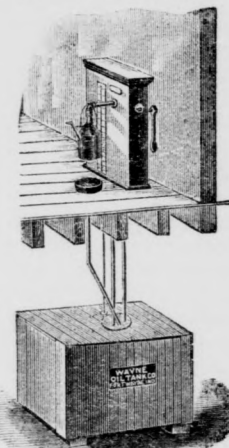
GENT EMEN—I think your tanks are bound to be a seller, for in the thirteen year-I have been selling oil I never have seen their equal. Yours truly,

W. C. BABCOCK.

PRICE LIST.

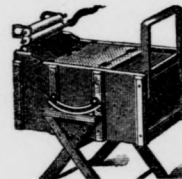
First floor Tanks and Pumps.	Cellar Tanks and Pumps.
1 bbl..... \$13 00	1 bbl..... \$14 00
2 bbl..... 15 00	2 bbl..... 17 00
3 bbl..... 18 00	3 bbl..... 21 00
4 bbl..... 22 00	4 bbl..... 25 00
5 bbl..... 27 00	5 bbl..... 30 00
	Pump without tank..... 9 00

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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.

tween Boston and New York, and the people who got their barrel of flour 25 cents less because he ran a railway to Chicago, enjoyed the sensation at the time, but when they saw his fortune, could not refrain from tears to think of the merciless robbery they suffered at his hands. It is the old story of the farmers and the market-men told at the beginning of this paper. The thing happened and succeeded, not because Vanderbilt was a robber, but by virtue of his giving better terms to people who had to travel and had to eat bread.

His inducements were such that he got the business. Suppose he and some others of the same kind of enterprise had not come upon the stage, what would have been the result? Evidently the old ways of business would have continued. We should still be going to Buffalo on canal boats and creeping along the streets of our cities in dilapidated omnibuses, still doing our journeying in stage coaches over dusty roads and tedious hills at a great sacrifice of time, money, comfort and strength. The enterprise of the moneymakers has profited everybody else by exciting production and accumulation. The money-makers have taken pay not out of labor, but out of the increased production and savings which their efforts have secured. Individuals have sometimes suffered. The omnibuses were killed when the horse-cars came, and A. T. Stewart did the business of a hundred small shopmen; but the people at large save time in getting where they were compelled to go in one case, and got what they wanted at less cost in the other. The street railroad makes ten times the money that the stages did, and the people save money and time. The people can do better by buying of Stewart and therefore they buy. They enriched him to the tune of thirty millions, clean cash. This is a great fact; but it does not show great robbery. It may show the very opposite. The very class of people who find fault with Stewart for crushing out so many small dealers are the same parties that say the great curse of society is the number of middle-men it has to carry. If there is anything in this, then Stewart certainly operated in the right direction for getting rid of a portion of the incumbrance; and he got rid of it in the right way, for he allured customers to his shop by giving better bargains. Something was saved to buyers when they patronized him. Each buyer carried away a little bonus when he left Stewart's store. Something better than a chromo was obtained. It was a cent a yard on cashmeres, perhaps, an eighth of a cent on calico, a shaving on tapes, and a trifle on a paper of pins—just enough to get so much of the trade of the small fellows that they must retire.

Of course, it follows that, if he still made too much profit, then he ought to have sold cheaper yet, so as to have driven out another lot of traders. But when we say "ought" in such a case, we must have some rule of a practical nature by which to determine the matter. This we do not have. We know that this merchant sold goods at so little profit that he ruined hundreds of competitors, and compelled their retirement from the field. Shall we say that they ought to have sold any lower? How can we ask him to sell at a profit on which the average trader breaks and starves? Shall we say that he did so much business that he was able to do it for less? But that

does not meet the point. That is only saying he should have done less, and not that he should have done it cheaper. Society has no claim on him in this regard, and would have made nothing had it tried to enforce any. Had society asked him to sell less, all the goods not sold by him must have been sold by others, and at as high or higher rates. So society would not have been relieved of its burden of parting with so much of its product as was represented in the commissions or profits taken by Stewart.

But there is another view of it that brings us to the same conclusion. Stewart was in business for about forty years, and for many years sold twenty millions of goods per year. Had he sold but fifteen millions per year at a profit of 5 per cent., and invested the profit with his usual sagacity, he would have been worth more than thirty millions at the end of his forty years. That he left but thirty millions proves that his profit was not over 5 per cent. on the average. The margin for labor to gain from is, therefore, in the neighborhood of 5 per cent., because Stewart has proved that the ordinary man cannot part with more than that and continue in business. In other words, business stops when the margin goes down much below that rate.

There are some lines of business in which the profit is at times more than 5 per cent., but in the long run the average cannot amount to more than that. Competition increases from year to year, and profits tend downward all the time; consequently it takes more talent and energy to make fortunes than it did a few years ago. It is not so easy for a laborer to become a boss as it formerly was; and as the chances for rising to boss-hood grow less, the hatred of bosses increases. This is a symptom of discontent, and an evidence of the unreasonableness of the philosophy which is at the bottom of the scheme for relief. Capital must be paid, skill must be paid, and if they are each paid but 2 per cent. of the accruing profits, 1 per cent. only remains for labor to get its share, and this to the laborer whose wages are \$1 a day would amount to but \$3 a year. That is something, to be sure, but, as a means of elevating the laboring classes, is of no account.

J. B. MANN.

No Man Likes to See His Name Misspelled.

"As good a piece of advice as I could give a young man starting in business," said an old and successful merchant, "would be to get his customers' names right. Of course, everybody means to do this, but I don't think everybody attaches to it its full importance. The fact is that almost every man is proud of his name, whatever it may be, and he dislikes to see it misspelled or incorrectly written. There are plenty of names which sound alike, but which vary in the spelling, perhaps by only a single letter; and, too, in taking a man's name it is not so difficult as one might imagine to make a mistake in the initials, for there are letters which sound very much alike. When you get a new customer get his name right to start with. No man likes to receive a package or a bill or a communication of any sort with his name misspelled; however modest and good natured he may be, he is pretty sure to be annoyed by it."

Use Tradesman or Superior Coupons.

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.

Michael Kolb & Son,

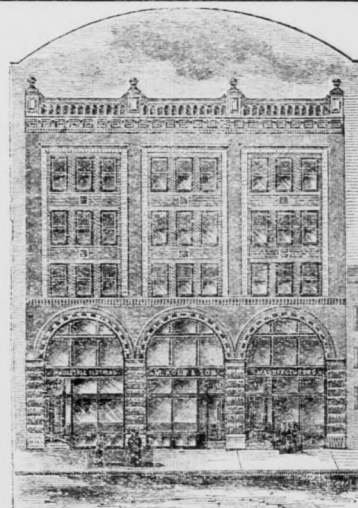
WHOLESALE CLOTHIERS,

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.



PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CAMEL 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.

GRAND RAPIDS BRUSH CO.,

Manufacturers of



BRUSHES.

GRAND RAPIDS, MICH.

Our goods are sold by all Michigan Jobbing Houses.

SCHLOSS, ADLER & CO.,

MANUFACTURERS AND JOBBERS OF

Pants, Shirts, Overalls

—AND—

Gents' Furnishing Goods.

REMOVED TO

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

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

Needed Changes in Our Exemption Laws.

I desire to present the subject of exemption laws and to consider the proper steps to be taken to the end that such laws may be amended so that no injustice may be done to the debtor and creditor. The amendment which I shall propose to the exemption laws of the State will be in the interest of justice and equity, will be designed to keep pace with the progress and advancement of the great State of Michigan, in development, in prosperity and in wealth.

I hold that a law which does not keep pace with the progress and advancement of a state is not only an unjust law, but in time becomes positively mischievous. As a changed condition of things takes place in the mercantile world, so the laws pertaining to such business should keep pace with such change.

The exemption law upon our statute books to-day is practically the law as it was passed more than forty years ago; and who can say that a law which was applicable to the wants of our people forty years ago is to-day in keeping with the progress and development of our State? The law that was necessary for the pioneer who was building him a home in the forests of our State—when markets were miles away; when friends and neighbors were miles apart; when railroads had not penetrated these forests; when the currency of the country was scarce and nearly every transaction was barter—would not be a law that to-day would be either necessary or beneficial.

It is not the honest, toiling masses who refuse or neglect to pay their honest debts, but the dead-beat, who will not earn his bread by the sweat of his face. "They toil not, neither do they spin." For such, no law can be too strict nor too rigid in its requirements. Nor would I advocate the passage of a law which would be a burden or hardship upon the laboring classes of this State. Rather would I say that if favors are to be shown, let it be to the honest, toiling masses whose brawn and brain have made the wilderness blossom like a rose. I would make a law which would be applicable to every class and individual. Class legislation has been the bane of our country—it has made paupers and millionaires—but a law which places the debtor and creditor on an equal footing cannot fail to be both equitable and just.

The present law exempts a homestead worth \$1,500; also,

1. Spinning wheels, weaving looms and all stoves kept in a dwelling house.
2. Seat, pew or slip in house of public worship, etc.
3. Cemeteries, tombs and rights of burial.
4. All wearing apparel of every person or family.
5. Library and school books of every individual, \$150.
6. To each householder, ten sheep with their fleeces; two cows; five swine; provision and fuel for family six months.
7. To each householder, household goods, furniture and utensils not exceeding in value \$250.
8. Tools, implements, stock, and so forth, to enable any person to carry on his own occupation, etc., not exceeding in value \$250.
9. Sufficient quantity of hay, grain, feed, etc., to keep the animals exempted for six months.

10. One sewing machine kept for use by individual or family.

11. Twenty-five dollars for personal labor.

The articles which I have mentioned are exempt from levy and sale for any and all debts, except debts contracted for personal labor. These articles, in the aggregate, at a fair valuation, amount to upwards of \$3 800.

The lawyer, the mechanic, the preacher, the doctor, the farmer or any other person can go into your store and purchase the groceries to save his family from starvation, a coffin for his loved one, clothing and boots and shoes to protect himself and family from the storm, and be the owner of nearly \$4,000 worth of property, and you are powerless to touch a single article of such property.

I would not destroy or take away all exemption laws, but I would so frame them that a debt contracted for the actual necessities of life would be collected without first setting apart as exempt sufficient property to enable a family to live in luxury and not pay an honest debt, contracted, perchance, for the clothes that they wear or the food they eat. I would make a law that would say to the lawyer, "You cannot go into the tailor shop, order a \$50 suit of clothes, put them on, promise to pay for them in ten days and walk out, go into the dry goods store on the next corner, order and take home a \$75 silk dress for your wife with a promise to pay for it in two weeks, and when called upon to pay, to be able to snap your fingers in your creditor's face and say, 'If you get it before I do, let me know.'"

I shall not undertake to present a perfect draft of a law upon this subject, but will only point out the defects and practical workings of the law as it now exists. I would frame a law that, after a final judgment had been obtained, the judgment debtor could be cited to appear before the court and show cause why, if any, his property should not be applied in payment of such judgment, and in such inquiry the debtor be compelled to disclose fully and fairly his circumstances, the cost of living, the expenses actually necessary for the maintenance of his family, and the amount he was earning from his profession, occupation or employment from all sources, and the amount any members of his family were able to contribute towards the support of the family, and then I would authorize the court, after considering all such facts, to make an order that such judgment debtor pay into court, to be applied upon the judgment, such amount, weekly or monthly, as in the discretion and judgment of the court could be done without distressing the family.

I do not know what plea or objection an honest man could make to such a law. I would not have it apply to any one class of individuals, but to every one, no matter what his occupation might be.

I can sit in my store with more than \$3,000 worth of property which I can have the use and enjoyment of, my partner with the same amount, and together we can do business on a joint capital of upwards of \$6,000, from which we can derive a comfortable income, and go in to our neighbor's store, buy furniture, fine clothing, etc., and not one farthing can be collected by law; but if we were compelled to appear before a court and disclose the amount and source of our income, an order could be made that we

STUDLEY & BARCLAY,

4 Monroe St.,

GRAND RAPIDS, MICH.

Our Motto: "New Styles."

We Lead in Reduced Prices.

WE CARRY a full line of all patterns of Ladies' and Gents' Bicycles, and can supply at once upon receipt of order.

We are agents for the Victor, Columbia, Clipper, Western Wheel Works, and other lines, and live agents are wanted in every town.

A full line of sundries. Our price list will be out early in January, 1893. Wait for us; or, if you cannot, then write and get our prices before you order. Our prices will be as low as the lowest.



RINDGE, KALMBACH & CO.,

12, 14, 16 Pearl St.,

Manufacturers
and
Jobbers of

Boots & Shoes.

Spring lines now read
for inspection

Would be pleased to
show them.

Agents for the Boston
Rubber Shoe Co.



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.

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.

Coupon Books

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

The Tradesman Company, Grand Rapids

apply a portion, at least, of such income to the satisfaction of any judgment we might owe. Would there be hardship in such a law? Would there be any injustice in such a law? I answer, no.

Under the law as it now stands, I can have around me nearly \$4,000 worth of property, have an income of \$100 per month and, if I am careful not to allow more than \$25 to be owing me at a time, I can defy my creditors, and not one cent can they collect. But, under a law similar to what I have outlined, an honest creditor could collect an honest debt and the whole matter be within the discretion and control of the court, so that no oppression could be practiced.

Another subject of equal importance, and closely connected with exemption laws, is the rights and liabilities of a married woman.

While I would not make the wife liable for her husband's debt, neither would I make the husband liable for his wife's debt, except for supplies for the family, and in such cases I would make the property of both husband and wife chargeable for family expenses, and authorize them to be sued jointly or separately. As the law stands in Michigan, a family may have around them \$10,000 in property, the wife be the nominal owner, and her husband buy her a \$1,000 cloak, give his note for thirty or sixty days and she sign it as his surety, and the Supreme Court of the State of Michigan says she will not be liable; that under the statutes of this State a married woman cannot be surety for her husband.

This law is a relic of barbarism, and is no more founded in justice than the old law of wager of battle, which was once in actual practice, when disputes were settled by the parties to the controversy going out and fighting a battle to determine which one was right upon the suppositional idea that the one who was in the right would prevail.

I hold that such laws are stumbling blocks in the way of progress and advancement. The laws of our State and country should be in the van of progress, development and education. It is time the business men of this country turned their attention to these stumbling blocks, that an effort was made to weed out the old musty laws that have come down to us burdened with the relics of barbarism, and that such laws be enacted that the rapid race of advancement in the commercial and business world will not be constantly obstructed and held back in such development. I am glad the business men of Michigan are beginning to take hold of this matter. Wise and equitable laws must be the business man's protector. A law which enforces the sacredness of a contract must and always will be a just and equitable law. And I trust that class legislation will find no place in the next Legislature, but that every member of both branches will be made to see some of the glaring irregularities of our laws, to the end that absolute laws may be repealed and more equitable measures enacted in their stead.

WALTER S. POWERS.

From Out of Town.

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

D. W. Calkins, McCord.
O. P. DeWitt, St. Johns.
Audrey Walker, Bailey.
Thurston & Co., Central Lake.

Gripsack Brigade.

E. A. Withee, traveling representative for the Toledo Spice Co., was in town several days last week.

Ed. F. Bush, traveling representative for the American Eagle Tobacco Co., was in town one day last week.

James street appears to be an excellent thoroughfare for traveling men to reside on, judging by recent results, Harry Gregory having lately been placed in possession of a 9½ pound girl and Geo. C. Bonnell assuming the guardianship of a 9 pound boy.

Some of the Lemon & Wheeler Company's travelers are widely scattered this week: Hub Baker has gone to Lockport, N. Y., to visit his mother and sisters; Will Jones is visiting his mother in Ontario; Manley Jones is at Vernon, where his mother resides.

The wife of Thos. Ferguson, who had been a patient sufferer from bronchial troubles for fifteen months, died at the family residence on West Bridge street Dec. 17, aged 49 years. The funeral was held on the afternoon of Dec. 19, the body being deposited in the vault in Valley City cemetery, pending the selection of a permanent resting place in the same necropolis. The deceased leaves a daughter, Anna L. Ferguson, who will be a comfort to her father in his declining years. The veteran traveler has the sympathy of hosts of friends in his bereavement. He requests THE TRADESMAN to return his heartfelt thanks for the beautiful floral piece sent by the Grand Rapids traveling men.

John H. Millar was born in Charleston township, Kalamazoo county, May 27, 1857, and two years later accompanied his parents to Detroit. From the age of 5 to 16 he attended school, when he entered the candy factory of Ames, Nay & Co., where he remained one year. The next two years he sailed the Great Lakes summers, occupying the positions of lookout and watchman, and working winters in the candy factory of Thorp, Hawley & Co. He then returned to Kalamazoo county and spent three years on the farm. Tiring of rural pursuits, he came to Grand Rapids in 1879, entering the employment of the then firm of Putnam & Brooks within an hour after reaching the city. He worked a year in their factory, sailing on the lakes the following summer and returning to his former position in the fall. A year later he took to the city wagon, selling oysters winters and doing general delivering summers. In 1885 he became city salesman for the house, which position he still holds, varying the monotony of city work with alternate weekly trips outside. Being one of the oldest men with the houses, he is looked upon as a general utility man and usually takes the place of any of the men called away from their regular trips by illness or otherwise. Mr. Millar was married April 25, 1886, to Miss Mattie Turner, sample room clerk for Putnam & Brooks, a fine lad of 5 years being one of the results of the union. Mr. Millar resides in his own home at 509 North College avenue, surrounded by all the comforts he craves and heartily appreciated by all who are so fortunate as to possess his friendship.

It is easier to make a tree grow straight than it is to straighten a crooked one. It is easier to avoid bad consequences by means of a good education than it is to overcome bad habits.

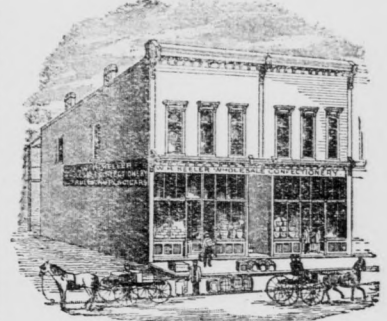
Do You Want a Cut of

Your Store Building?

For use on your Letter Heads, Bill Heads, Cards, Etc.?



We can furnish you with a double column cut similar to above



Or a single column cut, like the above for \$6.

In either case we should have clear photograph to work from.

THE TRADESMAN COMPANY,

ENGRAVERS AND PRINTERS.

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—J. 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.

Chronicle of Drug Store Errors.

German newspapers record two peculiar mistakes in the dispensing of drugs, one resulting fatally, the other causing most terrible agony and the loss of one limb to an innocent little child. Incidentally, medical men have been taught the lesson that lysol—a 50 per cent. solution of cresol or soft soap—is not as harmless in its concentrated state as claimed by the manufacturers of this and other similar preparations of cresol.

It will be remembered that in Germany there is besides the regular apothecaries second class, termed "druggists," who may sell certain drugs, chemicals, and household remedies, but are prohibited from compounding. Now, a physician in Bremen had told a mother to procure for her child, whose leg was scalded, some iodiform gauze at a druggist's, and to take a prescription calling for "Sol. Lysol. 7.5 (750.0)" to the "apotheke." However, the woman exhibited the prescription to the drug-shop apprentice, who, in his ignorance, persuaded her that he had a right to sell the article, and thereupon gave her 750 grams of pure lysol, he not perceiving that a 1-per-cent. solution was in reality prescribed. The common people, by the by, prefer trading with the druggist, because the latter likes to undersell his more hightoned competitor, the "Herr Apotheker." When the mother applied the liquid furnished her, the child, who was setting up in bed, instantaneously fell back unconscious and expired in a very short time. At the inquest the blood was found to be nearly clear, violet in color, and very thin. Cresol was detected both in the blood and urine. The absorption of cresol and its action on the blood was held to have been the cause of death. Besides, the denuded surface was found actively cauterized by the concentrated lysol.

The second case exhibits a most wonderful concatenation of circumstances, combining as it does in an unusual degree chance, carelessness, and stupidity. In this instance solution of caustic soda was by mistake dispensed in place of silicate of sodium or waterglass. With this the leg of a two-year-old babe was dressed for an entire night, in consequence of which this member had to be amputated.

A Berlin physician prescribes "Liquor Natrii Silicici;" the prescription clerk orders by this Latin name 500 grams at the drug house by telephone; it is seven o'clock in the evening and the employee at the latter place just ready to close; in the meantime the messenger from the apothecary's appears with his container and the order is filled in great haste; the proprietor happens to be out of town, and the "defectarius" whose duty it

was to examine the goods went out on a picnic the next morning; the vial in question had been placed on the prescription and the prescription clerk in charge was informed that the contents were solution of sodium silicate; the bottle is labeled as per prescription and sent out; the physician personally applies the dressing; the caustic liquid attacks the hands of the physician, but, not minding, he goes home and to bed; the pain in hands continuing to increase during the night, this disciple of Æsculapius "thinks" something may be wrong with that dressing and—tucks his feather-tick closer about his learned head; after breakfast he pays a visit to the poor little sufferer whom he finds at death's door from pain; to save the child's life the leg now had to be amputated.

A short term in jail has been decreed for the principals in both cases. In the Berlin instance the proprietor of the pharmacy voluntarily gave the prescribing physician 3,000 marcs to be handed to the father of the injured child, but the worthy doctor pocketed the money and fled the country.

Holiday Trade the Dealer's Boon.

Written for THE TRADESMAN.

To those who are chained to the wheels of business from year to year, the monotony of routine must seem like the mangle of Dickens's celebrated character, Mantlini, "a demnition grind." The dull details of buying and selling, the sharp watch kept to detect imposition, the duns, worries and unavoidable disappointments make mercantile life at times almost unendurable; and one wishes often for a change, without regard to whether it would be for the better or the worse.

The fact is that mankind cannot live anywhere, or in any occupation, without the spice of sentiment. Even the Chinese, who are a race of plodders, toiling through the wearisome days like mere machines, and with not a particle of humor in their composition will once in a while drop the implements of labor and give themselves up to enjoyment, as in the celebration of a new year, in which, forgetting the pursuit of money, the bow is unbent for a short season, and they rush to the extreme of profuse expenditure, noisy rejoicings and lavish hospitality, and mirth and festivity rule the hour.

To us, also, who boast a higher civilization, the holiday time comes to freshen the weariness of bargain-making solely for profit's sake and give us an opportunity to sandwich in a stratum of sentiment flavored with the spice of good will and kindly greeting to everybody. The habit of associating with the amenities of social life an event in history that makes all civilized nations akin, appears to render the activities of business unusually significant. Accordingly, the stores are decked in gay attire to welcome the inspection of purchasers, appealing to their taste by suggestive novelties, or offering bargains in goods which the frugally inclined may consider more acceptable in the eyes of those who expect to be remembered in the universal distribution of gifts.

Though the profits on some lines of holiday goods may be large, there is a generous rivalry in overstocking for the benefit of buyers who delight in a profusion from which to choose their lists of presents. And so the dealer finds that the sum total of his holiday profits

will not, in the end, prove to be an average of his usual emoluments. Since the surplus must be closed out at a later period at much smaller figures, his contribution to the general fund of happiness may be reasonably calculated.

The coming of Christmas time gives a delicious flavor to the closing days of the year. As December grows apace, the social atmosphere changes to a more genial temperature, as when the traveler, nearing the tropics, on his way from northern rigors, feels, with a sense of unspeakable delight, the balmy southern air fan his cheek. To the overworked and harassed merchant, the gayeties that crown its closing days help to sweeten the bitterness left over in the year's experience. The past may have been a year of hard luck in business, with many attendant losses and disappointments; but in the glow cast by the approaching holiday, with all its sacred and tender memories, these recede and are, for the time, forgotten. The heart is callous, indeed, that cannot respond to the gentle influence which the season exerts on old and young. We strengthen the ties of kindred and bind up many broken friendships; in short, the business world needs the elevating and emotional effects of the holiday season for the better ordering and conduct of next year's business. The new acquaintances made among those who thronged to inspect Christmas goods will add to the hope of increased trade. The active charities provoked, in a competitive spirit, among all who, in this season, remember in the only practical way the destitute members of community will brighten for the givers the severe months winter still has in store for the dwellers in our northern climate. He is happiest who can carry the most of Christmas with him into and through the year so soon to open up a renewal of the same old business cares and responsibilities. S. P. WHITMARSH.

Trade—Its Various Meanings.

Written for THE TRADESMAN.

I wonder if many of us stop to think of the different shades of meaning in the word "Trade," as it is used to-day. We say, speaking of a mechanic, "What is his trade?" That is, "What branch of work does he perform?" Each of these branches pertains to different work; so we have masons, boiler-makers, carpenters, carvers, and others too numerous to mention. The interchange of different commodities is also called trade. One merchant, speaking to another, wishing to know whether or not he has sold to advantage, during a certain time, the goods he handles, says, "How is 'trade'?" Speaking in a general way, all buying and selling is included under the general term "trade"; yet there are branches or divisions of trade. To illustrate: A few days ago, an item in a paper, spoke of a gentleman who, having purchased a stock of groceries with the intention of engaging in that business, said that he had had large experience in the "trade," and hence would be apt to succeed.

The following are a few definitions of the word not in common use: "a track," "trail," "a way," also "passage," "travel or resort." Again, we have "course," "custom or practice."

Shakespeare uses "trade," meaning "passage," in the following quotation:

"Or I'll be buried in the king's highway, Some way of common trade where subjects' feet May hourly trample on their sovereign's head."

In some parts of England the refuse or rubbish from a mine is called "the trade." This above is only a partial review of the word in its various uses. Is it strange, then, that, when such a simple word as "trade" has such diverse meanings, foreigners—yes, our own people—find so much trouble in writing and speaking our language correctly?

A. L. I.

John's Composition.

From Comfort.

"Say, father, I've got to speak an original composition and I have made this one. Will you hear it?"

"Yes, John, go ahead."
"Well, the subject is 'Two Shoes.' Last night, when I took off my shoes, both of them grumbled at the way I threw them into a corner. In one voice they exclaimed, 'After we have carried you around all day you ought to let us down easy. We are tired all out. You don't care a rush for us.' I smiled and stood them up side by side near the open window so they might breathe freely while I slept. About midnight I was awakened by hearing two voices in my room, and discovered that they came from my shoes. The right said to the left, 'Don't bother me. If you do I'll hit you. I'm stronger than you and bigger. You never will be as important as I, so don't crowd or be ambitious, but go to sleep.' The left shoe replied, 'You're my big brother, ain't you? I felt cold and was snuggling up to you a little. You ought to be kind, since I, though smaller than you, have to bear the same burden all day, the same weight that you do. I am prettier than you—my toe is not worn out and my heel is square. Come, be good, won't you?' For a moment the right made no reply; finally it spoke up and said, 'All right, beauty, we'll trudge through life together and take things as they come. You do the pretty and I'll fight the battles and do all the kicking.' I laughed so loud at this dialogue that the shoes gave a quiet squeak and I heard no more from them. In the morning, when I put the shoes on, I found the strings all tangled up, and I concluded that this was the way they paid me up for laughing at them in the night."

"Will that do, father?"

"Yes, John, the idea is a good one; we should always be kind to weak ones; the left shoe is as important as the right in this world of struggles."

The Drug Market.

Opium is weak and lower under favorable reports of the growing crop from Smyrna.

Morphia is unchanged.

Quinine is steady. Foreign is a trifle weak.

We failed to note an advance in glassware last week. There is a combination of manufacturers and prices are very firm.

Linseed oil has been advanced again by the pool and higher prices are looked for soon.

Gum assafetida is scarce and higher for prime goods. Trash loaded with stones and dirt can be sold at any price.

Gum camphor is very firm and an advance is looked for daily, crude having advanced again.

Carbolic acid has advanced, on account of a combination of coal tar producers. Very high prices are looked for in the spring.

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists
GRAND RAPIDS

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—Prescription ware, flasks, carbolic acid, linseed oil.
Declined—Opium.

ACIDUM.		TINCTURES.	
Aceticum.....	80 10	Aconitum Napellis R.....	60
Benzolcum German.....	65 20	Aloes.....	60
Boracic.....	25 35	Arnica.....	60
Carbolicum.....	25 35	Asafoetida.....	60
Citricum.....	10 12	Asafetida.....	60
Hydrochloric.....	10 12	Atropa Belladonna.....	60
Nitricum.....	10 12	Benzoin.....	60
Oxalicum.....	10 12	Cantharides.....	60
Phosphoricum dil.....	10 12	Capsicum.....	60
Salicylicum.....	1 30 21 70	Cinchona.....	60
Sulphuricum.....	1 30 21 70	Columba.....	60
Tannicum.....	1 30 21 70	Conium.....	60
Tartaricum.....	30 23	Cubeba.....	60
AMMONIA.		DIGESTIONS.	
Aqua, 16 deg.....	3 1/2 2 5	Castor.....	60
" 20 deg.....	5 1/2 2 5	Catechu.....	60
Carbonas.....	1 30 21 70	Cinchona.....	60
Chloridum.....	1 30 21 70	Columba.....	60
ANILINE.		FERRUGINEOUS.	
Black.....	2 00 2 25	Carbonate Precip.....	60
Brown.....	2 00 2 25	Citrate and Quinia.....	60
Red.....	2 00 2 25	Citrate Soluble.....	60
Yellow.....	2 00 2 25	Ferrocyanidum Sol.....	60
BACCÆ.		FERRUM.	
Cubee (po 60).....	50 2 60	Carbonate Precip.....	60
Juniperus.....	80 10	Citrate and Quinia.....	60
Xanthoxylum.....	25 30	Citrate Soluble.....	60
BALSAMUM.		FLORA.	
Copaiba.....	45 2 50	Arnica.....	18 20
Peru.....	45 2 50	Anthemis.....	3 2 35
Terebinthina.....	45 2 50	Matricaria.....	40 2 50
Tolutan.....	35 2 50	FOLIA.	
CORTEX.		Barosma.....	40 21 00
Abies, Canadian.....	18	Cassia Acutifol, Tin.....	25 28
Cassia.....	11	" " Alx.....	35 50
Cinchona Flava.....	18	Salvia officinalis, 1/2.....	15 25
Euonymus atropurp.....	30	and 1/2.....	15 25
Myrica Cerifera, po.....	20	Ura Ursi.....	80 10
Prunus Virgin.....	12	GUMMI.	
Quillaja, gr.....	10	Acacia, 1st picked.....	75
Sassafras.....	12	" 2d.....	75
Ulmus Po (Ground 15).....	15	" 3d.....	75
EXTRACTUM.		" sifted sorts.....	25
Glycyrrhiza Glabra.....	24 25	" po.....	60 20
" po.....	33 35	Aloe, Barb. (po 60).....	50 20
Haematox, 15 lb. box.....	11 12	" Cape (po 20).....	12
" 18.....	13 14	Socotri (po 60).....	50
" 1/2.....	14 15	Catechu, 1s, (1/2, 14 1/2.....	15 25
" 1/4.....	16 17	and 1/2.....	80 10
FERRUM.		SEMIN.	
Carbonate Precip.....	60	Anisum, (po 20).....	15
Citrate and Quinia.....	60	Apium (graveleons).....	12 15
Citrate Soluble.....	60	Bird, 1s.....	40 6
Ferrocyanidum Sol.....	60	Carui, (po 15).....	40 12
Solut Chloride.....	15	Cardamon.....	1 00 21 25
Sulphate, coml.....	50 2	Coriandrum.....	10 12
" pure.....	7	Cannabis Sativa.....	3 1/2 1 00
FLORA.		Cydonium.....	10 12
Arnica.....	18 20	Chenopodium.....	10 12
Anthemis.....	3 2 35	Dipterix Odorata.....	3 00 2 35
Matricaria.....	40 2 50	Foeniculum.....	15
FOLIA.		Poenugreek, po.....	60 8
Barosma.....	40 21 00	Lini.....	4 2 4 1/2
Cassia Acutifol, Tin.....	25 28	Lini, grd, (bbl 3 1/2).....	4 2 4 1/2
" " Alx.....	35 50	Lobelia.....	35 40
Salvia officinalis, 1/2.....	15 25	Pharlaris Canarian.....	6 6 1/2
and 1/2.....	15 25	Kapa.....	60
Ura Ursi.....	80 10	Sinapis Albu.....	11 21 3
GUMMI.		" Nigra.....	11 21 3
Acacia, 1st picked.....	75	SPIRITUS.	
" 2d.....	75	Frumentum, W. D. Co.....	2 00 2 50
" 3d.....	75	" D. F. R.....	1 75 2 00
" sifted sorts.....	25	" ".....	1 25 21 50
" po.....	60 20	Juniperis Co. O. T.....	1 65 2 00
Aloe, Barb. (po 60).....	50 20	Saccharum N. E.....	1 75 2 00
" Cape (po 20).....	12	Spt. Vini Galli.....	1 75 2 00
Socotri (po 60).....	50	Vini Oporto.....	1 25 2 00
Catechu, 1s, (1/2, 14 1/2.....	15 25	Vini Alba.....	1 25 2 00
and 1/2.....	80 10	SPONGES.	
HERBA—In ounce packages.		Florida sheeps' wool.....	2 25 2 50
Abiesinthum.....	25	Nassau sheeps' wool.....	2 00
Eupatorium.....	20	Velvet extra sheeps'.....	1 10
Lobelia.....	25	Extra yellow sheeps'.....	85
Majorum.....	25	Grass sheeps' wool car.....	65
Mentha Piperita.....	25	Hard for slate use.....	75
" Vir.....	30	Yellow Reef, for slate.....	1 40
Rue.....	30	SYRUPS.	
Tanacetum, V.....	22	Acacia.....	50
Thymus, V.....	25	Zingiber.....	50
MAGNESIA.		Indigo.....	50
Calcined, Pat.....	55 2 60	Ipecac.....	50
Carbonate, Pat.....	20 2 22	Ferri Iod.....	50
Carbonate, K. & M.....	20 2 22	Aurant Cortes.....	50
Carbonate, Jennings.....	35 2 35	Rhei Arom.....	50
OLEUM.		Similax Officialis.....	50
Absinthium.....	3 50 2 40	Senega.....	50
Amygdalae, Dulc.....	45 2 75	Scilla.....	50
Amygdalae, Amaræ.....	8 00 2 25	" Co.....	50
Anisi.....	1 50 2 15	Tolutan.....	50
Aurant Cortes.....	2 75 2 30	Prunus virg.....	50
Bergamoti.....	3 25 2 30	MISCELLANEOUS.	
Cajuputi.....	60 2 65	Ether, Spts Nil, 3 F.....	28 30
Caryophylli.....	70 2 75	" 4 F.....	32 34
Cedar.....	35 2 65	Alumen.....	2 1/2 3
Chenopodium.....	61 10	7).....	30 4
Cinnamon.....	1 00 2 10	Annatto.....	55 2 60
Citronella.....	2 45	Antimony, po.....	55 2 60
Conium Mac.....	35 2 65	" et Potass T.....	21 40
Copaiba.....	90 21 00	Antipyrin.....	21 40

Morphia, S. P. & W.....	70 21 95	Seidlitz Mixture.....	20
C. Co. S. N. Y. Q. &.....	60 21 85	Sinapis.....	18
Moschus Canton.....	60 21 85	" opt.....	30
Myristica, No. 1.....	65 20 70	Snuff, Maccaboy, De.....	35
Nux Vomica, (po 20).....	20 22	Voos.....	35
Os. Sepia.....	20 22	Soda Boras, (po 11).....	10 11
Pepsin Saac, H. & P. D.....	20 22	Soda et Potass Tart.....	27 30
Co.....	20 22	Soda Carb.....	1 1/2 2
Picls Liq, N. C., 1/2 gal.....	20 22	Soda, Bi-Carb.....	5
Picls Liq, quarts.....	20 22	Soda, Ash.....	3 1/2 4
" plants.....	20 22	Soda, Sulphas.....	2
Pil Hydrag, (po 80).....	20 22	Spts, Ether Co.....	50 55
Piper Nigra, (po 25).....	20 22	" Myrcia Dom.....	25 25
Piper Alba, (po 25).....	20 22	" Myrcia Imp.....	23 00
Pix Burgun.....	20 22	" Vini Rect. bbl.....	2 55 2 65
Plumbi Acet.....	14 15	Less 5c gal, cash ten days.....	1 40 21 45
Pulvis Ipecac et opil.....	10 21 20	Strychnia Crystal.....	1 40 21 45
Pyrethrum, boxes H.....	20 22	Sulphur, Subl.....	2 1/2 3 1/2
& P. D. Co., doz.....	20 22	" Roll.....	2 1/2 3 1/2
Pyrethrum, pv.....	30 35	Tamarinds.....	80 10
Quassia.....	80 10	Terebenth Venice.....	28 30
Quinia, S. P. & W.....	27 32	Theobromae.....	40 45
" S. German.....	20 22	Vanilla.....	9 00 21 60
Rubia Tinctum.....	12 13	Zinc Sulph.....	70 8
Saccharum Lactis pv.....	23 25	OILS.	
Salaciu.....	1 75 21 80	Whale, winter.....	Bbl. Gal
Sanguis Draconis.....	40 2 50	Lard, extra.....	70 70
Sapo, W.....	12 14	Lard, No. 1.....	42 48
" M.....	10 12	Linseed, pure raw.....	49 52
" G.....	15	PAINTS.	
Gaulica.....	60	Red Venetian.....	1 1/2 3 23
Zingiber.....	50	Ochre, yellow Mars.....	1 1/2 3 23
Hyoscyamus.....	50	" Ber.....	1 1/2 3 23
Iodine.....	75	Putty, commercial.....	2 1/2 2 1/2
" Colorless.....	75	" strictly pure.....	2 1/2 2 1/2
Ferri Chloridum.....	35	Vermilion Prime Amer.....	13 16
Kino.....	50	Vermilion, English.....	65 70
Lobelia.....	50	Green, Peninsular.....	70 75
Myrrh.....	50	Lead, red.....	7 2 1/2
Nux Vomica.....	50	" white.....	7 2 1/2
Opil.....	85	Whiting, white Span.....	2 1/2 2 1/2
" Camphorated.....	50	Whiting, Gilders.....	2 1/2 2 1/2
" Deodor.....	2 00	White, Paris American.....	1 0
Aurant Cortes.....	50	Whiting, Paris Eng.....	1 0
Quassia.....	50	Pioneer Prepared Paint.....	20 21 50
Rhatany.....	50	Swiss Villa Prepared.....	1 00 21 20
Rhei.....	50	VARNISHES.	
Cassia Acutifol.....	50	No. 1 Turp Coach.....	1 10 21 20
" Co.....	50	Extra Turp.....	1 10 21 20
Serpentaria.....	50	Coach Body.....	2 75 3 00
Stromonium.....	60	No. 1 Turp Furn.....	1 00 21 10
Tolutan.....	60	Extra Turp Damar.....	1 55 21 60
Valerian.....	50	Japan Dryer, No. 1.....	70 75
Veratrum Verde.....	50		

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

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

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE.		Sardines.		CHOCOLATE.		"Superior."		Prunes.		Jennings' D C.	
Aurora	doz gross	American	4 1/2 @ 5	Baker's.		per hundred.	2 50	California, 100-120.	10 1/2	2 oz folding box.	75 1 25
Castor Oil.	75 9 00	Import	1 1/2 @ 12	German Sweet.	23	"	3 00	" 90x100 25 lb. bxs.	11 1/2	3 oz "	1 00 1 50
Diamond	50 5 50	Mus'ard	15 @ 12	Premium.	37	"	3 50	" 70x80 "	13 1/2	4 oz "	1 50 2 00
Fraser's.	87 9 00	Boneless	7 @ 5	Breakfast Cocos.	42	"	4 00	" 60x70 "	14	6 oz "	2 00 3 00
Mica	75 8 00					"	5 00	Turkey	7 1/2	8 oz "	3 00 4 00
Paragon	55 6 00					"	6 00	Silver			
BAKING POWDER.		Trout.		CHEESE.		ONE CENT COUPON		ENVELOPES.		GUNPOWDER.	
Acme.		Brook, 3 lb	2 50	Amboy	12 1/2 @ 12 1/2			XX rag, white.		Austin's Rifle, kegs	3 50
1/2 lb. cans, 3 doz.	45	Fruits.		Acme	12 1/2 @ 12 1/2			No. 1, 6 1/2	8 75	" 1/2 kegs	2 00
1 lb. " 2 "	85	Apples.		Riverside	12 1/2 @ 12 1/2			No. 2, 6 1/2	1 60	" Crack Shot, kegs	3 50
1 lb. " 1 "	1 00	3 lb. standard	3 60	Gold Medal	9 @ 11			No. 1, 6	1 65	" 1/2 kegs 200	4 50
Arctic.		York State gallons	2 75	Skim	11			No. 2, 6	1 50	" Club Sporting	4 50
1/2 lb. cans.	60	Hamburg		Brick	23			XX wood, white.		" 1/2 "	2 50
1 lb. " 2 "	1 20	Live oak.	2 00	Edam	1 00			No. 1, 6 1/2	1 35		
1 lb. " 1 "	2 00	Santa Cruz	2 00	Leiden	23			No. 2, 6 1/2	1 25		
Poston	9 60	Lusk's	2 00	Limburger	@ 10			Manilla, white.			
5 oz. cans, 4 doz. in case.	80	Overland	1 90	Pineapple	25			6 1/2	1 00		
16 " 2 "	2 00	Blackberries.		Roquefort	25			6	95		
Dr. Price's.		B. & W	95	Sap Sago	22			Mill No. 4.	1 00		
		Cherries.		Schwitzer, Imported.	24						
		Pitted Hamburg	1 75	domestic	24						
		White	1 30								
		Erie	1 30	CATSUP.							
		Damsons, Egg Plums and Green Gages.	1 30	Blue Label Brand.	2 75						
				Half pint, 25 bottles	4 50						
				Pint	4 50						
				Quart 1 doz bottles	3 50						
				CLOTHES PINS.							
				5 gross boxes	40						
				COCOA SHELLS.							
				35 lb bags.	23						
				Less quantity	23 1/2						
				Pound packages.	6 1/2 @ 7						
				COFFEE.							
				Green.							
				Rio.							
				Fair	18						
				Good	19						
				Prime	20						
				Golden	22						
				Peaberry	24						
				Santos.							
				Fair	18						
				Good	19						
				Prime	20						
				Peaberry	21						
				Mexican and Guatemala.							
				Fair	20						
				Good	21						
				Fancy	23						
				Maracalbo.							
				Prime	19						
				Milled	20						
				Java.							
				Interior	25						
				Private Growth	27						
				Mandehling	28						
				Mocha.							
				Imitation	23						
				Arabian	26						
				Roasted.							
				To ascertain cost of roasted coffee, add 1/2 c. per lb. for roasting and 15 per cent. for shrinkage.							
				Package.							
				McLaughlin's XXXX.	23 30						
				Bunola	22 80						
				Lion, 60 or 100 lb. case.	23 30						
				Extract.							
				Valley City 1/2 gross.	75						
				Felix	1 15						
				Hummel's, foll. gross.	1 50						
				" tin "	2 50						
				CHICORY.							
				Bulk.	5						
				Red.	7						
				CLOTHES LINES.							
				Cotton, 40 ft. per doz.	1 25						
				" 50 ft. "	1 40						
				" 60 ft. "	1 60						
				" 70 ft. "	1 75						
				" 80 ft. "	1 90						
				Jute	60 ft. 1 90						
				" 72 ft. "	1 00						
				CONDENSED MILK.							
				4 doz. in case.							
				Eagle	7 40						
				Crown	6 25						
				Genuine Swiss	8 00						
				American Swiss	7 00						
				COUPON BOOKS.							
				TRADESMAN							
				5							
				CREDIT COUPON							
				TRADESMAN							
				5							
				CREDIT COUPON							
				"Tradesman."							
				\$ 1, per hundred.	2 00						
				\$ 2, " "	2 50						
				\$ 3, " "	3 00						
				\$ 5, " "	3 00						
				\$10, " "	4 00						
				\$20, " "	5 00						
				CRACKERS.							
				Butter.							
				Seymour XXX.	6						
				Seymour XXX, cartoon.	6 1/2						
				Family XXX.	8						
				Family XXX, cartoon.	6 1/2						
				Salted XXX.	6						
				Salted XXX, cartoon.	6 1/2						
				Kenosha.	7 1/2						
				Boston.	8						
				Butter biscuit.	6 1/2						
				Soda.							
				Soda, XXX.	6						
				Soda, City.	7 1/2						
				Soda, Duchess.	8 1/2						
				Crystal Wafer.	10						
				Long Island Wafers.	11						
				Oyster.							
				S. Oyster XXX.	6						
				City Oyster XXX.	6						
				Farina Oyster.	6						
				Strictly pure.	30						
				Telfer's Absolute.	35						
				Grocers.	20 @ 25						
				DRIED FRUITS.							
				Domestic.							
				Apples.							
				Sundried, sliced in bbls.	6						
				" quartered "	5 1/2						
				Evaporated, 50 lb. boxes.	@ 9						
				Apricots.							
				California 10 lb. bags.	16 1/2						
				Evaporated in boxes.	17						
				Blackberries.							
				In boxes.	4 1/2						
				Nectarines.							
				70 lb. bags.	15						
				25 lb. boxes.	15 1/2						
				Peaches.							
				Peel'd, in boxes.	13						
				Cal. evap.	12 1/2						
				" in bags.	12						
				Pears.							
				California in bags.							
				Pitted Cherries.							
				Barrels.							
				50 lb. boxes.							
				25 " "							
				Prunelles.							
				30 lb. boxes.							
				Raspberries.							
				In barrels.							
				50 lb. boxes.							
				25 lb. "							
				Raisins.							
				Loose Muscatels in Boxes.	1 50						
				2 crown	1 65						
				3 "							
				Loose Muscatels in Bags.							
				2 crown	5 1/2						
				3 "	6 1/2						
				Foreign.							
				Currants.							
				Patras, in barrels.	4 1/2						
				" in 1/2 bbls.	4 1/2						
				" in less quantity.	4 1/2						
				Peel.							
				Citron, Leghorn, 25 lb. boxes.	20						
				Lemon	25						
				Orange	"						
				Raisins.							
				Odunra, 25 lb. boxes.	@ 8						
				Sultana, 30 "	@ 10						
				Valencia, 30 "	@ 7						
				CRACKERS.							
				Butter.							
				Seymour XXX.	6						
				Seymour							

SPICES.		Scouring.		F. F. Adams Tobacco Co.'s Brands.		FISH and OYSTERS		Clams		Baskets, market.	
Whole Sifted.		Sapallo, kitchen, 3 doz. 2 50		Peerless. 26		F. J. Dettenthaler quotes as follows:		1 35		" shipping bushel. 1 25	
Allspice. 8		" hand, 3 doz. 2 50		Old Tom. 18		FRESH FISH.		1 75		" full hoop " 1 35	
Cassia, China in mats. 7		SUGAR.		Standard. 30		Whitefish. 2 9		PAPER & WOODENWARE		" willow cl'ths, No. 1 5 75	
" Batavia in bund. 15		Cut Leaf. 5 1/2 @ 5 1/2		Globe Tobacco Co.'s Brands.		Trout. 8 9		Straw. 1 1/2		" " " No. 3 7 25	
" Saigon in rolls. 35		Cubes. 5 1/2 @ 5 1/2		Handmade. 41		Halibut. 15		Rockfalls. 1 1/2		" splint " No. 1 3 50	
Cloves, Amboyana. 22		Powdered XXXX. 5 1/2 @ 5 1/2		Leidersdorf's Brands.		Clasces or Herring. 6		Rag sugar. 2 1/2		" " " No. 2 4 25	
Mace Batavia. 10		Granulated, medium. 5 @ 5 1/2		Rob Roy. 26		Bluefish. 11		Hardware. 2 1/2		" " " No. 3 5 00	
" No. 1. 75		" fine. 5 @ 5 1/2		Uncle Sam. 2 @ 32		Fresh lobster, per lb. 20		Bakers. 2 1/2		INDURATED WARE.	
Nutmegs, fancy. 75		Confectioners' A. 4 1/2 @ 5		Red Clover. 32		Shrimp, per gal. 1 00		Dry Goods. 5 @ 5 1/2		Pails. 1/2 doz. 4 05	
" No. 2. 60		Soft A. 4 1/2 @ 5		Tom and Jerry. 25		Cod. 10		Jute Manila. 2 1/2		Tubs, 1/2 doz. 4 55	
Pepper, Singapore, black. 9		White Extra C. 4 1/2 @ 5		Traveler Cavendish. 38		Pike. 7		Red Express. 2 1/2		POULTRY.	
" white. 15		Extra C. 4 1/2 @ 5		Blow Boy. 30		Smoked White. 8		Twines. 4 1/2		Local dealers pay as follows:	
Pure Ground in Bulk.		Golden. 4 1/2 @ 5		Corn Cake. 16		Stockfish. 11		48 Cotton. 10		DRESSED.	
Allspice. 12		Yellow. 4 1/2 @ 5		OILS.		Pinnan Haddies. 10		Cotton, No. 1. 17		Fowl. 8 @ 9	
Cassia, Batavia. 18		Less than bbls. 1/2 advance		The Standard Oil Co. quotes		Sel. 8		Cotton, No. 2. 16		Turkeys. 12 @ 12	
" and Saigon. 22		SYRUPS.		as follows, in barrels, f. o. b.		OYSTERS—Cans.		Sea Island, assorted. 30		Ducks. 12 @ 12	
" Saigon. 30		Corn. 22		Grand Rapids:		Fairhaven Counts. 237		No. 5 Hemp. 15		LIVE.	
Cloves, Amboyana. 22		Pure Cane. 24		Eocene. 8		F. J. D. Selects. 230		No. 6 " 15		Chickens. 7 @ 8	
" Zanzibar. 18		Fair. 19		Water White, old test. 7 1/2		Selects. 232		Tubs, No. 1. 7 00		Fowls. 7 @ 8	
Ginger, African. 14		Good. 25		W. W. Headlight, 150°. 6 1/2		Anchor. 237		No. 2, " 6 00		Turkeys. 11 @ 12	
" Cochin. 17		Choice. 30		Water White. 6 1/2		Standards. 237		No. 3, " 5 00		Spring Duck. 10 @ 11	
" Jamaica. 18		SWEET GOODS		Naptha. 7		Favorites. 15		Pails, No. 1, two-hoop. 1 35			
Mace Batavia. 70		Ginger Snaps. 8		Stove Gasoline. 27		SHELL GOODS.		No. 1, three-hoop. 1 60			
Mustard, Eng. and Trieste. 18		Sugar Creams. 9		Cylinder. 27		Oysters, per 100. 1 25 @ 1 50		Clothespins, 5 gr. boxes. 40			
" Trieste. 18		Frosted Creams. 9		Engine. 13		Clams. 75 @ 1 00		Bowls, 11 inch. 80			
Nutmegs, No. 2. 60		Graham Crackers. 8 1/2		Black, 15 cold test. 8 1/2		BULK.		" 13 " 1 00			
Pepper, Singapore, black. 18		Oatmeal Crackers. 8 1/2		HIDES PELTS and FURS		Counts, per gal. 2 20		" 15 " 1 60			
" white. 24		VINEGAR.		Perkins & Hess pay as fol-		Extra Selects. 1 75		" 17 " 2 25			
Sage. 14		40 gr. 7 @ 8		lows:		Selects. 1 50		" 19 " 2 75			
" Cayenne. 18		50 gr. 8 @ 9		HIDES.		Standards. 1 10		" 21 " 3 00			
" Absolute in Packages.		WET MUSTARD.		Green. 2 1/2 @ 3 1/2		PROVISIONS.					
		Bulk, per gal. 30		Part Cured. 4 1/2		The Grand Rapids Packing and Provision Co.					
		Beer mug, 2 doz in case. 1 75		Full. 4 1/2		quotes as follows:					
		YEAST.		Dry. 5 @ 5		PORK IN BARRELS.					
		Magic. 1 00		Kips, green. 2 1/2 @ 3 1/2		Mess. 15 50					
		Warner's. 1 00		Kips, cured. 4 1/2		Short cut. 17 00					
		Yeast Foam. 1 00		Califskins, green. 4 1/2		Extra clear pig, short cut. 18 00					
		Diamond. 75		" cured. 7		Extra clear, heavy. 18 00					
		Royal. 90		Deaconskins. 10 @ 30		Clear, fat back. 18 00					
		TEAS.		No. 2 hides 1/2 off.		Boston clear, short cut. 18 00					
		JAPAN—Regular. 17		PELTS.		Standard clear, short cut. 18 00					
		Fair. 17		Green. 10 @ 25		SAUSAGE—Fresh and Smoked.					
		Good. 20		Lambs. 25 @ 90		Pork Sausage. 8 1/2					
		Choice. 24		Washed. 20 @ 23		Ham Sausage. 9					
		Choicest. 32		Unwashed. 10 @ 20		Tongue Sausage. 9					
		Dust. 10 @ 12		MISCELLANEOUS.		Frankfort Sausage. 8					
		SUN CURED.		Tallow. 3 1/2 @ 4		Blood Sausage. 5					
		Fair. 17		Grease butter. 1 @ 2		Bologna, straight. 5					
		Good. 20		Switches. 1 1/2 @ 2		Bologna, thick. 5					
		Choice. 24		Gluseng. 2 @ 2 75		Head Cheese. 5					
		Choicest. 32		FURS.		LARD.					
		Dust. 10 @ 12		Outside prices for No. 1 only.		Kettle Rendered. 11					
		BASKET FIRED.		Badger. 50 @ 1 00		Granger. 10 1/2					
		Fair. 18		Bear. 15 @ 25 00		Family. 8					
		Choice. 25		Beaver. 3 @ 7 00		Compound. 7 1/2					
		Choicest. 32		Cat, wild. 40 @ 50		50 lb. Tins, 1/2 c advance.					
		Dust. 10 @ 12		Cat, house. 10 @ 25		10 lb. Tins, 1/2 c					
		GUNPOWDER.		Fisher. 4 @ 60 00		5 lb. " 3/4 c					
		Common to fair. 25		Fox, red. 1 @ 61 00		5 lb. " 1 c					
		Extra fine to finest. 50		Fox, cross. 3 @ 65 00		BEEF IN BARRELS.					
		Choicest fancy. 75		Fox, grey. 50 @ 80		Extra Mess, warranted 200 lbs. 7 00					
		Oolong. 25		Lynx. 2 @ 63 00		Extra Mess, Chicago packing. 7 00					
		Common to fair. 23		Martin, dark. 1 @ 63 00		Boneless, rump butts. 10 00					
		Imperial. 26		Martin, pale & yellow. 50 @ 60		SMOKED MEATS—Canned or Plain.					
		Superior to fine. 30		Mink, dark. 40 @ 1 40		Hams, average 20 lbs. 11 1/2					
		ENGLISH BREAKFAST.		Muskrat. 0 @ 12		" 12 to 14 lbs. 11 1/2					
		Fair. 18		Opposum. 15 @ 30		" picnic. 12 1/2					
		Choice. 24		Oter, dark. 5 @ 60 00		" best boneless. 11					
		Choicest. 32		Raccoon. 25 @ 90		Shoulders. 12					
		Dust. 10 @ 12		Skunk. 1 @ 61 25		Breakfast Bacon, boneless. 12					
		TOBACCO.		Wolf. 1 @ 63 00		Dried beef, ham prices. 8 1/2					
		Fine Cut.		Beaver, Canada, lb. 2 @ 65 00		Long Clears, heavy. 8 1/2					
		Pails unless otherwise noted		DEERSKINS—per pound.		Briskets, medium. 8 1/2					
		Hiawatha. 62		Thin and green		Shoulders. 12					
		Sweet Cuba. 35		Long gray, dry. 25		Breakfast Bacon, boneless. 12					
		McGinty. 27		Gray, dry. 25		Dried beef, ham prices. 8 1/2					
		" 1/2 bbls. 25		Red and Blue, dry. 35		Long Clears, heavy. 8 1/2					
		Dandy Jim. 29		GRAINS and FEEDSTUFFS		Briskets, medium. 8 1/2					
		Torpedo. 24		WHEAT.		Light. 8 1/2					
		" in drums. 23		No. 1 White (58 lb. test) 63							
		Common Fine. 27		No. 1 Red (60 lb. test) 63							
		Saginaw. 90		MEAL.							
		Manistee. 95		Bolted. 1 40							
		SALERATUS.		Granulated. 1 60							
		Packed 60 lbs. in box.		FLOUR.							
		Church's. 3 30		Straight, in sacks. 3 70							
		DeLand's. 3 15		" " barrels. 3 90							
		Dwight's. 3 30		Patent " sacks. 4 70							
		Taylor's. 3 00		" " barrels. 5 00							
		SOAP.		Graham " sacks. 1 70							
		Allen B. Wrisley's Brands.		Rye. 2 90							
		Old Country, 80 1-lb. 3 20		Buckwheat, Rising Sun. 4 75							
		Good Cheer, 60 1 lb. 3 90		" Walsh-DeRoo. 4 25							
		White Borax, 100 1/2-lb. 3 60		Co & Co's Pure. 4 25							
		Proctor & Gamble.		MILLSTUFFS.							
		Concord. 2 80		Car lots. Less quantity							
		Ivory, 10 oz. 6 75		Bran. \$13 50 \$14 00							
		Lenox. 3 65		Screenings. 14 00 14 50							
		Mottled German. 3 15		Middlings. 15 00 15 50							
		Town Talk. 3 00		Mixed Feed. 19 00 20 00							
		Jas. S. Kirk & Co.'s Brands.		Coarse meal. 19 50 20 00							
		American Family, wrp d. 3 24		CORN.							
		" " 5c size. 4 25		Car lots. 43							
		N. K. Fairbanks & Co.'s Brands.		Less than car lots. 52							
		Santa Claus. 4 00		Car lots. 37							
		Brown, 60 bars. 2 10		Less than car lots. 41							
		" 80 bars. 3 25		No. 1 Timothy, car lots. 12 00							
		Lautz Bros. & Co.'s Brands.		No. 1 " ton lots. 12 50							
		Acme. 3 65		FRESH MEATS.							
		Cotton Oil. 5 75		Swift & Company quote as fol-							
		Daisy. 3 10		lows:							
		Marseilles. 4 00		Beef, carcass. 4 1/2 @ 5 1/2							
		Master. 4 00		hind quarters. 5 @ 5 1/2							
				" fore. 3 1/2 @ 4							
				" loins, No. 3. 8 @ 8 1/2							
				" ribs. 7 @ 7 1/2							
				" rounds. 4 1/2 @ 5							
				Bologns. 2 @ 5							
				Pork loins. 2 @ 6							
				" shoulders. 2 @ 6							
				Sausage, blood or head. 2 @ 6							
				" liver. 2 @ 6							
				" Frankfort. 2 @ 8							
				Mutton. 7 @ 8							
				Veal. 7 @ 7 1/2							

Trusts and Combinations.

From the American Grocer.

Ex-Senator Edmunds who, during his official capacity as Senator, reported from the Senate Judiciary Committee what is known as the Sherman Anti-Trust Law, has recently expressed the opinion that the provisions of that bill are constitutional, and if enforced, would put an end to all trusts and combinations. We concede the point made by ex-Senator Edmunds, but laws, even if new, are sometimes unjust and inequitable. We believe the Sherman Anti-Trust Law a menace to the prosperity and advance of the commercial interests of America.

Present economical conditions are very different from those of thirty years ago, owing to the revolution wrought by steam, electricity, the division of labor, steel rails and other modern inventions. Most of existing law was framed to meet former conditions and therefore is not calculated to secure to the people the full benefits of the newer economy. Recent laws fail to take into account the economic value of modern invention.

Ex-Senator Edmunds fails to note that open competition is unfair competition, that it means bankrupt manufacturers, poorly paid workmen and a check upon the expansion of new industries.

Trusts and combinations tend to regulate competition and place it on a fair and equitable basis, so that industries are made profitable. If wages are no higher, they become stable, and employment is given to workmen for a longer average time than under free or unfair competition.

Ex-Senator Edmunds admits that the result of the Sugar Trust and the Standard Oil Trust has been to give the people cheaper sugar and oil; he might have gone farther and said given them better sugar and better refined oil. Trusts make stable markets and afford distributors an opportunity for getting a profit, whereas, under the old regime of independent organizations, there was an irregular product, sold at all sorts of prices, with the result that scarcely one out of a hundred who handled these products made any money.

What the country needs is a revision of such old laws on the statute books as stand in the way of progress, and new laws to regulate trusts and combines instead of wiping them out of existence, as Senator Sherman and ex-Senator Edmunds think desirable. Great legal minds may know existing law and whether new acts are constitutional or not, but sometimes they are lacking in a practical knowledge of trade and commerce, such as would give them a very different idea of the measures which they advocate. We believe that any law framed to prevent the combination of capital is not for the good of the masses. The evils which are launched against trusts and combinations are largely imaginary, and the war which is constantly waged against them is kept up by enemies and those who seek to make capital by posing as reformers.

We regard it better for the interests of the United States at large that great corporations, such as the Philadelphia and Reading, that are engaged in mining and distributing coal, should be allowed to regulate their affairs so as to receive a fair return for their services. The proposition made by Mr. McLeod, of the Reading Co., to undertake the distribution of coal direct to the consumer, means a saving of 25 to 50 cents per ton. The distribution of iron by consolidated capital is one of the greatest economic blessings that this country ever received. By it crude iron and steel are manufactured into structural iron and steel at a profit to makers of \$1 per ton, whereas if the work were dependent upon small shops it could not be done for \$10 per ton, which would practically be prohibitory over a large portion of the country.

At one time there was a tremendous hue and cry against the meat packers in Chicago. Laws were passed by several of the states forbidding the sale of their product within the borders of the state. This proves that legislation is sometimes wrong, for these laws were quickly repealed. The people are now satisfied that they are getting better beef, with quality more uniform, so that they are willing to give Messrs. Armour, Swift

and others one-tenth of 1 cent per pound, or 75 cents to \$1 per bullock profit for slaughtering and distributing the products. The individual butcher could not afford to supply the market at anything like the profit sought by the packers in Chicago.

Why Senator Sherman or ex-Senator Edmunds should strive to deprive the people of one of the greatest blessings they have is a mystery we are unable to solve. The people are frequently wrong in their first view of new questions. All reforms come slowly and foment opposition. We realize that abuses may grow up under trusts and combinations, but they should be reached by law in the same way as the state supervises the operations of the banks and insurance companies.

Hard on the Dago.

GRAND RAPIDS, Dec. 19.—As a member of the Grand Rapids Retail Grocers' Association, I feel like enquiring what steps the organization proposes to take to abate the dago gang which hang around our markets and commission houses during the summer and autumn months. This market gang is not the only one of the kind, for other cities are infested with the same sorts of organized bands of criminals. But there is a remarkable fact about these gangs which should have attention. The men who compose them, depraved as they are, do not conform to the ordinary type of professional criminals, who commonly confine themselves to particular sorts of crimes. There, for instance, are the burglars, the highwaymen, and the confidence operators. Each one of these classes forms a sort of brotherhood or corporation for the prosecution of its special crimes, and for disposal of the booty. They are not ordinarily disorderly when they appear in public places and they do not often resort to violence, save in the way of their business. The various classes of robbers are always armed when on business, and they are ready to kill if it be necessary to carry out their designs, or to escape capture, but they do not murder for the fun of it. In this they differ vastly from the market gangs.

These ruffian gangs are the counterpart in great cities of the desperadoes who flock on the frontiers of our Western territories and infest the mining camps of the Rocky Mountains. They do not devote themselves to any classes of crime, but hesitate at none, as opportunity offers. They are fond of riding on horseback into the streets and public houses of the new settlements, and of making times lively by shooting at people and things indiscriminately. They delight in showing their utter contempt for all law and authority, and their chief ambition is to be considered "bad men" and desperadoes. These fellows commonly have very brief careers, for the people soon tire of them, and then there is a general lynching bee, in which the "bad men" make their last appearance, each at the end of a rope, with a squad of enraged citizens hauling on the other.

What the "howling wolves from Howlersville" and the "bad men from Bitter Creek" are in the Western mining camps, the dago gangs are in the cities. They are criminals by choice; they are as ready to murder a man for the fun of it as for the sake of his money; they prefer to outrage women even if compulsion were assured, and they delight in creating disorder and in committing violence wherever an opportunity offers. Always hostile to the law and its ministers, they have become emboldened by long immunity from punishment, so that they fleece the farmer and consumer with equal complacency, and with entire disregard of the consequences.

Consorting in organized bands and acting together for a common defense; intimate with criminals of the lowest class and of both sexes, these dagos are able to secure harborage when that is needed, and testimony of any description that may be required to secure their escape from punishment. Taken altogether, the dago is the very worst type of criminal which modern conditions have developed. He is a savage in the midst of civilization; he is the human wild beast who finds his lair in the side streets and

alleys of a city, and is ever ready to emerge to commit some act of inexcusable and wanton atrocity. These are the public enemies with which society has now to deal, and it should show them no mercy, but hunt them down as it does other worthless and venomous beasts.

GROCER.

Better Cheese for Country Consumption.

From the Da'ry World.

Who among our readers are fortunate enough to find good cheese at the stores? We do not mean in the stores of the large cities, but in the towns and in cities of ordinary size. We confess, not only with a great deal of regret but with considerable indignation, that we have tried it a great many times, but we have invariably failed to secure the desired article. We are not by any means either too critical or too exacting in our tastes, but we hunt in vain for something even in the ordinary run of cheese. We sample the article at the time of purchase, endeavor to persuade ourselves that we shall like it when used as a relish with other food, and accordingly carry home a small parcel of it. But it is the old story over again—the cheese is at times just passable but never good or palatable.

We have given the product of some factories reputed to turn out a good article a trial, but it is no use. We have finally given up the task of looking for prime goods at country stores, and now whenever we want something good we buy right from the stores in Chicago.

Why is it that country merchants will persist in keeping the article on their counters is only to be accounted for on the hypothesis that there is more money in it or good cheese is not offered by the local manufacturer. In any event, the practice is not calculated to benefit either the maker or seller. Just consider how the demand might be increased if a cheese of appetizing quality were only offered the public. Under the existing system few venture into regular purchases. Give them something good and they will come often and raise no particular objections if the price is a trifle higher than the market quotation. But the goods now offered are dear at any price. There is no doubt good cheese can be made, but we recognize the uphill business in trying to convince the general run of manufacturers as well as storekeepers of increased home demand and profit in an improved quality of cheese, but we shall never despair of seeing, in time, the situation wholly changed. There may be the excuse of inability to keep a good article in a prime condition pending sales, but once a reputation is established for keeping such goods and there ought not to be a week before more than one whole cheese has been cleared from the counter.

MICHIGAN Fire & Marine Insurance Co.

Organized 1881.
DETROIT, MICHIGAN

How to Keep a Store

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

THE TRADESMAN CO., Ag'ts.
Grand Rapids, Mich.

WHITE KID SLIPPERS.



\$1 10 PER PAIR.

Send Your Orders to

BIRTH, KRAUSE & CO.,

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GRAND RAPIDS.

Geo. H. Reeder & Co.,

JOBBERS OF

Boots and Shoes,

Felt Boots and Alaska Socks.

State Agents for



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Transacts a general banking business.

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

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Wales Goodyear Rubbers,

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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.

YANKEE INGENUITY.

All Styles of Foreign Cheese Now Successfully Imitated in the United States.

From the New York Sun.

Simple folk who pride themselves upon their gastronomic taste are sometimes heard to speak scornfully of American cheeses, but perhaps in nine cases out of ten they eat and praise as an excellent example of the foreign product a cheese that never crossed the ocean. Camembert and Brie are the only soft cheeses that are imported in considerable quantity, and even they are manufactured in the United States. One may buy at this season a so-called Camembert cheese with an elaborate foreign label, but, as a matter of fact, little, if any, of the imported article is sold here between May and October. Camembert usually reaches the New York market ten or twelve days from the factory and some of it spoils on the way if the weather be hot for the season. It comes over in the swiftest ships from Havre, and what is brought in one ship is pretty well consumed before another arrives. It is confessed that the native Camembert and Brie are not so good as the foreign article, but the cheesemakers of New York and New Jersey have come at length to produce admirable Roquefort and good imitations, if they may be so called, of many other famous foreign cheeses.

The French cheesemakers, with the conservatism characteristic of the rural Europeans, have neglected to adapt their products to the American market. The Brie cheese from abroad, for example, comes in a large disc that puts it beyond any but those who consume it in large quantities, whereas the native Brie is made in small cakes that may be purchased for family use. The sale of Gorgonzola cheese, which is still imported, is much smaller than it would otherwise be if made in smaller parcels. Only two or three English cheeses are now imported in large quantities, and the so-called English dairy cheese is a native product. Meanwhile enormous quantities of American cheeses are exported to Great Britain. Some English cheesemakers have taken to putting up their products in jars instead of bladders, in this way making them more easily preserved.

The German and Swiss cheeses are imitated here, though less successfully than some others. As to the Italian cheeses, they are made without pretense of concealment wherever there is a considerable Italian quarter, though the imitations are not liked by the Italians themselves, and cheap Italian cheeses are imported in large quantities. Parmesan is a favorite with the Italians, since it is cheap and in various ways useful. Limburger is imitated here, as is Neufchatel. According to local tradition, the earliest maker of foreign cream cheeses in this region was a Frenchman, whose first customers were a few fashionable restaurants. He produced in small quantities almost perfect imitations of French cheeses and delivered them to his customers himself. The manufacture of these cheeses is now so extended that many grocers make no effort to keep a stock of foreign cheeses, and probably the larger portion of the cheese consumed, even in the French table d'hôte that established the fashion of cheese eating among all sorts of New Yorkers, is of native manufacture. As yet, however, the conservatism of the commercial world makes it necessary to stick to old names and foreign labels.

Personal Interest in Business.

D. T. Mallett in Business.

Business life, especially with the retail storekeeper, is too often a monotonous round of daily routine month after month and year after year. The same hour each morning finds him entering his store to attend to the same circle of duties which have occupied his time and attention for many years. The weary waiting for customers, the exhibition of goods to the possible buyer, the tedious recital of their merits, the final tying of the parcel, and the familiar phrases of common-place conversation, are the same, yesterday, to-day and to-morrow. The goods on the shelves seem never to change. If a package is sold another takes its place, and the surroundings

take on a sameness which only serves to complete the atmosphere of monotony which surrounds the dealer and colors his thoughts. Little wonder, then, if he soon becomes an automatic, machine-like dealer and settles down into a rut of action difficult of escape. There may be times when he partially realizes his position, but instead of causing him to stem the tide of habit, it only serves to embitter his thoughts and sink deeper the narrow wheel into the rut he continually travels. That such a business life is not to be commended as an element of commercial success is self-evident, and that it is a waste of life and its opportunities is equally apparent. That such a man may strain a living out of his trade and even accumulate sufficient wealth to cause a quarrel among his heirs is not an impossibility. We all know of cases where men of narrow lives have died leaving estates of great value, but it only serves as a striking contrast to the poverty of their lives.

It does not always pay, in a mere money sense, to be enterprising. Some of the brightest merchants in America have often been sorely pressed for money to carry out their enterprises, but their lives have made an impress on business methods for which the world is indebted. Success cannot be satisfactorily measured alone by the dollars it controls, nor can a business man be said to have a proper conception of life who finds his sole satisfaction in the contemplation of his savings. The dealer who operates a small store has in his field just the same set of opportunities as has the merchant who manages the largest enterprises, and he may, if he will exert himself, rise above the round of daily duties, and turn the current of his affairs into the broad highway of modern progress. The old style counters and shelving may be as strong as finer ones, and hold as many goods, yet if he will put in modern fixtures it will freshen his surroundings and very likely improve his trade. Attractive showcases cost more than time-worn styles, and require more attention to keep them clean and bright; but the dealer who has a few handsome cases in his store feels a pride in their appearance, and that sort of pride is what keeps men alive and makes life worth living. When he has the new counters and cases he will notice that the windows need some attention, and he will begin to find a pleasure in arranging them for better effect. The former routine of duties will lose their barnacle of monotony, and assume an individual importance and interest which before had seemed impossible. The man has found a source of satisfaction which will develop as his business views widen. All his associates notice the change in his actions; the irksome regard which he formerly possessed for his vocation has vanished, and in its place there is a mild excitement of speculation in his eye, and a briskness in his thoughts which are traceable to his brighter surroundings. He studies the methods of progressive merchants, reads about them, visits their stores, asks the traveling salesmen for new ideas, and is on the constant outlook for better ways of carrying on his business. No detail is too insignificant for his careful consideration. He wants his books of accounts kept in the most approved manner. He is particular as to the form and appearance of his bill-heads, and is educating himself in a thousand business matters which he had before ignored. Before long, so earnest are his efforts, he becomes a pattern for other business men, and serves as an example of what a small storekeeper may achieve if he will only make the necessary exertion to get out of the old ruts, which have made his existence monotonous.

An Accommodating Storekeeper.

From the Utica Observer.

Some of the storm-bound passengers at one of the depots near here were telling stories the other day, and a traveling man was relating his experience in a country store in a small town in Jefferson county. He said he was there nearly the entire forenoon, and had occasion to notice the peculiarities of the storekeeper, who carried a general stock, but a pretty small one. Every little while a customer would come into the store and

inquire for some article that the merchant did not happen to have in stock. For instance: "Have you any dried beef, Mr. Cashdrawer?" "No, we have no dried beef to-day, but we have some nice codfish. John, show this lady the codfish." "Do you keep any such thing as wicks for those big, round lamp-burners?" "We generally do, but happen to be out just now. We have some fine cotton clotheslines, though. John show the gentleman the clotheslines." "My gals want me to bring home some confectioner's sugar. Have you got any of it, Cashdrawer?" "Sold the last ounce about an hour ago, Henry. We've got an excellent quality of toilet soap, though. John, show Mr. Adams the soap." "Do you keep ready-made flannel shirts?" "Have had them all winter, and sold three to a lady yesterday, which cleaned the stock out. But we have a large supply of overalls. John, show the lady the overalls."

Deafness Cannot be Cured

By local applications as they cannot reach the diseased portion of the ear. There is only one way to cure deafness, and that is by constitutional remedies. Deafness is caused by an inflamed condition of the mucous lining of the Eustachian tube. When this tube is inflamed you have a rumbling sound or imperfect hearing, and when it is entirely closed, deafness is the result, and unless the inflammation can be taken out and this tube restored to its normal condition, hearing will be destroyed forever; nine cases out of ten are caused by catarrh, which is nothing but an inflamed condition of the mucous surfaces.

We will give one hundred dollars for any case of deafness (caused by catarrh) that cannot be cured by Hall's Catarrh Cure. Send for circulars; free.

F. J. CHENEY & CO, Toledo, O.

Sold by Druggists, 75c.

WALTER HOUSE

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

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"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 20 p.m.
6 00 a.m. Atlantic and Pacific	10 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 at 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.)

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FRED M. BRIGGS, General Agent, 35 Monroe Street.

O. W. RUGGLES, G. P. & T. Agt., Chicago.



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 20am	3 25pm	11 00pm
onia, Ar.	7 45am	11 25am	4 27pm	12 42am
St. Johns, Ar.	8 30am	12 17pm	5 20pm	2 00am
Owosso, Ar.	9 05am	1 20pm	6 05pm	3 10am
E. Saginaw, Ar.	10 50am	3 45pm	8 00pm	6 40am
Bay City, Ar.	11 30am	4 35pm	8 37pm	7 15am
Flint, Ar.	10 05am	3 45pm	7 05pm	5 40am
Pt. Huron, Ar.	12 05pm	5 50pm	8 50pm	7 30am
Pontiac, Ar.	10 53am	3 05pm	8 25pm	5 37am
Detroit, Ar.	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	
Milwaukee 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, 10:10 a. 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 Buffet car.

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.
For Cadillac and Saginaw.....	9:00 a.m.	6:45 a.m.	7:30 a.m.
For Traverse City & Mackinaw.....	9:00 a.m.	1:10 p.m.	1:10 p.m.
For Cadillac and Saginaw.....	2:20 p.m.	4:15 p.m.	4:15 p.m.
For Petoskey & Mackinaw.....	8:10 p.m.	10:10 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.
For Cincinnati.....	6:30 a.m.	7:00 a.m.	7:00 a.m.
For Kalamazoo and Chicago.....	11:50 a.m.	10:05 a.m.	10:05 a.m.
For Fort Wayne and the East.....	11:50 a.m.	3:00 p.m.	3:00 p.m.
For Cincinnati.....	5:15 p.m.	6:00 p.m.	6:00 p.m.
For Kalamazoo & Chicago.....	11:00 p.m.	11:30 p.m.	11:30 p.m.
From Saginaw.....	11:00 p.m.		
From Saginaw.....	11:00 p.m.		
Trains leaving south at 6:00 p.m. and 11:20 p.m. 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 a.m. train—Parlor chair car Grand Rapids to Cincinnati.
10:05 a.m. train—Wagner Parlor Car Grand Rapids to Chicago.
6:00 p.m. train—Wagner Sleeping Car Grand Rapids to Cincinnati.
11:20 p.m. train—Wagner Sleeping Car Grand Rapids to Chicago.

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

Lv Grand Rapids	10:05 a.m.	2:00 p.m.	11:20 p.m.
Ar Chicago	3:55 p.m.	9:00 p.m.	6:50 a.m.
10:05 a.m. train through Wagner Parlor Car.			
11:30 p.m. train daily, through Wagner Sleeping Car.			
Lv Chicago	7:55 a.m.	3:10 p.m.	11:45 p.m.
Ar Grand Rapids	2:20 p.m.	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 10:30 a.m.; returning, train leaves Muskegon at 4:30 p.m., arriving at Grand Rapids at 5:45 p.m.	

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

C. L. LOCKWOOD,
General Passenger and Ticket Agent.

CHICAGO

NOV. 20, 1892.

AND WEST MICHIGAN R.Y.

GOING TO CHICAGO.

Lv. GR'D RAPIDS.....	8:50am	1:25pm	*11:35pm
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 *11:35pm
Ar. G. R. *6:10am 3:55pm 10:45pm

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 10:29pm	
Ar. Traverse City 12:35pm 10:59pm	
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 p.m., leave Chicago 5:25 p.m.
Wagner Sleepers—Leave Grand Rapids *11:35 p.m.; 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 *7:05pm	

RETURNING FROM DETROIT.

Lv. DETR. 7:50am *1:35pm 6:10pm	
Ar. G. R. 12:55pm *5:25pm 10:30pm	

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G. R. 7:30am 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 5:25pm

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. DEHAVEN, 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 10:30 p. m.

VIA D. G. H. & M.
Lv. Grand Rapids at 6:50 a. m. and 3:25 p. m.
Ar. Toledo at 12:55 p. m. and 10:20 p. m.

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

Grand Rapids Retail Grocers' Association.
President, A. J. Elliott; Secretary, E. A. Stowe.
Official Organ—MICHIGAN TRADESMAN.
Next Meeting—January 16.

Jackson Grocers' Union
President, D. S. Fleming; Sec'y, N. H. Branch.
Next Meeting—December 29.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Protective Brotherhood Hall on December 19, two applications were received and the applicants elected to membership—Daane & Witters, 163 Monroe street and Stickney & Jones, 606 Wealthy avenue.

J. A. Smits presented a paper embodying the suggestions of Wm. E. Kelsey the Ionia merchant, recommending an amendment to the present exemption laws, providing that delinquent debtors be allowed only \$1 per day exempt from execution, instead of a lump sum of \$25, as is now the case.

The Secretary introduced a communication from R. C. Eaton, of Bravo, stating that he proposed to introduce a bill in the coming Legislature abolishing the entire list of exemptions. The matter was made the special order of business at the next meeting, at which time Mr. Smits will present another communication on the subject, setting forth the inequalities and incongruities of the present law.

C. G. A. Voigt was then introduced as the honorary guest of the evening and presented an address to the members on the subject of flour. He stated that the miller as a flour maker is very much misunderstood; that the prevailing idea that a miller must be first of all a money maker is based on wrong conclusions. The miller must be a philanthropist, inasmuch as he must give good flour, good weight and sell cheap. The retail trade is not getting the profit on flour to which it is legitimately entitled. Some grades are sold at a profit of only 2 cents a sack, which is altogether too small compensation for the investment and labor involved. No city makes flour which stands higher in the markets of the world than Grand Rapids. Let a Michigan miller go East or South and the first question asked him is, "Will your flour grade with that of the Grand Rapids millers?" Consumers may claim that they get flour of the miller cheaper than they can of the dealer, but it is not so. The miller, as a rule, gets a very much better profit than the retailer.

W. K. Munson, Secretary of the Grand Rapids Fruit Growers' Association, then addressed the members in the interest of a public market and a uniform package for peaches and grapes. The fruit grower now has to rise at 3 o'clock in the morning, rush to market to secure a stand, then walk up and down the streets a couple of hours, look at the fruit offered for sale and speculate as to what price to ask, before the regular buyers put in an appearance, a little after daylight. There should be some regular market, either by private or public enterprise, as 100 growers stand ready to pay annually \$25 apiece for the use of eight feet of curb. There should also be a uniform package and a uniform system of packing. It is an unfortunate fact that there are dishonest fruit growers who stuff their fruit, but the reputable grower looks upon the retail grocer as his friend and treats him accordingly. Those who pack their fruit honestly secure the best returns, but many times the buyer does not use proper discrimination between good and poor fruit.

Mr. Van Anroy asked if a badge could not be adopted for use by the members of the Grocers' Association and an arrangement made with the fruit growers by which they would sell only to those having badges, this course being taken to shut out the huckster and consumer.

Mr. Munson stated that it was possible that an arrangement of that kind could be made and he would, at the proper time, lay the matter before his Association for action. He invited the Association to be represented at a joint meeting of the Grand Rapids and the Grand River Valley Associations and the Secretary was appointed to act in that capacity.

Peter Schuit described the business of the retail grocer in Holland and predicted that the time would not be far distant when the grocery trade would be conducted in the same manner in this country, i. e., the dealer in vegetables will be a trader by himself instead of those goods being sold by the regular grocer. Mr. Schuit referred to the wide difference in the price of cleaned and uncleaned currants and offered to bring to the next meeting a machine he had constructed at nominal expense, by means of which he could clean currants for less than 1/4 cent per pound.

The offer of Mr. Schuit was unanimously accepted, and the exhibition of his machine will be made a special feature at the next meeting.

On motion it was resolved to give no Christmas presents to customers this year.

On motion of Mr. Smits, Mr. S. M. Lemon was invited to address the next meeting of the Association on a subject of his own choosing.

The question box was then opened and the following questions were introduced and discussed:

How many grocers in the city know how to run a good grocery?

What would be the result to our Association if we would all change to the cash system, and not take orders?

To what extent can a Michigan Business Man's Association meeting help the interests of our local Grocers' Association?

Is it a universal custom to give a Christmas present to each customer?

Do grocers, as a rule, give a treat to a customer each time he pays his account—say weekly?

Can bakers be made to stop selling to private families or to sell bread at one-half cent less to dealers than at the present price?

Is it profitable for dealers to take orders?

Are all dealers to close at 7 p. m., or only six months, and the balance at 8 p. m. in fruit season?

What makes cleaned currants worth from 3 to 4 cents per pound more than uncleaned?

What benefit does a grocer derive from cutting prices?

As the date of the next regular meeting falls on a legal holiday, it was decided to adjourn until January 16.

Meeting of Jackson Grocers' Union.

At a meeting of the Jackson Grocers' Union, held on December 15, all the officers were present except the President. Two applications for membership were received and accepted.

The business report of the Superintendent of the Bureau of Collections and Information was received, accepted and placed on file.

The special Committee appointed to consider the various abuses set forth in a recent report of the Committee on Trade Interests agreed with all the recommendations of the Committee, with the exception of that relative to crackers. The Committee recommended that all members of the Union use crackers made by a company outside of the combine, as the only means to bring about the desired results. The report was laid on the table for two weeks.

The Committee appointed to circulate the agreement relative to a uniform price on granulated sugar reported over sixty signatures and asked for further time, which was granted.

A communication was received from the editor of THE MICHIGAN TRADESMAN, requesting that reports of all meetings be forwarded to him for publication in THE TRADESMAN. The communication was placed on file and the Secretary instructed to comply with the request.

A special committee, consisting of C. G. Hill, W. H. Porter and N. H. Branch, were appointed to consider the advisability of adopting a membership card, the same as is now used by the Grand Rapids Retail Grocers' Association, and report at the next meeting.

The meeting then adjourned.

N. H. BRANCH, Sec'y.

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 2¢ above paying prices. Creamery has sustained a very marked advance, readily commanding 31¢ @ 33¢.

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

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

Cider—13¢ 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 lined and cold storage goods at 22¢, while fresh would readily command 24¢ @ 25¢.

Grapes—Malagas command \$4.50 @ \$7.50 per keg.

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

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

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

Squash—Hubbard, 2¢ per lb.

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

Turnips—30¢ per bu.

Do You Run a Store?

If so, the Coupon Books of our manufacture are exactly what you need. By their use you have NO CHARGING, NO DISPUTES AND NO BOOK-KEEPING. You can count up your daily sales the same as if you had taken in all cash, which you cannot do with any other system. Our books are better than those of any other manufacturer on the market, as they are made entirely in our own establishment, having the advantage of special machinery and experienced oversight from start to finish. Send for free sample and circular.

TRADESMAN COMPANY,
Grand Rapids, Mich.



*You don't need a Jimmy nor
a Dark-Lantern*

to open the eyes of the public.

*But when snow comes you must
have*

Snow Shovels



*We have them with Long and D
handles in wood.
In steel we have long handle only.*

FOSTER-STEVENS
& CO.
MONROE
ST.

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.

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

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.

Heyman & Company,

Manufacturers of

Show Cases

Of Every Description.

First-Class Work Only.

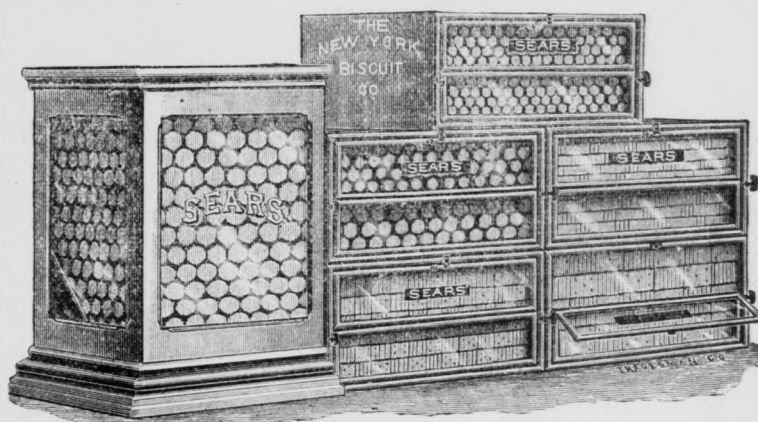
WRITE FOR PRICES.

63 and 65 Canal St., - GRAND RAPIDS



Cracker Chests.

Glass Covers for Biscuits.



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

OUR new glass covers are by far the handsomest ever offered to the trade. They are made to fit any of our boxes and can be changed from one box to another in a moment. They will save enough good from flies, dirt and prying fingers in a short time to pay for themselves. Try them and be convinced. Price, 50 cents each.

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

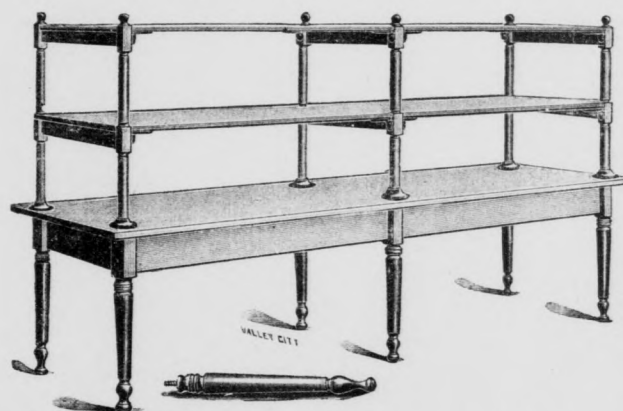
THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

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.

You can take your choice

OF TWO OF THE

BEST FLAT OPENING BLANK BOOKS

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

GRAND RAPIDS BOOK BINDING CO.,

89 Pearl St., Houseman Bldg.

Grand Rapids, Mich.

Assorted Packages of Holiday Goods.

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

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

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

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

ASSORTED 92

Fancy Goods.

Half doz.	Holland ptd teas $\frac{1}{4}$ bl $\frac{1}{4}$ bn.	80	\$	45
One	" Child's dec'd teas.	90		45
Half	" open dec cups and saucers.	1 40		70
"	" " " "	2 00		1 00
"	" " " "	2 25		1 13
"	" " " " gilt " "	3 25		1 62
Qr.	" " " " " "	4 25		1 06
One	" A B C child's plts-pictures			50
Half doz	asst 3 color plate sets.	1 60		80
Qr.	" luster plate sets	2 50		62
"	" deerd " "	4 25		1 06
"	" " bread and milk.	4 50		1 14
"	" " " "	7 25		1 81
Half	" C C picture mugs	50		25
"	" deerd mugs	85		42
"	" partn shaving mugs	2 00		1 00
"	" fancy deerd mugs	2 25		1 13
"	" moustach deerd coffees	2 25		1 12
"	" " " " " "	3 00		1 50
Qtr.	" " " " " "	4 00		1 00
"	" " " " " "	6 00		1 50
One doz.	fruit plates, asst			1 50
"	" " " "			1 00
$\frac{1}{2}$	" asst glass baskets.	2 25		75
Sixth	" " " "	4 25		71
Half	" " deerd vases	85		43
Sixth	" " " "	2 25		37
Three doz	asst china toys and whistles	40		1 20
One	" " toothpick holders			80
"	" Smoking Set			83
"	" " " "			40
Qr.	doz toy deerd tea sets	1 40		60
Sixth	" " " " " "	4 00		67
One	toy deerd tea set.			55
One	doz dressed china babies.			45
"	" " " " limb dolls.			90
Half doz	bisque dressed dolls.	2 25		1 13
"	" washbl " "	2 50		1 25
"	" " " " " "	4 50		2 25
One doz	perfume			2 15
				38 14
10 per cent. discount.				3 81
				34 33
Package and cartage.				50
				34 83

ASSORTED 92

TIN TOYS.

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

Assortment No 25
GAMES TO RETAIL FOR 25c.

One dozen in a Package.

Game of Tommy Towns visit to the Country.
 " Fortune Telling.
 " When My Ship Comes In.
 " Army Tents and Soldiers.
 " Cuckoo.
 " Base Ball.
 " King and Queens.
 " Steeple Chase.
 " Luck.
 " Jack Straws.
 " Tiddledy Winks.
 " Fish Pond.
 Net per package of 1 doz. 2 00

Assorted Package
DECORATED CUPS and SAUCERS.

One doz deerd teas, flowers and mottoes . . .						75
" " " " " " " "						1 00
" " " " " " " "						1 50
" " " " " " " "						2 00
Half " " open bands and gilt						1 38
" " " " coffees asst	2	75				2 00
Qtr " " " " " " " "						6 00
Sixth doz " " " " " " " "						9 00
Half " " moustach coffees asst	2	00				1 50
Qtr " " " " " " " "						3 00
" " " " " " " "	6	75				1 69
						15 07
Package						25
						15 32

Assorted Package Dolls.

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

Assortment No. 10
GAMES TO RETAIL FOR 10c.

One Dozen in a Package.

Game of Matrimony.
 " Authors.
 " Peter Coddle's trip to New York.
 " Tiddledy Winks.
 " Familiar Quotations.
 " Hippity Hop.
 " Cricket on the Hearth.
 " Round the World Joe.
 " Kan Yu Du It.
 " Old Maid.
 " We Found McGinty.
 Dissected Picture Puzzle.
 Net per package of 1 dozen . . . 75c.

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