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GRAND RAPIDS, JANUARY 4, 1893.

NO. 485

A Happy New Year

WILL SURELY COME
TO THOSE WHO USE

MY GROCER FRIEND :

'Tis clearly wrong
To use that ancient scale so long,
'Tis worn and dull, turns hard of late,
Besides 'tis one requires down weight.

You can't afford such scales to use,
The more you do, the more you lose;
For profits are at best but small,
You give down weight, there's none at all.

Far better throw such scales away
Than keep on losing day by day,
For what you lose on each month's sales
Would pay for us,

PERFECTION SCALES.

PERFECTION SCALES.

HAWKINS & COMPANY SELL THEM.

MUSKEGON BRANCH UNITED STATES BAKING CO.,

Successors to

MUSKEGON CRACKER CO.,

HARRY FOX, Manager.

CRACKERS, BISCUITS AND SWEET GOODS.

MUSKEGON, MICH.

SPECIAL ATTENTION PAID TO MAIL ORDERS.



See Quotations.



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No Brand of Ten Cent

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

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

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MANUFACTURERS OF

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

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BIG RAPIDS,
ALLEGAN.

MUSKEGON,
GRAND HAVEN,
HOWARD CITY.

MANISTEE,
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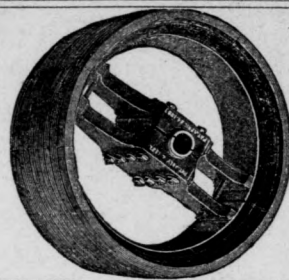
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Independence Wood Split Pulley.

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THE STRONGEST!
THE BEST!

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PIONEER HOUSE.
LOWEST PRICES.
LARGEST ASSORTMENT.

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Who urges you to keep

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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.

F. J. DETTENTHALER

JOBBER OF

OYSTERS

Salt Fish

POULTRY & GAME



Mail Orders Receive Prompt Attention.

See quotations in another column

CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

Grand Rapids.

MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, JANUARY 4, 1893.

NO. 485

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 Bas'ets, 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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GRAND RAPIDS, MICH.

BUY THE PENINSULAR
 Pants, Shirts, and Overalls

Once and You are our Customer
 for life.

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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.

BEACH & BOOTH, Props.

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

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

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Offices in the principal cities of the United
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 WITH THE 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
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Office, 65 Monroe St. Telephone 166 and 1030.

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Solid Brand Cans.

Selects	25
E. F.	20
Standards	18
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Daisy Brand.

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

Large bbls.	5 1/2
1/4 bbls.	6
40 lb pails	6 1/4
20 lb pails	6 1/2
10 lb	6 3/4
2 lb cans, usual weight, per doz.	81 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
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Peach preserves, 20 lb. pails.	07

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Prop Valley City Cold Storage,
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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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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

POOR MRS. POTTER.

For many months I had lived close
 alongside of Mrs. Potter, occupying the
 other half of what, in our community,
 is called a tenement house. The walls
 were thin and most of the floors bare,
 so that I came in time to know the his-
 tory of the Potter family, with a minute-
 ness of detail that would have rendered me
 an invaluable gossip had the Potters only
 occupied a position of distinction in high
 society.

"Not that I care," Mrs. Potter would
 sometimes say as scornfully as lips
 could frame anything. "Don't I know
 this one we bought milk of in my young
 days, and that one we bought candles
 of, and t'other sold us bread? But you
 needn't say anything, Miss Mary! I'm
 an aristocrat. I am a thoroughbred.
 All my tastes and inclinations are gen-
 tle and superior."

Mrs. Potter was what you might call a
 woman with ambitions. Often, when
 she was borrowing a drawing of tea
 over the back fence or giving me a cup
 of custard, whose chief merit lay in the
 intention, she would detain me to relate
 what was in her. "I feel it here, Miss
 Mary," she would say, laying a pudgy,
 ineffectual palm over the region of her
 liver. "I feel it here that my destiny is
 high. I was born for art. I was born
 for literature, I was born for science—
 for the advancement of my sex. Why,
 at school I always wrote all the girls'
 compositions! But what am I now? A
 borrower of butter and an accumulator
 of babies!"

True enough, there was a brood. Nine
 or ten in all, perhaps, although, except
 on the occasion of the funeral, I never
 saw them still long enough to count
 them. They went on like an alarm
 clock that could not be stopped.

I remember once Mrs. Potter, pen in
 hand, called me to the back fence to get
 my views on "The Evolution of the
 Civilized Husband." "Being an old
 maid," she confided frankly, "I look to
 you for an unprejudiced opinion. Of
 course—you poor thing, I know in your
 mind you are married to some ideal man
 —so is every wife in her mind, for the
 matter of that—but the ideal husband of
 a real, old maid must be the very quinte-
 sence of civilization."

All this time she held on her left arm
 a little brown morsel of humanity. It
 looked, with its wrinkled little face, like
 a scorched petal dropped off that saffron
 rose called the Richardson, and to my
 inexperienced eyes it didn't seem any
 bigger than a Hop o' My Thumb.

"What a dear, wee baby, Mrs. Potter,"
 said I.

"Yes," she answered, thoughtfully,
 "he is little. He's the dreanings. He
 is also the tenth. Hypatia herself would
 have succumbed to the enervating in-
 fluences—sweet as they are—of ten."

Sometimes at night, when I sat simply
 resting from the heartaches and humili-
 ations of the day—being a book agent by
 profession—I used to catch myself listen-
 ing to the family next door. One of Mrs.
 Potter's boys was named Chauncey, an-

other Reginald Cecil; a girl was called
 Hildegarde and another Ethelfreda.
 "Classic names are such a comfort," she
 would say. And to Chauncey and Reg-
 inald and Hildegarde and Ethelfreda she
 used, while rocking the tenth, to ex-
 pound Tennyson or tell the story of
 Joan of Arc, or Thomas a Becket or
 Mary Stuart. Or she read her poetry to
 them; or, better still, recited her essay
 on "The Mission of Women." The
 young ones listened dully. I often thought
 them a brutal brood; and when she had
 finished they geyed her in the funny
 fashion of nineteenth century young
 Americans. "Another poem, Emmy?"
 Chauncey would say, genially. "That's
 all right, Emmy. Some day we will all
 be found dead in our beds, each with one
 of our Emmy's poems in his hand."

I would have thought this dreadful if
 I had not become used to the facetious
 familiarity with which the children of
 to-day treat their parents.

Poor Mrs. Potter! Sometimes she
 called me in to have a look at her "olive
 branches." They sat about the big, old-
 time mahogany table eating bread and
 molasses. They were, it seemed to me,
 one vast smear, sticky of hand and
 mouth—gobbling food—grinning, crack-
 ing jokes and calling their young mother
 "Emmy," like so many young lordlings.
 "Reggy is my chevalier," she would say,
 "my knight of the Legion of Honor, my
 Hugenot lover," and Reggy would kick
 his heels against his chair and call out
 half impudently, half affectionately,
 "Rats, Emmy!"

Mrs. Potter's own room was next mine,
 and at night I could hear a clicking as
 she unfastened her stays, hear her draw
 a long breath and whisper "What a re-
 lief"—the formula I believe with which
 every woman releases herself from the
 environment of a corset. One day I
 asked her why she wore them. "Oh, my
 dear," she said, "why, just for the luxury
 of taking them off." She would sit in
 her camisole rocking and sighing, and
 perhaps reading aloud her own poems to
 herself, and occasionally I could hear her
 say, evidently as she was about to get in-
 to bed: "There laid his head upon the
 lap of earth: a youth to fortune and to
 fame unknown."

"Alas, I, too, am a mute, inglorious
 Milton, and must someday die with all
 my sweetness in me. You, Reginald
 Potter, quit kicking your brother."

It was really Mrs. Potter's habit of
 talking aloud that kept me from remem-
 bering how solitary I was.

"I wish you were married, Miss Mary,
 and had children," she would say. "I
 always think of a woman who never has
 had children as carrying a stone in her
 heart that only mother-love can melt."
 It wasn't very flattering, but then Mrs.
 Potter had a faculty for saying the thing
 she should have left unsaid.

One day Mr. Potter died. He had been
 an inoffensive, hard-working grocer.
 "He was a-working his finger nails off
 for us, Miss Mary," said the widow, as
 we stood by the sofa where the shrunken
 little dead form lay, like a tired child's;

"but there were so many of us, I must have it in me to think his courage gave out and he just let himself die on purpose. We were as thick and hungry as leeches. Many's the night I've watched him plodding home, dead tired out, all the love worked out of him, all the ambition worked out of him, with nothing on earth so important as the house rent, and nothing in life so valuable as the price of potatoes and pork, and when he'd fall asleep I'd lean over him and listen to him snore and say that line of Gray's about a mute, inglorious Milton. Ah, Miss Mary, he had to die to give me my lover back again."

The whole family was in an uproar of grief. Mrs. Potter drenched all her sympathizers with tears. Her grief embraced temporarily the whole human race. When old colored Lucy brought in clean clothes and said to her: "Honey, black heads and white is all got to bend under the little dark door," Mrs. Potter took her hands. "I know, I know, Aunt Lucy, it is that 'one touch of nature makes us all kin.'"

Mrs. Potter thought it strange her corner neighbors, who were grand and fashionable, had not been in. "How could they stay away at such a time?" she asked, bubbling over. And then, "Don't mind what I ask of you now, Miss Mary; we are up on the high pedestal of grief. It is a distinction like that of Golgotha. I hope you may never reach it."

Yes, the whole neighborhood was forced into tribute. The simple egotism engendered by that crape on the door was pathetic and more humbly natural than most of us would care to admit. Things were borrowed right and left, and when everything was over a card of thanks published in the obituary columns of the daily papers included—I dare say to their horror—the solicited courtesies of the swell family on the corner.

I never shall forget a scene that happened about ten days after the funeral. It seemed that the swell lady at the corner had also recently lost her husband, and on a Sunday afternoon when I went with my little widow to carry those first industrious flowers of regret that always blossom on the new-made graves of husbands, we met the rich widow at the great gate of Greenwood. She was a shape, a symbol of expensive grief. So black and draped she looked, that I, in my old maid bitterness, wondered if she were not an undertaker's block weeping on commission. She carried a cross of tuberose, fresh, or rather dead from the florists. My little widow wore a challis gown; a yard of flimsy crape floated behind her black bonnet. Her swollen red nose, and wet, red eyes attested to her grief, and in her hands she held a tight wad of chrysanthemums bound about with confectionery paper, and of which she was very proud.

Mrs. Potter stopped. She put out her hand, covered with a black cotton glove. They had been bought for the corpse, but proved too small. "Never mind," said the widow, "they needn't go to waste. I can wear them and think the sad, sad truth that I am even gloved with grief."

Mrs. Potter put out her hand, as I have said, to the other widow. She looked in at the grave-dotted sward. "This is level land," she said, simply. "Here we are sisters in sorrow—sorrow

for each other, for ourselves. We are queens crowned with the iron cross."

On her death bed Mrs. Potter will get off speeches like that. They sound sentimental, but somehow the other widow seemed to know she was trying to say that death is the great leveler and that a common grief may make sisters of the rich and poor.

The rich widow put back her veil. Under her kalsomined face glowed a real feeling. Her soft suede touched the cotton thread that had not gone to waste. The two social opposites for one moment knew only a common womanhood.

Mrs. Potter had been left with a thriving grocery store, but she absolutely refused to keep it. "It sickens me," she said; "all revolts against salt meat and a nickle's worth of butter and a can of sardines, please," she confessed. "What's that line, Miss Mary, about imperial Caesar dead and turned to clay might stop a hole to keep the wind away? Well, all the imperial Caesar in me revolts. I am going into literature." And so the grocery was sold out and Mrs. Potter's little fortune went into a news shop. She kept books and magazines, papers, pens and ink, and her violent ambition was to make her place the rendezvous for authors. The more impecunious, the better. She persisted in calling the small thoroughfare where she tempted fortune "Grub street" and in thinking every seedy individual who came along a modern Charles Lamb or Oliver Goldsmith, or some "mute, inglorious Milton." What quotations and sweet sentiments she wasted on red-eyed deadbeats, I cannot tell, but I do know how they worked her. Human spongers and deadbeats naturally gravitate to their victims, and poor Mrs. Potter never was proof against a poem, a quotation or the semblance of a sorrow.

"Take it home and read it," she said one day to a seedy tramp in a gray hat and with a red nose, thrusting into his hands a copy of Ruskin's "King of the Golden River." She kept only the highest and best literature, for which there is no sale in Grub street. He took it as far as the first pawn shop, I told her. "A leaf in the storm," she said, sentimentally. "Who knows what babe in the wood it may help to cover? Who knows what a lute it may be to help some singer find his voice?"

At this time I think Mrs. Potter gave away enough of her stock in trade to enable a rascally beggar to set up a rival stand a few blocks down the street.

It was about now that Mrs. Potter got hold of the idea that her mission in life was to help women. On the spur of the moment she joined all sorts of societies. Rich women made her do all the disagreeable begging that has to be done—they used the shop for a convenience, and it became, as it were, the loafing place of all the philanthropic deadbeats in town. They used her stationery, saying it would advertise her store; they borrowed her best books to lend at asylums; they filled her small show-windows with their placards, and whenever a subscription was needed to fill out a list they readily induced her to put down her name.

"I get very lonesome," said Mrs. Potter one night. "It is talk, talk, talk all day, but always about somebody else's affairs. I just wish there was somebody who wanted to hear about me. God

knows I ain't selfish, and the children always come first, but it does daze me to bring myself to realize there is not a soul in the world who really cares to hear how I am getting on. You listen polite enough, Miss Mary, but I know it is only a second-hand interest. A woman like me must be a bore. Sometimes I just beg the children to kiss me and get in my lap, but they are too big. They say, 'Oh, ma, don't bother.' If I should die, Miss Mary, I'd be lonesome all the while I was dead, because of not getting those kisses. Miss Mary, did you ever sort of stand off at one side in your mind, and watch yourself hurrying across the muddy streets, with stains of it on your draggled dress and the rain on your face, and you not pretty or nice enough or prosperous enough to be a pleasant sight, and nobody caring for you but yourself? Why, I feel all the time like a sort of human Pike's Peak."

Well, this news shop was a flat failure. "I failed from being made a convenience of," Mrs. Potter told one of her creditors, "and also because I seem to have a presentiment that whatever I do will fail; whatever I touch will be unlucky." There wasn't much money left, and the small Potters were reduced to the simplest fare. Often at dark, as I let myself into my bleak rooms with that symbol of my solitude, that emancipator of my sex, a latchkey, I would hear the mother's brave voice ringing out, "Eat it like heroes, my lads. Many a great man had only bones to gnaw in his childhood. You might just as well begin to be great over bread and molasses as to wait for something better." And I knew very well her tragic attitude, a spoon waving like a banner in her work-stained hand.

I think about this time Mrs. Potter began to haunt newspaper offices trying to sell her poetry. "Nobody successful can understand what it is to try and sell your brain work to buy bread," she said. "I read my poems over and over, aloud to myself. They say what I feel and what I am. I've put all my sweetness in them. I summon up courage and take them to an office. But I never sell any. I come away and hear the comfortable, well-fed men laughing. They've no debt at the baker's, no children hungry at home."

I need not add that Mrs. Potter gave up poetry and turned her attention to something else. As her next venture she started a sewing bureau. "Just think of the women working their hearts out, Miss Mary, for the sweaters, making petticoats at 25 cents a dozen, and shirts at 5 cents each. I shall have more patrons than I can supply who will give their work to us on principle."

"Where are they to come from?" I asked cynically, for a 50-year-old book agent is not to blame for having lost some of her faith in humanity.

"It breaks my heart to think you have a flaw, Miss Mary, but you have. Don't be so hard on the poor rich people. Why, you might have been rich yourself. It's just a mere accident that we are poor. The glad will smile on the sorry. The rich will comfort the poor. The strong must pity the weak—not sneer at them."

We were in the sewing bureau, piles of linen were everywhere, for the best rosewood bed had been sold to start this venture. Mrs. Potter waved her shears. "I am as brave as a Spartan mother," she cried; "I can cry, 'On, Stanley, on,' and sing the song of the 'Light Brigade.'"



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 \$30.

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

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.

SCHLOSS, ADLER & CO.,

MANUFACTURERS AND JOBBERS OF

Pants, Shirts, Overalls

—AND—

Gents' Furnishing Goods.

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23-25 Larned St., East

DETROIT, MICH.

Dealers wishing to look over our line are invited to address our Western Michigan representative Ed. Pike, 273 Fourth Avenue, Grand Rapids.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President.

GEO. W. GAY, Vice-President.

WM. H. ANDERSON, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

And then I had to listen, trembling, for fear she would be inspired to shut up the bureau and go on the stage.

Just then there came in two old women—gray of face, of eyes, of hair, of gown—a weather-beaten grayness that prosperous people do not like to see. Mrs. Potter's cheerful brow darkened a bit. "I most wish you hadn't been the very first," she said vaguely. "It would have been better luck had our first customers been rich and prosperous."

The pair were an old mother and her old daughter. "We have grown gray together sewing for the stores," one said, simply.

Mrs. Potter put a bundle of linen in her hand. She fumbled for her pocket-book and from its thin side drew out a flatly folded five dollar bill that had a pin in it. "I pinned it for good luck but it makes no difference," she said. She gave this with the work. Her ugly face was red, the tears trickled off the end of her nose. "Oh," she whimpered, "don't I know? It's the way I see Ethelfreda and me. I see us in my sleep. I see us in the streets hurrying to keep a wolf free from our heels. I see us thin, hungry and my child growing gray over ugly work. Don't I know now I ain't a Spartan, I ain't a hero? I am just a frightened failure. Don't you suppose any mother like me knows better than all the priests how Mary felt when she first saw in the carpenter's shop the shadow of the cross on her son?"

The old couple went out and a man came in. Mrs. Potter owed him money. "I had it for you, but there was an old mother and her old daughter needed it for bread, and I had to give it," she explained.

"Nice sense of honor you have," he answered. "It's very grand to give away money when your debts ain't paid. Some people call it generosity, but some others call it thieving."

Something was killed in Mrs. Potter's heart then. That night she said to me, "It was stealing, wasn't it, Miss Mary. Think of seeing your own baby, that had leaned on you for comfort, that had sucked at your breast, wanting food. Wouldn't you defraud or lie or steal for her? Still—" and she looked about her at the ten young faces like a halo about the frugal table, "it would be difficult to steal for ten, wouldn't it?"

"Haven't you a rich uncle somewhere, Mrs. Potter?" I asked.

"Yes, indeed. They are very swell people. They live on Nob Hill in San Francisco. Oh, they say they are as grand as the Vanderbilts. Last year they sent me a beautiful Christmas card, all white satin, and it had on it, 'Cling to the cross of Christ.'"

Of course, the bureau was a failure. "I'm identified," she would say. "My other names are ill-luck and failure. People hate me for being so unprosperous. I have nothing to tell but my grievances."

We got her a place in a store, but she lost it through trying to entertain the customers. She talked poetry to them, and philosophy and society. "I only intended to make them feel at home," she said, defensively.

But one night I heard a great shout, a cry and a fearful uproar in the little tenement next door, mingled with cries for me. I ran in. Mrs. Potter stood as she afterward said, like Ajax defying the

lightning. Her head tossed superbly. She waved a telegram.

"I always told you children to be mighty careful how you talked about rich people. You might be rich yourself one day. Read it, Miss Mary." I read aloud:

"Your Uncle Lloyd died last night. He wills you one hundred thousand dollars. BARBER."

The first thing Mrs. Potter did was to pay her debts. The next was to give largess to all the struggling women she knew.

Her third act was to publish a volume of verse. CATHERINE COLE.

BUSINESS LAW.

Summarized Decisions from Courts of Last Resort.

EJECTION FROM RAILWAY TRAIN.

The Appellate Court of Indiana held, in the recent case of Lake Erie & Western Railway vs. Cloes, that one who is wrongfully ejected from a train some distance from his destination without other means of reaching his journey's end, who continues his journey afoot, is acting as common prudence would dictate, and is entitled to have the injurious consequences of his walk considered in fixing his damages.

PARTNERSHIP—ACCOUNTING SUIT.

The Supreme Court of Indiana held, in the recent case of Douthit et al. vs. Douthit, that the rule that one partner cannot sue another for profits or to recover his share of the assets where the partnership is unsettled without suing for an accounting, does not apply where there is an agreement adjusting the partnership affairs which awards to one partner a specific sum or creates a specific duty in his favor, but that in such case he may sue upon the breach of duty or promise.

DAMAGES—INJURY TO BUSINESS.

In the case of Swain vs. Schieffelin et al., recently decided by the New York Court of Appeals, it appeared that the defendants, who were druggists, sold to the plaintiff, an ice cream manufacturer, a bottle of coloring matter known as "scarlet red," to be used for coloring ice cream, and which was represented to be absolutely pure and harmless. A number of persons who ate ice cream colored with this matter were taken sick with symptoms of arsenical poisoning, and an analysis of the scarlet red showed that it contained arsenic. The Court of Appeals held that the plaintiff was entitled to recover the value of the ice cream destroyed, together with damages for injury to his business through loss of trade due to the circumstances.

STORE ORDERS.

The Supreme Court of Missouri recently, in the case of State vs. Loomis, held constitutional a law of the State declaring it to be unlawful for any corporation, person or firm engaged in manufacturing or mining to issue for the payment of wages any order, check or other token of indebtedness otherwise than in lawful money, unless the same was negotiable and redeemable at its face value in cash or in goods, at the option of the holder, at the store or other place of business of the corporation or firm. The court said: "The statute in question does not deny the right of the manufacturer or the operator of a mine to engage in the mercantile business nor to pay the wages of labor in merchandise, but it simply prohibits him from issuing a check or other evidence of debt in payment of such wages without at the same time making it negotiable and redeemable at its face value, without discount, in cash or merchandise, at the option of the holder. In other words, the statute is not prohibitive of any right, but regulative of it, and there is a wide difference between regulation and prohibition, between prescribing the terms upon which a right may be enjoyed and a denial of that right altogether."

Use Tradesman Coupons.

Geo. H. Reeder & Co.,
JOBBERERS OF
Boots and Shoes,
Felt Boots and Alaska Socks.
State Agents for



158 & 160 Fulton St., Grand Rapids.

GRAND RAPIDS BRUSH CO.,
Manufacturers of



BRUSHES.

GRAND RAPIDS, MICH.

Our goods are sold by all Michigan Jobbing Houses.

WHITE KID SLIPPERS.



\$1.10 PER PAIR.

Send Your Orders to

BIRTH, KRAUSE & CO.,

12-14 LYON ST. GRAND RAPIDS.

EATON, LYON & CO.'S

Full force of travelers will soon be out with complete lines of new goods in

Stationery

—AND—

Sporting Goods

20 & 22 MONROE ST.,

GRAND RAPIDS.

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.

Established 1868.

H. M. REYNOLDS & SON,

WHOLESALE DEALERS IN

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

Practical Roofers

In Felt, Composition and Gravel,

Warehouse and Office

Cor. LOUIS and CAMPAU Sts.,

Grand Rapids, - Mich.

AMONG THE TRADE.

AROUND THE STATE.

McBain—G. W. Storry succeeds S. B. Ardis in general trade.

Sturgis—Woods & Hawley succeed Woods & Zent in the meat business.

Stembaugh—M. Corcoran succeeds M. & J. F. Corcoran in general trade.

Corinne—Harry V. Pierce succeeds Chandler & Pierce in general trade.

Tecumseh—Mrs. Mary Bice succeeds Frank S. Bice in the baking business.

Lennon—H. Countryman succeeds Cronin Bros. in the hardware business.

Detroit—W. A. Keyes succeeds Kingsbury & Keyes in the grocery business.

Ishpeming—Robbins Bros. succeed Nelson J. Robbins in the undertaking business.

Shelbyville—Meredith & Harris succeed Meredith & Deuel in the lumber business.

Columbiaville—Elson Wait is succeeded by B. E. McDermid in the hardware business.

Crystal Falls—The Crystal Falls Lumber Co. is succeeded by Robbins & Bosanco.

Port Huron—R. Woodruff succeeds Mrs. R. A. Harrington in the grocery and provision business.

Otsego—E. Bonner is succeeded by E. E. & Nettie Smith in the restaurant and confectionery business.

Grand Ledge—Babcock & Whitmore are succeeded by N. M. Van Ator & Co. in the hardware business.

□ Muskegon Heights—Andrew Olson has purchased the confectionery and cigar stock of Charles Harrison.

Ironwood—C. Anderson & Co. are closing out their dry goods and carpet business and will remove to Oconto, Wis.

Middleton—J. H. Salisbury has sold his hardware stock to Frank Isham and H. M. Kelly, who will continue the business.

Mason—Bates & Henderson are succeeded by Henderson & Huntington in the clothing and men's furnishing goods business.

Vermontville—A. Alderman has sold his meat market to James Mahar and Will Hickey, who will continue the business under the style of Hickey & Mahar.

Muskegon—Kampenga, Bertrand & Co. have closed out their clothing stock to A. P. Conner & Co. and have gone out of business. The goods were transferred to the Conner store last Friday.

Coral—LaDu & Baldwin have purchased the hardware stock of F. A. Taylor, which will be moved to their present place of business. They also purchased the building occupied by Mr. Taylor, into which they will move sometime during the coming summer.

Allegan—O. R. Johnson writes THE TRADESMAN as follows: "You have been misinformed as to my being a partner of Mr. Richards. I am not now and never have been in partnership with him. I am Mr. Richards' successor, having purchased his entire stock of general merchandise and shall continue the business at the old stand on the 3 per cent. plan."

Battle Creek—The indictment presented by the grand jury against M. E. Brown was quashed by Judge Swan in the United States Court at Detroit last Tuesday. The basis of the charge was that Brown sent a postal card to a Chicago firm, notifying them that the firm of George Eggleston & Co., of Battle Creek,

had dissolved and that the business would be continued by himself. Below the printed announcement was written the following: "Learning of some irregularities, I wish to caution the trade against giving credit to any firm calling itself George Eggleston & Co., on the strength of the old firm, as Mr. Eggleston is no longer connected with me in the wholesale jewelry business from this date. A word to the wise is sufficient." Eggleston felt aggrieved and reported the matter to the United States authorities. District Attorney Shepherd presented a bill to the grand jury, charging Brown with a publication on a postal card through the mails, which obviously intended to reflect injuriously upon the character and conduct of Eggleston. Judge Swan, however, held that there was nothing in the publication which reflected upon Eggleston or which was in violation of the postal laws.

MANUFACTURING MATTERS.

Byron—Wm. H. Showerman succeeds H. H. Rosenkrans in the flouring mill business.

Mt. Pleasant—Gorham Bros. & Co., manufacturers of baskets, boxes, etc., have been incorporated under the style of Gorham Bros. Co.

Charlevoix—The Charlevoix Lumber Co. has contracted its output of hardwood for 1893 to David Dake, of Manistee.

Manistee—Louis Sands is making good progress with the frame of his planing and shingle mill and will have it in good working order when navigation opens in the spring.

Newaygo—Chas. Kernan is at the head of a movement to organize a stock company to embark in the manufacture of the "Columbia" folding bed, which is the invention of a Newaygo man.

Dodge—The Lansing Lumber Co. has bought of the Rusts and others of Saginaw, about \$6,000 worth of stump lands in Gladwin county, on which is a good picking of shingle timber, hemlock and hardwood.

Wyandotte—The Upper Peninsula Hardwood Co. has purchased twenty acres of land near this place and it is said the company, which owns valuable hardwood timber tracts in Upper Michigan, will erect a factory on the land purchased, for the manufacture of veneer and similar products, and will employ several hundred men.

Muskegon—Last fall Hovey & McCracken purchased the Daniel H. Waters tract of pine in Croton township, Newaygo county. The tract will scale 15,000,000 feet of logs. The timber is now being cut and put into the Tamarack creek by Darrah & Cornell, of Big Rapids, at the rate of 75,000 feet a day. A hundred men are employed, and a narrow gauge railway is used.

Manistee—The output of salt at this point has increased steadily year by year, since we first embarked in its manufacture, and we now easily hold the first place in the point of product, and as far as the output of individual plants is concerned, we are so far ahead that the others can hardly be said to be "in it." Take, for example, the Peters plant, which has a daily average for the time it runs of about 2,000 barrels, and there is nothing in the State that can compare with it; and out of a total for the State of about 3,000,000 barrels for the year, Manistee contributes 1,294,139.

Muskegon—Muskegon lumbermen have always been noted for their fighting qualities, especially when in court, and the insurance litigation of the Michigan Shingle Co. was no exception to the rule. The mill of the company burned in September, 1890, the flames spreading to and destroying a large amount of lumber stored on docks leading out into Lake Muskegon. The companies holding the insurance on the lumber fought the payment of the policies, on the ground that the conditions named as to the clear space between the mill and lumber piles was not maintained. The Shingle Company held that the agent of the insurance companies was well aware of the actual condition of the ground when the policies were written, and that at the time of the fire the space existing when the insurance was written had not been encroached upon. All the companies were sued in the Muskegon Circuit Court, and judgments secured in several cases. The first case appealed to the Supreme Court went against the company, being reversed, and a new trial ordered. On Saturday the second one appealed was decided for the Shingle Company, and the judgment of the lower court for \$1,565.75 was affirmed. Several other suits were virtually settled by the decision.

Bank Notes.

C. W. and M. W. Chapin have bought Oscar Webber's interest in the bank of Webber & Chapin, at Stanton, and will continue the business with the same management under the name of C. W. Chapin & Co.

C. A. Hammond, who was the first cashier of the First National Bank of Traverse City, will return from the West and resume his former position now made vacant by the resignation of his brother, W. L. Hammond.

The directors of the Merchants' National Bank of Muskegon have ordered \$10,000 to be taken from the undivided earnings and added to the surplus fund, making the latter \$50,000. The Union National Bank has declared a 4 per cent. dividend and increased its surplus account to \$16,300. Paul S. Moon has been elected a director of the Muskegon Savings Bank, and, on account of two vacancies having occurred during the year, the Board now consists of fifteen instead of seventeen members. The directors have declared a 4 per cent. dividend and ordered \$500 carried to the surplus fund.

From the Chief Clerk of the Auditor General.

LANSING, Dec. 30—I gladly respond as one of those favoring a February meeting of the business men of Michigan. I shall return to the "ranks" very soon and will pledge you my support in an energetic campaign by our State Association.

The local Association of Lansing has long been dead, or succeeded, rather, by the Board of Trade. Now it would please me to see this annual meeting of business men made a representative body, made up of any who may desire to unite the interests of Boards of Trade, local associations and business men generally. Let a meeting be held next February and a permanent organization of the combined interests of business men be perfected and maintained. Should this sentiment prevail and such a meeting be held, I will assure you now that Lansing business men will heartily respond and urge those interested to hold their first meeting here. The central location, the legislative session and the opportunity of furnishing an attractive and instructive entertainment would thus be guaranteed.

Let others respond promptly.

Yours respectfully

GEO. B. CALDWELL.

Just Out of Press.

The Commercial Credit Co.'s new advice book for 1893, containing the names of consumers unworthy of credit, is now being delivered to subscribers. It should be in the hands of every dealer, as the information conveyed is invaluable.

Y. Berg, stock clerk for H. Leonard & Sons, leaves this week for Holland, Europe. He will be accompanied by his family and will remain abroad until March.

STOCK 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—STOCK OF MERCHANDISE, consisting of groceries, drugs, hardware, crockery, notions, etc., situated in a live Northern town on railroad, surrounded by a good farming and timbered country, also on a navigable river one half mile from lake. Proprietor is also postmaster. For price, terms, etc., address No. 641, care Michigan Tradesman. 641

A BARGAIN FOR SOMEBODY—AN \$8,000 stock of clothing, hats and furnishings in as good a 2 1/2 town as there is in Lower Michigan. Address No. 640, care Michigan Tradesman. 640

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

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—A CLEAN STOCK OF DRUGS and groceries, invoicing about \$3,000, in good town of 1,000 inhabitants. Good reasons for selling. Address No. 630, 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 inventing \$3,000 or less. Pennock & Goold, 719 Wealthy avenue, Grand Rapids. 621

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

MISCELLANEOUS.

WANTED—A YOUNG MAN WITH ONE OR two years' experience in drug store. C. F. Powers, Portland, Mich. 639

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

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, 6 Monroe St. 636

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

FOR SALE—TWENTY-FOUR DRAWER 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

FOR SALE—PARTLY USED DULUTH, SO shore & Atlantic mileage book. Will sell cheap. A. T. Hoxie, Traverse City, Mich. 642

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

GRAND RAPIDS GOSSIP.

Eble & Hext succeed John G. Eble, Sr., in the meat business at the corner of South Division street and Tenth avenue.

Williams & Klosterman have opened a grocery store at Kalamazoo. The Lemon & Wheeler Company furnished the stock.

A. W. Seymour succeeds Seymour & Babcock in the box manufacturing business at the corner of Third and D streets.

D. P. Clay has purchased the water power at Croton and announces his intention of building a manufacturing city there.

The Lemon & Wheeler Company has moved its cigar room back into the store room, thereby enlarging the sample room very materially.

John Burrows has satisfied both mortgages on his grocery stock—\$187 to Edwin J. Gillies & Co. and \$135 to the I. M. Clark Grocery Co.—and resumed business at the old stand.

The Hazeltine & Perkins Drug Co. sent out to its customers one of the most handsome New Year's greetings ever issued to the trade. It was from the press of the Tradesman Company.

The Grocery Market.

Sugar—As referred to elsewhere, all sugars made by the American Sugar Refining Co. will be sold on the equality plan hereafter, so far as the wholesale grocers of this State are concerned.

Pork—Hog packing at Chicago has been nearly 50 per cent. less since November 1 than during the same time in 1891, and but 60 per cent. as large as in 1890, and has not been less but once in a decade—that was in 1888. The packing at all points is but 60 per cent. as large as last season. There seems to be a general belief that it will fall short of last season more than 25 per cent., or over 300,000,000 pounds. This condition has allowed the three different speculative cliques or parties in pork, lard and ribs to easily control prices and put them up from 25 to 40 per cent. the past few months. Live stock men generally claim that when the December receipts of hogs are very light it is a proof that the country has but few for sale at any price. Other operators assert that many farmers have been feeding more cheap corn to hogs than usual, knowing it was worth about 75 cents or more made into provisions at prevailing prices. January and later months will likely witness larger hog receipts at packing points and heavier average weights. There is a great cry of scarcity after a 25 to 40 per cent. advance, but under similar circumstances it has often proved there were enough hogs if prices were made high enough. Farmers, like speculators and others, often sell their holdings more freely on a declining market than on an advancing one. Perhaps they have been holding back, and should the market halt a while round these prices or decline a little, receipts might increase, stocks increase, and consumers take a notion to wait to stock up after a decline rather than while the market is declining.

Fred E. Hall has returned from Olean, N. Y., where he surprised his mother, who is now over 80 years old. Mr. Hall has been with the Putnam Candy Co. and its predecessors over twenty-five years, fifteen years as shipping clerk.

COUNTY VS. CITY BUSINESS LIFE.

PAPER I.

Written for THE TRADESMAN.

I wonder whether this will catch the eye of some man who has made the foolish mistake of closing out a nice, self-supporting little business in some quiet, pleasant country village, and has gone into the city, with his small capital and his little family, and then dug his own grave? If there be such a man, he will find no comfort in this article, or in any other which may follow this bearing on the same subject; he is probably past redemption and incapable of retracing his footsteps. But, if the attention of the man who is contemplating such a move be drawn hereto, then such a man will be "wise in his day and generation," if he carefully read and ponder well before he takes such a step.

There are times in the life of every business man when to act, or to refrain from acting, will be "the casting of the die" which will indelibly stamp the future, fixing the bounds of possible success and the degree of pleasure and satisfaction attainable. The writer is aware of the fact that there are a few great minds in the business world who seem to be the especial favorites of the fickle god of fortune, and who seem to be all-powerful in breaking down all opposition in the attainment of their goal. If their moorings relax by reason of adverse forces and they drift down the current, they reverse their engines and, in defiance of the turbulent current of events, with its tossing, rushing mass of driftwood, force their way upstream and are safely anchored.

These giants in the commercial realm are few and far between. They are all included within the infinitesimal 5 per cent. of business successes, and are so far removed from the experiences of common humanity that no writer can touch a sympathetic chord in the breast of the masses without utterly ignoring the very existence of this little company of "the elect."

The average mortal is simply a creature of circumstances floating down the winding stream of time. At best, this little bark is a frail one, and the utmost he can do is to steer clear of the driftwood all around him and avoid being dashed to pieces by the innumerable rocks which beset his course and drop his anchor at the right time and in the right place. The current is swift and the underlying sands are constantly shifting, and it is very difficult to secure a safe anchorage; but, when once secured, this same average mortal never succeeds in regaining the vantage ground so foolishly abandoned.

Business life in the country is as different from business life in the city as roads in the country are different from streets in the city. The business qualifications essential to financial success are one thing in the country and quite another in the city. And so a man may be a brilliant success in the country and a dismal failure in the city. This may strike the theorizer in the field of business ethics as a strange idea; but any man who has sat at the feet of bitter experience knows it to be true.

I have in mind a man who was brought up on a large farm in another state. The family of which he was a member was one of the leading ones of the locality, and, during all of the years in which his habits for life were being formed and

his character molded, he moved among the highest and the best in the little rural world in which he lived. He was naturally proud-spirited, very sensitive and independent in bearing. He had been reared in a puritanical atmosphere and held high notions of personal honor and business integrity. Not finding the occupation of farming congenial to his tastes, and having a fair business education and some practical experience as a clerk, he finally opened up a retail store in a country village. His uprightness of character and gentlemanly deportment secured a place for him in the best social circles, and his general intelligence soon placed him in positions of trust and honor. His honesty and business integrity brought him customers, but not immediately. In these times, when confidences weigh lighter than they ever did before, it takes years of patient, careful effort, even in a country village, to convince a much gulled public that one is not a fraud, a cheat, and a liar. And so it required years for this man to work up his trade to a point where it was a pleasure to do business.

Ambition, when not guided by reason, becomes simply the demon of unrest; and when this demon is stimulated and aroused by a craving desire for "the root of all evil," it is the cause of more shipwrecks than any other one thing. This man got an idea into his head that his field of labor was too limited. He thought that the city was waiting to embrace just such a person as he was. While in the city, he had often stood on the street corner and looked down the broad pavement on the long, seething, jostling line of humanity and thought to himself, "Ah, just look at that crowd of people! Every one of them has some money, and they are rushing up and down these streets to find some place to squander it. If I were here, I would not have to wait an hour to see someone go by on the sidewalk; and, after this multitude of people found out that I would treat them *rightly*, they would pour right in and buy something, and it would be all spot cash, too. Down there in the country there is only about so much at the outside, and one is compelled to sit down and wait until it comes along and be satisfied with what he may get; but here in the city a fellow like me who can get right up and dust; a fellow who has some ambition and is desirous of getting on in the world; a man who will do the *straight, square, honest thing* can just scoop up all he wants, and enjoy the blessings of civilization and the advantages of city life to boot, while he is doing it."

Modest reader, did you ever talk like this, or hear anyone else do so? Of course, you have. This man is not the only one who allows himself such thoughts, and not the only one who has put his opinions to a practical test. Grand Rapids is full of them, and in another number the writer will introduce them to you. E. A. OWEN.

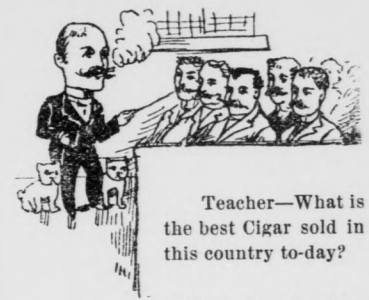
The Unknown.

Unknown, the golden way to win
Is ever nigh, yet fading fast;
Unseen, the thing that might have been
Is lost forever in the past.

Not every rose that bloometh fair
Is warmed by beauty's smile, I trow—
Not every one has for his share
To wear a star upon the brow.

Yet this is truth that all should know:
There is some honor for each state,
And should we rule or plow or sow,
'Tis doing duty makes us great.

—W. A. HAVENER.



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.

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,

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.

The Supreme Court Affirms the Leo Austrian & Co. Verdict.

Few legal conflicts of a commercial character have attracted greater attention than the case of Leo Austrian & Co. vs. Nathan Springer, which was tried in the Kent Circuit Court a little over a year ago. The law points involved are as follows:

Plaintiffs are furniture manufacturers at Chicago. Defendant is a manufacturer of German mirror plates at Fuerth, Bavaria, for importation into the United States. In March, 1890, defendant's soliciting agent took from plaintiffs a written order addressed to "Nathan Springer, Fuerth, Bavaria," for about \$3,000 worth of glass, "to be shipped as soon as possible and not later than May 15, terms f. o. b. Chicago, net 60 and 90 days, freight to be prepaid to New York, and duty and freight from New York to be paid by consignee and deducted from invoice." On taking the order, defendant's agent gave plaintiffs a paper signed by the agent, commencing with the words, "Leo Austrian & Company ordered from Nathan Springer, Fuerth, Bavaria," and containing description of sizes and amounts of glass ordered, with statement of prices and terms same as in order. The agent sent the order to the defendant by mail. On April 15 defendant wrote plaintiffs a letter, acknowledging receipt of plaintiffs' order and expressing regret at being unable to fill it within the time specified. This letter was claimed by defendant to have been an unconditional refusal of the order. Plaintiffs received this letter about May 1, and two weeks before the time fixed by the order for making shipments, but did not construe it as an absolute refusal to ship the glass. The glass was never shipped. By May 15 the price of glass had not very materially advanced. By July 1 a "combination" was consummated among the glass importers, for the purpose of controlling the market. During the latter part of May and during June, importers pretended to be "short" and discouraged sales, thereby causing gradual advance in price. On July 1 the combination was made public and the price of glass advanced about 33 1-3 per cent. above prices in March and April. Plaintiffs did not know of the combination until a day or two before July 1 and could then get no prices, being told to wait for the new schedule. On June 30 defendant signed a contract to sell his product to the combination for a term of two and one-half years. On July 1 plaintiffs brought suit in the Circuit Court for Kent county, to recover damages for defendant's failure to ship the glass. The case was tried in November, 1891, before Judge Adsit and a jury, the plaintiffs being represented by Stuart & Knappen and the defendant by Taggart, Wolcott & Ganson and John T. Miller. Plaintiffs recovered judgment for about \$1,100, being the difference between the contract price of the glass and its market value in Chicago, at the time when the glass would have reached Chicago, in the regular course of transit, if shipped May 15, it appearing that from 30 to 60 days would be required for the transportation. The case was appealed to the Supreme Court, defendant insisting (1) that the agent in question had no power to accept plaintiff's order, his authority being limited to soliciting and forwarding orders for acceptance or rejection by defendant in person, and that

there was not sufficient proof of the agent's authority to justify submitting the cause to the jury; (2) that the writings referred to did not in themselves constitute a contract; (3) that there was no evidence that defendant knew of the custom testified to by plaintiff's witnesses for soliciting agents to accept orders from customers; (4) that it was plaintiff's duty to protect themselves by buying glass elsewhere on May 1, when they learned that defendant would not ship as contracted; (5) that by the terms of the contract the place of delivery was Fuerth, Bavaria, and not Chicago, and, therefore, that the market value at Fuerth on May 15 must be taken for the purpose of determining the amount of plaintiff's damages, if any. The decision of the Supreme Court was rendered December 24, affirming the judgment of the Circuit Court and holding (1) that the evidence of the agent's apparent authority to accept orders was sufficient to justify submitting that question to the jury; (2) that the order signed by the plaintiffs and the paper signed by the defendant's agent together constituted a contract, and that the act of the agent in soliciting and receiving plaintiff's order was in itself an acceptance of the order; (3) that the custom testified to by plaintiff's witnesses for soliciting agents to accept orders for glass, at the time of taking orders, was shown to be a general custom and, therefore, admissible as tending to show the apparent authority of the agent; (4) that the defendant could not, by electing to repudiate the contract before the time provided for its fulfillment, require the plaintiffs to recognize such repudiation, before the full time for performance had elapsed; (5) that by the proper construction of the contract, Chicago, and not defendant's factory location in Bavaria, was the place of delivery, and, therefore, the time for taking the market value in estimating plaintiff's damages should be the date when the glass would naturally have reached Chicago, if shipped when the contract required.

Buying New Goods.

It is the business of every retailer to handle goods superior to those on the counters or shelves of his competitors. In the general outlook for new goods of course somebody gets left; but it is the popular and wise merchant who keeps on the topmost wave of popular favor. New goods are launched upon the market unceasingly. There are some dealers who buy their goods as they buy their books, adhering strictly to the old and well-established products, and ignoring the new until it has established for itself a reputation. They are too conservative, and their trade undoubtedly suffers. There are other merchants who stock up with the latest novelties regardless of merit just as some people are constantly thirsting for the latest novel. They are too hasty. The golden mean is the proper course. It is the duty of every merchant to closely watch the markets for new and improved goods. If he fails in getting the latest and best, his sales will surely shrink. But before he displaces the old by the new he should be reasonably well satisfied that the latter is the more desirable. A test of the goods, and his judgment and his knowledge of the tastes of his customers will help him in making the decision. In a measure he is a molder of public slides, which are seemingly as uncontrollable as they are surprising, and it behooves the dealer to keep abreast with the trade. Every new device is worthy of careful examination. Those that stand the test should be adopted; those that are defective should be rejected; those that are doubtful should be handled gingerly until their standing is determined.

Dry Goods Price Current.

Table listing various goods and their prices, including sections for UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, CARPET WARP, DRESS GOODS, COBSETS, CORSET JEANS, PRINTS, COCHECO FANCY, and COTTON DRILL.

Table listing various goods and their prices, including sections for DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEY FLANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILESIA, SEWING SILK, HOOKS AND EYES—PER GROSS, TABLE OIL CLOTH, and COTTON TWINES.

THE FAIR AND BUSINESS.

If the results of the Columbian Exposition at Chicago next year were to be measured alone by the momentary gratification of the throngs which will doubtless crowd into its gates, the play would not be worth the candle. This, however, is not said in the way of reflecting upon the artistic merits of the Fair, nor do we mean to intimate that, in all those features which are necessary for an exhibition of its kind is not to be a success. All that is taken for granted. It is universally acknowledged to be the grandest affair of its kind, it ever held in the history of the world, and that it is to be an honor not only to American industry and enterprise, but to modern civilization as well, goes without saying.

The millions of dollars of the public money which have been and are to be spent upon it, however, are only to be justified by its indirect results, which are to be far more numerous and much more far-reaching than are its immediate and direct results. It is not possible to refer here to all the numerous secondary effects which will follow the opening of the gates, some of which are to be of much more importance than perhaps is generally thought. There is, for instance, the general stirring up, as it were, of the people of our own country. The Fair will act as a stimulant upon them, and thousands upon thousands of them will set out upon the long journey to Chicago, who but for it would have remained at their homes. This means the spending of vast sums of money upon railroad fares, hotel bills, etc. It also means much more than that; it means the purchasing of thousands of new dresses and suits of clothes, of traveling bags, and of almost every other article of merchandise, for such journeys of a lifetime are not made without much being bought at home, on the road, and especially at the point of destination. This stimulation to the retail trade will have its complement in the wholesale trade, and increased business in the latter will, of course, react directly upon the manufacturers. A step farther and we have reached the makers of machinery, and beyond these are the foundries of iron and steel, and beyond these the laborers. Thus it is easily seen that what affects one branch of trade, will, by acting through the endless chain that unites all the various industries, affect all the others as well.

The educational value of the exposition is not to be forgotten. Such fairs are wholesale civilizers, and could we have distributed them at suitable intervals throughout the preceding centuries, there can be no doubt that the advancement of the race would have been greatly accelerated. All who visit the Fair will have an advance look, so to speak, of the next decade. They will not only see what the world has accomplished, but much that is to be brought, during the next few years, into general use. Their tastes and their ideas will be elevated, and they will no longer be satisfied with the imperfect implements and conveniences with which they have labored in the past. On their return they will ask for, demand and buy the new and improved machines and devices, and this will result, if other conditions do not materially change, in a stimulation to all kinds of industries which will be felt for many years. Of the artistic,

aesthetic and intellectual value of the Exposition we need not speak, except to recognize its importance as related to the indirect result it will have in increasing the purchasing desires of all those who are affected by the works of art and the other educational exhibits, of which there are to be such a great profusion.

As great as will be the indirect influence of the Fair in the directions we have mentioned, its greatest indirect result is to come from its character as a gigantic advertisement to the peoples abroad of what we are and what we can do. If the steamboat and the railroad companies do not, by a too parsimonious and greedy policy, seriously interfere with the great tide of travel that will in the spring begin to flow toward America, it will be impossible to estimate the thousands of persons from abroad, who will, during the summer, visit America for the first time. Many of them will be manufacturers and merchants, and nearly all of them will bring with them a liberal supply of money. At the Exposition they are to discover that during the past few years we have made a progress in the mechanical and other arts of which they have had no conception. They will find that we are manufacturing tools and machinery which surpass in workmanship, finish and precision any others in the world. They will also realize that if our mechanics are boastful, as they affirm that they are, it is because they have done and are doing so much of which they may justly be proud.

To keep up with the advance of modern progress they will see that it is necessary to purchase American tools and American machinery and, as a consequence, we predict that during the next Summer, Fall and Winter our manufacturers will be in receipt of orders from all parts of the world. The time when America is to be the market of a large part of the rest of the civilized countries is not so far distant as it is perhaps thought to be by most persons. Not only will our tool and machine manufacturers profit by this influx of foreign visitors, but all our other manufacturers and merchants as well. The stimulus which it will give to business, unless all signs fail and foolish and egregious mistakes are made, it is impossible to estimate.

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.		dis.
First Quality, S. B. Bronze	\$ 7 00	
" " D. B. Bronze	12 00	
" " S. B. Steel	8 00	
" " D. B. Steel	13 50	
BARROWS.		dis.
Railroad	\$ 14 00	
Garden	net 30 00	
BOLTS.		dis.
Stove	50 & 10	
Carriage new list	75 & 10	
Flow	40 & 10	
Sleigh shoe	70	
BUCKETS.		dis.
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70 & 10	
Wrought Narrow, bright fast joint	66 & 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
CRABLES.	
Grain	dis. 50 & 62
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Rly's 1-10	per m 65
Hick's C. F.	" 60
G. D.	" 35
Musket	" 60
CARTRIDGES.	
Rim Fire	59
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 & 13 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
" 4x52, 14x56, 14x90	26
Cold Rolled, 14x56 and 14x90	25
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.	dis. 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
Disston's	dis. 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
MATTOKS.	
Adze Eye	\$16.00, dis. 60
Hunt Eye	\$15.00, dis. 60
Hunt's	\$18.50, dis. 20 & 10
MAULS.	
Sperry & Co.'s, Post, handled	50
MILLS.	
Coffee, Parkers Co.'s level	dis. 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	66 & 10
Enterprise, self-measuring	25
NAILS.	
Steel nails, base	1 85
Wire nails, base	1 80 & 1 90
Advance over base:	
60	Base 10
40	Base 05
30	Base 10
20	Base 15
16	Base 15
12	Base 15
10	Base 20
8	Base 25
7 & 6	Base 40
4	Base 60
3	Base 1 00
2	Base 1 50
Fine 3	Base 1 50
Case 10	Base 60
" 8	Base 75
" 6	Base 90
Finish 10	Base 85
" 8	Base 90
" 6	Base 1 10
Clinch 10	Base 85
" 8	Base 1 00
" 6	Base 1 15
Barrell 7	Base 1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 2 40
Sciotia Bench	2 60
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 60
Stanley Rule and Level Co.'s, wood	2 10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	70
RIVETS.	
Iron and Tinned	dis. 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 c per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40 & 10
Mason's Solid Cast Steel	80c list 60
Blacksmith's Solid Cast Steel, Hand	80c 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. 4 1/4 and longer	3 1/4
Screw Hook and Eye, 1/2	net 10
" " " 3/4	net 8 1/2
" " " 1	net 7 1/2
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	60 & 10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 33 1/2 & 10
WIRE GOODS.	
Bright	70 & 10 & 10
Screw Eyes	70 & 10 & 10
Hook's	70 & 10 & 10
Gate Hooks and Eyes	70 & 10 & 10
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	20
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. Com. \$4 05 \$2 95
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 25 3 25
No. 27	4 45 3 25
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	50
" " Drab B	55
" " White C	35
SASH WEIGHTS.	
Solid Eyes	per ton 825
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	dis. 60 & 10
Oneida Community, Newhouse's	35
Oneida Community, Hawley & Norton's	70
Mouse, choker	18c per doz
Mouse, delusion	\$1.50 per doz.
WIRE.	
Bright Market	dis. 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, nickeled	dis. 30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75 & 10
MISCELLANEOUS.	
Bird Cages	dis. 50
Pumps, Clstern	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	23c
Pig Bars	23c
ZINC.	
Duty: Sheet, 2 1/2 c per pound.	
600 pound casks	6 1/2
Per pound	7
SOLDER.	
1/2 & 3/4	dis. 18
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—MELYN GRADE.	
10x14 IC, Charcoal	\$ 7
14x20 IC, " "	7 0
10x14 IX, " "	9 25
14x20 IX, " "	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal	\$ 6 75
14x20 IC, " "	6 75
10x14 IX, " "	8 25
14x20 IX, " "	8 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x30 IC, " Worcester	6 50
14x30 IX, " "	8 50
20x30 IC, " "	13 00
14x30 IC, " Allaway Grade	6 00
14x30 IX, " "	7 50
20x30 IC, " "	12 50
20x30 IX, " "	15 50
BOILER SIZE TIN PLATE.	
14x30 IX	\$14 00
14x31 IX	15
14x56 IX, for No. 8 Boilers, 1/2 per pound	10
14x60 IX, " " 9 " "	10

Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at

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E. A. STOWE, Editor.

WEDNESDAY, JANUARY 4, 1893.

RAILWAY BUILDING.

There has been very little public comment on the matter of railway extension during the year now drawing to a close, and, as a consequence, the addition of mileage to the total amount of track in the country has attracted little attention; but that there have been a fair amount of work for the track-layers, and an average sale of steel rails, are shown by the fact that, during the year 1892, 4,062 miles of main line have been added to the railway mileage of the United States.

According to the *Railway Age*, which is the authority for the above figures, forty-three out of the forty-eight States have added to their railway mileage during the past year, which proves that railroad building has been quite general all over the country, even if the development has in no single case been large enough to attract special notice.

There have, of course, been considerable relaying of old track and a large amount of double tracking, building of switches and other track-laying not coming under the head of new main lines, so that the actual work done by the track-layers and the consumption of steel rails are not fully represented by the 4,062 miles of new track reported.

The new State of Washington leads the list as the principal railroad builder during the year, that State alone being credited with 421 miles of new main line. This comparatively large increase in railroad mileage in Washington is due to the influx of settlers and the development of the resources of that far-distant section of the country. None of the other far-western States figure to any great extent in the table of increased mileage, although as we have already stated, nearly all are represented. The other notable increases in mileage were in Pennsylvania, with 257 miles, New York, with 236 miles, and Michigan, with 220 miles of new road. In the South, Texas leads, with 211 miles; West Virginia follows with 204; while Florida and Louisiana also show up well, with 146 and 121 miles respectively.

Including the mileage of 1892, the total railway mileage in the United States has now reached 174,663 miles, or nearly

seven times the distance around the world. The largest amount of main line built in a single year was in 1887, when 12,983 miles of track were constructed. Since that year of phenomenal development there has been a gradual falling off, the present year showing a loss of 409 miles compared with 1891. During the past ten years 53,000 miles of track were built, and during the past twenty years 104,000 miles were built. These figures show a phenomenal development which would appear to more than justify the more moderate totals of the past few years. In fact, the wonder is that there should be any need at all for new track.

TWO IMPORTANT MEASURES.

THE TRADESMAN heartily endorses the proposition to hold a general convention of the Michigan Business Men's Association in February, as two very important matters demand the immediate and continued support of every Michigan business man.

One is the enactment of a law providing for the creation of a new office in this State—that of Food Commissioner. Our statute books contain many excellent laws relative to the sale of articles of food and drink, but, in the absence of a proper officer to enforce their provisions, the laws are practically dead letters. The necessity for such an officer is recognized by the Michigan Business Men's Association, Michigan Dairymen's Association, Michigan Fruit Manufacturers' Association, Patrons of Husbandry (grangers), Patrons of Industry, and other organizations of both producers and consumers, all of which have put themselves on record as favoring the enactment of a law creating the office referred to. But for the fact that the Winans administration was pledged to retrenchment, the office would have been established two years ago, as a majority of the members of both houses of the last Legislature recognized the necessity of the measure, but were deterred from giving the matter active attention on account of the warning of the Governor that he would veto any bill creating an additional office. The situation is somewhat different now and there is every reason for believing that concerted action on the part of all interested will secure the result desired.

Another subject which demands prompt and decisive action is the exemption matter. For the first time in over twenty years a constitutional convention is to be held, during 1893, and concerted effort should be made to expunge from the constitution of the State every vestige of the exemption feature. It will require no small effort to accomplish this result, but the game is worth the powder and business men should not be dilatory in acting on this suggestion at once.

Other subjects would, of course, be discussed and passed upon at a meeting of business men, but THE TRADESMAN is strongly of the opinion that the objects above outlined ought to be sufficient to attract representatives from the most remote portions of the State.

STRIKE WHILE THE IRON IS HOT.

Elsewhere in this week's paper is given a brief description of the "Equality Plan," so-called, adopted by the Michigan Wholesale Grocers' Association for use in connection with all sales of sugar at wholesale after January 3. The plan is said to be in successful operation

in fifteen other states and there is every reason for believing that it will work well in Michigan, so far as assuring the jobber of a uniform profit is concerned. Whether it will work to the advantage or disadvantage of the retail trade, remains to be seen. The plan is on trial; and THE TRADESMAN does not propose to approve or disapprove the plan until it has been given a thorough trial.

The new method is certainly a step in advance in one respect, inasmuch as it assures the jobber of a very reasonable profit on a staple which comprises from one-quarter to one-third of his entire transactions. Selling sugar at a loss, for the sake of securing an order for goods on which the jobber can make a profit, is no longer necessary under the new system. The wholesaler's position is secure and no house in Michigan is able to undersell any other house, so far as sugar is concerned. The new plan takes this great staple out of the realm of uncertainty, so far as yielding any profit is concerned; and it will be interesting to note what staple article, if any, takes its place as an incentive to trade by cutting and slashing.

The new movement is assuring to the retailer, as it proves beyond a doubt that thorough organization will enable the retailer to secure the same concession from the wholesaler that the latter obtains from the refiner. The backbone of the movement is strong and the retailer has no one to blame but himself if he fails to take advantage of the situation. The jobber is not going far out of his way to assist the retailer in this matter—he has his own business to attend to and his own organization to look after. THE TRADESMAN has, however, almost invariably found the wholesaler ready to co-operate with his retail customer in any movement looking toward an improvement in trade methods, and the time is certainly now ripe for the retail dealer to show his hand by affiliating with his fellows on a common basis and organizing associations for the same purpose which called the Michigan Wholesale Grocers' Association into existence—the maintenance of a decent profit on sugar by some system which will be so strongly entrenched in the jobber as to render variation next to impossible. Will the retailer strike while the iron is hot?

TORPEDO BOATS FOR THE NAVY.

While the vessels already completed, building and contracted for to increase the navy, furnish a fair number of all classes of cruisers and fighting ships, scarcely a beginning has been made in the work of building torpedo boats, although all naval experts hold that a considerable fleet of torpedo vessels of all sizes is an essential auxiliary of the fighting fleet.

Up to the present time the United States navy possesses but one first-class torpedo boat, the *Cushing*, and one torpedo cruiser is building. If to these is added the *Vesuvius*, the dynamite cruiser, the country possesses but three vessels which could be classed as torpedo boats. How small this strength is may easily be appreciated by remembering that Great Britain has several hundred torpedo boats and the other leading European naval powers more than a hundred each.

It would, therefore, seem to be about time for a beginning to be made in the work of constructing a torpedo flotilla of

sufficient numerical strength to fully meet the needs of our naval service. It is evidently the belief of the navy department that Congress will at no distant date make some provisions for the construction of torpedo boats, as designs have been prepared at Washington for a new style of first-class torpedo boat which will be provided, in addition to the usual torpedo tubes, with dynamite guns like those on the *Vesuvius*, which will enable the vessel to throw shells charged with high explosives from a much greater distance than it is possible to operate with the ordinary torpedoes, the regular torpedo tubes being reserved for use should it be expedient to approach close to an enemy. It is believed that with a dynamite gun it would be possible to fire at an enemy at a distance of nearly two thousand yards.

Now that a fair proportion of the large ships needed for the new navy are being constructed or are already completed, it would seem proper for Congress to authorize the building of a fair proportion of the torpedo vessels needed, so that by the time the country possesses a respectable fleet we will not be entirely deficient in the matter of torpedo outfit.

AN INCOME TAX.

One subject which will engage the attention of the Committee on Ways and Means of the next Congress will be the widespread demand for an income tax.

Congress must find means for raising a revenue in case it reduces the tariff on many foreign products, and the project of a tax on incomes is being much discussed. It may be remembered by many that an income tax was in force for a few years immediately after the civil war. At first the tax was laid on incomes as low as \$1,500, and in 1866 this tax furnished \$73,000,000. But it was soon taken from the smaller incomes and laid on larger, and thus falling chiefly on wealthy people, became unpopular, and Congress, not being able to withstand the influence brought against it, repealed the law.

At that time there were no great fortunes in the country as there are to-day. Millionaires were not common. Men with ten millions were rare, and of men with twenty millions there were probably but a score or so in the entire Union. Since the repeal of the income tax, enormous fortunes have grown up. So great has been the growth of wealth in the hands of a few, that it is estimated that to-day one-half the wealth in the United States is concentrated in the hands of 25,000 persons, and three-fourths of it in the hands of 250,000 persons. When we reflect that these small fractions of the population hold three-quarters of the entire wealth of the Republic and the other sixty and odd millions hold only one-fourth, the situation becomes startling, indeed. At the rate at which wealth is being concentrated in the hands of a few, we may well look forward to the day when the small fraction of the people will own everything and the millions of the masses will be slaves as they were in Egypt under the Pharaohs and in Russia under the serf system.

The depositors in Church, Bills & Co.'s bank, at Ithaca, have been paid a 50 per cent. dividend and the assignee asserts that the other 50 per cent. will be paid in a short time.

THE CONSULAR SERVICE.

There has recently been a demand from some of the New England manufacturing centers for a change in the American consular service. It is asked that American consuls representing the United States in foreign countries be requested to give a larger share of attention to the promotion of American trade in the countries in which they take up their official residence, with a view of establishing better trade relations between the country to which they are accredited and the merchants of the United States.

This desire that our consuls abroad should become, in fact, commercial agents as well as quasi diplomatic representatives is not a new thing by any means, as the annual reports from the different consuls to the State department prove that the gathering of trade statistics is an important part of the functions of the consular service. Great Britain, some years ago, realizing the usefulness of this system of consular reports on trade matters, decided to adopt it, and now the British consulates give considerable attention to the duties of pushing British trade interests in the localities in which they are stationed. Other European countries have adopted the same system.

The demands from New England, therefore, call rather for an improvement of a long established custom than for the inauguration of an innovation. At a recent banquet of the Boston merchants a good portion of the speechmaking was devoted to this subject. According to the ideas of one of the prominent speakers, the American Consul should make it his constant aim to promote the lawful trade of the United States by every fair and proper means, and to uphold the rights and privileges and promote the advantage of American merchants. As a natural and logical correlative he should be fully posted as to his own land, know its resources and products, and their adaptability to the people among whom he has his official home. It should be his duty to acquaint the people with what the United States can supply. He is a quasi partner of the American merchants, and should be in full sympathy with them and their interests. If Congress will have the courage and patriotism to make more stringent and protective immigration laws, saving us from imported ignorance, pauperism, crime and disease, we shall have to rely for the beneficent enforcement of such laws very largely upon the vigilance, intelligence and integrity of our consuls. These important duties will require officers of high qualifications and energy, and it will require no small amount of research on the part of the incoming administration to secure men fitted by education and experience to answer these requirements.

GRAND INTERNATIONAL CHARITY.

Probably in the whole history of the world the vastest and most far-reaching charity, accomplished on a scale of grandeur colossal and magnificent to the highest degree, is to be credited to the people of the United States in the year 1892. Thus duly chronicled in the annals of the great Russian famine of 1891-92 are the extraordinary measures of relief so promptly put in operation by the American people. The events of this most interesting history culminate in the

glorious spectacle of the free citizens of the world's grandest republic feeding the starving subjects of the most titanic imperial despotism on the face of the earth.

It would be needless to attempt to reproduce the harrowing and revolting features of the Russian famine of 1891-92. There had been a succession of poor crops, and finally a total failure of grain in provinces that contained twenty millions of the people of the Empire of all the Russias. Heartrending accounts of suffering crossed the ocean and moved profoundly the great city of the American people. "We have bread enough and to spare," was the general and generous expression, "and we will help to feed the starving." And what the American people willed in the way of this charity they accomplished, and in a manner that challenges the admiration and astonishment of the world. The report of the Russian Famine Committee of the United States, under the presidency of Ex-Governor John W. Hoyt, of Minnesota, has just been published, showing that the united contributions of the American people to the starving Russians amounted to five ship loads of bread-stuffs, weighing about 23,000,000 pounds, besides more than \$100,000 in money.

In addition to these, supplementary shipments of provisions to large amounts were sent in the cargoes of several other vessels, besides more than \$100,000 in money in addition to the amount above referred to. These charities represented not merely the value of the flour and grain, but free railway transportation, free ship freight, free service in handling and loading freights and ships. This magnificent benefaction was thus made the act of millions of the American people, from the great capitalists, millers, merchants, railway corporations, ship owners and the like, to working people and laborers of every class. They all participated, and whether they gave of their abundance or of their poverty, they alike were joined in giving this glorious charity. There never was anything like it in the world. Let us hope there may never again be occasion for such an event, but if it should be required, the American people will, without doubt, be equal to the grand emergency.

The coffee-producing section of Mexico is preparing to send a large exhibit of coffee to the World's Fair and will, besides, make preparations to distribute gratis samples of the finest grades grown in Mexico to the visitors to the exposition. As everybody knows, Mexico has made rapid strides in the production of coffee, and has risen to high rank among leading coffee-producing countries. Mexican coffee is of very fine quality, and, because of its mild flavor, is becoming more generally used every year. An extensive exhibit at the Fair would, of course, greatly assist the development of the Mexican coffee industry by making the merits of the bean more widely known, thus increasing the consumption. The United States is the principal consumer of this coffee, but there is ample room for a more extensive development of the demand.

When men have their dinners of state they always toast the ladies. When women banquet together they always roast the men.

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FERMENTUM

The Only Reliable

COMPRESSED YEAST

Sold in this market for the past Fifteen Years.

Far Superior to any other.
Correspondence or Sample Order Solicited.
Endorsed Wherever Used.

JOHN SMYTH, Agent, Grand Rapids, Mich.

Telephone 566.

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



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



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

OUR HOLIDAY CATALOGUE NOW READY.
Send for it!

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

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

TAXING PERSONAL ESTATE.

This antagonism of interest, in respect of taxation, between the owners of real estate and the owners of personal estate is of long standing, and has frequently led to legislative investigations, like the one now being conducted by a special committee of the New York Legislature, followed by the enactment of laws intended to enlarge the taxation of personal estate, and thus reduce that upon real estate. All these attempts, as the present condition of the matter shows, have failed of complete success. The great bulk of the taxes, for city and county purposes at least, continues to be paid by the owners of real estate, although State taxes, owing to the new corporation and inheritance tax laws, fall lightly on both real and personal estate alike. The owners of real estate insist that if justice were done the owners of personal estate should pay at least as much as they do, and the owners of personal estate naturally combat every attempt to compel them to pay more than they are now paying.

That those who clamor for an increase of taxation upon personal property do not fully understand the case and are not well acquainted with the facts connected with it, is pretty evident from the arguments which they employ to support their views. Most of what, in conformity with the legal fiction, they call personal property, is personal only in name. A bond secured by a mortgage upon a house and lot or upon a farm is personal property in the eye of the law, because the owner of it can carry it about with him wherever he goes. Bonds and mortgages are, however, mere evidences of part ownership in the real estate by which they are secured, and, frequently, the money given for them helps to pay for its purchase. In like manner railroad bonds and shares of stock in railroad companies and in other corporations are, technically, personal property, but, as a matter of fact, they represent only beneficial interests in real estate, or in investments of capital which are taxed in their entirety. To tax both real estate at its full value, and then, besides, to tax the mortgages upon it, is a double taxation, the injustice of which is admitted, and the remedy which has been proposed for it is to tax real estate only for the excess of its value above the mortgages upon it and throw the rest of the tax upon the holders of mortgages. This, however, would so evidently put an end to all lending upon that kind of security that it has never yet been adopted. In like manner, the taxing both of the property of corporations and of the shares of their stock is recognized to be unjust by statute, and where corporations are taxed their stock in the hands of its holders is exempt.

With these facts before his eyes it is surprising to find a man like Comptroller Campbell, of New York, declaring that as Jay Gould owned \$70,000,000 of personal property in his lifetime and paid taxes upon only \$500,000, he defrauded the people of New York of the taxes upon \$69,500,000. Equally surprising is the assertion made by ex-Assessor John D. Ellis that there is \$4,000,000,000 of personal property that ought to be assessed in New York which is not now on the books, from 60 to 65 per cent. of which is in New York City. Mr. Campbell evidently assumed that Mr. Gould's \$70,000,000 were in his pocket or in his safe,

and, therefore, within the jurisdiction of the State and city authorities, whereas, in fact, except his household furniture and cash in hand, they were scattered all over the Western and Southwestern states, and were represented by railroads, bridges, mines, town and city lots, and various other objects over which the State has no more control than it has over the possessions of Queen Victoria. So, when Mr. Ellis spoke of the \$4,000,000,000 of personal property in New York which ought to be taxed he had in mind, undoubtedly, property similar to that owned by Mr. Gould. He added together the reputed fortunes of men like the Astors, the Vanderbilts, the Rockefellers, and other millionaires, and assumed that their possessions were all actually situated within the boundaries of New York and enjoying the benefits of its government. The truth is that the only personal property which can be reached by assessment, either justly or unjustly, is that which can be seen and be laid hold of by the hand. That which is personal only by fiction of law, and which, whenever its owner goes out of the State, goes with him, will necessarily slip through any tax law that can be framed.

Besides this error of fact, the advocates of increased taxation of personal property tacitly assume that a man should pay taxes in proportion to his wealth, and not to the state or country where that wealth is invested and where it receives the benefit of the expenditures to meet which the taxes are imposed, but to that upon whose territory he resides. In other words, they contend for the taxation, not of property, but of the person owning it, and for taxation in proportion, not to benefits received, but to ability to pay. The foundation of the idea is evidently that sentiment of communism which is everywhere latent in the human mind, and which demands that the acquisitions of the thrifty and the successful shall be taken and bestowed upon the unthrifty and the unsuccessful. No one pretends that a man worth ten millions of dollars shall pay ten times as much for his clothes, his marketing and his fuel as the man with one million, and yet, when taxes are in question, it is practically asserted that the man with one million, no matter where it is invested, shall pay a thousand times as much as the man with only a thousand dollars.

Nevertheless, the conviction that rich men ought to be taxed in proportion to their wealth is so generally prevalent that it is in vain to try to overcome it. Those who frame tax laws must recognize it and defer to it, and those who suffer from these laws must make up their minds to submit to them up to the point where the exaction becomes intolerable. They always have the resource of putting their persons beyond the reach of a government which imposes on them a burden greater than they choose to bear, and short of this remedy, their ingenuity will always be able to devise other means which will partially relieve them.

MATTHEW MARSHALL.

A man must believe in himself when he concludes that all who do not think as he does are either fools or knaves.

Some way has been found to make cakes without eggs. In time cheap restaurant butter may be found without hair.

WE ARE THE PEOPLE

Who Can Sell you an A No. 1 Article of

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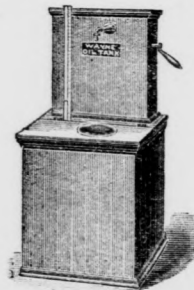
At a Moderate Price. A Postal card will bring quotations and sample.

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**The Wayne
Self-Measuring
Oil Tank.**

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

Manufactured by the



First Floor Tank and Pump.

WAYNE OIL TANK CO.,

FORT WAYNE, IND.

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. MAND. CO.

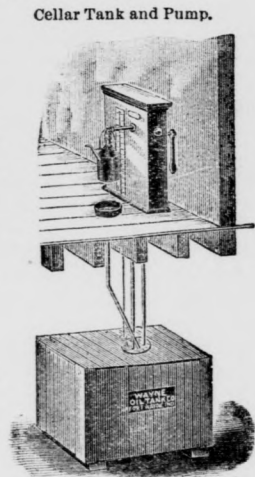
BURTON, Mich., June 15, '92.

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

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
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	Pump without tank.... 9 00

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



Cellar Tank and Pump.

POTATOES.

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

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

WM. H. THOMPSON & CO.,
Commission Merchants,
166 So. Water St., Chicago.

OYSTERS!

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

THE PUTNAM CANDY CO

THE VALUE OF GOLD.

The chief point in the discussion of the silver question is as to what should be its ratio of value to gold. According to the standard of money, it is held to be in the proportion of about one ounce of gold to sixteen ounces of silver, but the heavy decline in the market value of silver has for some time past much deranged the adjustment of relative values.

According to the standard in use for our money, an ounce of fine silver is rated at \$1.29. But the market price has fallen far below this, and within the past few days silver has sold in this country for 82½ cents per ounce, and on the same day the price in London was about 76 cents per ounce. Thus it will be seen that our standard ratio of values is much at variance with the current market rates, so that when silver sells at 46 cents per ounce less than the standard ratio, the relative values of the two precious metals are most seriously deranged.

The values of the precious metals are, to some extent, governed by the considerations of supply and demand, but not to the extent that obtains in the traffic in other commodities. Gold, intrinsically, is of little use. There are few economic purposes to which it is applied. Practically the world could get along well enough without it. If it were not for its beauty of color and its extensive employment for purposes of ornament, for all practical purposes it might be left out of human economy. The entire progress of the human race is largely dependent on iron. Without it our civilization would be put back for thousands of centuries, but the loss of gold would make but little impression on society. But for the curse of gold men would have been more honest in every generation, and as for business they would have adopted some convenient method to adjust exchanges. Gold to-day has really but little to do with the internal commerce of this vast country. It never appears in ordinary business.

When we come to consider the value of gold in reference to the cost of production, no estimates are of any real reliability. Gold, from the earliest times, has been the prey of every robber nation. No matter who dug it out of the earth, other nations never ceased to make war on those which possessed the yellow metal for the express purpose of taking it by force, and, consequently, it has always been the case that the strongest nation has the most gold. Interminable and destructive wars, accompanied by every horror and atrocity that the human race can suffer, have been the price of gold. There is not an ounce of it that has not cost its weight in human blood and human sweat. It is the one inanimate material thing that has the power to convert men into devils.

All the slavery in the world is justly chargeable to gold. The Spanish conquerors of America, after destroying the lives of millions (the number is estimated to be 30,000,000) of American natives in searching for gold, imported negroes from Africa to work in the mines. But for this there would have been no slaves in America. Elaborate efforts were made to determine the cost of the gold mined in California and Australia, the first mines ever worked by free labor. The estimate for California is that every dollar of gold gathered there cost five.

When we consider the privations and sufferings of the men who went to California in the early times, the actual cost of gold was much greater than five for one. In Australia the commissioners who attempted to ascertain the cost of producing gold officially declared that every ounce of the metal there had been mined at a decided loss.

But if gold has only a fictitious value in reality, it has been made the standard of worth by the money lenders, who dictate to all the debtor nations. It has pleased them to require that their debtors shall pay gold, and that fixes the law. Gold is the standard of value and will be until some universal socialistic revolution shall destroy the world's financial system and wipe out all national debts. Silver has become relatively plentiful and has fallen into disesteem. Nothing but a revolt against the world's money lenders can restore silver to its old relations to gold.

FRANK STOWELL.

Strictly Fresh Eggs.

From the Chicago Produce Trade Reporter.

It is often a matter of surprise to some people in large cities who are willing to pay almost any price for a good article, that more attention has not been paid to the egg trade for table use during the midwinter months. The prices obtainable by the family grocers during the months of November, December, January and February for new-laid eggs extend from 40 to 60 cents per dozen, and they are not always procurable at the higher price.

There is no reason why, under proper conditions and surroundings—shelter, food, etc.—hens may not lay during these months. Those who have entered into the business in the neighborhood of Montreal are reaping handsome profits from it, and anyone who is anxious to make money may, with the outlay of a very small capital, begin this profitable business for himself. The leading grocers brand all their boxes "New-laid Eggs," with instructions to the customer to "Keep this slip and return at once, if the eggs are not strictly fresh."

The supply during the present month is the smallest for years. There is too little care given by farmers and others who supply eggs for shipment to the gathering of them in order to secure the best possible results. Eggs, other than those we have specified above, and sold for purposes of mixed dishes, omelets, etc., are not in demand by consumer or retailer; the low price obtainable for them renders them of little value to the country suppliers.

The Careless Clerk.

From the Dry Goods Gazette.

There are some employes in stores who, though not really dishonest, are equally dangerous to merchants. Those are the careless ones. Though they will not actually steal, still they are as criminal as the thief. The losses incurred through the carelessness of employes often escape notice, for it is a species of viciousness the results of which are not always apparent. Yet the merchant suffers, all the same. Perhaps we are wrong in deeming this trait vicious. At worst it is a deplorable weakness of character, often not latent, but acquired by an unwise training. For the possession of this drawback in character, people invariably have to lay the blame with those on whom their early training depended. The boy who learns his early lessons from the man who conducts his business in a slipshod or haphazard manner cannot help possessing a disregard of order in his later years. Habits are easily acquired, but it is woefully hard to rid oneself of them, especially if they are bad habits.

The clerk who is careless in even the most trivial things never will be successful. Business, like life, is a series of incidents; on the attendance to each item depends the success of the whole. The man who shrinks, disregards or ignores trifles will be unsuccessful in the main, for great things are but an aggregation of little things.

-- YES --

OUR SPRING LINE is now in the market, and, as we are informed, confirms the high reputation the senior member of our firm has earned for himself, that for elegance, style, fit, make-up and lowness in price he stands unequalled—a thorough, practical clothing manufacturer, established thirty-six years in the city of Rochester, N. Y.

William Connor, our representative in Michigan, whose address is Box 346, Marshall, Mich., will gladly call upon you if you will honor him with a line to show you our samples, and buy or not buy, we will thank you for the honor of inspection. The mail orders we are constantly receiving, especially for our elegant fitting Prince Albert coats and vests, are marvelous.

Those merchants contemplating putting in ready-made clothing this spring will best consult their interests by sending for Wm. Connor, who put in four new lines for customers this last fall and will gladly give them as references.

MICHAEL KOLB & SON,
Wholesale Clothiers, Rochester, N. Y.



Why have the sales in-
g the past

creased 25 per cent. dur-
year on

Silver Soap

Manufactured by

**THE THOMPSON & CHUTE SOAP CO.,
TOLEDO, OHIO.**

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

**PERKINS & HESS
DEALERS IN
Hides, Furs, Wool & Tallow,**

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

CONFECTIONERY.

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

THE PUTNAM CANDY CO.

P. STEKETEE & SONS,

HAVE A WELL ASSORTED LINE OF

Windsor and Scotch Caps

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

Gloves, Mitts and Mufflers

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

Dolls, and Christmas Novelties for Holiday Trade.

THE STORE LOAFER.

An American Institution Decidedly a Nuisance and of No Benefit to Anyone.
Fred Woodrow in Age of Steel.

The store loafer is a distinctly American institution. His shingle hangs out in every country. Times or seasons make no change in his habits. You find him in summer ventilating his person and opinions astride a barrel or in spinal proximity to the surface of a dry goods box. In winter he is only visible when mud or snow blockades the road, but where a rabbit can walk or a squirrel escape interment, the foot of the loafer, after finding its sock, approaches the village store. Here he whittles and rotates tobacco, evaporates what little steam is left in his anatomy and adds the alleged knowledge of his neighbors' business to what he has forgotten of his duty and his debts.

He absorbs caloric from a stove burning another man's coal, the tobacco he reduces to ash and nicotine is largely gratuitous, while for the corner he occupies he pays no rent, except in spots on the floor and observations made on sugar, beans and politics.

It is needless to say that, as his eyes are innocent of a bandage and his ears not blockaded, what he imbibes through both mediums makes him an expert as a social critic and a scandal artist.

It is from such gentlemen at ease that 90 per cent. of town gossip finds its insidious way; he oscillates from store to store and takes his notes.

Under his hat he registers the sale of a stove and the objections raised to the price of a pair of shoes or to the sanitary condition of last year's eggs and delinquent butter. He keeps a census of customers and old debts, and he has as accurate a measurement of the village finances as he has of his own.

Of horse trades and missing poultry, the preacher's faults, and errors in mail delivery, he is a wholesale warehouse. He enjoys the news as he does his pipe, and he generally manages to have even a newsboy or a sewing society in the rear when he unloads his memory and uncorks himself on the public ear.

It is not to be supposed that a man addicted to this kind of pastime has much ambition to wet his own skin with honest perspiration. As a rule, he cares more for slicing watermelons than for cutting wood, and he has a gift of grumbling when his wife fails to reconstruct the stovepipe or misses connections with the coal house.

In the field or in the mill he is generally speckled with the same complaint, and, as an artist in loafing, work is but a stern necessity or a thorny path to Saturday night.

In a personal and social sense, the store loafer is nothing less delicate than a public nuisance.

Everybody but himself is cognizant of this three-story fact, and we know of nothing that can make him so, excepting conversion or admortory shoe leather. Few men in business but would rather tolerate a white-faced hornet than a chronic loafer.

It goes without saying that, in language and manners, there is no danger of the store parasite ever being canonized as a saint or an educator, his local atmosphere being generally redolent with obscene jokes and fragrant socks.

It is certainly one of the missing planks in modern reform that store loafing should escape criticism and slow death and be allowed to associate itself with dry goods and groceries, to the hindrance of business and inquiry, to say nothing of the scandal and gossip that has an artesian well in the wrinkled vest of the lounge.

There are but few evils in a country town, excepting a want of sidewalks and sewerage, that, by weight or measure, can discount the nuisance of store loafing.

Retail Grocers Taking a Hand in the Combine Business.

From the Columbus, Ohio, Journal.

There has for some time been a breach between the wholesale and retail grocers in this city, which has, by what the retailers call arbitrary action upon the

part of the wholesalers, become so widened that a reconciliation now seems impossible. As claimed by the retail men the wholesale grocers have been selling goods to restaurateurs, hotel and boarding house keepers in job lots at little over wholesale prices, thereby shutting the retail merchants out of this class of trade to which they claim they are entitled. The retailers allege also that the wholesalers are combining to control prices in their own favor, and that they are declining to sell, or boycotting, popular brands of goods which, owing to their having become standard articles, are ordinarily sold at small profits, in order to force the retailers to make a market for other brands, upon which the wholesalers and jobbers can make larger profits or are themselves interested as manufacturers. This action, the retailers claim, compels them to go to the manufacturers direct for many articles, and they have found that by combining and buying in large quantities they can save the middlemen's profits and besides procure at all times the brands of goods which they want and which are the most salable.

Several meetings of the retail grocers have been held for the purpose of devising some means of protection against this alleged unfair action of the wholesalers. The result is that the retailers have decided to organize a joint stock company, each grocer who goes into the organization to contribute \$1,000 to the capital stock, the capital to be double the number of subscribing members. They propose to buy their own goods of all kinds direct from the jobbers and manufacturers from whom the wholesalers get them. They argue that the per cent. charged them by the local wholesale men will more than sustain the gigantic enterprise into which they propose to embark. Sixty of the leading grocers have subscribed \$1,000 each to the capital stock, which gives \$60,000 to start on. The capital stock of the organization will be \$150,000 and the remainder, it is expected, will be taken by other grocers who will want the protection which the combination will afford. Subscribers will not be limited to this city, but will embrace retailers in every section which can economically draw its supplies from Columbus.

It is stated that combinations of this kind have been effected in other states and have been immensely successful. It is not unusual for a wholesale house, with no larger trade than is required to supply a combination of 100 retail grocers, to make a profit of \$50,000 to \$75,000 a year. To this the retailers made no objection so long as the wholesalers supplied them with such goods as their trade demanded, and did not attempt to interfere with their legitimate customers. If, however, they argue, they are compelled to send to the manufacturers for some brands of goods which the wholesalers are trying to boycott, and also compete with them for trade with the consumer, they might as well enter into competition all along the line. Those most enthusiastic in the movement favor it as a money-making scheme, as well as one of protection against all sorts of pools and combinations.

Property has been procured at the southwest corner of Third and Main streets for the erection of a large jobbing house for the reception and distribution of goods. The reporter was informed that the organization would be complete in a few days, and that the company would be in full operation shortly thereafter, with temporary quarters somewhere until they could erect their own building.

Sundry Sarcasms.

The best dressed man is the man who wears clothes that are paid for by honest labor.

There is not much in a name. It is generally the Bank of Fidelity that fails to return money to depositors.

It is impossible for a millionaire to make a will to suit the thousand and one people who have plans of their own concerning the disposition of his property.

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

STUDLEY & BARCLAY,

4 Monroe St.,

GRAND RAPIDS, MICH.

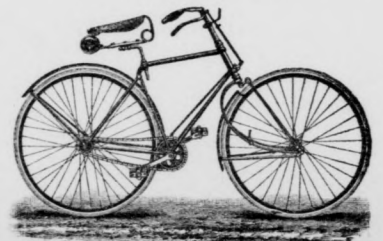
Our Motto: "New Styles."

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, 1898. 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.



Gripsack Brigade.

Geo. Amiotte, traveling representative for Snyder & Straube, the Muskegon confectionery house, was recently married to Miss Hattie Flaggert.

G. R. Paris, who has acted as office assistant for the Owosso Casket Works for five years past, has engaged to travel for the Kalamazoo Casket Co.

R. B. Orr, who was the first man to carry a carpet sweeper out of Grand Rapids as a regular salesman, having gone on the road in 1878 for the late M. R. Bissell, is now on the road for the Goshen Sweeper Co.

Kendall W. Hess, who has traveled through the South the past eighteen months for the Filer & Stowell Co., of Milwaukee, has resigned his position to embark in the machinery supply business at New Orleans.

THE TRADESMAN has now in preparation its tenth annual list of the traveling men of Grand Rapids, divided, as usual into two classes—those who represent Grand Rapids houses and those who represent outside houses. Any information tending to render the list more complete will be thankfully received.

During the seventeen years of its existence, only one death claim has not been paid by the Michigan Commercial Travelers' Association—and that because no beneficiary of the deceased has ever been found. The \$2,500 is not included in the reported assets of the organization, as it has been placed in a special deposit, payable to the heirs of the late C. D. Herrick, in case they ever turn up.

The annual convention of the Michigan Knights of the Grip, which was held at Detroit last Tuesday and Wednesday, was largely attended. The report of the Secretary showed an increase in the membership during the year from 336 to 1,463 and a balance of \$110.23 in the treasury. The reports of the committees and vice-presidents were excellent in character and were well received. Election of officers resulted as follows: President, N. B. Jones, Lansing; Secretary, J. L. McCauley, Detroit; Treasurer, Geo. A. Reynolds, Saginaw; Board of Directors, A. C. Northrop, Jackson; J. A. Gonzales, Grand Rapids, for three years; C. E. Cook, Bay City; George E. Bardeen, Kalamazoo, for two years, and E. P. Waldron, St. Johns, and George DeForest, of Detroit, for one year.

Robert E. Frazier of the Michigan Knights of the Grip: "You, gentlemen, are a very strong and active factor in civilization. You are the lifeblood that flows through the arteries of business. In business you are the active and chief exponents. Traveling men are everywhere at all times, like the Great Creator, *sumper ubique*. I give it to you in Latin because you will all understand it. (Loud laughter). In the vernacular, I am told, it means, 'always everywhere.' I never met a traveler in my life whom I would call a modest man. He is an animal of various acquirements; he will tell you the best hotel to stay at; he is a digest of time tables; he will tell you of the latest prima donna and of the best preacher in every town he visits. While on the road he will play with you a game of pedro; and I am informed that a number of them here would not turn their backs on a game of draw. To the tenderfoot I would say 'follow the traveler and you will land in Heaven, if there is a Heaven anywhere.'" (Loud laughter)

The eighteenth annual meeting of the Michigan Commercial Travelers' Association was held at Detroit last Friday. D. Morris, Secretary-Treasurer, reported a membership of 562 and a balance of \$13,751.71 in the treasury. Election of officers resulted as follows: President, John McLean, Detroit; Vice-Presidents, W. H. Baier, Detroit; Hubbard Baker, Grand Rapids; W. F. Ninneman, Muskegon; F. H. Bowen, Jackson, and George Crawford, Big Rapids; Board of Trustees, Samuel Rindskoff, J. L. McCauley and T. J. Chamberlin, all of Detroit; Trustees of the Reserve Fund, Eugene Baffey, J. W. Ailes and John A. Murray, all of Detroit. An amendment to the constitution was submitted by Mr. McLean and unanimously adopted, which adds to the eligible membership proprietors, bookkeepers, managers and superintendents of legitimate manufacturing and wholesale concerns, in addition to the traveling men and buyers, who were heretofore the only men eligible to membership. Under this arrangement, President McLean confidently predicts an increase of the membership to 1,000 by the date of the next annual meeting.

Chas. G. McIntyre, son of the late John H. McIntyre, was born in this city Aug. 28, 1866, and attended the ward and grammar schools on the West Side. In 1882 he entered the employ of E. S. Pierce as clothing salesman, remaining there a year, when he transferred his allegiance to Scott & Williams. On the failure of that firm, three years later, he went behind the counter for Houseman, Donnally & Jones, with whom he remained three years. He then affiliated with the new wholesale dry goods and notion house of F. W. Wurzburg's Sons & Co., which was subsequently changed to F. A. Wurzburg & Co. During a two years' service with this house, he put in six months for Wm. Taylor, Son & Co., Cleveland. He then traveled a few months for J. Steinfeld, jobber of clothing and men's furnishing goods at Cleveland, when he engaged to go on the road for Swartout & Downs, with whom he has just engaged to travel during 1893. His territory includes all the good towns in the northern portion of the Lower Peninsula north of the F. & P. M. Railway, and he manages to call on his trade every five weeks. Mr. McIntyre was married Aug. 29, 1887, to Miss Carrie E. Tracy and two little daughters complete the family circle at 79 Clancy street. Mr. McIntyre is young and energetic and has many years of usefulness ahead of him.

The Drug Market.

Quinine is steady and unchanged.
Opium remains easy but is a little firmer abroad.
American saffron is very scarce and has doubled in value.
Gum tragacanth continues to advance and higher prices will rule.
The National Lead Co. has reduced its price ¼ cent.
Chlorate of potash has advanced.
Caster oil is higher.

Purely Personal.

Frank A. Stone has returned from England and resumes his former position with H. Leonard & Sons in the course of a day or two.
N. B. Blain, the Lowell dry goods dealer, was in town one day last week, brightening the offices of his friends with his sunny presence.

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 For \$10.



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 Verner, 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. Verner, Detroit.
Treasurer—Geo. Gundrum, Ionia.
Next meeting—Saginaw, Jan. 11.

Michigan State Pharmaceutical Ass'n.

President—Stanley E. Parkhill, Owosso.
Vice-Presidents—E. 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 Verner.
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.

A New Scheme to Draw Trade.

Written for THE TRADESMAN.

History repeats itself. All movements are cyclical. Business tactics, everywhere, and at all times, are nothing more nor less than a perpetually recurring series of these cyclical movements. This is an advertising age. To catch the eye and ear of the fickle, gullible public is the great desideratum. Novelty follows novelty, and each completes a circuit on an orbit of its own. The ingenuity of man is so nearly exhausted in supplying this ever-increasing demand for novelty that it has come to pass that the man who can invent the biggest advertising lie is supposed to make the biggest haul of "suckers." Men pay big money for trade-drawing novelties, and the demand was never greater than at the present moment.

A long time ago there lived a man who said, "Honesty is the best policy" on which to run a business;" but, after a while, the people got tired of it and demanded a change. This so grieved the old man that he took passage on Biela's comet and went off on an extended trip through the universe. Generations have died off since the old man took his departure from earth, and, of course, no one now living ever saw him. No wonder that, when our wise men announced, a short time ago, that this old comet, with her solitary passenger, was approaching the earth, the people became excited. No wonder that every old telescope was brought down from the garret and denuded of its cobwebs and dust; and that the people gathered in groups and stood out in the frosty night air and breathlessly watched for just one poor dim glimpse of an honest man. But they were doomed to bitter disappointment. When the old man saw the true condition of things on earth, he said it was no use and told Biela to turn the comet around before the people on earth should have a chance to catch a glimpse of it, and then make for some more friendly port. It is very doubtful if this generation will ever come so near seeing a real, genuine honest man.

But, seriously, I believe that the times are ripe for a few retailers to make a big scoop by adopting this homely old-fashioned policy. Don't laugh, gentle reader—I actually mean it. You say that there is no such thing as an honest man any more, and that I'm only talking through my hat. Wait, please, and give me a chance to explain my scheme. I know, just as well as you do, that our brilliant age has outgrown such old fog notions as "Honesty is the best policy," and I know, too, just as well as you do, that the last honest man was starved to death ever so long ago; and that is the

very reason I present my scheme. The man who can hit upon a novelty that was never heard of by his customers, and one which he can monopolize in his own town without fear of competition from any of his rivals in trade, is "cock of the walk" to-day. This is just the very thing for which every wide-awake retailer is striving.

To no longer keep you in the dark, I will explain: *As a novelty, there is nothing on earth to-day that will beat honesty.* Any man who will adopt it as a policy can build up a sure and lucrative business. It used to be said that honest men could not make a success as merchants. That was true at that time. There were too many honest men in the business, and, consequently, competition was too brisk to make success possible. Times have changed, however, and now it can be as truthfully said that the other fellows cannot make a success of it, and for the same reason.

The retailer who will adopt honesty as a business policy and a trade-drawing novelty need never lose any sleep through fear of competition. There would not be an iota of danger of his competitors breaking their necks in a wild scramble to steal away his increased trade by adopting his policy; he would have it all his own way—there is not the least doubt about it. His competitors for ten miles around him would keep right on trying to fool the people as they now do, by false advertising and deceptive representations. They would keep right on hatching out little lottery and prize gift schemes, and devising tricks and inventing novelties, all for the purpose of humbugging the dear people and making them believe that they are getting something for nothing.

No, the honesty policy retailer would have nothing to fear from his competitors. He would have "a soft snap" and his success would be assured from the start. Why, if it should get out once that there was a *real flesh and blood honest retailer of merchandise in actual business somewhere*, the people would find him if they had to search for him through the attics, basements and back alleys of the entire city. Of course, it is generally understood that the people are fools; yet they have sense enough left to recognize a falsehood, whether it be presented in the form of an advertisement, a misleading statement, a deceptive representation or a square-toed, flat-footed lie. They still have enough sense to distinguish between right and wrong, and they have good dollars for the retailer who will treat them right.

This novelty of which I speak differs from the popular ones in common use in that it takes months—aye years—to realize its advantages as a drawing card; but when they are once practically gained, all the commercial convulsions in Christendom cannot destroy them. They are constant and permanent, and, so long as the policy is strictly adhered to, there will be no lack of customers.

Dear reader, if you are about to become a retail merchant, with the intention of remaining one the balance of your life, or until you are able to retire successfully, and especially if you desire to accomplish your work in one certain place, then adopt this *now* new policy of honesty if you can. I say *if you can*, for, if you lack the long-suffering required in laying your foundation, and

the sterling, uncompromising traits of character which are absolutely necessary, you had better not undertake it, you would surely fail. You see, I address you as one about to enter the mercantile business. I do this because the chances are that, if you are already in business, you have already established a record that would forever disqualify you from making a success of the policy I advocate.

Now, as to a few simple instructions, and then I will leave the matter with you for careful consideration. In the first place, decide upon a strictly one-price, spot-cash basis. Don't say that a spot-cash basis is impossible I know better—it *is possible*. Adopt your rules and regulations *in the start, and then never deviate from them for friend or foe*. Show no partiality in your place of business, but treat with the same attention and courtesy all who enter. Answer every question asked by a customer, and in which the customer is concerned, promptly and truthfully, and never, *under any circumstances*, whatever, defraud, deceive, mislead, cajole, banter or humbug him in any business transaction. *Never tell a lie*. (If your constitution can't stand the strain, steal away quietly and lie to your mother-in-law till you are black in the face, but *never lie to a customer*.) If you can't sell your shoddy without calling it something else, then don't sell it. Burn it up, if need be, but never tell a lie about it. If your customer asks you for a genuine calfskin shoe worth about \$2, tell him you haven't such a thing. Show him your veals and buffs and explain the difference to him. Of course, he will not believe you and will go somewhere else and pay \$2.50 for the same thing. You see he is so used to paying merchants for lying to him that it will take him some time to get over it. Don't get discouraged. The poor fellow will learn, after a while, that he can buy his shoes of you without being compelled to pay a little extra for a lie thrown in. He will learn, first, that his money will not tempt you to lie; second, that he can get along just as well without being lied to. If your customer asks for pure elder vinegar, tell him you haven't it. Of course, he will go somewhere else and buy, but sometime he will learn that it came out of a barrel just like yours. Never abuse a customer for doubting your word and going to another store to make his purchase. Remember how he has been educated and, when he goes away, pity him; if you are of a religious turn of mind, pray that he may be speedily delivered from his enemies. Follow these instructions and "keep a stiff upper lip," and, sooner or later, you will come out on top as sure as fate.

E. A. OWEN.

A Paper Match.

A Swedish engineer named Frederickson, after several years of study and experiment, has produced an ingenious substitute for the ordinary match. His invention is a paper match, described as resembling in its general construction the coiled tape measure used by tailors. The coil in this instance is a roll of paraffined paper inclosed in a metallic case, one end of the paper projecting after the fashion of the tape measure, and at regular intervals on the paper are small points covered with an igniting substance. One has only to give the end of the paper a smart pull, bringing the igniting point in contact with a small steel plate, and a light is struck which

burns slowly and evenly. When the roll is exhausted a fresh one can be inserted in its place. Twenty men and eighty boys can make, it is said, a million of these matches in an hour, and it is confidently claimed that this useful and not very costly appliance of civilization will be both cheapened and simplified by the new invention.

The Dog Ate the Money.

An Italian laborer of Detroit was paid some money the other day, \$23 in all, and took it home to his wife. After counting the money over together they laid it on the table for a moment while they adjourned to the corner grocery to celebrate their wealth. Returning in a few minutes, they found the money gone. There was nobody in the house but a mangy yellow cur, and after looking high and low for the funds they concluded that he must have stolen them, especially as on examination they found a bit of green paper adhering to his teeth. Accordingly the dog was sacrificed and a post mortem held on his remains, with the result that all the money was found in his stomach. It was torn into pieces, but these were carefully fitted together and forwarded through a bank to the treasury for redemption.

T. H. NEVIN CO.'S

Swiss Villa Mixed Paints

Have been used for over ten years. Have in all cases given satisfaction. Are unequalled for durability, elasticity and beauty of finish. We carry a full stock of this well known brand mixed paints. Send for sample card and prices.

Hazeltine & Perkins Drug Co.,

STATE AGENTS

GRAND RAPIDS, MICH.

La Grippe may catch but cannot overcome those protected by frequent use of

GUSHMAN'S

Menthol Inhaler.

It destroys the microbes lodged on the mucous membranes and arrests progress of the disease. Recommend it to your customers for colds, sore throat, catarrh, headache and neuralgia. Show them the inhaler, they will appreciate it by buying one at 50 cents.

Attractive Advertising. Druggists sending me order for one dozen Inhalers at \$3.75 to be shipped by their jobber will receive, by mail prepaid, 250 Japanese napkins with their name inserted in the advertisement therein, also cards and circulars if desired.

Order early so as to receive the Inhalers in time for the demand.

H. D. CUSHMAN,
Three Rivers, Mich.

CINSENG 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.



FREE TO F. A. M. A Colored Engraving of Chinese Masons at work, also, large Catalogue of Masonic books and goods with bottom prices. N-w Illustrated History of Freemasonry for Agents. Beware of the spurious Masonic books. REPIDING & CO., Publishers and Manufacturers of Masonic Goods, 731 Broadway, New York.

Wholesale Price Current.

Advanced—Saffron, gum tragacanth, chlorate potash, castor oil.
Declined—White Lead.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzofcum German.	65 75	" " F.	50
Boricum	30 30	Aloes.	60
Carbolicum	25 35	" and myrrh.	60
Citricum	50 52	Arnica.	50
Hydrochlor.	3 5	Asafetida.	0
Nitrosum	10 12	Atrope Belladonna.	60
Oxalicum	10 12	Benzoin.	60
Phosphorium dil.	20	Berberis.	50
Salicylicum	1 30 70	Bismuth.	50
Sulphuricum	1 1/2 5	Camphora.	50
Tannicum	1 40 60	Cinchona.	50
Tartaricum	3 00 33	" Co.	60
AMMONIA.		Columba.	50
Aqua, 16 deg.	3 1/2 5	Conium.	50
" 20 deg.	5 1/2 7	Cubeba.	50
Carbonas	13 14	Digitalis.	50
Chloridum	13 14	Ergot.	50
ANILINE.		Gentian.	50
Black	2 00 2 25	" Co.	60
Brown	80 1 00	Gualca.	50
Red	45 50	" ammon.	60
Yellow	2 50 3 00	Zingiber.	50
BACCÆ.		Hyoscyamus.	50
Cubæe (po 60)	50 60	Iodine.	75
Juniperus	8 10	" Colorless.	75
Xanthoxylum	2 20 30	" Ferr Chloridum.	35
BALSAMUM.		Kino.	50
Copaiba	45 50	Lobelia.	50
Peru	2 1 30	Myrrh.	50
Terabin, Canada	45 50	Nux Vomica.	50
Tolutan	35 50	Opil.	85
CORTEX.		" Camphorated.	50
Abies, Canadian	18	" Deodor.	2 00
Cassia	11	Aurant Cortex.	50
Cinchona Flava	18	Rhatany.	50
Euonymus atropurp.	30	Cassia Acutifol.	50
Myrica Cerifera, po.	20	" Co.	50
Prunus Virgini.	12	Serpentaria.	50
Quillaja, grd.	10	Stromonium.	60
Sassafras	12	Tolutan.	60
Ulmus Po (Ground 15)	15	Valerian.	50
EXTRACTUM.		Veratrum Veride.	50
Glycyrrhiza Glabra.	24 25	MISCELLANEOUS.	
" po.	32 35	Æther, Spts Nit, 3 F.	25 30
Haematox, 15 lb. box.	11 12	" " 4 F.	32 34
" 1s.	13 14	" ground, (po.	3 4
" 1/2s.	14 15	Annatto.	55 60
" 1/4s.	14 15	Antimoni, po.	4 5
" 1/8s.	16 17	" et Potass T.	55 60
FERRUM.		Antipyrin.	1 40
Carbonate Precip.	2 15	Antifebrin.	2 25
Citrate and Quinia.	2 30 50	Argent Nitras, ounce.	60
Citrate Soluble.	2 80	Arsenicum.	5 7
Ferrocyanidum Sol.	2 50	Balm Gilead Bud.	38 40
Solut Chloride.	2 15	Bismuth S. N.	2 30 25
Sulphate, com'l.	2 7	Calcium Chlor, 1s, 1/2s	11
" pure.	2 7	12; 1/2s, 14	11
FLORA.		Cantharides Russian,	11
Arnica	18 20	po	1 00
Anthemis	3 25	Capsici Fructus, af.	2 30
Matricaria	40 50	" po.	2 30
FOLIA.		" B po.	2 30
Barosma	40 1 00	Caryophyllus, (po. 14)	10 12
Cassia Acutifol, Tin-	25 28	Carmine, No. 40	3 7
nively	25 28	Cera Alba, S. & F.	50 55
" Aiz.	35 50	Cera Flava.	35 40
Salvia officinalis, 1/2s	15 25	Cocculus.	2 40
and 1/4s.	15 25	Cassia Fructus.	2 22
Ura Ursi.	8 10	Centauria.	2 40
GUMMI.		Cetaceum.	60 63
Acacia, 1st picked.	2 75	Chloroform.	60 63
" 2d	2 50	" squibbs.	2 25
" 3d	2 40	Chloral Hyd Crst.	1 35 21 60
" sifted worts.	2 25	Chondrus.	20 25
" po.	60 80	Cinechonidine, P. & W	15 20
Aloe, Barb. (po. 80)	50 60	" German	3 12
" Cape, (po. 20)	2 12	Corks, list, dis. per	60
Socotri, (po. 80)	2 50	cent	35
Catechu, 1s, 1/2s, 1/4s,	1 10	Creosotum.	2 3
10)	55 60	Creta, (bbl. 75).	2 2
Ammoniac (po. 35)	30 35	" prep.	5 5
Assafetida, (po. 35)	30 35	" precip.	5 11
Benzoinum.	50 55	" Rubra.	8
Camphora.	55 58	Crocus.	60 65
Euphorbium po.	35 40	Cudbear.	24
Galbanum.	2 50	Cupri Sulph.	5 6
Gamboge, po.	70 75	Dextrine.	10 12
Gualacum, (po 30)	2 25	Ether Sulph.	70 75
Kino, (po 50)	2 45	Emery, all numbers.	2 6
Mastic.	2 40	Ergota, (po. 75)	70 75
Myrrh, (po 45)	2 40	Flake White.	12 15
Opil, (po 2 80)	2 00 2 10	Galla.	2 23
Shellac.	25 35	Gambier.	7 8
" bleached.	30 35	Gelatin, Cooper.	70
Tragacanth.	40 1 00	" French.	40 60
HERBA—In ounce packages.		Glassware flint, by box	70 & 10.
Absinthium.	25	Less than box 66 1/2	
Eupatorium.	20	Gum, Brown.	30 15
Lobelia.	25	" White.	130 25
Majorum.	25	Glycerina.	15 1/2 20
Mentha Piperita.	23	Grana Paradisi.	2 22
" Vir.	25	Humulus.	25 55
Rue.	30	Hydraog Chlor Mite.	2 85
Tanacetum, V.	25	" Cor.	80
Thymus, V.	25	" Ox Rubrum.	90
MAGNESIA.		" Ammoniatl.	1 00
Calcined, Pat.	55 60	Unguentum.	45 55
Carbonate, Pat.	20 22	Hydrargyrum.	64
Carbonate, K. & M.	20 25	Ichthyobolla, Am.	1 25 1 50
Carbonate, Jennings.	35 38	Indigo.	75 100
OLEUM.		Iodine, Resub.	3 80 3 90
Absinthium.	3 50 4 00	Iodoform.	24 70
Amygdalæ, Dulc.	45 75	Lupulin.	1 20 1 25
Amygdalæ, Amarae.	8 00 8 25	Lycopodium.	60 65
Anisi.	1 80 2 15	Mace.	75 80
Ipecac.	40 60	Liquor Arsen et Hy-	
Ferri Iod.	2 75 3 00	drang Iod.	2 27
Aurant Cortes.	2 25 3 50	Liquor Potass Arsenitis.	10 12
Rhei Arom.	60 65	Magnesia, Sulph (bbl	20 5
Caryophylli.	70 75	1/4)	
Cedar.	35 65	Mannia, S. F.	60 68
Chenopodii.	60		
Cinnamoni.	1 00 1 10		
Citronella.	45		
Conium Mac.	35 65		
Copaiba.	90 1 00		

Morphia, S. P. & W.	1 70 1 95	Selditz Mixture.	20	Lindseed, boiled	52 55
" S. N. Y. Q. &	1 60 1 85	Sinapis.	18	Neat's Foot, winter	
C. Co.	1 60 1 85	" opt.	30	strained	50 60
Moschus Canton.	2 40	Snuff, Maccaboy, De	35	Spirits Turpentine.	36 40
Nux Vomica, No. 1.	65 70	Voes.	35	PAINTS. bbl. lb.	
Nux Vomica, (po 30)	20 22	Snuff, Scotch, De. Voes	35	Red Venetian.	1 1/2 2 3
Op. Sepia.	20 22	Soda Boras, (po. 11)	10 11	Ochre, yellow Mars.	1 1/2 2 4
Peppin Saac, H. & P. D.	20 22	Soda et Potass Tart.	27 30	" Ber.	1 1/2 2 3
Co.	20 22	Soda Carb.	1 1/2 2	Putty, commercial.	2 1/2 3 1/2
Picis Liq. N. C. 1/2 gal	2 00	Soda, Bi-Carb.	2 5	" strictly pure.	2 1/2 3 1/2
Picis Liq. N. C. 1/4 gal	1 00	Soda, Ash.	3 1/2 4	Vermillon Prime Amer-	
Piper Liq., quarts	2 00	Soda, Sulphas.	2 2	ican.	13 16
" pints	2 00	Spts. Ether Co.	50 55	Vermilion, English.	65 70
Pil Hydrarg. (po. 80)	2 85	" Myrcia Dom.	2 25	Green, Peninsular.	70 75
Piper Nigra, (po. 22)	2 1	" Myrcia Imp.	2 30	Lead, red.	6 1/2 7 1/2
Piper Alba, (po 55)	2 1	" Vini Rect. bbl.	2 55 2 65	" white.	6 1/2 7 1/2
Pix Burgun.	2 7	Less 50 gal, cash ten days.	2 55 2 65	Whiting, white Span.	2 70
Sanguinaria.	50	Strychnia Crystal.	1 40 1 45	Whiting, Gliders.	2 90
Barosma.	50	Sulphur, Subl.	2 4 3 4	White, Paris American	1 0
Cantharides.	75	" Roll.	2 1/2 3	Whiting, Paris Eng.	
Capsicum.	50	Tamarinds.	8 10	cliff.	1 40
Ca damon.	75	Terebenth Venice.	28 30	Pioneer Prepared Paint	20 1 1/4
" Co.	75	Theobromae.	40 45	Swiss Villa Prepared	
Castor.	1 00	Vanilla.	9 00 16 00	Paints.	1 00 2 1 30
Catechu.	50	Zinci Sulph.	7 8	VARNISHES.	
Cinchona.	50			No. 1 Turp Coach.	1 10 1 20
" Co.	60			Extra Turp.	160 1 70
Columba.	50			Coach Body.	2 75 3 00
Conium.	50			No. 1 Turp Furn.	1 00 1 10
Cubeba.	50			Eutra Turk Damar.	1 55 1 60
Digitalis.	50			Japan Dryer, No. 1	
Ergot.	50			Turp.	70 75
Gentian.	50				
" Co.	60				
Gualca.	50				
" ammon.	60				
Zingiber.	50				
Hyoscyamus.	50				
Iodine.	75				
" Colorless.	75				
" Ferr Chloridum.	35				
Kino.	50				
Lobelia.	50				
Myrrh.	50				
Nux Vomica.	50				
Opil.	85				
" Camphorated.	50				
" Deodor.	2 00				
Aurant Cortex.	50				
Rhatany.	50				
Cassia Acutifol.	50				
" Co.	50				
Serpentaria.	50				
Stromonium.	60				
Tolutan.	60				
Valerian.	50				
Veratrum Veride.	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.

Table with multiple columns listing various grocery items such as AXLE GREASE, BAKING POWDER, CHOCOLATE, CHEESE, COFFEE, CRACKERS, DRIED FRUITS, FISH-SALT, and MEASURES. Includes sub-sections like 'COUPON PASS BOOKS' and 'COUPON BOOKS' with 'ONE CENT COUPON' and 'TRADESMAN' logos.



SPICES.

Table listing various spices and their prices, including items like Allspice, Cassia, Cloves, Mace, Nutmegs, Pepper, and Sage.

Table listing various sugar and syrup products, including Scouring, SUGAR, SYRUPS, and SWEET GOODS.

Table listing various oil and tobacco products, including Banner Tobacco Co.'s Brands, The Standard Oil Co. quotes, and HIDES PELTS AND FURS.

Table listing various fish and oyster products, including Bologna, Pork loins, Sausage, Mutton, Veal, and FISH AND OYSTERS.

Table listing various shell goods and paper/woodenware products, including SHELL GOODS, PAPER & WOODENWARE, and PROVISIONS.

Table listing various poultry and other goods, including Poultry, Plain Creams, Decorated Creams, and CROCKERY AND GLASSWARE.

COUNTERFEIT BANK NOTES.

The Extent to Which Their Manufacture is Carried On.

The advent of the national currency and the issue of Treasury notes, which were made a necessity by the war, were hailed with delight by business men because they drove the old State Bank issues and the notes of private bankers out of circulation and supplied a paper currency which was, for a long time, accepted without question, which was at par all over the United States and practically exempt from counterfeiting. The counterfeit detectors went out of use for a time, for there was no occasion for them. It is true that the fractional currency was extensively counterfeited, but the issues were rapidly changed and the prompt reappearance of silver change at the close of the war remedied that evil.

But, little by little, the old state of things as to bad paper money appears to be returning. Spurious, altered and counterfeit notes are getting to be more numerous, and the counterfeit detectors are again coming into use because bad bills are getting to be more plentiful. The latest issue of *Underwood's Counterfeit Reporter* describes 113 different kinds of bad national currency notes in circulation, and seventy-six different kinds of counterfeits of Treasury notes, besides eleven kinds of bad money printed from the genuine plates stolen, and feloniously put into circulation. These are of all denominations, from a one dollar national currency note to Treasury notes and United States bonds of the value of \$1,000 each. Making a modest estimate that only \$5,000 of each kind of bad paper money known to be in circulation has been issued, would give the alarming sum total of \$1,000,000 taken from the capital of honest men. It is probable, however, that a much larger sum is the real figure. It is known that Jay Cooke & Co., the agents of the Treasury Department, redeemed many thousands of the most dangerous counterfeits of the earliest \$1,000 Treasury notes. The counterfeit was so perfect that many experts declared that they were printed from the genuine plates at the Bureau of Engraving and Printing.

There are some notable features of the current counterfeits that point out the palpable reason why the increase has got to be so alarming. Take, for instance, the counterfeits of the issues on the national banks of the denomination of five dollars. There are about forty different kinds described on about as many different banks.

The most striking fact in the counterfeit list is the evidence that the same counterfeit plate is used, with but slight alterations, to issue counterfeits of different banks. The reason why this can so easily be done is because the genuine notes of all the national banks in the United States of the denomination of five dollars were in most respects precisely alike. It, therefore, follows as a matter of course that a counterfeit of one national bank of the United States of the denomination of five dollars was a counterfeit mainly of all other national bank issues of that denomination. When, therefore, a counterfeit of any one bank note was discovered and described in the counterfeit detector the counterfeiter had only to make slight alterations to be able to use the same plate to print a counterfeit on another bank. So successful was the counterfeit on the first issue of na-

tional bank notes of the denomination of five dollars that it became necessary to rearrange the design and recall the issue and print a new series. Then the new series was also counterfeited, and it became necessary to issue another, and this also has been successfully counterfeited.

Of course the plan of issuing so many genuine notes so nearly alike to the extent of hundreds of millions of dollars presented an irresistible temptation to the counterfeiter who could afford to pay fabulous prices for the engraving of counterfeit plates which could be so extensively used. Indeed, the counterfeiters did succeed in employing at enormous pay, one of the most expert engravers in the world, who had been largely employed in doing the genuine work.

The general plan of printing the national bank notes is to have a plate engraved for face and back to be used alike on all national bank notes. Then the names of the banks, the coats of arms of the respective states, the signatures and numbers are put in separately. Of course, the counterfeiter does the same thing. They do not even go to the trouble of numbering the counterfeits correctly, which they could easily do by reference to the published lists of the correct numbers. Neither do they always put in the correct name of the United States Treasurer or Register. Those names are never written on the genuine notes, but are printed from engraved fac-similies of the signatures of those officials. Few people can tell who those officials were at any particular time, and nobody can tell, except by referring to the official list, what are the genuine numbers of any bank note.

Thus the counterfeits of the first series of notes of the First National Bank of Chicago of the denomination of five dollars are printed from a counterfeit general plate which has the name of S. B. Colby as Register. The fact was that S. B. Colby was not the Register at the time the genuine notes were printed, and all the genuine notes bear the name of L. E. Chittenden as Register. The same is true of the counterfeits of the notes of the denomination of five dollars on the Central National Bank of Chicago, the German National Bank of Chicago, the First National Bank of Northampton, Mass., the First National Bank of Peru, Ill., the First National Bank of Lockport, N. Y., and others.

The counterfeit of the United States Treasury notes of 1869 of the denomination of 50s and 100s was so perfect that the Treasury was compelled to withdraw those issues from circulation and to prepare new plates for those denominations. The counterfeits of the Treasury notes issued in 1863 were pronounced equal to the original, and experts were cautioned not to take them. There was also a counterfeit of the Treasury note issued in 1869 of the denomination of \$500 that was pronounced one of the most dangerous counterfeits in existence, so that it was necessary for the department to retire that class of notes from circulation. Even the best experts were deceived with these.

The latest paper money issued by the Government has shared the fate of all predecessors. The silver certificates have been extensively counterfeited in all denominations—ones, twos, fives, tens, and twenties. Of course, persons who handle a great deal of money learn to de-

McDowell's Metal Polish.

Same as Putz Pomade, only in liquid.

This is the only Putz Liquid made. Cleans and polishes fine brass, copper, nickel, German silver, etc., removes rust. Slickest thing on the market for cleaning show cases, brass scoops, scales, signs, nickel on stoves, bicycles, copper boilers, kettles, shovels, andirons, tongs, and all metals.

Used by Grand Rapids and many other Fire Departments, John Phillips & Co., show case manufacturers, Detroit.

Trade supplied by

STRONG, COBB & Co., Cleveland.

FARRAND, WILLIAMS & CLARK, Detroit.

HAZELTINE & PERKINS DRUG Co., Grand Rapids.

FOSTER, STEVENS & Co., Grand Rapids.

THE McDOWELL METAL POLISH CO.

DETROIT and GRAND RAPIDS.

Beware of all polishes claiming to be Putz Liquid. This is the only one made. Look for our trade mark "PERFECT." Genuine Putz Pomade is known as "Trumpine" and "Spiked Top Helmet." All imitations have a tassel on top of helmet of either paste or liquid.

Borsum's Putz Liquid.

The mineral is imported from Austria.

Gold Medal Goods.

REALIZING the demand, on the part of the retail trade, for a line of goods of standard purity and strength, which can be depended upon at all times for uniformity and excellence, we recently put on the market several articles in the grocery line under the brand of

GOLD MEDAL.

The reception accorded these goods has been so hearty and the sentiment of the trade being so emphatically in favor of goods of undoubted quality, we have decided to add largely to our list of GOLD MEDAL goods, to the end that dealers may be able to purchase a full line of goods in which they can place the most implicit confidence.

"Not how cheap, but how good" applies with special force to the Gold Medal brand.

BALL-BARNHART-PUTMAN CO.

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.

fect bad bills almost by intuition, but poor people, who do not handle much money, are the greatest sufferers by counterfeiters.

"How can you tell a bad bill?" is often innocently asked of men who handle large sums of money. To tell bad money requires a great deal of experience and skill.

There are five-dollar national bank notes in circulation purporting to have been issued by the First National Bank of Cecil, Ill., the First National Bank of Galena, Ill., and the City National Bank of Utica, N. Y., and there are no such banks in existence.

It is commonly asserted that the notes of the Bank of England have never been counterfeited to the extent that ours have, and for this exemption some occult superiority in the engraving or paper is supposed to exist.

There is absolutely no excuse for keeping dirty money in circulation. The notes are now all prepared in the Bureau of Engraving and Printing.

every year. The only reason this obvious reform has not long ago been carried out is because it is only poor people who lose by bad money.

A good deal of popular justification has been occasioned by the use of what is called fiber paper and other paper which has threads running through it.

Photography is now so advanced that it is unsafe to print any paper money in black. It is true that photographic counterfeits are generally blurred and of poor color.

One fact is worthy of attention, that counterfeits have become more plentiful since the Bureau of Engraving and Printing has done all the work of printing the circulating medium.

It is strange that counterfeiters of national bank notes and Treasury notes have paid little or no attention to the numbering. There are three sets of numbers, for instance, on national bank notes, viz., the charter number of the bank, the bank number, and the Treasury number.

Since about every denomination of paper money now in use has been counterfeited, and there are so many counterfeits that 200 of them have been described; since the list is so large and so frequently increased that there are several publications devoted to the subject, and that a new list is published every two weeks, might it not be worth while to consider whether the Bureau of Engraving and Printing, which costs in the neighborhood of two millions of dollars a year, shall not be improved in some degree or abolished altogether?

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

THE NEW YEAR.

Written for THE TRADESMAN.

Against my door and window blinds December's breathing low; The Old Year walks the vale of death, Where lies his shroud of snow;

Come, Muse, with pen and ink and paper And sit beside me here; We'll burn away the midnight taper And learn how dies the year;

And, while we wait, let Memory scan With retrospective eye, The ruins where the feet of Time Swept like a meteor by;

But, lo, the New Year's chariot rolls Along the fleeting way, While Time aloft the scepter holds, Demanding royal sway;

M. J. WHISLEY.

STATE OF OHIO, CITY OF TOLEDO, ss. LUCAS COUNTY.

FRANK J. CHENEY makes oath that he is the senior partner of the firm of F. J. CHENEY & Co., doing business in the city of Toledo, County and State aforesaid, and that said firm will pay the sum of ONE HUNDRED DOLLARS for each and every case of catarrh that cannot be cured by the use of HALL'S CATARRH CURE.

Sworn to before me and subscribed in my presence, this 6th day of December, A.D. 1886. A. W. GLEASON, Notary Public.

Hall's Catarrh Cure is taken internally and acts directly on the blood and mucous surfaces of the system. Send for testimonials, 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 patron age of traveling men especially solicited.

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, Nov. 20, 1892.)

Arrive. Depart 10 00 p.m. Detroit Express 6 55 p.m. 4 30 p.m. Mixed 7 00 a.m. 10 00 a.m. Day Express 1 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 4:40 p.m., arriving at Grand Rapids 10:00 p.m.

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

Table with columns: Trains Leave, No. 14, No. 16, No. 18, No. 82. Rows: Lv. Chicago, Lv. Milwaukee, G'd Rapids, Lv. Ionia, St. Johns, Owosso, E. Saginaw, Bay City, Flint, Pt. Huron, Pontiac, Detroit.

Table with columns: Trains Leave, No. 81, No. 11, No. 13. Rows: Lv. Detroit, G'd Rapids, Lv. Ionia, G'd Haven, Milw'kee Str, Chicago Str.

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

Grand Rapids & Indiana.

Schedule in effect November 20, 1892.

TRAINS GOING NORTH. Arrive from Leavogue North. For Cadillac and Saginaw 6:45 a.m. 7:30 a.m. For Traverse City & Mackinaw 9:00 a.m. 1:10 p.m.

TRAINS GOING SOUTH. Arrive from Leavogue South. For Cincinnati 6:30 a.m. 7:00 a.m. For Kalamazoo and Chicago 9:00 a.m. 10:05 a.m.

SLEEPING & PARLOR CAR SERVICE. NORTH 1:10 p.m. train has parlor car Grand Rapids to Petoskey and Mackinaw. SOUTH 7:00 a.m. train—Parlor chair car Grand Rapids to Cincinnati.

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.

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.

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

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

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

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

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

THROUGH CAR SERVICE. Wagner Parlor Cars Leave Grand Rapids 1:25 pm, leave Chicago 5:25 p.m. Wagner Sleepers—Leave Grand Rapids *11:35 pm; leave Chicago *11:15 p.m.

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

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

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

THROUGH CAR SERVICE. Parlor Cars on all trains between Grand Rapids and Detroit. Parlor cars to Saginaw on morning train.

Toledo, Ann Arbor & North Michigan Railway.

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

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.

Meeting of Jackson Grocers' Union.
At the regular meeting of the Jackson Grocers' Union, held on the evening of Dec. 29, the roll call of officers showed all present except the Secretary and the Treasurer.

The business report of the Bureau of Collections and Information was presented, accepted and placed on file. The financial statement of the same Bureau was read and referred to the Auditing Committee, which subsequently reported it correct and a warrant for \$10.50 was ordered drawn in payment of same.

The Committee on Sugar Petition reported 67 signatures, and asked two weeks' further time to complete the work, which was granted.

The report of the Committee on Trade Interests was then taken from the table, which was as follows:

Your Committee on Trade Interests would respectfully submit the following subjects for your consideration:

1. The necessity of securing a larger percentage of the grocers of the city as members of the Union.

2. The protection of the grocers from the millers who sell goods from house to house, to the detriment of the retail trade.

3. The protection of the members of the Union from wholesale dealers in groceries, fruits, fish, produce, etc., who make a practice of selling their goods to hotels, restaurants, saloons, boarding houses and private houses, to the injury of the retail dealer, upon whom they are dependent for the greater portion of their business.

4. The protection of the grocers from the bakers and dealers in bakery goods who make a practice of selling their goods to hotels, saloons, boarding houses and private houses; and also those bakers who make a practice of selling their goods from their stores at less than the established retail price, all of which is detrimental to the retail grocer, and an injustice on the part of the baker, so long as he supplies the retail stores with goods of his manufacture.

5. To establish a uniform price on sugar, the most staple article which is sold, the price offered not less than 10 per cent. profit, and to be fixed by the Union from time to time as the wholesale price rises or falls.

We would recommend the adoption of the following resolutions:

Resolved—That a committee of three prominent grocers be appointed to interview the millers and ask them to sign an agreement not to sell their goods to hotels, boarding houses, saloons, restaurants or private houses, except the Hibbard, Hurd, Commercial and Stowell houses, and that they be privileged to exchange flour, feed and other mill products to the farmer for grain; and, further, that they may sell to their own employes at such prices as they see fit, and

Resolved—That a committee of three prominent grocers be appointed to visit the wholesale dealers in groceries, fruits, oysters and produce and ask them to sign an agreement not to sell goods to hotels, boarding houses and private houses or individuals not in trade, except the Hibbard, Hurd, Stowell and Commercial houses, and to their own employes, said agreement to be considered a roll of honor and to be open in the hall on nights of meetings for inspection, and

Resolved—That a committee of three prominent grocers be appointed to interview the bakers and dealers in bakery goods in the city and ask them to sign an agreement not to sell goods from their wagons to the customers of the retail grocers, or to hotels, boarding houses and private houses, or individuals not in trade, except the Hibbard, Hurd, Stowell and Commercial houses; also that they will not sell goods from their stores at less than the established retail price. Amended to allow bakers to sell boarding houses using over two loaves a day, and

Resolved—That a committee of three prominent grocers, with Mr. Cummings as chairman, be appointed to interview the grocers of the city not members of the Union, and try and induce them to join the Union.

The report was accepted and the resolutions were discussed *seriatim*.

On motion, the President was instructed to appoint a committee of three to interview the millers, in accordance with the first resolution.

On motion, the President was instructed to appoint a committee of three to interview the grocers, merchants and wholesale dealers, in accordance with the second resolution.

On motion, the President was instructed to appoint a committee of three to visit the bakers, in accordance with the third resolution.

On motion, the President was instructed to appoint a committee of three on membership, in accordance with the fourth resolution.

The special Committee on Membership Cards reported in favor of procuring cards such as are used by the Grand Rapids Retail Grocers Association, and the Secretary was instructed to ascertain the cost of same.

The Financial Secretary reported the receipts of the evening to be \$7.50—\$1.50 for the general fund and \$5 for the special fund.

W. H. PORTER,
Sec'y Pro Tem.

Decatur—Chas. Criffield is succeeded by Criffield & Dewey in the clothing and men's furnishing goods business.

The Equality Plan.

As stated by THE TRADESMAN of last week, the Michigan Wholesale Grocers' Association has adopted the "Equality Plan" for the sale of sugars, the new scheme going into effect on Tuesday of this week. The method in question is one which is designed to benefit both the retailer and wholesaler, inasmuch as it equalizes the difference of geographical location and places all small dealers on precisely the same relation to the primary markets of the country; in other words; the retail dealer really buys direct from the refiner, the jobber merely acting as a broker or go-between. A merchant at Traverse City, for instance, buys his sugar at the New York price on the day of purchase, plus the freight rate from New York to Traverse City, the freight paid by him for transporting the goods from purchasing point being rebated to him in the shape of an allowance on the invoice. Every other retail merchant in the State does precisely the same thing, whether his distributing point is Grand Rapids or Detroit or Jackson or Saginaw. Thus it comes about that the equality is extended to the retailers, who have the same relative advantage of the New York market as the wholesalers. No matter in what market he buys, the sugar is laid down to him at the same price, leaving him free to throw his trade to the house or market which treats him best and is most convenient to order from. The plan is now in use in fifteen other states—in some of them as long as three years—and in no case has the plan been abandoned wherever it has been introduced, proving pretty conclusively that the agreed price arrangement gives satisfaction to all concerned.

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade:
W. D. Struik, Byron Center.
W. A. Lovelace, Lilley.
Thos. Van Eenenaam, Zeeland.
H. Van Nord, Jamestown.
F. E. Campau, Alaska.
N. B. Blain, Lowell.

PRODUCE MARKET.

Apples—Baldwins and Spys command \$2.50@ \$3 per bbl., according to quality.

Beans—The market is not quite so stiff. Handlers pay \$1.35@1.50 for country picked, holding city picked at \$1.75@1.85 per bu.

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

Cabbages—Dealers hold \$5@6 per 100. Very scarce.

Celery—Winter stock is much inferior to fall stock, commanding 18@20c per doz. bunches.

Cider—12½@13c per gal.

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

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

Grapes—Malagas command \$7.50 per keg.

Honey—Clover is plenty, offerings have been free during the past month. The price has accordingly declined to 12½@13c.

Onions—Unchanged. Dealers pay 75c and hold at 90c per bu.

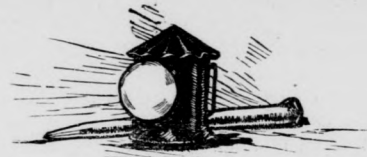
Parsnips—40c per bu.

Potatoes—The market continues weak and unsatisfactory. The seaboard cities are getting their supplies mainly from Nova Scotia and other Canadian provinces, depriving Western growers of that territory.

Squash—Hubbard, 2c per lb.

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

Turnips—35c per bu.



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.

WELL!

How did the
Year's business
Foot up?

Push it harder for '93.
Get your printing
done by the
Tradesman Company.

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,

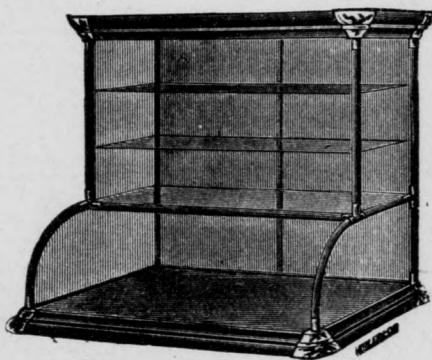
IMPORTERS AND WHOLESALE DEALERS IN

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

VOIGT, HERPOLSHEIMER & CO.,
WHOLESALE

Dry Goods, Carpets and Cloaks

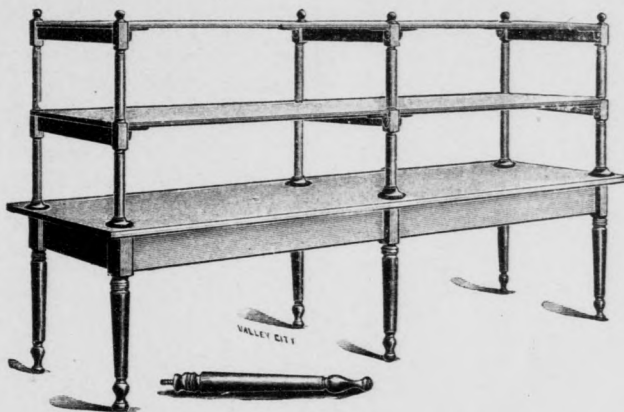
We Make a Specialty of Blankets, Quilts and Live Geese Feathers.

Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

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

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.

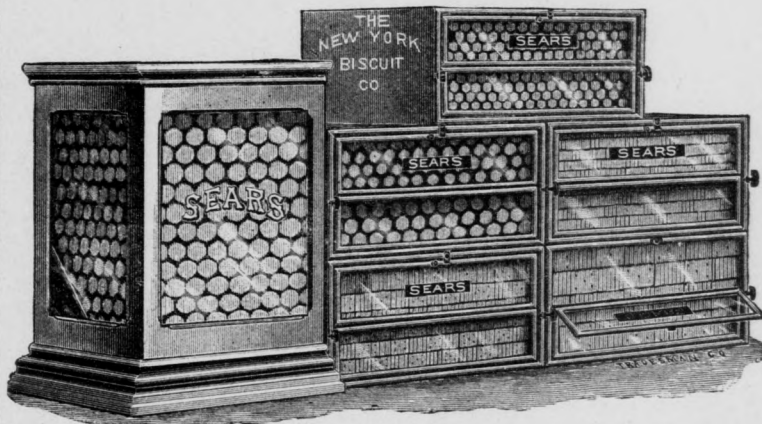
GRAND RAPIDS BOOK BINDING CO.,

89 Pearl St., Houseman Bldg.

Grand Rapids, Mich.

Cracker Chests.

Glass Covers for Biscuits.



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

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

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

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

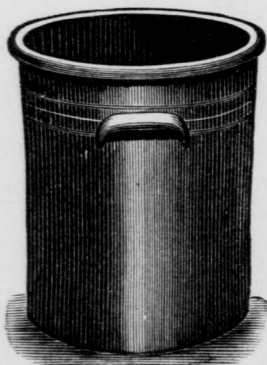
BLACK GLAZED AKRON STONEWARE.

To the Grocery Trade:

We call your special attention to our UNEQUALED GRADE OF FINE STONEWARE, for which we are exclusive selling agents. This quality far excels any ware previously offered in this State and the price is no more than for ordinary Akron ware. The output of the factory is limited and after a certain number of carloads are sold we shall have no more to offer for early shipment, therefore orders must be placed at once. If you have not received a card from our agent regarding his arrival at your town, we trust you will write to us, when we will be pleased to quote best possible prices for this important line.



JUGS.



MEAT TUBS—8, 10, 15, 20, 25, 30 gals.



FLOWER POTS—Pat. shoulder.



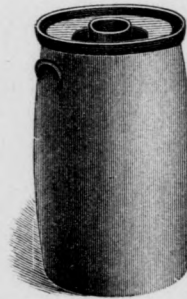
FLAT BOTTOM MILK PANS.



ROUND BOTTOM MILK PANS.



STEW PANS.



CHURNS.



BUTTERS—All sizes.

H. LEONARD & SONS,

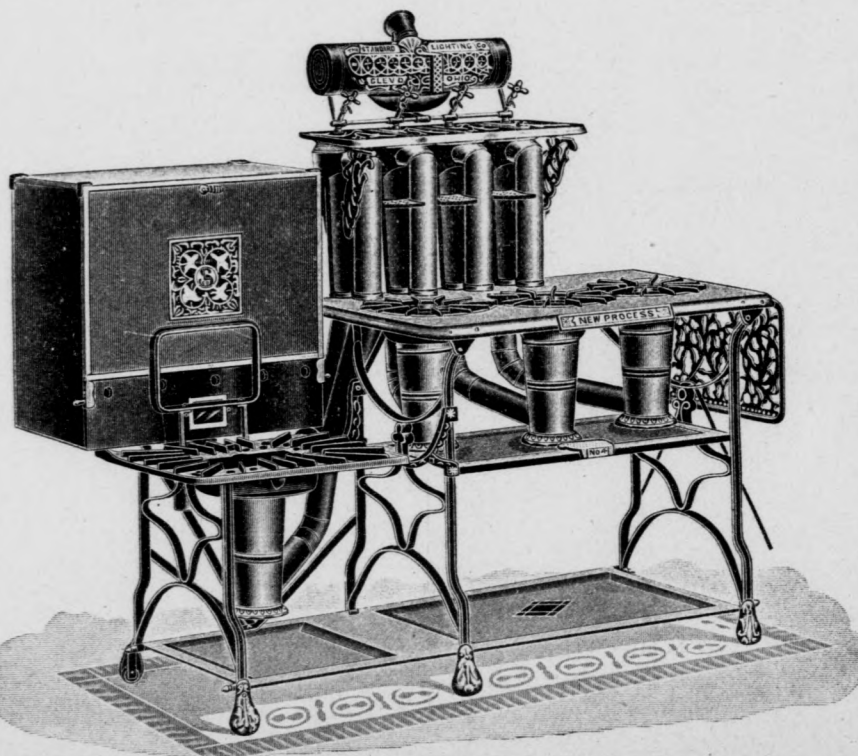
Selling Agents for the Best Factories.

'93-New Process Vapor Stove-'93

Cooking Made Easy.

A stove that lights like gas.
 A stove that makes no smoke or smell.
 A safe stove. An economical stove.
 A stove calling for no skill to operate it.
 A stove that never gets out of order.
 A stove that pleases the user, satisfies the dealer, and stays sold.
THE STOVE that has revolutionized the vapor stove business.
 Has a sight feed—needle valves silver plated.
 The burner drums are brass—heat collectors cast iron—never will rust.
 The grate and burner caps can easily be removed.
 The only stove correct in principle, "evaporates," does not "generate," and is absolutely without any of the complicated and annoying devices used on all vapor stoves before its introduction.

If this stove is not sold in your town, write to us for the agency. Only one dealer in a town. Prices guaranteed. Send for catalogue and discount.
 Agents for Junior Gasoline stoves, ovens, oil stoves, oil heating stoves, etc.



Be Up with the Times.

By actual test during the past three years, it has been proven that the "New Process" consumes less gasoline for the amount of heat given than any other style or kind of vapor stove. It is made without a "sub-fire," which device has proven very uncertain and unsatisfactory, causing trouble and giving off a disagreeable odor.

How does the "New Process" operate? The fluid drips, drop by drop (never runs), upon a brass evaporator (which is always visible) mixes with and carburets a current of air, descends to the burner, where it lights like gas. How simple! and yet that's all there is of it. All parts are made interchangeable and can be replaced.

The oven is made of asbestos—metal lined, is a most even, perfect baker and roaster, made on our patent "reflex" principle, arranged in semi-cabinet form, located on a comfortable working level. This oven can be shipped knocked down (the only oven made having this feature), and can be put together by adjusting six bolts, in five minutes. Any part can be supplied at a reasonable cost when necessary.