

# Michigan Tradesman.

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GRAND RAPIDS, JANUARY 11, 1893.

NO. 486

## 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.

**PERKINS & HESS**  
DEALERS IN

**Hides, Furs, Wool & Tallow,**

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

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.

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

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

**HEROLD-BERTSCH SHOE CO.**



## BEANS

W. T. LAMOREAUX CO.,

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

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

**MOSELEY BROS.,**

- WHOLESALE -

**FRUITS, SEEDS, BEANS AND PRODUCE,**

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

**Black Bass Cigars**

NEVER GO BEGGING Made only by

**G. F. FAUDE, IONIA, MICH**

THE NE PLUS ULTRA OF A NICKEL SMOKE!

OUR HOLIDAY CATALOGUE NOW READY.

*Send for it!*

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

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



See Quotations.



*Don't Forget when ordering*

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

To call on or address

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

Special pains taken with fruit orders.

**C. N. RAPP & CO.,**

9 North Ionia St., Grand Rapids.

**WHOLESALE FRUITS AND PRODUCE.**

Mail Orders Receive Prompt Attention.



**TELFER SPICE COMPANY,**

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

**TRUNKS**

**MARTIN MAIER & CO.,**

MANUFACTURERS

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

BEST MADE, BEST SELLING GOODS.  
PIONEER HOUSE.

LOWEST PRICES.

LARGEST ASSORTMENT.

**BAGS**

# STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

## -OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS,  
BIG RAPIDS,  
ALLEGAN.

MUSKEGON,  
GRAND HAVEN,  
HOWARD CITY.

MANISTEE,  
PETOSKEY,

CADILLAC,  
LUDINGTON.

HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS.

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

**THE BREAD  
RAISER**

# FOSFON

SUPPLANTS BAKING POWDER

Fosfon Chemical Co., Detroit, Michigan.

SOLD BY ALL RELIABLE CROCCERS.

## VOORHEES Pants and Overall Co., Lansing, Mich.

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

E. D. VOORHEES, Manager.

Who urges you to keep

# Sapolio?

*The Public!*

By splendid and expensive advertising the manufacturers create 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 good sell themselves, bring purchasers to the store, and help sell less know 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.*

## RINDGE, KALMBACH & CO.,

12, 14, 16 Pearl St.,

Manufacturers  
and  
Jobbers of

### Boots & Shoes.

Spring lines now ready  
for inspection

Would be pleased to  
show them.

Agents for the Boston  
Rubber Shoe Co.





# MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, JANUARY 11, 1893.

NO. 486

**BARLOW BROS. BUILD BLANK BOOKS**  
WITH THE PHILA. PAT. FLAT OPENING BACK  
SEND FOR PRICES GRAND RAPIDS, MICH.

**THE Grand Rapids FIRE INS. CO.**  
P. OMPT, CONSERVATIVE, SAFE.  
T. STEWART WHITE, Pres't.  
W. RED McBAIN, Sec'y.

## OYSTERS.

Solid Brand Cans.	
Seals	26
Standards	21
Daisy Brand.	19
Seals	24
Standards	15
Bulk.	17
Standards	1 20
Mince Meat—Best in Use.	
Lar. bbls.	5 1/2
40 pails.	6
20 pails.	6 1/2
10 pails.	6 1/2
21 lbs, usual weight, per doz.	3 50
51	3 50
Choice Dairy Butter in rolls.	23
Pt. Sweet Cider in bbls.	15
Vinegar.	10
Fry Florida Oranges.	3 00@3 50
Choice Messina Lemons, 300-360.	4 00@4 50
No. Pickles in bbls, 1300	6 50
" half bbls, 600	3 75
Peach preserves, 20 lb. pails.	07

**EDWIN FALLAS,**  
Prop Valley City Cold Storage,  
5-217 Livingston St., Grand Rapids.

**10 CENTS PER BOOK OF 100 LEAVES**  
**BARLOW'S Pat. Manifold TRACERS**  
(for tracing delayed Freight Shipments)  
**BARLOW'S Pat. Manifold TELEGRAMS**  
WESTERN UNION OR POSTAL LINES  
Sent Prepaid for above Price.  
or will Send Samples.  
**BARLOW BROS., GRAND RAPIDS, MICH.**

J. SHERMAN, Scientific Optician, 65 Monroe Street.  
  
Eyes tested for spectacles free of cost with latest improved methods. Glasses in every style at moderate prices. Artificial human eyes of every color. Sign of big spectacles.

ESTABLISHED 1841.  
**THE MERCANTILE AGENCY**  
**R. G. Dun & Co.**  
Reference Books issued quarterly. Collections attended to throughout United States and Canada

**The Bradstreet Mercantile Agency.**  
The Bradstreet Company, Props.  
Executive Offices, 279, 281, 283 Broadway, N.Y.  
**CHARLES F. CLARK, Pres.**  
Offices in the principal cities of the United States, Canada, the European continent, Australia, and in London, England.  
Grand Rapids Office, Room 4, Widdicomb Bldg.  
**HENRY ROYCE, Supt.**

## WON BY A DREAM.

"I am sorry to say, Blake, that I am under the impression that you will lose that case," said Dodworth to me as he entered my store and took a seat.

Dodworth is not only my lawyer, but also my trusted friend. We sat side by side in the town school and graduated from Princeton in the same year.

The case he referred to was one of long standing between myself and a shoe manufacturer named Fairfax. Some six months before Fairfax had supplied me with a large quantity of uppers of an inferior grade from those which I had ordered, and now he was trying to make me pay for them. I had demanded a reduction on the invoice price from Fairfax one day when I met him on the street, and to this he had made an oral agreement, but now he demurred and intended to sue for the full amount.

"But I can prove that he agreed to a reduction of 15 per cent.," I replied, rather nettled to find that my friend did not think I had a clear case.

"How can you prove it?" he asked dryly.

"Why, he said so himself, at all events."

"That is no proof. If you tax him about it in court he will, of course, say you are entirely mistaken, and there you are. If there was some outside party witness to the bargain—"

"There was."  
"Who was it?"

Ah, that was the rub. Ever since I had defied Fairfax to go to law and collect the bill, I had been trying to think of the gentleman who had been with me on that occasion. It was someone I did not know very well, and I had forgotten him within the hour, and now try my best I could not recall either his face or his name.

"If you can tell me who this party is, I will call on him and see if he recollects the matter," went on my friend. "If he does, you are safe; if not, your case goes to pieces."

"Fairfax must know him," I replied.  
"That isn't the point. Do you know him?"

"Yes; but I can't recall him now."  
"Well, try your best to do so during the day. I will call again late this afternoon."

With these words Dodworth passed out of the place, leaving me very busy with my thoughts.

Dodworth came back at 5 o'clock and cheerily asked what luck.

"None," I replied. "I couldn't think of that man's name if my life depended on it."

"Then you had better pay up and have the case quashed."

"Not a bit of it," I said, stubbornly. "I want you to fight him all you can. Put him under the closest cross examination you can possibly devise."

"Oh, of course, I'll do that if you insist on going ahead. I only want you to be prepared for defeat if it comes."

"I will be."

"I've got another plan," he went on,

rubbing his chin slowly. "Suppose you put a personal in the leading papers. The witness may possibly see it."

I shook my head. I was under the impression that the witness was a business man himself, and, if so, it was not likely that he was in the habit of perusing the personal column of any newspaper.

"Well, suit yourself," said Dodworth, shrugging his shoulders. "I only thought you wanted to do all that could be done."

"Well, go ahead and write out the personals," I returned, simply to please him.

Writing up the advertisement was no easy matter. Both of us tried our hands at it and made a number of failures before we produced the following:

**WITNESS WANTED**—Will the gentleman who overheard a certain business transaction concerning a reduction in the invoice price of a quantity of uppers kindly communicate with "Dealer," this office?

"Fairfax may see that and then he will know just how weak we are," said I, when the writing was finished.

"That is true," replied Dodworth, "but there is nothing else to do, and it is your last hope."

"When shall we insert them?"

"Have your boy take them to the different offices at once; they will appear in to-morrow's issues."

I did as he advised. Late on the following day I received two replies—one from a paper in which the personal had not been inserted, advising me to try its columns, and one from a private detective, who was willing to work up the case for a proper fee.

I paid no attention to either of these letters. At the same time I was served with a notice to the effect that the case would come up in the regular county court, held in an adjoining town on the following Tuesday.

"I suppose I am in for it," I said to Dodworth.

"I'm afraid you are, Blake. You would have been better off if you had taken my advice in the first place. However, I will do the best I can for you."

"I know you will. I want you to let every one know that the reason I don't pay the bill is because I think Fairfax a swindler."

"I'll make it hot for him," laughed my friend.

But for all this the outcome of the matter worried me not a little. It was not because I would have to pay several hundred dollars if I lost the case, but it was having a judgment rendered against me. This is something every true business man dislikes to have occur.

"I've got to go to Hamstone to-day," said Dodworth, as he entered my store early Monday morning, "and I won't be able to see you again before the trial. But that doesn't matter, for I've got the whole thing laid out as far as it will go. Be sure and meet me at the Liberty court house at 9 o'clock to-morrow morning."

I promised that I would.

"And if you find that witness, bring

him along," he added, as he went out of the door.

I promised this also. But there was no use trying to think who the man was. It was worse than chasing a phantom, and by night I was half inclined to think that I was mistaken and there had not been any witness at all.

"Well, how about that case of yours and Fairfax's?" asked my wife that evening.

"I'm afraid I'm going to lose it," I replied.

"Lose it!" she exclaimed. "Why, I thought you were perfectly sure of winning."

"I would be if it wasn't that I can't for the life of me think of a certain witness's name."

"Did you know the witness?"

"Quite well."

"And you can't think of his name?"

"Not the first letter of it."

"Then why don't you go to him and ask what it is?"

"I would if I could remember who he was."

My wife pursed up her lips and smiled coldly.

"Seems to me I could think of a person's name if it was as important as all that she said."

I did not have any doubt but what she could. But then women are vastly different from men.

I passed a restless night. I dreamed that I was in the court room, and the case was in full sway. Fairfax was having everything his own way, and the jurors were looking at me with clouded brows and doubtful shakes of their heads. Evidently I was judged to be a close business man who was trying his best to squeeze out of an honest debt.

"And so you say there was a witness to this transaction?" I dreamed Fairfax's lawyer said. "Who was it?"

It was only for a second that I hesitated. Then I answered in a plain, matter-of-fact tone:

"Mr. George Ardell."

"Who is he?"

"A shoe dealer of Hamstone."

"Is he here?"

"He is."

And with this I dreamed Mr. Ardell stepped forward and put in his evidence, and after this the case was all in my favor, for Fairfax hadn't a leg left to stand on.

And then I dreamed how thankful I was that my memory had served me so well, and what a fool I thought I had been to have forgotten at all, and a good deal more of similar stuff, until I awoke with a start and found myself sitting upright in bed, with my wife wide awake beside me.

"For gracious sake, John, what is the matter?" she cried.

"I've found out who that witness was!" I exclaimed. "I just dreamed about the whole thing."

"And who is it?" she asked, with a considerable show of interest.

"Why, it came to me just as easy as anything could." I went on. "I was in

the court room and the lawyer asked me to name the man and I said—I said—"

And then I did my best to think of what I had said.

"Well, what?"

"Why, I said it—was"—I ran my hands through my hair half a dozen times. "Why, confound the thing! I've forgotten it again!" And true enough that name and face had slipped through my mind once more. There was no use trying to bring it back either. It wouldn't come, and after spending two hours in the easy chair trying to coax the thing to return, I gave up in despair.

"I think after this when you meet anyone you had better put it down in your notebook," said my wife at the breakfast table.

But, then, she was slightly cross because I awoke her two hours before the regular time.

At 8 o'clock I took the train for Liberty, and, arriving there, made my way at once to the court house. I was feeling pretty blue, and it did not help my spirits when the time for the case to open came and Dodworth had not yet put in an appearance.

"Fairfax vs. Blake," called out the clerk, and at that moment my lawyer appeared at the doorway.

"Missed two trains hunting up your witness!" he exclaimed. "But I got him and brought him along. I left him in the hallway so as to give Fairfax a surprise."

"You've got the witness?" I gasped. "Who is it?"

"Mr. George Ardell, a shoe dealer of Hamstone."

"Why, of course, that is the very man," I cried in high delight. "Why couldn't I think of him? Does he remember the case?"

"Perfectly."

"And how did you run across him?"

"I'll tell you after the trial. But say, put down the name so as not to forget it when you are on the stand."

And, without a murmur, I did as directed.

The case was soon in full sway. I gave in my testimony and it was corroborated by Mr. Ardell in every particular. The jury brought in a verdict within ten minutes. It was for the plaintiff for the amount of the bill, less 15 per cent., with the cost of the suit to be paid by Fairfax. I was perfectly satisfied, and Dodworth, the witness and myself left the building in high spirits.

"Now tell me how you found out about Ardell," said I as we sat down at the hotel to have dinner at my expense.

"It was a curious thing," replied Dodworth. "Did you notice how Fairfax stared at me when I arose as your lawyer?"

"Yes."

"Well, I slept with that man last night. It happened that we both stopped over at Hamstone and at the same hotel. The town is crowded with men on account of some reunion, and the clerk said that I couldn't have a room, but if I was willing to share with another man he would fix me up. I said 'all right,' and he put me in with Fairfax."

"I saw at once who he was, but he didn't know me from Adam, and I didn't let on. We went to bed and he was soon sound asleep."

"I've got you Blake," said he. "You can't win this case, Blake." These words made me wide awake, and I listened eagerly for whatever might follow.

"Pretty soon he took another toss."

"I don't care if George Ardell was there," he murmured; "he won't remember a thing about it—not a thing. I'll win this case, Blake. What Ardell knows won't help you a bit."

"He continued to talk in this strain for a long time, and I drank in every word. In the morning I was the first up, and you can make up your mind that I wasn't long in finding out who Ardell was, and then I set out to find him. I had considerable trouble, but when I did it was all right, and you know the rest."

Such was Dodworth's explanation. When he had finished I told the other two of my dream, and all three of us agreed that from beginning to end the case was a curious one.

#### Keep Down the Expense Account.

From the Grocers' Bulletin.

The facilities for doing business are much better than they were a number of years ago, and for the same amount of capital a much larger business can be transacted. Rapid freight transportation has had much to do with this change, and in connection with this the use of the telegraph and telephone has greatly facilitated business operations. So much have these factors helped to increase the business done, that many merchants are apt to forget another side of the question, and a side which needs as sharp looking after as anything in the whole line of business transactions.

We refer to the expense of doing business, which, upon examination, will be found to have increased in a more rapid ratio than has the amount of business done. The problem of how to keep down the expense account is a most important one, upon which depends the success or failure of a business.

The use of the telegraph, the telephone and the typewriter, while helping business, has also greatly increased the expenses. While the proprietor or assistant used to do all the corresponding, he now has to have one or two typewriter operators to assist him; and again, rapid transportation has caused merchants to buy much more frequently and in smaller quantities, thus necessitating a much larger amount of bookkeeping and correspondence. It is hardly necessary to follow up all the items which call for an increased outlay in the modern method of transacting business, but when the proprietor comes to look over the expense account for the month or quarter, the totals are such that he can forcibly realize that doing business in a modern way is a most expensive thing, and the best energies of a successful house are expended in the direction of keeping down expenses. Especially is this true where the business is divided up into departments, for here the managers may think that a little expense here and a little expense there will not amount to much, but when some half-dozen departments are in a house, and all these expenses are footed up, it will be found that the total is something which sometimes becomes startling to the proprietor of a business.

With the increased expenses and with the decreasing profits, owing to competition, it has become a necessity that the capital invested in a business should be turned over much more frequently than was the case fifteen or twenty years ago; unless this can be done, the business is not apt to be profitable, and it has become true indeed that it is the nimble sixpence which leads to profits. But however often the capital may be turned over during the course of a year, it is one of the essential things in arriving at success to keep down the expense account.

#### The Eternal Balance.

Wealth helps some people, doubt it not a bit, And splices out the lack of mother wit; Five thousand dollars' schooling is a joy, A godsend to a fifty dollar boy; Although some little girl with chic and vim May take the prize and waltz right over him, Thou shalt not fret—heaven portions out our joys; God swings all things in perfect equipoise. JAMES B. WIGGIN.

## Unlike the Dutch Process



### No Alkalies

—OR—

### Other Chemicals

are used in the preparation of

### W. Baker & Co.'s

## Breakfast Cocoa,

which is absolutely pure and soluble.

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

W. BAKER & CO., Dorchester, Mass.



## ASPHALT FIRE-PROOF ROOFING

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

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

## FIRE-PROOF ROOF PAINT,

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

H. M. REYNOLDS & SON,  
Practical Roofers,

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

## MICHIGAN Fire & Marine Insurance Co.

Organized 1881.

DETROIT, MICHIGAN

## "The Kent."

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

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

BEACH & BOOTH, Props.

## 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.



Send in your orders for

## MASKS

to the

New York Baby Carriage Co.,

47, 49, 51, 53 Canal St.,

Best Assortment and Lowest Prices.

## SCHLOSS, ADLER & CO.,

MANUFACTURERS AND JOBBERS OF

## Pants, Shirts, Overalls

—AND—

## Gents' Furnishing Goods.

REMOVED TO

23-25 Larned St., East

DETROIT, MICH.

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

## 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.



COUNTRY VS. CITY BUSINESS LIFE.

PAPER II.  
Written for THE TRADESMAN.

We sometimes hear men remark, while bemoaning their ups and downs, that they must have been born under an unlucky star. They cannot perceive any other reason for their ill luck, and so they attribute it to the peculiar position of some luminary in the firmament at the time of their birth. If there be a star of "ill luck," there may also be a "star of humility," which would account for so many people being born into the world with a sort of an idea that somebody else possesses a proprietary interest in them. They seem to take it for granted, right from the very start, that their only mission in this world is to humbly serve someone else who has a paramount right to earth and its blessings. They do not complain, but are rather inclined to a feeling of thankfulness for the air they breathe and the small space they are permitted to occupy; and, not being the absolute owners in fee simple of their own souls, they are relieved from all responsibility and worry as to their future welfare.

The business world is divided into three grand divisions, namely, leaders, followers and independents. The fellows who make their *debut* under the "star of humility" are the "followers" and "servers" in the world of trade and traffic; the "cupbearers" in the social arena, and the "ward heelers" in the realm of politics.

These followers and servers are a numerous class and may be found everywhere, in the country and in the city alike. The small retailer who is set up in business, and who is being held up and carried by some jobber, is only a server; his bonds of servitude are as binding, and he enjoys no more freedom of action, than the vassal of feudal times. Every dollar he receives belongs to his jobber, and his very existence depends upon his fidelity to him. Indeed, instances have been known where jobbers have made use of these fellows simply as decoy ducks or stuffed scare-crows, for the purpose of heading off some rival jobber in his undertakings, and when the purpose has been served, the "server" is relieved from further duty, regardless of his fidelity.

The larger portion of these "servers," however, are "counter jumpers." Who does not know clerks who have grown gray in the service; men who have served a lifetime at the beck of an employer? If these men should reach the age of Methuselah, they would still be serving someone else. It is their destiny—for this they were born into the world. Put them into any other position, and they would be as much out of place as a coal scuttle on the china closet shelf.

Country life possesses no charms for these followers and servers. The more gorgeous their surroundings, the more they see to pay homage to; and so the city holds out great attractions for them. They are, by nature, what the masses in our cities who have been brought up therein are by force of circumstances—reconciled servers of men.

The man described in a previous article who made the great mistake of closing out his country business and coming to the city, does not belong to this class. He belongs to the "independent" class of business men, a hasty description of which will be given before advancing further in this subject.

The independent business man, especially if he possess the inherent traits of character ascribed to the individual referred to, is, in my opinion, the noblest specimen of them all. Such a man thinks more of his good name and personal honor than he does of the accumulation of money for money's sake, and he very seldom becomes rich. Yet he is ambitious and anxious to get on in the world, not for the mere purpose of hoarding, but rather to secure a substantial basis as a means of supporting and establishing a status of independence. This substantial basis is necessary, in order that he may be able to pay one hundred cents on the dollar, and pay it at the very time agreed upon; and to be unable to do so would, in his estimation, be a foul blot on his character. He will freely advise, counsel and urge on to honorable action, but he has no desire to lead, control or drive others. He will carefully weigh the opinions of others, consider their suggestions and accept and adopt whatever he considers will be to his advantage; but he will not blindly follow, truckle to, submissively be sat down upon, or, be led by, any man with whom he may come in contact, be he big as Goliath or rich as Croesus. He professes to be a man in every sense of the term. Being a social creature, he expects the right hand of fellowship from every other social being in the little community in which his lot is cast. His business motto is, "Live and let live," and his tactics are to be straightforward, truthful and honest. His aim is to do right, and he is naturally fond of approbation as a means of conveying to him the fact that his customers believe that he is disposed to do right.

My city bred friends will laugh at the above picture and accuse me of copying from some goody-goody Sunday school book, or from some old-fashioned moralizer of forty years ago; but I assure them that there are scores of disappointed, struggling, heartsick business men right here in this beautiful city of Grand Rapids who made the same fatal mistake that the friend described in my last article made. These men know that the country abounds with just such men. They know, further, that the very atmosphere of the city is rank poison to the very natures of this class of business men.

But why don't they return to their pleasant associations down in the country, if the city is so distasteful to them? Easier said than done. Why doesn't the child turn around and pick up the spilled milk, instead of sitting down and crying about it? The fact of the business is that these men, in an evil hour, with mistaken ideas of matters and things with which they were not acquainted, pulled up the anchor and drifted down the current; and it would be as easy to drop that anchor where it first was as to coax water to run up hill. These men have committed an irretrievable blunder. They are waging an uneven contest. They meet duplicity and chicanery with scrupulous regard for honorable dealing and frank truthfulness, and they get downed every time. They are ignored, run over, shoved aside, until they are utterly crushed. Sometimes they break down completely and go to the dogs and take their families with them. City competition is keener and more unscrupulous than competition in the country; crooked ways and means succeed in a

way that would be impossible outside; trickery runs riot, and on every hand honest effort is taken advantage of by rascality. Add to all this the fact that social standing is based on *boodle*, and that the man with small means is virtually buried alive socially, and it will be readily seen that the city is no place for the class of business men I have depicted.

In my next and last article under this head, I shall confine myself exclusively to "Country Business Life."

E. A. OWEN.

Vanderbilt—L. A. Harris, dealer in drugs, is succeeded by Harris & Savage.

Geo. H. Reeder & Co.,

JOBBERS OF

Boots and Shoes,  
Felt Boots and Alaska Socks.

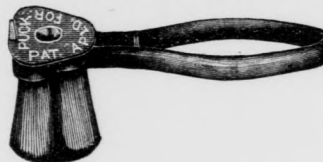
State Agents for



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.

BUY THE PENINSULAR  
Pants, Shirts, and Overalls

Once and You are our Customer for life.

STANTON, MOREY & CO., Mfrs.

DETROIT, MICH.

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

DODGE

Independence Wood Split Pulley.

THE LIGHTEST!  
THE STRONGEST!  
THE BEST!

HESTER MACHINERY CO.,

45 So. Division St., GRAND RAPIDS.

WHITE KID SLIPPERS.



\$1.10 PER PAIR.

Send Your Orders to

BIRTH, KRAUSE & CO.,

12-14 LYON ST. GRAND RAPIDS.

FRANK H. WHITE,

Manufacturer's Agent and Jobber of

Brooms, Washboards, Wooden

AND

Indurated Pails & Tubs,

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

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

125 COURT ST.,

GRAND RAPIDS, MICH.

ATLAS

SOAP

Is Manufactured only by  
HENRY PASSOLT,  
Saginaw, Mich.

For general laundry and family washing purposes.

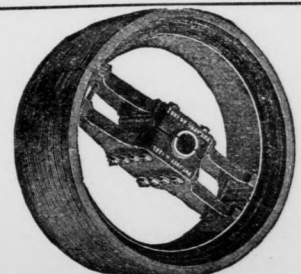
Only brand of first-class laundry soap manufactured in the Saginaw Valley.

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

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS



## AMONG THE TRADE.

## AROUND THE STATE.

Viola—Harry Pierce succeeds Chantler & Pierce in general trade.

Locke—L. G. Royce succeeds Ira Hawes in general trade.

Otsego—E. E. Smith succeeds E. S. Bonner in the restaurant business.

Muskegon—Lon Brown has removed his clothing stock to Ashville, N. C.

Ypsilanti—M. B. Shaffer succeeds Chas. C. King in the grocery business.

Leslie—Bickhart Bros. succeed L. J. Bickhart in the flouring mill business.

Baraga—L. J. Gallagher succeeds Gallagher & Hill in the grocery business.

East Tawas—Robt. J. Smith has purchased the drug stock of H. A. Goodale.

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

Owosso—W. S. Gardner is succeeded by E. L. Devereaux in the grocery business.

Elk Rapids—W. H. Mather has sold his confectionery stock to Chas. Mickelson.

Cadillac—John Nelson succeeds Peterson & Nelson in the confectionery business.

Chelsea—The Glazier Stove Co. succeeds the Glazier Strong Oil Stove Co. at this place.

Negaunee—Wm. Henrickson, meat dealer, has been closed under chattel mortgage.

Muskegon—John Klooster succeeds Waalkema & Klooster in the hardware business.

Charlotte—Spaulding & Brackett succeed Spaulding & Thomas in the boot and shoe business.

Elk Rapids—J. W. Slater has purchased the notion and bazaar stock of Miss Gorman & Co.

Algonac—James H. Logan has sold part of his grocery stock, removing the remainder to Port Huron.

Wayland—J. R. Cole has sold his dry goods and furniture stock and store building to E. W. Pickett.

Richmond—T. S. Weter & Co. are succeeded by Thomas Fanning in the clothing, boot and shoe and grocery business.

Grand Ledge—The furniture and undertaking firm of Granger & Hall has dissolved, W. H. Hall continuing the business.

Owosso—Chas. Parker expects to put a stock of groceries, boots and shoes, etc., in the store on West Main street, vacated by Geo. H. Warren.

Detroit—Isadore Kuttner has been admitted to partnership in the wholesale tobacco firm of Louis Kuttner & Co., the style remaining the same.

Owosso—F. B. Richardson has sold his grocery stock to Elmer T. Sheldon, who has clerked for F. H. Banister for several years. He will continue the business at the same location.

Kalkaska—S. Cohen has sold his dry goods, clothing, hat and cap and boot and shoe stock to Jacob Weiss, formerly of Traverse City, who will continue the business at the same location.

Saginaw—Seth Davis has purchased the interest of the "Co." in the firm of A. D. Spangler & Co., wholesale fruit and produce dealers. The new firm will be known as Spangler & Davis.

Copemish—Mrs. W. W. Gibb has purchased the interest of her father in the drug firm of Gibb & Clark. The firm will hereafter be known as Gibb & Co., comprising Walter W. Gibb and wife.

Hart—Frank Summers, late of Berrien

Springs, has formed a copartnership with his brothers, W. H. and S. M. Summers, under the style of Summers Bros., for the purpose of embarking in the confectionery business.

Negaunee—P. B. Kirkwood's new brick block is now receiving its tenants. It is 66x75 feet in dimensions and three stories high, embodying all the desirable features ordinarily found in blocks in the larger cities.

Flint—Lewis & Co. have been displaying in their windows a remarkable freak of nature in the shape of a perfectly formed cow only twenty-four inches high and thirty-eight inches long. The cow was born in Southern New York and is of the Holstein breed.

Detroit—The copartnership of William H. Mitchell & Co., wholesale milliners on Jefferson avenue, has been renewed for three years. William H. Mitchell and Douglass E. Kellogg are general partners. Reuben C. Webb is special partner to the extent of \$12,000.

Detroit—Burnham, Stoepel & Co. have filed notice of a renewal of their partnership. Fred C. Stoepel, Joseph J. Crowley and James Wilson, of Detroit, and James K. Burnham and Albert H. Munger, of Kansas City, are general partners. David Whitney, Jr., as special partner, contributes \$100,000 to the capital stock.

Kalamazoo—John C. Fleming, for several years proprietor of the Grand Rapids & Indiana elevators in this city and in Hunterstown, Ind., has filed chattel mortgages covering both properties entire in favor of the First National Bank of Kalamazoo. The Bank had furnished him money to carry on the business. The amount stated in the chattel mortgages is \$2,500, but the elevators are worth about \$15,000. Subsequently a writ of attachment was issued against the elevator property for \$1,050 in favor of George Ackley to secure him for wheat stored in the elevator. Unfortunate investments caused the collapse.

Detroit—Moses I. Schloss, defendant in the suit of B. Frank Adler for the appointment of a receiver for the firm of Schloss, Adler & Co., has filed his answer to the allegations of Adler. He denies that he refused to comply with Adler's request to come to a full and fair accounting for the purpose of dissolving the partnership. On the contrary, he claims that he has always been ready to do so and that he himself, since the taking of the inventory, repeatedly requested Adler to come to an accounting, but Adler put him off from time to time upon some frivolous pretext or other. Schloss charges that Adler repeatedly, before and since the taking of the inventory, threatened to involve the affairs of the firm in litigation and thereby impair Schloss' interest, unless he bought out Adler's interest. He says that the charges made against him in the bill of complaint were simply the outgrowth of the bitter feeling awakened in him by Schloss' refusal to buy out his interest in the business. He concludes by saying that the interests of the creditors are but subserved by the appointing of a receiver and the winding up of the firm's affairs.

## MANUFACTURING MATTERS.

Bell—W. A. French is putting in about 5,000,000 feet of hard and soft timber to stock his sawmill here.

Detroit—Johnson, Nelson & Co. have been succeeded by Nelson, Barker & Co.,

manufacturing chemists at 118 and 120 Congress street west.

Tawas—The Winona Lumber & Salt Co. is purchasing 5,000,000 feet of logs of small jobbers in Iosco county to stock its sawmill here next season.

Jackson—Foote & Jenks, manufacturers of perfumes and extracts, have merged their business into a stock company, the style remaining the same.

South Arm—The Parkes Lumber Co. will hereafter be known as the South Arm Lumber Co., W. J. Morgan, W. S. Johnson and C. H. Ellis having incorporated at Milwaukee under that name with a capital stock of \$75,000.

Harrietta—B. Bristol is erecting logging camps near this place and will soon begin operations for White & Friant, expecting to put in about 4,000,000 feet of hemlock, which will go into the south branch of the Manistee river.

Detroit—Horton, Cato & Co., manufacturers of extracts and table sauce, have merged their business into a stock company under the style of the Horton-Cato Manufacturing Co. The capital stock of \$15,000 has been fully paid in and is held by Margaret Cato, J. C. Eichhorn and B. E. Hamlin.

Cadillac—W. W. Cummer has completed the purchase of 18,000 acres of hardwood timber land, located in the townships of Antioch, Colfax, Boon and Selma. He will build a standard gauge railroad to the further limit of this tract, and expects to bring all of the timber to Cadillac for manufacture by the factories at that place.

Cadillac—Cobbs & Mitchell's sawmill No. 1 will begin operations in a few days with a complete band saw outfit. The additional band saw at the No. 2 mill will be ready to run during the present winter. A quantity of very fine pine logs are being delivered by daily trains from the firm's camps in Grand Traverse county. The three band mills will have a plentiful supply of logs during the year.

Bay City—The project to transfer the Blodgett sawmill from Muskegon to this city is a go. It is understood that the Michigan Central Railway has agreed to transport the mill free of charge. What is known as the South End Lumber & Salt Co. has been formed to operate this mill plant, with a capital stock of \$50,000. S. O. Fisher, Joseph Turner, W. H. Tousey, Alfred Mosher, Alfred Mosher, Jr., and Albert Miller are the stockholders. The site for the new mill has already been cleared of debris.

Bay City—The copartnership between Pitts & Cranage expired by limitation Jan. 2, Thomas P. Cranage, the resident manager, retiring. The sawmill will be operated by Thomas Pitts and other Detroit capitalists. The records show that the Pitts & Cranage plant was operated from 1863 to 1867 inclusive under the firm name of Samuel Pitts & Co. In 1863 the mill manufactured 2,750,000 feet of lumber. In 1868 Thomas Pitts & Co. operated the mill, and in 1870 the firm of Pitts & Cranage took hold and has continued until now. The Michigan timber owned by the firm is nearly exhausted, and it is likely that Canada will be drawn upon for supplies. Mr. Cranage has invested in the McGraw Transportation Co., owning lake carriers, and will also attend to his duties as President of the Michigan Salt Company. He is a gentleman of undoubted ability, has accumulated a handsome fortune, and is

one of Bay City's most prominent and respected business men.

Manistee—Louis Sands is increasing his holdings of pine lands on this river as fast as opportunity offers. He must have bought over \$200,000 worth of timber on this river during the past year. His last purchase was from E. N. Salling, of a tract in 27-6, near Kalkaska, estimated at about 4,000,000 feet of choice pine, about the same of hemlock, and a large amount of hardwood, the price paid being about \$27,000. This timber would be about a ten-mile haul to the main river, and a shorter haul to the north branch, but as Mr. Sands owns quite a large group in that town, he probably intends putting in a railroad there later on. Mr. Sands seems to have his mind set on a yard trade, as in connection with the shingle mill he is building he is also going to put up a thoroughly equipped planing mill, capable of doing the best kind of work for rail shipment. He has put this away from his other mill where he has lots of piling room should he go into the yard trade, and where there is a good chance to get a switch into the yard from the Manistee & North Eastern Railroad, as well as from the Manistee & Grand Rapids.

Manistee—The experimental oil well at the Canfield & Wheeler Company's mill was to be sunk 350 feet below the salt, and they had gone down a perfectly dry hole for about 320 feet, when they struck a vein of exceedingly dense and very bitter water, which under strong pressure bubbled up to the surface and stopped operations. A partial analysis shows that the liquid is very rich in bromine, but as it is a cheap article, there would not be much in that. Mr. Percy, the contractor, thinks now that there is little possibility of finding either oil or gas, and that if they did strike it, unless it was under tremendous pressure it would not rise to the surface under the weight of such a dense liquid. He has about 30 feet to drill under his contract, but they have not yet decided what they will do. It is to be hoped that they will continue drilling to the depth contemplated, so as to get through the Trenton rock, at least, as all geologists say that if they do not find oil and gas in that formation they are not likely to strike it at all. It seems strange that some of the mills here should be so much troubled with oil coming up along with the brine, and when they put down a special well for oil they cannot get a sign of it.

## Nine New Members for the M. C. T. A.

Detroit, Jan. 9.—At the first regular meeting of the Board of Trustees of the Michigan Commercial Travelers' Association, held Jan. 7, Samuel Rindskopf, of Detroit, was elected chairman of the Board and D. Morris Secretary-Treasurer of the Association for the ensuing year. The President appointed as members of the Examining Finance Committee, Geo. B. Hutchins, Louis Kuttner and Louis A. Peters, and as chairman of the Railroad Committee Edwin Mortlock. The membership was increased nine by having that many applications since the annual meeting, all of whom were unanimously elected, and we have as many more in sight for the next Board meeting and hope to double it. I can't see any good reason, if the boys will all put their shoulders to the wheel, why we should not have 1,000 members on Jan. 1, 1894. The new as well as the old members of the Board are very enthusiastic and are going to work with a vim this year for the good of the Association, and hope all the members will take the same interest.

D. MORRIS.

## The Fanatic.

For many a proud religion has been built  
On the wild ravings of a fevered brain;  
The blood of countless thousands has been spilt,  
The dreams of some fanatic to attain;  
Genius is oft one gift, so overgrown,  
That all the mental balance is o'erthrown.

EUGENE BARRY.

Use Tradesman Coupons.



## GRAND RAPIDS GOSSIP.

W. W. Eagan succeeds Ed. O'Donnell in the boot and shoe business at 54 Canal street.

Cornelius Van Sluys has opened a grocery store at the corner of North Prospect and Matilda streets. The Ball-Barnhart-Putman Co. furnished the stock.

A. F. Griswold has purchased the interest of H. Beall in the firm of Griswold & Beall, grocers at 825 South Division street, and will continue the business in his own name.

The Ball-Barnhart-Putman Co. has adopted plans for the enlargement of its office and sample room, throwing the main partition fourteen feet further back and removing the shipping doors further back on the main floor.

F. W. Shirley, who has clerked for H. E. Locher & Co., the Ellsworth avenue druggists, for over eleven years, has opened a drug store for himself at the corner of Grandville avenue and Hall street. The Hazeltine & Perkins Drug Co. furnished the stock.

Winchester & Daniels will manufacture 25,000,000 feet of hemlock lumber at their four mills on the Chicago & West Michigan, Grand Rapids & Indiana and Detroit, Lansing & Northern roads during the coming year. This will all be piled and sorted for the yard trade.

The Grand Rapids School Furniture Co. has arranged to construct an addition to its plant in the shape of an extension of its main factory building east to Broadway. The extension will be 250 feet long, 50 feet wide and three stories high. Work on the new building will be begun as soon as the weather moderates.

## Purely Personal.

Frank A. Stone is back to his desk at H. Leonard & Sons, looking all the better for his three weeks' acquaintance with Neptune and a fortnight's sojourn in England.

W. D. Tuxbury, formerly associated with his father in the management of the Sullivan Lumber Co.'s store at Sullivan, is now in charge of the store conducted by the same company at Wallin.

Frank A. Rockafellow, General Manager of the Rockafellow Mercantile Co., dealers in general merchandise and elevator operators at Carson City, was in town a couple of days last week.

Albert C. Antrim has returned from a trip through the South and the towns and cities around Gotham and leaves today for a six months' trip to the Pacific coast via Dakota, Montana, Washington and Oregon, returning via New and Old Mexico, Texas, Louisiana, Alabama and Tennessee.

Alcinous M. Townsend, who was engaged in business at Mendon over a quarter of a century, died Sunday as the result of Bright's disease. He was a member of the hardware firm of Townsend & Emery for twelve years, but sold his half interest in the business to his partner a week prior to his death. The business will be continued under the style of A. P. Emery.

The Olney & Judson Grocer Co. has just received another car load of Snider's catsup. They claim to be the only house in Western Michigan who buy catsup in car lots.

Use Tradesman Coupon Books.

## Changes in the Constitution of the M. C. T. A.

Two important amendments to the constitution of the Michigan Commercial Travelers' Association were adopted at the recent annual meeting. One was offered by Thomas Macleod, as follows:

The Board of Trustees shall have power to offer as an inducement for the soliciting of members a commission not exceeding the amount of the initiation fee provided for in the constitution, which is at present \$5.

The other amendment was offered by John McLean, changing the article relating to membership as indicated by words set in italics:

Any man of good character and in general good health, not under 21 years and not over 45 years of age, who is now and has been for six months immediately prior to the date of his application, engaged in buying or selling some kind of goods, wares or merchandise at wholesale, and who goes away from his regular place of business for that purpose, also any person who may be engaged as proprietor, manager, superintendent, book-keeper or salesman in any legitimate wholesale or manufacturing business is eligible to membership in this association: Provided, however, that he shall at the time of his application, have a bona fide residence in any state north of latitude 39 degrees.

These changes will undoubtedly augment the membership roll very materially, although an increase from 562 to 1,000—as promised by President McLean—seems like a big jump for a single year. If any executive officer can accomplish such a result, McLean is the man.

## The Legal Status of Holidays.

The complications from a business point of view, which arise when appointed holidays fall upon Sunday, which is also a holiday, are sometimes annoying. We have just been through a Christmas and New Year's experience of this kind, and a statement of the law applied to this question may not be out of place or uninteresting at this time, although that particular conjunction will not occur again for seven years. Holidays are secular days on which the law exempts all persons from the performance of contracts for labor or other personal service, from attendance at court, and from attention to legal proceedings. On these days public business is suspended, and the presentment and protest of papers is excused, as on Sunday. Falling on Sunday, the Monday succeeding is generally observed; and paper becoming due on such Monday is payable on the Saturday preceding, contrary to the usual rule giving until the next day for paper falling due, without grace, on a holiday. Holidays are appointed by statute, or are authorized by custom having the force of law. Their observance, however, binds no man's conscience. It is his privilege to labor or not, as he prefers.

## Good Words Unsolicited.

L. Hoekstra, grocer, Kalamazoo: "Could not do without THE TRADESMAN."

Travis & Baker, druggists, St. Johns: "We would not care to get along without it. It is the best trade paper we take."

S. M. Brown, real estate, Traverse City: "As my subscription to THE TRADESMAN has expired I may discontinue it. In my present business I have no need of it. I found it very useful to me during the four years I was engaged in trade and, should I be at any future time in need of such a paper, I assure you THE TRADESMAN is the first one I should think of."

S. P. Whitmarsh, general dealer, Palmyra: "I am compelled to acknowledge that the present stage of excellence ought to satisfy every reader. I can see that your corps of writers is increasing and that their discussions of trade topics are becoming more interesting as well as practical. I hear many commendations of the paper from traveling men, which satisfies me that your course is assuredly upward and outward."

## Snedicor &amp; Hathaway,

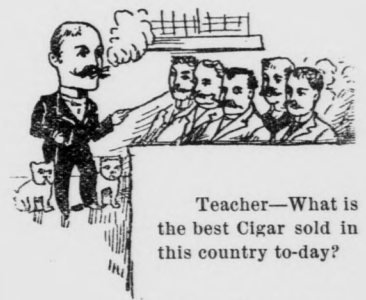
Manufacturers and Wholesale Dealers in

## BOOTS, SHOES and RUBBERS,

124 and 126 Jefferson Ave.,

Detroit, Mich.

Men's and Women's Fine Shoes a Specialty.



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.

USE



Best Six Cord

— FOR —

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions.

## Card to the Trade.

GRAND RAPIDS, Jan. 9, 1893.

I have re-engaged with Edwin J. Gillies & Co., of New York, which ensures good values in teas, coffees, spices, molasses, syrups, etc., and prompt attention to orders during the coming year.

Thanking you for past favors and soliciting a continuance of your esteemed patronage, I am yours truly,

J. P. VISNER.

Do You want a Typewriter?

IF SO, WHY NOT  
BUY THE BEST?



The BARLOCK machine embodies many desirable features found in no other typewriter. Circulars sent on application.

TRADESMAN COMPANY,

State Agents,  
GRAND RAPIDS, MICH

## THE SALESWOMAN'S VOCATION.

In undertaking to describe the conditions surrounding any branch of trade or any occupation, especially those suited to women, there are several important considerations demanding serious attention. No just estimate of any subject can be made unless the mind of the investigator is capable of taking at once a broad and practical view of the question. It must be viewed, so far as possible, from all sides; and there must be a certain amount of judicial acumen, which will enable one to recognize the inevitable necessity of compromise on certain lines; of accepting the changing conditions of social relations, and of admitting limitations.

But over and above these considerations stands one truth more boldly defined than all others. It is one with which every working girl has first to contend, and it does not take her long to discover by the inexorable rule of supply and demand that she cannot be successful if she does not love her work. The days of playing with work and the time when women could regard regular employment as a "makeshift" on the road to marriage, have been relegated to the era wherein she could only teach school and sew for a livelihood. A woman now, if she would achieve the independence which is her aim, must regard her work just as much a profession or business as does the man beside whom she labors.

The inevitable result of industry is to go forward, and if she would keep herself well in the van she must learn to accept the exacting conditions which are coming more and more to surround all, regardless of sex.

In no one vocation is this, perhaps, more noticeable than in that of the saleswoman. To the uninitiated it seems an easy thing to stand behind the counter and dispense tape and needles to a throng of good-natured buyers. One has only to look pretty, smile and know the prices, thinks the careless observer. But it is with the saleswoman to a certain extent as it is with the skillful surgeon, who seems to set a bone with such remarkable ease—there has been a long lane of learning how leading up to these smiling pastures of success.

This "learning how" comprises many things not down in the books or confined within a set of rules. The "rules," in reality, are few, being simply the general ones applicable to any position of life, viz., good character, tidy habits, promptness, goodnature and adaptability. This last requirement, however, is the chief element of success. Granted a love for her work, pleasing personal habits, and a mastery of the merit and prices of her wares, a saleswoman must have an intuitive knowledge of the wants and desires of her customers, so that she may be able to suggest ideas and combinations which will enable the doubter at once to determine what is most suitable in taste as well as purse. In this way the value of her work becomes at once apparent by the constituency which she can gather around her. This adaptability, however, is seldom acquired. Like the gift of poetry, music, art, or mathematics, it must be born in one to compass a full measure of achievement. Still the disposition to be obliging, the desire to please, the determination to win a high place in the regard of employers and customers alike, can do much toward supplying the lacking birthright.

When a girl first enters a store she is usually given a position among the needles, pins and tapes and lighter articles of merchandise. If she keeps her stock in good order, is prompt, energetic, attentive to her customers, after a few months' service she may be promoted to the lining, gingham, trimmings and ribbon departments, with a possible advance in wages. These are necessarily more difficult departments to fill, because they call for greater knowledge of the quality of goods, and their adaptability to certain ends. If her employer finds, after a time, that he can depend upon her judgment, he not infrequently permits her to buy the stock in her department. These goods are bought by samples displayed by agents, as it is only in rare instances that a house sends its saleswomen to the centers of trade to purchase merchandise. A well-known and elegant dry goods emporium has one woman buyer who goes every season to the eastern markets to buy lace. This house also sends its women customers on an annual trip to Europe to procure ideas for advanced styles.

There are not many women heads of departments in comparison with the number of men so employed; but the fact that within the last five years women have stepped into these posts, hitherto occupied exclusively by men, argues a great deal for the "business head" heretofore denied them.

As to wages in this calling, a great deal depends upon environment and opportunity. There are employers who scruple not to demand the best service of an employe at starvation wages. Such men will use the best years of a man's or woman's life to increase his hoard, at a price barely serving to keep soul and body together, only to turn them adrift, helpless and disheartened, when they are no longer of service.

An instance illustrating the above assertion was related to the writer by the manager of a leading dry goods house. The young woman in question had given three years of faithful service behind the counter for the pitiful sum of \$2.50 weekly.

"She was at once advanced to \$5 per week when she came to work for us, because," said the humane manager, "no girl can possibly live on less than \$5 a week."

Such instances of employers taking into consideration the needs and rewards of the worker are rather the exception than the rule; but among the best houses wages may be safely said to average from \$5 to \$7 a week. After exceedingly efficient service, or long service, the sums of \$10, \$12 or \$15 are not infrequently paid. Women designers in the dress and millinery departments, or in the art departments of various stores receive all the way from \$10 to \$25 weekly. As heads of departments they earn from \$1,200 to \$2,500 yearly. Men for this service receive from \$3,000 to \$5,000 annually. The difference in price is said to be due to the greater efficiency, endurance and business farsightedness of the men. As things are at present organized, women cannot hope to compete with men on their ground of gain and eligibility; but with this field of industry open to them, there is no reason, short of their own lack of application to the intricacies of a business, to prevent them from advancing step by step to positions equally lucrative.

## Dry Goods Price Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Adriatic	7	Geo. Washington	8
Argyle	6	Glen Mills	7
Atlanta A.A.	6	Gold Medal	7 1/2
Atlantic A.	6 1/2	Green Ticket	8 1/2
" H.	6 1/2	Great Falls	6 1/2
" P.	5 1/2	Hope	7 1/2
" D.	6	Just Out	4 1/2 @ 5
" LL.	5	King Phillip	7 1/2
Amory	6 1/2	" OP.	7 1/2
Archery Bunting	4	Lonsdale Cambric	10
Beaver Dam A.A.	5 1/2	Lonsdale	@ 8 1/2
Blackstone O.	32	Middlesex	@ 5
Black Crow	6	No Name	7 1/2
Black Rock	6	Oak View	6
Boot, AL.	7	Our Own	5 1/2
Capital A.	5 1/2	Pride of the West	12
Cavanat V.	5 1/2	Rosalind	7 1/2
Chapman cheese cl.	3 1/2	Sunlight	7 1/2
Clifton C.R.	5 1/2	Utica Mills	8 1/2
Comet	6 1/2	" Nonpareil	10
Dwight Star	6 1/2	Vinyard	8 1/2
Clifton C.C.C.	6 1/2	White Horse	6
		" Rock	8 1/2
HALF BLEACHED COTTONS.		CANTON FLANNEL.	
Cabot	7	Housewife A.	5 1/2
Farwell	8	" B.	5 1/2
		" C.	6
		" D.	6 1/2
		" E.	7
		" F.	7 1/2
		" G.	7 1/2
		" H.	7 1/2
		" I.	8 1/2
		" K.	9 1/2
		" L.	10
		" M.	10 1/2
		" N.	11
		" O.	21
		" P.	14 1/2
CARPET WARP.		DRESS GOODS.	
Peerless, white	18 1/2	Hamilton	8
colored	20 1/2	"	9
Integrity	20 1/2	"	10 1/2
		G G Cashmere	20
		Nameless	16
		"	18
CORSETS.		CORSET JEANS.	
Coraline	84 50	Army	6 1/2
Schilling's	9 00	Androsoggin	7 1/2
Davis Walrus	9 00	Biddeford	6
Grand Rapids	4 50	Brunswick	6 1/2
		Allen Turkey reds.	6
		" robes	6
		" pink & purple	6
		" buffs	6
		" pink checks	6
		" staples	6
		" shirtings	4 1/2
		American fancy	5 1/2
		American indigo	6 1/2
		American shirtings	5
		Argentine Grays	8
		Anchor Shirtings	6 1/2
		Arnold	6 1/2
		Arnold Merino	6
		" long cloth B.	10 1/2
		" C.	8 1/2
		" century cloth	7
		" gold seal	10 1/2
		" green seal TR	10 1/2
		" yellow seal	10 1/2
		" serge	11 1/2
		" Turkey red	10 1/2
		Ballou solid black	5
		" colors	5 1/2
		Bengal blue, green	5 1/2
		red and orange	5 1/2
		Berlin solids	5 1/2
		" oil blue	6 1/2
		" green	6 1/2
		" Foulards	5 1/2
		" red	5 1/2
		" 44	10
		" 34 XXXX	12
		Cocheco fancy	6
		" madders	6
		" XX twills	6 1/2
		" solids	5 1/2
		Amoskeag A.C.A.	13
		Hamilton N.	7 1/2
		" D.	8 1/2
		" Awning	11
		Farmer	8
		First Prize	10 1/2
		Lenox Mills	18
		Atlanta, D.	6 1/2
		Boot	6 1/2
		Clifton, K.	7
		Amoskeag	12 1/2
		" 9 oz.	13 1/2
		Andover	11 1/2
		Beaver Creek A.A.	10
		" BB.	9
		" CC.	9
		Boston Mfg Co. br.	8 1/2
		" blue 8 1/2	7
		" d & twist 10 1/2	10 1/2
		Columbian XXX br.	10
		" XXX bl.	19
		Amoskeag	7 1/2
		" Persian dress 8 1/2	7 1/2
		" Canton	8 1/2
		" AFC.	10 1/2
		" Teazle	10 1/2
		" Angola	10 1/2
		" Persian	8 1/2
		Arlington staple	6 1/2
		Arasapha fancy	4 1/2
		Bates Warwick dres	8 1/2
		" staples	6 1/2
		Centennial	10 1/2
		Criterion	10 1/2
		Cumberland staple	5 1/2
		" Toile du Nord	10 1/2
		Essex	4 1/2
		" seersucker	7 1/2
		Elfin	7 1/2
		Everett classics	8 1/2
		Exposition	7 1/2
		Glenarie	6 1/2
		Glenarven	6 1/2
		Glenwood	7 1/2
		Hampton	6 1/2
		Johnson, Chalon cl.	5
		" Indigo blue 9	6 1/2
		" zephyrs	16
		Amoskeag	16 1/2
		Stark	20 1/2
		American	13
		Clark's Mile End	45
		Coats, J. & P.	45
		Holyoke	22 1/2
		White. Colored.	White. Colored
		No. 6	33
		" 8	34
		" 10	35
		" 12	36
		" 14	37
		" 16	38
		" 18	39
		" 20	40
		" 22	41
		" 24	42
		" 26	43
		" 28	44
		" 30	45
		Slater	5
		White Star	5
		Kid Glove	5
		Newmarket	5
		Fireman	32 1/2
		Creedmore	27 1/2
		Talbot XXX	30
		Nameless	27 1/2
		" Buckeye	32 1/2
		Red & Blue, plaid	40
		Union R.	22 1/2
		Windsor	18 1/2
		6 oz Western	20
		Union B.	22 1/2
		Nameless	8 @ 9 1/2
		" 8 1/2 @ 10	12 1/2
		Slater	9 1/2
		Brown	9 1/2
		Black	10 1/2
		10 1/2	10 1/2
		11 1/2	11 1/2
		12 1/2	12 1/2
		13 1/2	13 1/2
		14 1/2	14 1/2
		15 1/2	15 1/2
		16 1/2	16 1/2
		17 1/2	17 1/2
		18 1/2	18 1/2
		19 1/2	19 1/2
		20 1/2	20 1/2
		Severin, 8 oz.	10 1/2
		Mayland, 8 oz.	10 1/2
		Greenwood, 7 1/2 oz.	9 1/2
		Greenwood, 8 oz.	10 1/2
		Boston, 8 oz.	10 1/2
		White, doz.	25
		Colored, doz.	20
		Slater, Iron Cross	8
		" Red Cross	9
		" Best	10 1/2
		" Best A.A.	12 1/2
		" L.	7 1/2
		" G.	8 1/2
		Corticelli, doz.	85
		twist, doz.	40
		50 yd, doz.	40
		No 1 Bl'k & White	10
		" 2	12
		" 3	12
		No 2-20, M.C.	45
		" 3-18, S.C.	45
		No 4-15 F 3 1/2	40
		No 2 White & Bl'k	12
		" 4	15
		" 6	18
		No 2	28
		No 3	36
		A. James	1 40
		Crowley's	1 35
		Marshall's	1 00
		5-4	2 25
		" 2 10	2 10
		6-4	3 25
		" 3 10	3 10
		5-4	1 95
		6-4	2 95
		Cotton Sall Twine	28
		Crown	12
		Domestic	18 1/2
		Anchor	16
		Bristol	13
		Cherry Valley	15
		I X L.	18 1/2
		Alabama	6 1/2
		Alamance	6 1/2
		Augusta	7 1/2
		Ar sapha	6
		Georgia	6 1/2
		Granite	5 1/2
		Haw River	5
		Haw J.	5
		Amoskeag	6 1/2
		Onelda	6 1/2
		Princeton	5 1/2
		Randelman	6
		Riverside	6 1/2
		Sibley A.	6 1/2
		Toledo	6 1/2

DEMINS.		GINGHAMS.	
Amoskeag	12 1/2	Columbian brown	12
"	13 1/2	Everett, blue	12 1/2
"	14 1/2	" brown	12 1/2
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek A.A.	10	" brown	7 1/2
" BB.	9	Jaffrey	11 1/2
" CC.	9	Lancaster	12 1/2
Boston Mfg Co. br.	8 1/2	Lawrence, 9 oz.	13 1/2
" blue 8 1/2	7	" No. 280	13
" d & twist 10 1/2	10 1/2	" No. 280	11 1/2
Columbian XXX br.	10	" No. 280	10 1/2
" XXX bl.	19		
		GINGHAMS.	
Amoskeag	7 1/2	Lancaster, staple	7
" Persian dress 8 1/2	7 1/2	" fancies	7
" Canton	8 1/2	" Normandie	8
" AFC.	10 1/2	Lancashire	5 1/2
" Teazle	10 1/2	Manchester	6
" Angola	10 1/2	Monogram	6 1/2
" Persian	8 1/2	Normandie	7 1/2
Arlington staple	6 1/2	Persian	8 1/2
Arasapha fancy	4 1/2	Renfrew Dress	7 1/2
Bates Warwick dres	8 1/2	Rosemont	6 1/2
" staples	6 1/2	Slaterville	6
Centennial	10 1/2	Somerset	7
Criterion	10 1/2	Tacoma	7 1/2
Cumberland staple	5 1/2	Toile du Nord	10 1/2
Essex	4 1/2	" Wabash	7 1/2
Elfin	7 1/2	" seersucker	7 1/2
Everett classics	8 1/2	Whitlenden	6 1/2
Exposition	7 1/2	" heather dr.	8
Glenarie	6 1/2	" Indigo blue 9	6 1/2
Glenarven	6 1/2	Wamsutta staples	6 1/2
Glenwood	7 1/2	Westbrook	8
Hampton	6 1/2	"	8
Johnson, Chalon cl.	5	Windermeer	9
" Indigo blue 9	6 1/2	York	6 1/2
" zephyrs	16		
		GRAIN BAGS.	
Amoskeag	16 1/2	Valley City	15 1/2
Stark	20 1/2	Georgia	15 1/2
American	13	Pacific	13
		THREADS.	
Clark's Mile End	45	Barbour's	88
Coats, J. & P.	45	Marshall's	88
Holyoke	22 1/2		
		KNITTING COTTON.	
No. 6	33	No. 14	



But it is not alone in the dry goods emporiums that women are employed behind the counter. In the bazaars they have superseded men almost entirely, and the first-class grocery stores have installed them behind the candy counters, at the hot coffee, luncheon, bouillon stands and, where the establishment carries such stock, at the toilet counter.

Women in the East are also coming to the front as registered pharmacists, and the writer not long since saw the statement in an Eastern paper, that it seems to be a profession peculiarly suited to them by reason of their more sensitive touch and delicate sense of smell. How far these considerations enter into so exact a science as chemistry, the writer hereof does not pretend to say; but the profession of pharmacy for women is worthy of investigation, because of its dignity, the knowledge embraced in it, its uncrowded condition and correspondingly good pay.

Occasionally in music stores, and almost exclusively in hair-dressers' parlors, we find them engaged. As assistants to dentists—indeed, women with good muscular biceps are already relieving distressed people of refractory molars—and behind the florists' counters, helping distracted Algy to decide upon what "she" likes best, they are demonstrating their ability. In fact, there are but few retail departments of trade where women are not established in some capacity, and with the usual persistence of the sex it will be strange, indeed, if another half decade does not behold them wholesalers as well. Altogether, the old adage that "One swallow does not make a summer" undoubtedly holds true, yet the advent of one swallow is apt to predict its near approach, and the writer of these lines beheld some two years ago a young and charming woman wholesaler of cigars.

The chief obstacles the saleswoman has to encounter usually center in herself. Not that she does not have to meet with much to aggravate, much that is overbearing and unjust on the part of both employer and customer; but if she can shut her teeth with a grim determination to overcome all obstacles, master her trade, and demonstrate her usefulness at all times, she will find as the way progresses that it is less rocky and rough, and occasionally opens into green vales of rest and refreshment.

Another important consideration with women is that they are beginning to look upon their work as a profession for life, and do not speculate beyond the horizon in which their work is cast. A woman realizes that to make a fortune requires business sagacity, the indifference of an alligator's hide to the "slings and arrows" of snubs and slights, and an unflinching pluck to which she has not been educated. For this reason she is content to "let well enough alone," do her duty faithfully, and demonstrate her ability to earn at least a living.

To sum the case briefly: If a girl believes that she can put heart in her work, study it in all its details, master all of its requirements, develop habits of industry, promptness, good-nature, patience and cleanliness, acquire as far as possible the art of pleasing, and be content to advance slowly, there is at least the promise of a good living in the vocation of a saleswoman. But the best and most reliable merchants are coming every day to discourage more and more the applications of green misses who, because

"papa" does not furnish sufficient pin money, fancy they can stand behind the counter, look pretty and gossip with their collaborators, at so much clear gain per week. It is, in fact, high time for women to realize that in the hand to hand struggle for bread, they must give their best endeavors or fall ingloriously to the rear. The "working girl" who has come to stay will not do this.

BIRCH ARNOLD.

### He Bluffed His Friend but Lost a Customer.

From the Boston Herald.

A Boston drummer had borrowed \$10 from a Springfield merchant, and for a year had been calmly destroying all the angry duns which the merchant sent. One day the Springfield man went to Boston, blazing with rage and determined to order his winter goods from another firm. He walked into the drummer's office with fire in his eyes. But it had no effect on the agent. The latter grasped his hand and enquired about all the folks. "That's all right," said the Springfield man, "but will I have to take my money out in bluff?"

"My dear fellow," said the agent, "I must confess I am ashamed of myself, but really it always seemed to slip my mind. I cannot tell you how badly I feel about it. Just step this way and I will get it for you."

Then going to the book-keeper he said:

"Just let Mr. J— have \$10, will you, Fred?"

The bookkeeper handed over the money without any trouble, and the Springfield man became strongly of the opinion that he had made a mistake in forming such an unfavorable estimate of the agent. His manner changed, and after talking awhile, the two became as close friends as ever. The Springfield man finally gave his order, and went home satisfied that he had made a mistake and atoned for it.

In due time the order arrived. With it came the bill. The Springfield man looked it over, and when he reached the last item opened his eyes very wide. This was the item:

To borrowed money..... \$10

The Springfield man now gets his orders filled elsewhere.

### Look Out for Counterfeit Coins.

Thomas B. Carter, chief of the secret service bureau, predicts one of the most gigantic and successful counterfeiting schemes in the country's history at Chicago next year. He believes the souvenir coins will be counterfeited and command ready sale. He says the metal from which the genuine are made can be easily secured and moulded at a cost of 40 cents each. The bogus coins could be sold for \$1 each, affording a profit of 60 cents to the makers.

## When You Get Tired

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

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

### Hardware Price Current.

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

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

Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	75
Blind, Clark's.....	70&10
Blind, Parker's.....	70&10
Blind, Shepard's.....	70

BLOCKS.		
Ordinary Tackle, list April 1892.....	50	
CRADLES.		
Grain.....	dis. 50&10	

CROW BARS.		per lb
Cast Steel.....	5	

CAPS.		per m
Ely's 1-10.....	65	
Hick's C. F.....	60	
G. D.....	35	
Musket.....	60	

CARTRIDGES.		
Rim Fire.....	50	
Central Fire.....	25	

CHISELS.		dis.
Socket Firmer.....	70&10	
Socket Framing.....	70&10	
Socket Corner.....	70&10	
Socket Slicks.....	70&10	
Butchers' Tanged Firmer.....	40	

COMBS.		dis.
Curry, Lawrence's.....	40	
Hotchkiss.....	25	

CHALK.		
White Crayons, per gross.....	120 12 1/2	dis. 10

COPPER.		
Planished, 14 oz cut to size.....	per pound	28
" 14x22, 14x36, 14x60.....		23
Cold Rolled, 14x36 and 14x60.....		23
Bottoms.....		25

DRILLS.		dis.
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.....	0 1/4	

ELBOWS.		
Com. 4 piece, 6 in.....	dos. net	75
Corrugated.....	dis.	40
Adjustable.....	dis.	40&10

EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$26.....	30	
Ives', 1, \$18; 2, \$24; 3, \$30.....	25	

FILES—New List.		dis.
Disston's.....	60&10	
New American.....	60&10	
Nicholson's.....	60&10	
Heiler's.....	50	
Heiler'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.....	17	
Discount, 60.....	dis.	

GAUGES.		dis.
Stanley Rule and Level Co.'s.....	50	

KNOBES—New List.		dis.
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.		dis.
Russell & Irwin Mfg. Co.'s new list.....	55	
Mallory, Wheeler & Co.'s.....	55	
Brantford's.....	55	
Norwalk's.....	55	

MATTOKES.		
Adse Eye.....	\$16.00, dis. 60	
Hunt Eye.....	\$15.00, dis. 60	
Hunt's.....	\$18.50, dis. 20&10.	

MAULS.		dis.
Sperry & Co.'s, Post, handled.....	50	

MILLS.		dis.
Coffee, Parkers Co.'s.....	40	
" P. S. & W. Mfg. Co.'s Malleables.....	40	
" Landers, Ferry & Co.'s.....	40	
" Enterprise.....	30	

MOLASSES GATES.		dis.
Stebbin's Pattern.....	60&10	
Stebbin's Genuine.....	60&10	
Enterprise, self-measuring.....	25	

NAILS.		
Steel nails, base.....	1 85	
Wire nails, base.....	1 80&10	
Advance over base:	Steel.	Wire.

60.....	Base	Base
50.....	05	10
40.....	10	25
30.....	15	35
20.....	15	45
16.....	15	45
12.....	15	45
10.....	20	50
8.....	25	60
7 & 6.....	40	75
4.....	1 20	1 20
3.....	1 50	1 60
2.....	1 50	1 60
Case 10.....	60	65
" 8.....	75	75
" 6.....	90	90
Finish 10.....	85	75
" 8.....	1 00	90
" 6.....	1 15	1 10
Clinch 10.....	1 00	80
" 8.....	1 15	90
" 6.....	1 75	1 75

PLANES.		dis.
Ohio Tool Co.'s, fancy.....	2 40	
Scotch 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.		dis.
Fry, Acme.....	dis. 60-10	
Common, polished.....	dis. 70	
Iron and Tinned.....	40	
Copper Rivets and Burs.....	50-10	

PATENT PLANISHED IRON.		
"A" Wood's patent planished, Nos. 24 to 27.....	10 20	
"B" Wood's pat. planished, Nos. 25 to 27.....	9 20	

Broken packs 1/4c per pound extra.		
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HAMMERS.		
Maydole & Co.'s.....	dis. 25	
Kip's.....	dis. 25	
Yerkes & Plumb's.....	dis. 40&10	
Mason's Solid Cast Steel.....	30c list 60	
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10	

HINGES.		
Gate, Clark's, 1, 2, 3.....	dis. 60&10	
State.....	per doz. net, 2 50	
Screw Hook and Strap, to 12 in. 4 1/4 and longer.....	3 1/4	
Screw Hook and Eye, 1/2.....	net 10	
" " " 3/4.....	net 8 1/4	
" " " 1.....	net 7 1/4	
" " " 1 1/2.....	net 7 1/4	
Strap and T.....	dis. 50	

HANGERS.		dis.
Barn Door Kidder Mfg. Co., Wood track.....	50&10	
Champion, anti-friction.....	60&10	
Kidder, wood track.....	40	

HOLLOW WARE.		
Pots.....	60&10	
Kettles.....	60&10	
Spiders.....	60&10	
Gray enameled.....	40&10	

HOUSE FURNISHING GOODS.		
Stamped Tin Ware.....	new list 70	
Japanned Tin Ware.....	25	
Granite Iron Ware.....	new list 33 1/2 & 40	

WIRE GOODS.		dis.
Bright.....	70&10&10	
Screw Eyes.....	70&10&10	
Hook's.....	70&10&10	
Gate Hooks and Eyes.....	70&10&10	

LEVELS.		dis.
Stanley Rule and Level Co.'s.....	dis. 70	

ROPES.		
Sisal, 1/4 inch and larger.....	9	
Manilla.....	13	

SQUARES.		dis.
Steel and Iron.....	75	
Try and Bevels.....	60	
Mitre.....	20	

SHEET IRON.		
Nos. 10 to 14.....	Com. Smooth. Com.	\$5 05 \$2 25
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 26.....	4 25	3 25
No. 27.....	4 45	3 35

All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		
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SAND PAPER.		dis.
List acct. 19, '86.....	50	

SASH CORD.		list
Silver Lake, White A.....	50	
" Drab A.....	55	
" White B.....	50	
" Drab B.....	55	
" White C.....	35	

SASH WEIGHTS.		per ton \$25
Solid Eyes.....	dis.	

SAWS.		dis.
" 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.		dis.
Steel, Game.....	60&10	
Oneda Community, Newhouse's.....	35	
Oneda Community, Hawley & Norton's.....	70	
Mouse, choker.....	18c per doz	
Mouse, delusion.....	\$1.50 per doz.	

WIRE.		dis.
Bright Market.....	70-10	
Annealed Market.....	70-10	
Coppered Market.....	60	
Tinned Market.....	62 1/2	
Coppered Spring Steel.....	50	
Barbed Fence, galvanized.....	2 25	
" painted.....	2 40	

HORSE NAILS.		dis.
Au Sable.....	40&10	
Putnam.....	dis. 05	
Northwestern.....	dis. 10&10	

WRENCHES.		dis.
Baxter's Adjustable, nickeled.....	30	
Coe's Genuine.....	50	
Coe's Patent Agricultural, wrought.....	75	
Coe's Patent, malleable.....	75&10	

MISCELLANEOUS.		dis.
Bird Cages.....	50	
Pumps, Cistern.....	75&10	
Screws, New List.....	70&10	
Casters, Bed a d Plate.....	50&10&10	
Dampers, American.....	40	
Forks, hoes, rakes and all steel goods.....	65&10	

METALS.		
Pig Tin.....	26c	
Pig Bars.....	26c	



## THE SALESWOMAN'S VOCATION.

In undertaking to describe the conditions surrounding any branch of trade or any occupation, especially those suited to women, there are several important considerations demanding serious attention. No just estimate of any subject can be made unless the mind of the investigator is capable of taking at once a broad and practical view of the question. It must be viewed, so far as possible, from all sides; and there must be a certain amount of judicial acumen, which will enable one to recognize the inevitable necessity of compromise on certain lines; of accepting the changing conditions of social relations, and of admitting limitations.

But over and above these considerations stands one truth more boldly defined than all others. It is one with which every working girl has first to contend, and it does not take her long to discover by the inexorable rule of supply and demand that she cannot be successful if she does not love her work. The days of playing with work and the time when women could regard regular employment as a "makeshift" on the road to marriage, have been relegated to the era wherein she could only teach school and sew for a livelihood. A woman now, if she would achieve the independence which is her aim, must regard her work just as much a profession or business as does the man beside whom she labors.

The inevitable result of industry is to go forward, and if she would keep herself well in the van she must learn to accept the exacting conditions which are coming more and more to surround all, regardless of sex.

In no one vocation is this, perhaps, more noticeable than in that of the saleswoman. To the uninitiated it seems an easy thing to stand behind the counter and dispense tape and needles to a throng of good-natured buyers. One has only to look pretty, smile and know the prices, thinks the careless observer. But it is with the saleswoman to a certain extent as it is with the skillful surgeon, who seems to set a bone with such remarkable ease—there has been a long lane of learning how leading up to these smiling pastures of success.

This "learning how" comprises many things not down in the books or confined within a set of rules. The "rules," in reality, are few, being simply the general ones applicable to any position of life, viz., good character, tidy habits, promptness, goodnature and adaptability. This last requirement, however, is the chief element of success. Granted a love for her work, pleasing personal habits, and a mastery of the merit and prices of her wares, a saleswoman must have an intuitive knowledge of the wants and desires of her customers, so that she may be able to suggest ideas and combinations which will enable the doubter at once to determine what is most suitable in taste as well as purse. In this way the value of her work becomes at once apparent by the constituency which she can gather around her. This adaptability, however, is seldom acquired. Like the gift of poetry, music, art, or mathematics, it must be born in one to compass a full measure of achievement. Still the disposition to be obliging, the desire to please, the determination to win a high place in the regard of employers and customers alike, can do much toward supplying the lacking birthright.

When a girl first enters a store she is usually given a position among the needles, pins and tapes and lighter articles of merchandise. If she keeps her stock in good order, is prompt, energetic, attentive to her customers, after a few months' service she may be promoted to the lining, gingham, trimmings and ribbon departments, with a possible advance in wages. These are necessarily more difficult departments to fill, because they call for greater knowledge of the quality of goods, and their adaptability to certain ends. If her employer finds, after a time, that he can depend upon her judgment, he not infrequently permits her to buy the stock in her department. These goods are bought by samples displayed by agents, as it is only in rare instances that a house sends its saleswomen to the centers of trade to purchase merchandise. A well-known and elegant dry goods emporium has one woman buyer who goes every season to the eastern markets to buy lace. This house also sends its women customers on an annual trip to Europe to procure ideas for advanced styles.

There are not many women heads of departments in comparison with the number of men so employed; but the fact that within the last five years women have stepped into these posts, hitherto occupied exclusively by men, argues a great deal for the "business head" heretofore denied them.

As to wages in this calling, a great deal depends upon environment and opportunity. There are employers who scruple not to demand the best service of an employe at starvation wages. Such men will use the best years of a man's or woman's life to increase his hoard, at a price barely serving to keep soul and body together, only to turn them adrift, helpless and disheartened, when they are no longer of service.

An instance illustrating the above assertion was related to the writer by the manager of a leading dry goods house. The young woman in question had given three years of faithful service behind the counter for the pitiful sum of \$2.50 weekly.

"She was at once advanced to \$5 per week when she came to work for us, because," said the humane manager, "no girl can possibly live on less than \$5 a week."

Such instances of employers taking into consideration the needs and rewards of the worker are rather the exception than the rule; but among the best houses wages may be safely said to average from \$5 to \$7 a week. After exceedingly efficient service, or long service, the sums of \$10, \$12 or \$15 are not infrequently paid. Women designers in the dress and millinery departments, or in the art departments of various stores receive all the way from \$10 to \$25 weekly. As heads of departments they earn from \$1,200 to \$2,500 yearly. Men for this service receive from \$3,000 to \$5,000 annually. The difference in price is said to be due to the greater efficiency, endurance and business farsightedness of the men. As things are at present organized, women cannot hope to compete with men on their ground of gain and eligibility; but with this field of industry open to them, there is no reason, short of their own lack of application to the intricacies of a business, to prevent them from advancing step by step to positions equally lucrative.

## Dry Goods Price Current.

UNBLEACHED COTTONS.		9 oz. 13% Everet, blue. 12% brown 13.	
Adriatic	7	" Arrow Brand 5% brown 13.	
Argyle	6	" World Wide. 6%	
Atlanta A.A.	6	" LL. 4%	
Atlantic A.	6 1/2	" Full Yard Wide. 6 1/2	
" H.	6 1/2	" Georgia A. 6 1/2	
" P.	5 1/2	" Hornerd Width. 6 1/2	
" D.	6	" Hartford A. 5	
" LL.	5	" Indian Head. 7	
Amory	6 1/2	" King A. A. 6 1/2	
Archery Bunting	4	" King E.C. 5	
Beaver Dam A. A.	5 1/2	" Lawrence L.L. 4 1/2	
Blackstone O, 32.	5	" Madras cheese cloth 6 1/2	
Black Crow.	6	" Newmarket G. 5 1/2	
Black Rock	6	" B. 5	
Boot, AL.	7	" N. 6 1/2	
Capital A.	5 1/2	" DD. 5 1/2	
Cavanat V.	5 1/2	" X. 6 1/2	
Chapman cheese cl.	3 1/2	" Nolte R. 5	
Clifton C R.	5 1/2	" Owl Level Best. 6 1/2	
Comet	6 1/2	" Oxford R. 7	
Dwight Star	6 1/2	" Pequot. 6 1/2	
Clifton CCC	6 1/2	" Solar. 7	
		" Top of the Heap. 7	
BLEACHED COTTONS.			
A B C.	8 1/2	" Geo. Washington. 8	
Amazon.	8	" Glen Mills. 7	
Amsburg.	7	" Gold Medal. 7 1/2	
Art Cambric.	10	" Green Ticket. 8 1/2	
Blackstone A.A.	7	" Great Falls. 6 1/2	
Beats All.	4 1/2	" Hope. 7 1/2	
Boston.	12	" Just Out. 4 1/2 @ 5	
Cabot.	7 1/2	" King Phillip. 7 1/2	
Cabot %	5 1/2	" L. O. P. 7 1/2	
Charter Oak.	5 1/2	" Lonsdale Cambric. 10	
Conway W.	7 1/2	" Lonsdale. @ 8 1/2	
Cleveland.	7	" Middlesex. @ 5	
Dwight Anchor.	8 1/2	" No Name. 7 1/2	
" shorts.	8	" Oak View. 6	
Edwards.	6	" Our Own. 5 1/2	
Empire.	7	" Pride of the West. 12	
Farwell.	7 1/2	" Rosalind. 7 1/2	
Fruit of the Loom.	8 1/2	" Sunlight. 4 1/2	
Fitchville.	8 1/2	" Utica Mills. 8 1/2	
First Prize.	7	" Nonpareil 10	
Fruit of the Loom %.	7 1/2	" Vinyard. 8 1/2	
Fairmount.	4 1/2	" White Horse. 6	
Full Value.	6 1/2	" Rock. 8 1/2	
HALF BLEACHED COTTONS.			
Cabot.	8	" Dwight Anchor. 8 1/2	
Farwell.	8		
CANTON FLANNEL.			
Unbleached.	5 1/2	Bleached.	6 1/2
Housewife A.	5 1/2	Housewife Q.	6 1/2
" B.	5 1/2	" R.	7
" C.	6	" S.	7 1/2
" D.	6 1/2	" T.	8 1/2
" E.	7	" U.	9 1/2
" F.	7 1/2	" V.	10
" G.	7 1/2	" W.	10 1/2
" H.	7 1/2	" X.	11 1/2
" I.	8 1/2	" Y.	12 1/2
" J.	8 1/2	" Z.	13 1/2
" K.	9 1/2		
" L.	10		
" M.	10 1/2		
" N.	11		
" O.	11 1/2		
" P.	14 1/2		
CARPET WARP.			
Peerless, white.	18 1/2	Integrity colored.	20
" colored.	20	White Star.	18 1/2
Integrity.	18 1/2	" colored.	20
DRESS GOODS.			
Hamilton.	8	Nameless.	20
" "	9	" "	25
" "	10 1/2	" "	27 1/2
G G Cashmere.	20	" "	30
Nameless.	16	" "	32 1/2
" "	18	" "	35
CORSETS.			
Coraline.	89 50	Wonderful.	84 50
Schilling's.	9 00	Brighton.	4 75
Davis Walsta.	9 00	Bortree's.	9 00
Grand Rapids.	4 50	Abdominal.	15 00
CORSET JEANS.			
Armory.	6 1/2	Naumkeag satteen.	7 1/2
Androscoggin.	7 1/2	Rockport.	6 1/2
Biddeford.	6	Conestoga.	7 1/2
Brunswick.	6 1/2	Walworth.	6 1/2
PRINTS.			
Allen turkey reds.	6	Berwick fancies.	5 1/2
" robes.	6	Clyde Robes.	5 1/2
" pink & purple	6	Charles Oakes.	4 1/2
" buffs	6	DeMarine cashm's.	6
" pink checks.	6	" mourn'g.	6
" staples	6	Eddystone fancy.	6
" shirtings	4 1/2	" chocolat.	6
American fancy	5 1/2	" rober.	6
American indigo	6 1/2	" sateens.	6
American shirtings.	5 1/2	Hamilton fancy.	6
Argentine Grays.	6	" staple.	6
Anchor Shirtings.	5	Manchester fancy.	6
Arnold.	6 1/2	" new era.	6 1/2
Arnold Merino.	6	Merrimack D fancy.	6
" long cloth B.	10 1/2	Merrim'ck shirtings.	4 1/2
" C.	8 1/2	" Reppturn.	8 1/2
" century cloth	7	" Pacific fancy.	6
" gold seal.	10 1/2	" robes.	6 1/2
" green seal TR 10 1/2	10 1/2	Portsmouth robes.	6
" yellow seal.	10 1/2	Simpson mourning.	6
" serge.	11 1/2	" greys.	6
" Turkey red.	10 1/2	" solid black.	6
Ballou solid black.	5	Washington indigo.	6
" colors.	5 1/2	" Warren.	7 1/2
Bengal blue, green,	5 1/2	" India robes.	7 1/2
red and orange.	5 1/2	" plain T'ky X & 8 1/2	
Berlin solids.	5 1/2	" X. 10	
" oil blue.	6 1/2	" Ottoman Tur.	
" green.	6 1/2	key red.	6
" Foulards.	5 1/2	Martha Washington	
" red & 7	7 1/2	" Turkey red & 7 1/2	
" 4.	9 1/2	Martha Washington	
" 3-4 XXX 12	12	" Turkey red.	9 1/2
Cocheco fancy.	6	Riverpoint robes.	5 1/2
" madders.	6	Windsor fancy.	6 1/2
" XX twills.	6 1/2	" gold ticket.	10 1/2
" solids.	5 1/2	Harmony.	4 1/2
TICKINGS.			
Amoskeag A C A.	13	A C A.	13
Hamilton N.	7 1/2	Pemberton AAA.	16
" D.	8 1/2	York.	10 1/2
" Awning.	11	Swift River.	7 1/2
Farmer.	8	Pearl River.	12 1/2
First Prize.	10 1/2	Warren.	13 1/2
Lenox Mills.	18	Conostoga.	16
COTTON DRILL.			
Atlanta, D.	6 1/2	Stark A.	8
Boot.	6 1/2	No Name.	7 1/2
Clifton, K.	7	Top of Heap.	7
GINGHAMS.			
Amoskeag.	7 1/2	Lancaster, staple.	7
" Persian dress	7 1/2	" fancies.	7
" Canton.	8	" Normandle.	8
" AFC.	10 1/2	Lancashire.	6
" Teazle.	10 1/2	Manchester.	5 1/2
" Angola.	10 1/2	Monogram.	6 1/2
" Persian.	8 1/2	Normandle.	7 1/2
Arlington staple.	6 1/2	Persian.	8 1/2
Arasapha fancy.	4 1/2	Renfrew Dress.	7 1/2
Bates Warwick dres	8 1/2	Rosemont.	6 1/2
" staples.	6 1/2	Slatersville.	6
Centennial.	10 1/2	Somerset.	6
Criterion.	10 1/2	Tacoma.	7 1/2
Cumberland staple.	5 1/2	Toil du Nord.	10 1/2
Cumberland.	5	Wabash.	7 1/2
Essex.	4 1/2	" seersucker.	7 1/2
Elfin.	7 1/2	Warwick.	8 1/2
Everet classics.	8 1/2	Whittenden.	6 1/2
Exposition.	7 1/2	" heather dr.	8
Glenarie.	6 1/2	" indigo blue	9
Glenarven.	6 1/2	Wamsutta staples.	6 1/2
Glenwood.	7 1/2	Westbrook.	8
Hampton.	6 1/2	" "	10
Johnson chalon cl	5	Windermeer.	5
" indigo blue	9 1/2	York.	6 1/2
" zephyrs.	16		
GRAIN BAGS.			
Amoskeag.	16 1/2	Valley City.	15 1/2
Stark.	16	Georgia.	15 1/2
American.	16	Pacific.	13
THREADS.			
Clark's Mile End.	45	Barbour's.	88
Coats', J. & P.	45	Marshall's.	88
Holyoke.	22 1/2		
KNITTING COTTON.			
No. 6	White. Colored.	No. 14.	White. Colored
" 8	33 38	" 16.	37 42
" 10.	34 39	" 18.	38 43
" 12.	35 40	" 20.	39 44
" 12.	36 41	" 20.	40 45
CAMBRICS.			
Slater.	5	Edwards.	5
White Star.	5	Lockwood.	5
Kid Glove.	5	Wood's.	5
Newmarket.	5	Brunswick.	5
RED FLANNEL.			
Fireman.	32 1/2	T W.	22 1/2
Creedmore.	27 1/2	FT.	32 1/2
Talbot XXX.	30	J R F, XXX.	35
Nameless.	27 1/2	Buckeye.	32 1/2
MIXED FLANNEL.			
Red & Blue, plaid.	40	Grey S R W.	17 1/2
Union R.	22 1/2	Western W.	18 1/2
Windsor.	18 1/2	D R P.	18 1/2
6 oz Western.	20	Flushing XXX.	23 1/2
Union B.	22 1/2	Maatoba.	23 1/2
DOMEST FLANNEL.			
Nameless.	8 @ 9 1/2	" 9 @ 10 1/2	
" 8 1/2 @ 10		" 12 1/2	
CANVASES AND PADDING.			
Slate.	Brown. Black.	Slate.	Brown. Black.
9 1/2	9 1/2	10 1/2	10 1/2
10 1/2	10 1/2	11 1/2	11 1/2
11 1/2	11 1/2	12	12
12 1/2	12 1/2	20	20
DUCKS.			
Severen, 8 oz.	10 1/2	West Point, 8 oz.	10 1/2
Mayland, 8 oz.	10 1/2	" 10 oz.	12 1/2
Greenwood, 7 1/2 oz.	9 1/2	Raven, 10 oz.	13 1/2
Greenwood, 8 oz.	11 1/2	Stark.	13 1/2
Boston, 8 oz.	10 1/2	Boston, 10 oz.	12 1/2
WADDINGS.			
White, doz.	25	Per bale, 40 doz.	83 50
Colored, doz.	20	Colored "	7 50
SILKES.			
Slater, Iron Cross.	8	Pawtucket.	10 1/2
" Red Cross.	9	Dundie.	9
" Best.	10 1/2	Bedford.	10 1/2
" Best A.A.	12 1/2	Valley City.	10 1/2
L.	8 1/2	KK	10 1/2
G.	8 1/2		
SEWING SILK.			
Corticeill, doz.	85	Corticeill knitting,	
twist, doz.	40	per 1/2 oz ball.	30
5 yd, doz.	40		
HOOKS AND EYES—PER GROSS.			
No 1 B'K & White.	10	No 4 B'K & White.	15
" 2 "	12	" 8 "	20
" 3 "	12	" 10 "	25
PINS.			
No 2—20, M C.	50	No 4—15 F 3 1/2.	40
" 3—18, S C.	45		
TAPES.			
No 2 White & B'K.	12	No 5 White & B'K.	20
" 4 "	15	" 10 "	23
" 6 "	18	" 12 "	23
SAFETY PINS.			
No 2.	28	No 3.	36
NEEDLES—PER M.			
A. James.	1 40	Steamboat.	40
Crowley's.	1 25	Gold Eyed.	1 50
Marshall's.	1 00		
TABLE OIL CLOTH.			
5—4.	2 25	6—4.	3 25
" 2 10		1—95	6—4.
" 2 10		" 3 10	
TWINES.			
Cotton Sall Twine.	32	Nashua.	18
Crown.	12	Rising Star 4 ply.	17
Domestic.	18 1/2	" 3 ply.	17
Anchor.	16	North Star.	20
Bristol.	13	Wool Standard 4 ply 17 1/2	
Cherry Valley.	15	Powhattan.	18
I X L.	18 1/2		
PLAID OSNABURGS.			
Alabama.	6 1/2	Mount Pleasant.	6 1/2
Alamance.	6 1/2	Onelda.	5
Augusta.	7 1/2	Prymont.	5 1/2
Ar sapha.	6	Randelman.	6
Granite.	6 1/2	Riverside.	6 1/2
Haw River.	5	Sibley A.	6 1/2
Haw River.	5	Toledo.	6 1/2



But it is not alone in the dry goods emporiums that women are employed behind the counter. In the bazaars they have superseded men almost entirely, and the first-class grocery stores have installed them behind the candy counters, at the hot coffee, luncheon, bouillon stands and, where the establishment carries such stock, at the toilet counter.

Women in the East are also coming to the front as registered pharmacists, and the writer not long since saw the statement in an Eastern paper, that it seems to be a profession peculiarly suited to them by reason of their more sensitive touch and delicate sense of smell. How far these considerations enter into so exact a science as chemistry, the writer hereof does not pretend to say; but the profession of pharmacy for women is worthy of investigation, because of its dignity, the knowledge embraced in it, its uncrowded condition and correspondingly good pay.

Occasionally in music stores, and almost exclusively in hair-dressers' parlors, we find them engaged. As assistants to dentists—indeed, women with good muscular biceps are already relieving distressed people of refractory molars—and behind the florists' counters, helping distracted Algy to decide upon what "she" likes best, they are demonstrating their ability. In fact, there are but few retail departments of trade where women are not established in some capacity, and with the usual persistence of the sex it will be strange, indeed, if another half decade does not behold them wholesalers as well. Altogether, the old adage that "One swallow does not make a summer" undoubtedly holds true, yet the advent of one swallow is apt to predict its near approach, and the writer of these lines beheld some two years ago a young and charming woman wholesaler of cigars.

The chief obstacles the saleswoman has to encounter usually center in herself. Not that she does not have to meet with much to aggravate, much that is overbearing and unjust on the part of both employer and customer; but if she can shut her teeth with a grim determination to overcome all obstacles, master her trade, and demonstrate her usefulness at all times, she will find as the way progresses that it is less rocky and rough, and occasionally opens into green vales of rest and refreshment.

Another important consideration with women is that they are beginning to look upon their work as a profession for life, and do not speculate beyond the horizon in which their work is cast. A woman realizes that to make a fortune requires business sagacity, the indifference of an alligator's hide to the "slings and arrows" of snubs and slights, and an unflinching pluck to which she has not been educated. For this reason she is content to "let well enough alone," do her duty faithfully, and demonstrate her ability to earn at least a living.

To sum the case briefly: If a girl believes that she can put heart in her work, study it in all its details, master all of its requirements, develop habits of industry, promptness, good-nature, patience and cleanliness, acquire as far as possible the art of pleasing, and be content to advance slowly, there is at least the promise of a good living in the vocation of a saleswoman. But the best and most reliable merchants are coming every day to discourage more and more the applications of green misses who, because

"papa" does not furnish sufficient pin money, fancy they can stand behind the counter, look pretty and gossip with their collaborators, at so much clear gain per week. It is, in fact, high time for women to realize that in the hand to hand struggle for bread, they must give their best endeavors or fall ingloriously to the rear. The "working girl" who has come to stay will not do this.

BIRCH ARNOLD.

#### He Bluffed His Friend but Lost a Customer.

From the Boston Herald.

A Boston drummer had borrowed \$10 from a Springfield merchant, and for a year had been calmly destroying all the angry duns which the merchant sent. One day the Springfield man went to Boston, blazing with rage and determined to order his winter goods from another firm. He walked into the drummer's office with fire in his eyes. But it had no effect on the agent. The latter grasped his hand and enquired about all the folks.

"That's all right," said the Springfield man, "but will I have to take my money out in bluff?"

"My dear fellow," said the agent, "I must confess I am ashamed of myself, but really it always seemed to slip my mind. I cannot tell you how badly I feel about it. Just step this way and I will get it for you."

Then going to the book-keeper he said: "Just let Mr. J— have \$10, will you, Fred?"

The bookkeeper handed over the money without any trouble, and the Springfield man became strongly of the opinion that he had made a mistake in forming such an unfavorable estimate of the agent. His manner changed, and after talking awhile, the two became as close friends as ever. The Springfield man finally gave his order, and went home satisfied that he had made a mistake and atoned for it.

In due time the order arrived. With it came the bill. The Springfield man looked it over, and when he reached the last item opened his eyes very wide. This was the item:

To borrowed money..... \$10  
The Springfield man now gets his orders filled elsewhere.

#### Look Out for Counterfeit Coins.

Thomas B. Carter, chief of the secret service bureau, predicts one of the most gigantic and successful counterfeiting schemes in the country's history at Chicago next year. He believes the souvenir coins will be counterfeited and command ready sale. He says the metal from which the genuine are made can be easily secured and moulded at a cost of 40 cents each. The bogus coins could be sold for \$1 each, affording a profit of 60 cents to the makers.

### When You Get Tired

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

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

#### Hardware Price Current.

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

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

CRADLES.	
Grain.....	dis. 50&60

CROW BARS.	
Cast Steel.....	per lb 5

CAPS.	
Ely's 1-10.....	per m 65

Hick's C. F.....	" 35
G. D.....	" 60

CAMTRIDGES.	
Rim Fire.....	50

Central Fire.....	dis. 25
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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
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CHALK.	
White Crayons, per gross.....	130 12 1/2 dis. 10

COPPER.	
Planished, 14 oz cut to size.....	per pound 25

14x52, 14x56, 14x60.....	26
Cold Rolled, 14x56 and 14x60.....	23

Cold Rolled, 14x48.....	25
Bottoms.....	dis. 25

DRILLS.	
Morse's Bit Stocks.....	50

Taper and straight Shank.....	50
Morse's Taper Shank.....	50

DRIPPING PANS.	
Small sizes, per pound.....	07

Large sizes, per pound.....	6 1/2
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ELBOWS.	
Com. 4 piece, 6 in.....	dos. net 75

Corrugated.....	dis. 40
Adjustable.....	dis. 40&10

EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26.....	30

Ives', 1, \$18; 2, \$24; 3, \$30.....	dis. 25
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FILES—New List.	
Diston's.....	60&10

New American.....	60&10
Nicholson's.....	60&10

Heller's.....	50
Heller's Horse Rasps.....	50

GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28

List 12 13 14 15 16 17.....	17
Discount, 60.....	dis. 17

GAUGES.	
Stanley Rule and Level Co.'s.....	50

KNOB—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
Brantford's.....	55

Nowalk's.....	55
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Adze Eye.....	\$18.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60

Hunt's.....	\$18.50, dis. 20&10
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MAULS.	
Sperry & Co.'s, Post, handled.....	50

MILLS.	
Coffee, Parkers Co.'s.....	40

" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Perry & Clark's.....	40

" Enterprise.....	30
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MOLASSES GATES.	
Stebbin's Pattern.....	60&10

Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	25

NAILS.	
Steel nails, base.....	1 85

Wire nails, base.....	1 80&10
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Advance over base:	
60.....	Base 10

40.....	Base 5
30.....	Base 10

20.....	Base 15
16.....	Base 15

12.....	Base 15
10.....	Base 20

8.....	Base 25
7 & 6.....	Base 30

4.....	Base 60
3.....	Base 1 00

2.....	Base 1 20
1.....	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 00
" 4.....	Base 1 10

Clinch 10.....	Base 1 15
" 8.....	Base 1 20

" 6.....	Base 1 25
Barrell %.....	Base 1 75

PLANES.	
Ohio Tool Co.'s, fancy.....	2 40

Scotch Bench.....	2 60
Sandusky Tool Co.'s, fancy.....	2 40

Bench, first quality.....	2 40
Stanley Rule and Level Co.'s, wood.....	2 10

PANS.	
Fry, Acome.....	dis. 60-10

Common, polished.....	dis. 70
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RIVETS.	
Iron and Tinned.....	40

Copper Rivets and Burs.....	50-10
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PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27.....	10 30

"B" Wood's pat. planished, Nos. 25 to 27.....	9 20
Broken packs 1/2 per pound extra.	

HAMMERS.	
Maydole & Co.'s.....	dis. 25
Kip's.....	dis. 25
Yerkes & Plumb's.....	dis. 40&10

Mason's Solid Cast Steel.....	30c list 60
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10

RINGS.	
Gate, Clark's, 1, 2, 3.....	dis. 60&10

State.....	per doz. ind. 2 50
Screw Hook and Strap, to 12 in. 1/4 14 and longer.....	3 1/2

Screw Hook and Eye, 1/2.....	net 10
" " " 3/4.....	net 8 1/2

" " " 1.....	net 7 1/2
" " " 1 1/2.....	net 7 1/2

Strap and T.....	dis. 50
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HANGERS.	
Barn Door Kidder Mfg. Co., Wood track.....	50&10

Champion, anti-friction.....	50&10
Kidder, wood track.....	40

HOLLOW WARE.	
Pots.....	60&10

Kettles.....	60&10
Spiders.....	60&10

Gray enameled.....	40&10
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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

LEVELS.	
Sisal, 1/2 inch and larger.....	13

Manilla.....	9
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SQUARES.	
Steel and Iron.....	75

Try and Bevels.....	60
Mitre.....	30

SHEET IRON.	
Nos. 10 to 14.....	Com. Smooth. Com. \$1 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 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	

SAND PAPER.	
List acct. 19, '86.....	dis. 50

SASH COORD.	
Silver Lake, White A.....	list 50

" Drab A.....	" 55
" White B.....	" 50

" Drab B.....	" 55
" White C.....	" 35

Discount, 10.....	
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SASH WEIGHTS.	
Solid Eyes.....	per ton \$25



## Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at

100 Louis St., Grand Rapids,

— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, - Postage Prepaid.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

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

Sample copies sent free to any address.

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

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

E. A. STOWE, Editor.

WEDNESDAY, JANUARY 11, 1893.

## BRINGING CANADA TO TIME.

It is announced from Washington that the outgoing administration has determined to signalize the last few months of its tenure of office by instituting vigorous retaliatory proceedings against Canada, because of the unjust discrimination shown against American business interests by the Dominion Government. In spite of the constant expostulations addressed to the Ottawa Government by our State Department, and the retaliatory measures actually adopted with respect to the canal tolls, the Canadians continue to impose onerous burdens upon American shipping passing through their canals, and upon American merchandise transported over their railroads.

The United States Government has been slow to move in this matter, under the belief that public sentiment in Canada would promptly compel a cessation of the unfair spirit displayed by the Government. The desire for annexation, expressed by so many Canadians, also induced President Harrison and his advisers to adopt a conciliatory course.

Now, however, that it is clearly shown that moderation is misplaced, and that, instead of improving the situation, it is constantly growing worse, it has been decided to act vigorously.

The new method of procedure selected is to strike at Canadian trade by stopping the privileges the Canadian railroads have hitherto enjoyed of transporting goods in bond through American seaports by overland routes into Canada. This privilege has enabled them to successfully compete with American railroads and to take considerable business away from them, owing to the fact that they (the Canadian roads) were not subject to the restrictions imposed on the home roads by the interstate commerce law.

It is stated that the new method of retaliation will be put in force very shortly, and that every measure short of actual hostilities will be resorted to to bring our Canadian neighbors to terms.

In the light of these hostile trade demonstrations, the talk of annexation which so many Canadians indulge in is somewhat ridiculous. A nation which is

willing to permit its Government to adopt such unfriendly measures against the trade of a neighboring nation can have no serious intention of favoring annexation to the very country thus continually attacked.

Organized labor received another body blow last Friday in the decision of the Supreme Court of Pennsylvania, sustaining the decision of the Allegheny County Court, which granted an injunction against the striking printers of Pittsburgh, restraining them from annoying or intimidating the workmen employed by the employing printers. The job printers of Pittsburgh struck for an eight-hour day on Oct. 1, 1891, but the strike has been about as successful as the Homestead affair. Unlike the Homestead strike, the unionists did not resort to murder and incendiarism, confining their operations to assaulting the men who took their places and ruining the machinery and material of the employing printers. The latter naturally took steps to put the unionists under legal restraint, and the highest tribunal in that State sustains the action. Strange as it may seem, the union printers of the country still contribute a weekly stipend to "maintain the strike"—to be more exact, to keep a venal strike committee drunk at a high-toned hotel—although there is no more prospect of winning the strike than of turning the moon into cheese. Great is the acumen of unionism!

A serious danger menaces the cheese industry of Michigan in the shape of the combined cheese factory-creamery enterprises now being located in various parts of the State for the purpose of making creamery butter and skim cheese; worse than that, "filled" cheese, neutral grease taking the place of the cream made into butter. In the absence of a law compelling the branding of all cheese, according to the butter fat contained therein, the placing of filled cheese on the market will soon ruin the reputation for full cream cheese which it has taken two generations for Michigan cheesemakers to build up. Those who believe in honest goods and honest methods—in selling goods for exactly what they are and nothing else—should concentrate their energies in securing, at the hands of the present Legislature, a law compelling the branding of all cheese manufactured in this State and the creation of a Food Commissioner, to attend to the enforcing of the law and other laws of similar character now on our statute books. Without a proper office to enforce the laws, they are a dead-letter.

The Saranac Local, in referring to the large number of scheme creameries now being located in this State, sagely remarks:

Unfortunately the great majority of these "assisted" creameries never hold out long enough for the cream to rise.

## Michigan's Failure Record for 1892.

There were 219 failures in Michigan during the past year. As the number of firms doing business was 49,822, the percentage of failures is but little over two-fifths of 1 per cent. The total liabilities were \$2,969,296. The year before there were 232 failures, with liabilities estimated at \$2,308,282. The liabilities of the year before that amounted to \$6,082,924.

## The Lowell Veteran Heard From.

LOWELL, Jan. 3.—I note with pleasure several suggestions in THE TRADESMAN in reference to calling a meeting in February of the State Business Men's Association. The good work done in the past should be sufficient encouragement to push forward, and while mistakes may have been made, experience may teach how to avoid them. The benefits accruing to the business interests of Michigan through this organization cannot be estimated, and no one conversant with the facts can say that the time and money spent in the work have not been well invested. Our local association has not been as active, perhaps, as some others; but we look with pride upon the improvements made through our united efforts and hope for greater good to come. Ex-President Hamilton refers with pleasure to the work of his home Association, and a visitor to that hustling Northern city can readily discover the "power behind the throne." Truly, if local organizations can accomplish so much, what may we not expect from a thorough organization of the business men of the entire State? What the business men of Michigan cannot accomplish, business men of other states need not attempt.

There are few things on earth which would afford me greater pleasure than to meet once more and clasp hands with the veterans of the M. B. M. A. Let this be a representative meeting and my wish is that every city and village in the State may be represented. The business interests of the State demand it. If a meeting is called, Lowell will be there.

Yours Truly,

N. B. BLAIN.

## Financial Notes.

It is reported that S. W. Webber, of Lyons, has purchased a business lot at Carson City, and will erect thereon a brick building, suitable for the use of a bank, with a view to organizing another bank in that town.

The Edison Illuminating Company of Detroit was organized in April, 1886, with a capital stock of \$250,000. A year ago the stockholders resolved to increase the stock to \$350,000. Half of the new stock was issued last July. At a recent meeting of the Board of Directors it was ordered to immediately offer the remaining \$50,000 of new stock at par to the present stockholders for subscription *pro rata* to be paid for by Jan. 14.

Henry Idema has purchased the stock in the Kent County Savings Bank held by the estate of the late James Blair.

Some heavy transfers in stock of the Grand Rapids School Furniture Co. have lately taken place, Gaius W. Perkins, Wm. T. Hess and Chas. J. Reed having purchased the holdings of Case & Crotser and James A. Rumsey.

## Present Price of Granulated Sugar.

On account of the advance in sugar at wholesale, the retail price of granulated in this city has been changed to the following:

6½ cents per pound  
4 pounds for 25 cents.  
8½ " " 50 "  
17 " " \$1.

The O. & W. Thum Co. has won an important victory in the United States Court of Massachusetts, in the case of O. & W. Thum Co. vs. John A. Andrews, et al., fully establishing the rights of plaintiff to the sealing borders on their fly papers. The decision is deemed of great advantage to the company, owing to the effect it will have on other imitators of Tanglefoot.

At five dollars he offered his mantles fine,  
But they didn't sell worth a cent;  
Then he marked them down to four ninety-nine,  
And like hot cakes at once they went.

## Was It a Fair Combination?

From the American Grocer.

On a balmy spring morning a few years since the representative of the well-known Gloucester firm of — & — dealers in fish, entered the store of — and sold fifty kits of new season's mackerel at \$1.15. Somehow or other it happened that the fifty other dealers in fish in that city failed to buy any of the same line of goods, so that upon arrival — & Co. were the only parties in the city offering new mackerel in kits. They stacked the packages on the sidewalk and labeled them \$1.50, thus getting a very fair profit.

In that section it was the custom of farmer and families resident in the city to buy a kit of salt mackerel. And so it came about that many a farmer as he passed through the city stopped at — & Co.'s store and invested \$1.50 in a kit of new mackerel, and many of the city folks did the same.

A neighboring dealer looked with jealous eyes on — & Co.'s lively trade in mackerel. He discerned that the low price and the excellent quality of the fish were proving a paying advertisement. And so he ordered a lot of kits and upon arrival stacked them in front of his store, but marked them \$1.45 per kit. — & Co. promptly marked their kits down to \$1.40, when the competitor dropped the price to \$1.35, only to be followed by — & Co., dropping to \$1.30. Down!

Down! down! went the figures until cost had been reached, when — & Co. called on their competitors and asked if the policy they were pursuing was fair to each other? After discussing the question the rival firms came to the conclusion that their method was folly and so they agreed upon a price at which both would sell the kits of mackerel, viz., \$1.45, thus giving both a fair profit. As both adhered to the agreement, both did a good trade and made money. They entered into a combination in restraint of competition, and one which checked the public entrenching on their capital and enjoying their services without remuneration.

Was it a fair, a just combination? Think it over and let the editor know your opinion. Apply the principle involved to larger combinations and tell us if it is fair or whether it is foul, unjust and inequitable!

## Use Tradesman or Superior Coupons.

## PRODUCE MARKET.

Apples—Baldwins and Spys are in fair supply and good demand, commanding \$3 per bbl. for eating and \$2 for cooking grades.

Beans—Unchanged. City picked is held at \$1.60 @ \$1.75.

Butter—Very scarce, choice dairy readily commanding 23¢ @ 24¢ and fancy creamery bringing 32¢ @ 33¢.

Cabbages—So scarce that dealers have ceased quoting by the 100, selling by a dozen, with strong probability that the price will soon be made by the piece. The ruling price is now 75¢ @ 85¢ per doz.

Celery—Winter stock is much inferior to fall stock, commanding 18¢ @ 20¢ per doz. bunches. Cider—12½ @ 13¢ per gal.

Cranberries—The market is a little lower, crates now being held as follows: Cape Cods and Jerseys, \$2.75; Waltons, \$3.25.

Eggs—Stocks of cold storage are practically exhausted, in consequence of which the Chicago market has advanced from 18 to 23¢ per doz. Local handlers hold old eggs at 24¢ and strictly fresh at 28¢, with only occasional offerings of the latter.

Grapes—Malagas command \$7.50 per keg.

Honey—Clover in comb commands 13¢ @ 14¢.

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

Parsnips—40¢ per bu.

Potatoes—The market is looking up again, local handlers having all received enquiries and orders from outside markets during the past week. In consequence of the revival in the markets, handlers have notified their buyers at outside points to increase the paying price from 50 to 55¢ per bu.

Squash—Very scarce, Hubbard readily commanding 2½¢ per lb.

Sweet Potatoes—Scarce and nearly out of market. Illinois readily command \$4 per bbl. and Tennessee Yams bring \$1.25 per bu.

Turnips—35¢ per bu.



**Gripsack Brigade.**

Henry Tons has gone on the road for Caskey, Quinlan & Hawley, the Petoskey furniture manufacturers, and was in town last week on his way to the West.

The Owosso traveling men are arranging to hold their second annual social gathering, which they hope to make as successful as their first social, held a year ago.

Abraham Peck, formerly prescription clerk for W. S. Winegar, the Lowell druggist, has gone on the road for the specialty department of the Standard Oil Co., covering the trade of Northwestern Michigan.

G. W. Dennis succeeds F. E. Edmunds as traveling representative for A. E. Brooks & Co. Mr. Edmunds has engaged to travel for Gray, Tointon & Fox, wholesale and manufacturing confectioners of Detroit.

At the annual meeting of the Travelers' Club, of Detroit, the following directors were elected to take the place of those retiring: George L. Sampson, Ed. Wiles and L. R. Meserve. The officers for the ensuing year were elected as follows: President, George L. Sampson; Vice-President, T. J. Chamberlain; Second Vice-President, Ed. Wiles; Secretary-Treasurer, R. A. Catton; Auditor, T. J. Chamberlain; chairman of the house committee, L. R. Meserve. The membership of the Club is 280, and the finances are in a very satisfactory condition.

"I have known hundreds of commercial travelers in my time," said a prominent traveling man, "but I have never known one yet to make a success on the road, or even remain on the road for any length of time, unless he worked as hard for his employer as he would work for himself. I will say even more, and that is, that I never knew a narrow-minded or bigoted salesman to succeed. The requirements of a successful salesman can never be appreciated until one becomes a salesman himself. The successful salesman cannot be ignorant, because the dealer will find that out at the very start; he cannot be insolent, because his insolence will be resented; he cannot be too smart, because there is many a small country dealer just as smart as he is. He must be a well-informed, earnest, courteous gentleman at all times, and I am glad to say, while speaking on this subject, that the old-style salesman that we used to read about when we were boys is gone. The idea of the drummer twenty-five years ago implied a man dressed in the flashiest style of clothes, of loud demeanor, who demanded and got the best of everything wherever he went, and who regarded morals as only of secondary consideration. The people of a quarter of a century ago thought that a drummer could not be successful unless he got on an occasional tear. The drummer now is essentially a gentleman in all that the word implies. He must be a gentleman in conduct as well as appearance. No bumming or tearing around is tolerated for one moment by a reputable house. In short, the salesman is a perambulating merchant; he travels from place to place, representing his house and stands for his house wherever he goes. The better class of salesmen will not associate with the drummer who thinks it is duty to get drunk or act smart wherever he goes. Go where you will, I doubt if you can find a more intelligent, a more moral, or a more trust-

worthy class of men than you find in the ranks of the traveling salesmen."

Jos. P. Visner was born at Coaticooke, Quebec, May 25, 1854. He removed shortly thereafter with his parents to Chicago. When 7 years old he removed with his parents to East Saginaw, subsequently coming to this city, where his father enlisted as a volunteer in 1861. On the return of his father from the war, the family removed to Muskegon, where he remained ten years. Mr. Visner attended the common schools at that place and completed his education by a course at the Grand Rapids Business College. He then conducted a general store at Monterey, removing a few months later to Hopkins Station, where he conducted business three years. He then took in Peter Dendel as a partner, when the firm name became Visner & Dendel. One year later he sold out to his partner, removing to Allegan, where he embarked in the lumber and building material business. This he continued three years, when he removed to Grand Rapids Jan. 1, 1890, and engaged with Edwin J. Gillies & Co., of New York, as city salesman. This position he still holds, having recently re-engaged with the house for the fourth year. Mr. Visner is a patient and persistent worker, and to this fact is due the remarkable success which has attended his career as a salesman in this market. That he enjoys the confidence of his house to a marked extent is shown by the fact that he is permitted to make collections and enforce the payment of doubtful accounts, without consulting headquarters; in fact, his success in this respect has been so remarkable that Gillies & Co. could hardly afford to curtail his authority in this line.

**The Hardware Market.**

There is but little to report in the line of hardware. Business continues good and the outlook for the coming year is very encouraging. But very few changes are being made in prices.

Wire Nails—Still continue to decline and, owing to the severe winter, the demand is very light. Present quotations are \$1.75 to \$1.80 base.

Barbed Wire—Many dealers are placing their orders for spring shipments, believing prices are as low as they can possibly go. Jobbers are quoting for shipment from factory as follows: Painted, \$2.10; galvanized, \$2.55.

Rope—Again on the decline, both sisal and manilla. We quote sisal at 8½¢ and manilla at 12½¢.

Saws—A great scarcity exists among the saw makers and it is impossible for jobbers to keep a supply of the salable sizes. E. C. Atkins & Co. write they are working night and day, and yet find they cannot keep pace with the demand.

Chain—For logging purposes are also difficult to obtain. Notwithstanding the scarcity, there is no change in the prices.

**The Grocery Market.**

Sugar—Some grades have advanced during the past week, powdered and cubes being ½¢ higher and soft grades having been marked up from ½¢ to 3-16¢. The new method of handling sugar appears to meet with less opposition than was expected, the retail trade having apparently decided to give the plan a fair trial before condemning or approving it—a wise thing to do.

Oranges—Unchanged.

Lemons—Plenty and cheaper.

**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.

**STUDLEY & BARCLAY,**

4 Monroe St.,  
GRAND RAPIDS, MICH.

Our Motto: "New Styles."

We Lead in Reduced Prices.

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

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

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



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



# FERMENTUM

## The Only Reliable

# COMPRESSED YEAST

Sold in this market for the past Fifteen Years.

Far Superior to any other.

Correspondence or Sample Order Solicited.

Endorsed Wherever Used.

JOHN SMYTH, Agent, Grand Rapids, Mich.

Telephone 566.

106 Kent St.



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



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

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

**Michigan State Pharmaceutical Ass'n.**

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

**Grand Rapids Pharmaceutical Society.**

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

**THE COMING WOMAN.**

A good deal of comment has of late been indulged in about the various occupations of women and their fads, follies and amusements. Somebody is sure to be shocked whatever a woman may do. If she remains quietly at home, avoids general society and busies herself with her own affairs, she is mysterious, and somebody's eyebrows are raised whenever she is spoken of. If she goes out frequently, no matter what her errand may be, she is a gadabout. If she sits quietly in her place at a reception or party, she is stupid. If she is lively and vivacious, she is a flirt or is trying to attract attention, even if nothing worse is said of her. If she is fond of horses, a certain portion of the community is horrified. If she goes to the races, it is simply shocking, no matter if the taste may have been inherited from the father, or that she may have been taken about in his arms to see the best races and the finest blooded nags of his day.

It would be somewhat interesting to the inquiring and unprejudiced mind to be informed just what a woman should do. We hear no end of talk about what she should not be and do; but the ideal woman does not seem to be described in any of the current literature.

There is a great deal of vague talk about the domestic woman and the home woman, the woman whose entire existence is comprehended in the meet-your-husband-with-a-smile platitude, that is so old that it deserves to be superannuated; but she who narrows her life down to a perpetual smile, while she is all right enough in theory, for some reason or other, in practice she doesn't pan out at all.

A great deal is expected of the nineteenth-century woman, and a great deal more will be expected of her in the next decade. It would be worth while for these croakers and would-be philosophers and critics and fault-finders and the whole tribe of malcontents generally to turn their attention to the question: Where will she find a man worthy to be her consort? If, as all these platitudes inform us, the chief end and aim of woman is to adorn a home, it is a matter of primary interest who is going to provide the home, and, of course, as the first count in this indictment, what sort of a provider is it that is to be the main-spring of all this sweetness and light.

Some of these days when we have grown a great deal wiser and more comprehensive and clear-sighted than we are now, we will find out that there is no sex in occupation; that if a woman can run a farm, manage a mine, successfully conduct the affairs of a countingroom or

plan a house, that is just the proper thing for her to do.

The old cry that the children will be neglected usually comes from dyspeptic croakers or from men who are willing to sit idly about the domestic hearthstone while their wives earn money that provides them with the necessities and many times with the luxuries of life. It is said that there are in the State of New York alone over twenty thousand women who support their husbands.

Many a young woman has chosen a career and an independence of her own, because of what she has learned of the habits of her father and brothers as well as other men of her acquaintance. Not long since, one of the most intelligent young women of the age remarked to her friend: "I suppose it is very unkind and unfilial for me to say it, but if all the women when they marry have to put up with what mamma and my married sister do, the best thing for me is to be able to take care of myself and stay single."

And many other young women looking about the world are fully justified in taking the same ground; therefore, it is that women everywhere are making themselves independent and are learning to meet emergencies if they arise. The brilliant and petted graduate is becoming wiser than her generation, for she knows that she is no more likely to find a pathway of roses than her associates; and when she sees half a dozen of her two-year-ago classmates living in silent if not outspoken wretchedness, she thinks that it behooves her to do something to so fortify herself that when the time of trouble comes she will have the means of support and the ability to keep herself and her children from want if necessary. N. S. STOWELL.

**The Drug Market.**

Carbolic acid is very firm and higher prices are looked for.

Cassia buds are in small supply and have advanced. Oil cloves has advanced in sympathy with the buds.

Malaga olive oil, both yellow and green, has advanced.

Another advance in linseed oil is looked for daily.

Gum opium is steady.

Quinine is unchanged.

**Two Sat Down.**

Two sat down in the morning time,  
One to sing and one to spin  
All men listened to the song sublime,  
But no one listened to the dull wheel's din.

The singer sat in a pleasant nook  
And sang of a life that was sad and sweet,  
While the spinner sat with steadfast look  
Down in her heart as she sat alone.

The singer sang with a rose in her hair,  
And all men listened to her dulcet tone,  
And the spinner spun on with a dull despair  
Down in her heart as she sat alone.

But lo! on the morrow no one said  
Aught of the singer or what she sang,  
Men were saying: "Behold this thread!"  
And loud the praise of the spinner rang.

The world has forgotten the singer's name—  
Her rose is faded, her songs are old;  
But far o'er the ocean the spinner's fame  
Yet is blazoned in lines of gold.

They talk about a woman's sphere,  
As though it had no limit.  
There's not a place in earth or heaven,  
There's not a task to mankind given,  
There's not a blessing or a woe,  
There's not a whispered yes or no,  
There's not a life, or death, or birth,  
That has a feather's weight of worth,  
Without a woman in it.

**Empress Josephine Face Bleach**

Is the only reliable cure for freckles and pimples.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.,  
Jobbers for Western Michigan.

**La Grippe**

may attack but cannot overcome those protected by frequent use of

**CUSHMAN'S****MENTHOL INHALER.**

It destroys the microbes lodged on the mucous membranes and arrests progress of the disease. Unequaled for COLDS, SORE THROAT, CATARRH, HEADACHE and NEURALGIA. The first inhalations stop sneezing, sniffling, coughing and headache. Continued use completes the cure. Sold by all druggists 50 cents. Registered mail 60 cents from

H. D. CUSHMAN, Patentee and Mfr.,  
Three Rivers, Mich., U. S. A.

**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.

**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****..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.

**WE ARE THE PEOPLE**

Who Can Sell you an A No. 1 Article of

**Pure Buckwheat Flour**

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

**A. SCHENCK & SON,**

ELSIE, MICH.



## Wholesale Price Current.

Advanced—Cassia buds, oil cloves, Malaga olive oil.

ACIDUM.		TINCTURES.	
Aceticum.....	80 10	Aconitum Napellis R.....	60
Benzolium German.....	65 75	Aloe.....	60
Boric.....	20 30	Arnica.....	60
Carbolicum.....	25 35	Asafoetida.....	60
Citricum.....	50 52	Atropa Belladonna.....	60
Hydrochlor.....	30 5	Benzoin.....	60
Nitrosum.....	10 12	Co.....	60
Oxalicum.....	10 12	Sanguinaria.....	50
Phosphoricum dil.....	20 20	Barosma.....	50
Salicylicum.....	1 30 70	Cantharides.....	75
Sulphuricum.....	1 10 12	Capsicum.....	50
Tannicum.....	40 61	Ca damon.....	75
Tartaricum.....	30 33	Castor.....	75
AMMONIA.		Catechu.....	50
Aqua, 16 deg.....	3 1/2 5	Cinchona.....	50
30 deg.....	5 1/2 7	Columba.....	50
Carbonas.....	13 14	Conium.....	50
Chloridum.....	13 14	Cubeba.....	50
ANILINE.		Digitalis.....	50
Black.....	2 00 25	Ergot.....	50
Brown.....	80 101	Gentian.....	50
Red.....	45 50	Gualca.....	50
Yellow.....	2 50 30	Zingiber.....	50
BACCÆ.		Iodine.....	75
Cubee (po 60).....	50 60	Colorless.....	75
Juniperus.....	80 10	Ferri Chloridum.....	35
Xanthoxylum.....	25 30	Kino.....	50
BALSAMUM.		Lobelia.....	50
Copaiba.....	45 50	Myrrh.....	50
Peru.....	21 30	Nux Vomica.....	50
Terabin, Canada.....	45 50	Opil.....	50
Tolutan.....	35 50	Camphorated.....	50
CORTEX.		Deodor.....	2 00
Abies, Canadian.....	18	Aurant Cortex.....	50
Cassia.....	11	Quassia.....	50
Cinchona Flava.....	18	Rhatany.....	50
Euonymus atropurp.....	30	Rhel.....	50
Myrica Cerifera, po.....	20	Cassia Acutifol.....	50
Prunus Virgin.....	12	Serpentaria.....	50
Quillaja, grd.....	10	Stromonium.....	60
Sassafras.....	15	Tolutan.....	50
Ulmus Po (Ground 15).....	15	Valerian.....	50
EXTRACTUM.		Veratrum Veride.....	50
Glycyrrhiza Glabra.....	24 25	MISCELLANEOUS.	
" po.....	33 35	Ether, Spts Nit, 3 F.....	28 30
Haematox, 15 lb. box.....	11 12	" 4 F.....	32 34
" 15.....	13 14	Alumen.....	2 1/2 3
" 15.....	14 15	" ground, (po.....	3 4
" 15.....	16 17	Annatto.....	55 60
FERRUM.		Antimoni, po.....	40 5
Carbonate Precip.....	2 15	et Potass T.....	55 60
Citrate and Quina.....	2 50	Antipyrin.....	21 40
Citrate Soluble.....	2 80	Antifebrin.....	25
Ferrocyanidum Sol.....	2 50	Argent Nitras, ounce.....	60
Solut Chloride.....	2 15	Arsenicum.....	50 7
Sulphate, com'l.....	2 7	Balm Gilead Bud.....	38 40
FLORA.		Bismuth S. N.....	2 30 25
Arnica.....	18 20	Calcium Chlor, 1s, (1/4s.....	12 14
Anthemias.....	30 35	12; 1/4s, 14).....	11
Matricaria.....	40 50	Cantharides Russian.....	21 00
FOLIA.		po.....	21 00
Barosma.....	40 100	Capsici Fructus, af.....	25
Cassia Acutifol, Tin.....	25 28	" po.....	25
nivelly.....	35 50	" Bpo.....	20
Salvia officinalis, 1/4s.....	15 25	Caryophyllus, (po. 14).....	10 12
and 1/4s.....	50 10	Carmin, No. 40.....	23 75
Ura Ursi.....	50 10	Cera Alba, S. & F.....	50 55
GUMMI.		Cera Flava.....	38 40
Acacia, 1st picked.....	2 75	Cocculus.....	25
" 2d.....	2 50	Cassia Fructus.....	25
" 3d.....	2 40	Centaris.....	10
" sifted sorta.....	2 25	Cetaceum.....	40
" po.....	60 80	Chloroform.....	60 63
Aloe, Barb, (po. 60).....	50 60	" squibbs.....	21 25
" Cape, (po. 30).....	2 12	Chloral Hyd Crst.....	1 35 21 60
Socotri, (po. 60).....	2 50	Chondrus.....	20 25
Catechu, 1s, (1/4s, 14 1/4s.....	2 1	Cinchonidine, P. & W.....	15 20
16).....	50 60	German 3.....	12
Ammoniac.....	30 35	Cora, list, dis. per.....	8 1/2
Asafoetida, (po. 85).....	30 35	cent.....	8 1/2
Benzoinum.....	50 55	Cressotum.....	25
Camphore.....	55 58	Creta, (bbl. 75).....	2
Euphorbitum po.....	35 10	" prep.....	5 50
Galbanum.....	2 50	" precp.....	9 11
Gamboge, po.....	70 75	" Rubra.....	8
Guaiacum, (po 30).....	2 25	Crocus.....	60 65
Kino, (po 50).....	2 45	Cudbear.....	24
Mastic.....	2 40	Cupri Sulph.....	5 6
Myrrh, (po 45).....	2 40	Dextrine.....	10 12
Opil, (po 2 80).....	2 00 2 10	Ether Sulph.....	70 75
Shallac.....	30 35	Emery, all numbers.....	2 8
" bleached.....	30 35	Ergota, (po. 75).....	70 75
Tragacanth.....	40 100	Flake White.....	12 15
HERBA—In ounce packages.		Galla.....	23
Absinthium.....	25	Gambier.....	7 8
Eupatorium.....	20	Gelatin, Cooper.....	70
Lobelia.....	25	" French.....	40 60
Majorum.....	25	Glassware flint, by box 70 & 10.....	10
Mentha Piperita.....	23	Less than box 60 1/2	
" Vir.....	25	Gum, brown.....	20 15
Rue.....	30	" White.....	13 25
Tanacetum, V.....	22	Glycerina.....	15 20
Thymus, V.....	25	Grana Paradisi.....	22
MAGNESIA.		Humulus.....	25 55
Calcined, Pat.....	55 60	Hydraag Chlor Mite.....	85
Carbonate, Pat.....	20 22	" Cor.....	81
Carbonate, K. & M.....	20 25	" Ox Rubrum.....	90
Carbonate, Jennings.....	35 36	" Ammoniat.....	1 10
OLEUM.		" Unguentum.....	4 55
Absinthium.....	3 50 4 00	Hydrargyrum.....	64
Amygdalae, Dulc.....	45 75	Ichthyobolla, Am.....	1 25 21 50
Amygdalae, Amarae.....	8 00 25	Indigo.....	75 100
Anisi.....	1 80 21 55	Iodine, Resubi.....	3 8 23 90
Aurant Cortex.....	2 75 23 00	Iodoform.....	24 70
Bergamit.....	3 25 3 50	Lupulin.....	1 2 21 25
Cajuputi.....	60 65	Lycopodium.....	60 65
Caryophylli.....	75 80	Macle.....	75 80
Cedar.....	35 65	Liquor Arsen et Hy.....	27
Chenopodii.....	21 60	drag Iod.....	27
Cinnamomi.....	1 00 21 10	Liquor Potass Arsenitis.....	10 12
Citronella.....	2 45	Magnesia, Sulph (bbl.....	20 5
Conium Mac.....	35 65	1 1/4).....	5
Copaiba.....	90 21 00	Mannia, S. F.....	60 2 63

Morphia, S. P. & W.....	1 70 1 95	Selditz Mixture.....	20	Lindseed, boiled.....	52	55
S. N. Y. Q. &.....	1 70 1 95	Sinapis.....	18	Neat's Foot, winter.....	50	60
C. Co.....	1 70 1 95	" opt.....	30	strained.....	50	60
Moschus Canton.....	1 70 1 95	Snuff, Maccaboy, De.....	30	Spirits Turpentine.....	36	40
Myristica, No. 1.....	65 70	Voos.....	35	PAINTS.		bbl. lb.
Nux Vomica, (po 20).....	20 22	Snuff Scotch, De. Voos.....	35	Red Venetian.....	13 1/2	20 3/4
Os. Sepia.....	20 22	Soda Bora, (po. 11).....	10 11	Ochre, yellow Mars.....	13 1/2	20 3/4
Pepsin Saac, H. & P. D.....	20 22	Soda et Potass Tarl.....	27 30	" Ber.....	13 1/2	20 3/4
Co.....	22 00	Soda Carb.....	1 1/2 2	Putty, commercial.....	2 1/2	2 1/2 3/4
Picis Liq. N. C., 1/4 gal.....	22 00	Soda, Bi Carb.....	5	" strictly pure.....	2 1/2	2 1/2 3/4
doz.....	22 00	Soda, Ash.....	3 1/2 4	Vermilion Prime Amer.....	13 1/2	16
Picis Liq., quarts.....	21 00	Soda, Sulphas.....	2	Vermilion, English.....	65 70	70
" pints.....	21 00	Spts. Ether Co.....	50 55	Green, Peninsular.....	70 75	70
Pil Hydrag, (po. 80).....	21 00	" Myrcia Dom.....	25	Lead, red.....	6 1/2	27
Piper Nigra, (po. 22).....	21 00	" Myrcia Imp.....	30 00	" white.....	6 1/2	27
Piper Alba, (po 5).....	21 00	" Vinl Rect. bbl.....	2 55 2 65	Whiting, white Span.....	270	
Pix Burgun.....	14 15	Less 5c gal, cash ten days.....	1 40 21 45	Whiting, Gilders.....	290	
Plumbi Acet.....	14 15	Strychnia Crystal.....	1 40 21 45	White, Paris American.....	1 0	
Pulvis Ipecac et opil.....	10 21 30	Sulphur, Subl.....	2 1/2 3 1/2	Whiting, Paris Eng.....	1 40	
Pyrethrum, boxes H.....	21 25	Tamarinds.....	8 10	Pioneer Prepared Paint.....	20 21 24	
& P. D. Co., doz.....	21 25	Terebenth Venice.....	28 30	Swiss Villa Prepared.....	1 00 21 30	
Pyrethrum, pv.....	30 35	Theobromae.....	40 45	VARNISHES.		No. 1 Turp Coach.....
Quassia.....	80 10	Vanilla.....	9 00 16 00	Extra Turp.....	160 21 70	
Quinia, S. P. & W.....	27 32	Zinc Sulph.....	7 8	Coach Body.....	2 75 3 00	
" S. German.....	30 30	OILS.		No. 1 Turp Furn.....	1 00 21 10	
Rubia Tinctorum.....	12 14	Whale, winter.....	Bbl. Gal	Eutra Turk Damar.....	1 55 21 60	
Saccharum Lactis pv.....	23 25	Lard, extra.....	75 80	Japan Dryer, No. 1.....	70 75	
Salacin.....	1 75 21 80	Lard, No. 1.....	42 48			
Sanguis Draconis.....	40 50	Linseed, pure raw.....	49 52			
Sapo, W.....	12 14					
" G.....	15					

## HAZELTINE &amp; 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 &amp; PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

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.

<b>AXLE GREASE.</b> doz gross Aurora. 55 6 00 Castor Oil. 75 9 00 Diamond. 50 5 50 Prazer's. 80 9 00 Mica. 75 8 00 Paragon. 55 6 00		<b>BAKING POWDER.</b> Acme. 1 lb. cans, 3 doz. 45 1 lb. " 2 " 85 1 lb. " 1 " 1 00 Bulk. 10 10 Arctic. 1 lb. cans. 60 1 lb. " 1 30 1 lb. " 2 00 1 lb. " 9 60 Boston. 5 oz. cans, 4 doz. in case. 80 16 " 2 " 2 00 Dr. Price's. per doz Dime cans. 90 4-oz. " 1 33 6-oz. " 1 90 8-oz. " 2 47 12-oz. " 3 75 16-oz. " 4 75 2 1/2-lb. 11 40 4-lb. 18 25 5-lb. 21 60 10-lb. 41 80 Red Star. 1 lb. cans. 40 1 lb. " 80 1 lb. " 1 50 Telfer's. 1 lb. cans, doz. 45 1 lb. " 85 1 lb. " 1 50		<b>BATH BRICK.</b> 2 dozen in case. English. 90 Bristol. 80 Domestic. 70 <b>BLUING.</b> Gross Arctic, 4 oz. ovals. 4 00 " 8 " 7 00 " pints, round. 10 50 " No. 2, sifting box. 2 75 " No. 3. 4 00 " No. 5. 8 00 " 1 oz ball. 4 50 <b>BROOMS.</b> No. 2 Hurl. 1 75 No. 1. 2 00 No. 2 Carpet. 2 25 No. 1. 2 50 Parlor Gem. 2 75 Common Whisk. 90 Fancy. 1 15 Warehouse. 3 25 <b>BRUSHES.</b> Stove, No. 1. 1 25 " 10. 1 50 " 15. 1 75 Rice Root Scrub, 2 row. 85 Rice Root Scrub, 3 row. 1 25 Palmetto, goose. 1 50 <b>BUCKWHEAT.</b>  100 lb. cases, 2 & 5 lb. pkgs \$4 50 <b>CANDLES.</b> Hotel, 40 lb. boxes. 10 Star. 40 Paraffine. 11 Wickling. 24 <b>CANNED GOODS.</b> Fish. Clams. Little Neck, 1 lb. 1 15 " 2 lb. 1 90 Clam Chowder. Standard, 3 lb. 2 00 Cove Oysters. Standard, 1 lb. 90 2 lb. 1 70 Lobsters. Star, 1 lb. 2 40 " 2 lb. 3 30 Picnic, 1 lb. 2 00 " 2 lb. 2 90 Mackerel. Standard, 1 lb. 1 05 " 2 lb. 1 90 Mustard, 2 lb. 2 40 Tomato Sauce, 2 lb. 2 40 Soured, 2 lb. 2 40 Salmon. Columbia River, flat. 1 85 " " " 1 75 Alaska, 1 lb. 1 40 " 2 lb. 1 90		<b>Sardines.</b> American. 4 1/2 @ 5 Importe. 6 1/2 @ 7 " 11 @ 12 " 15 @ 16 " 7 @ 8 Boneless. 7 @ 8 <b>Trout.</b> Brook, 3 lb. 2 50 <b>Fruits.</b> Apples. 3 lb. standard. 3 00 York State gallons. 2 75 Hamburg. 3 00 Apricots. Live oak. 2 00 Santa Cruz. 2 00 Lusk's. 2 00 Overland. 1 90 Blackberries. B. & W. 95 Cherries. d Pitted Hamburg. 1 75 White. 1 30 Erie. 1 20 Damsons, Egg Plums and Green Gages. Erie. 1 25 California. 1 70 Gooseberries. Common. 1 20 Peaches. Pie. 1 30 Maxwell. 2 00 Shepard's. 1 85 California. 2 10 Monitor. 1 85 Oxford. Pears. Domestic. 1 30 Riverside. 2 10 Pineapples. Common. 1 30 Johnson's sliced. 2 50 " grated. 2 75 Quinces. Common. 1 10 Raspberries. Red. 1 30 Black Hamburg. 1 50 Erie, black. 1 25 Strawberries. Lawrence. 1 25 Hamburg. 1 25 Erie. 1 30 Terrapin. 1 25 Whortleberries. Common. 1 10 F. & W. 1 15 Blueberries. 1 10 <b>Meats.</b> Corned beef, Libby's. 1 00 Roast beef, Armour's. 1 75 Potted ham, 1 lb. 1 30 " 1/2 lb. 80 " tongue, 1/2 lb. 1 35 " 1 lb. 85 " chicken, 1 lb. 95 <b>Vegetables.</b> Beans. Hamburg stringless. 1 25 " French style. 2 25 " Limas. 1 40 Lima, green. 1 25 " soaked. 80 Lewis Boston Baked. 1 35 Bay State Baked. 1 35 World's Fair Baked. 1 35 Picnic Baked. 1 00 Corn. Hamburg. 1 30 Livingston Eden. 1 30 Purity. 1 30 Honey Dew. 1 50 Morning Glory. 1 15 Soaked. 1 15 Peas. Hamburg marrofat. 1 35 " early June. 1 50 " Champion Eng. 1 50 " petit pois. 1 75 " fancy sifted. 1 90 Soaked. Harris standard. 65 VanCamp's marrofat. 1 10 " early June. 1 30 Archer's Early Blossom. 1 35 French. 1 80 Mushrooms. French. 15 @ 30 Pumpkin. Erie. 90 Squash. Hubbard. 1 30 Succotash. Hamburg. 1 40 Soaked. 80 Honey Dew. 1 60 Erie. 1 35 Tomatoes. Hancock. 1 05 Excelsior. 1 10 Eclipse. 1 10 Hamburg. 1 30 Gallon. 2 90		<b>CHOCOLATE.</b> Baker's. German Sweet. 23 Premium. 37 Breakfast Cocoa. 43 <b>CHEESE.</b> Amboy. 12 1/2 @ 12 1/2 Acme. 12 1/2 @ 12 1/2 Riverside. 12 1/2 @ 12 1/2 Gold Medal. 12 Skim. 9 @ 11 Brick. 11 Edam. 1 00 Leiden. 23 Limburger. 20 Pineapple. 25 Roquefort. 35 Sap Sago. 22 Schweizer, Imported. 24 " domestic. 24 <b>CATSUP.</b> Blue Label Brand. 2 75 Half pint, 25 bottles. 4 50 Pint. 4 50 Quart 1 doz bottles. 5 50 <b>CLOTHES PINS.</b> 5 gross boxes. 40 @ 45 <b>COCO A SHELLS.</b> 35 lb bags. 23 Less quantity. 23 1/2 Pound packages. 6 1/2 @ 7 <b>COFFEE.</b> Green. Rio. Fair. 19 Good. 20 Prime. 22 Golden. 22 Peaberry. 24 Santos. Fair. 20 Good. 21 Prime. 22 Peaberry. 23 Mexican and Guatemala. Fair. 20 Good. 21 Fancy. 23 Maracaibo. Prime. 19 Milled. 20 Java. Interior. 25 Private Growth. 27 Mandehling. 28 Mocha. Imitation. 23 Arabian. 26 Roasted. To ascertain cost of roasted coffee, add 1/4 c. per lb. for roasting and 15 per cent. for shrinkage. <b>Package.</b> McLaughlin's XXXX. 23 30 Bunola. 22 80 Lion, 60 or 100 lb. case. 23 30 <b>Extract.</b> Valley City 1/4 gross. 75 Felix. 1 15 Hummel's, foll. gross. 1 50 " tin. 2 50 <b>CHICORY.</b> Bulk. 5 Red. 7 <b>CLOTHES LINES.</b> Cotton, 40 ft. per doz. 1 25 " 50 ft. " 1 40 " 60 ft. " 1 60 " 70 ft. " 1 75 " 80 ft. " 1 90 Jute 60 ft. " 90 " 72 ft. " 1 00 <b>CONDENSED MILK.</b> 4 doz. in case. Eagle. 7 40 Crown. 6 25 Genuine Swiss. 8 00 American Swiss. 7 00 <b>COUPON BOOKS.</b>   "Tradesman." \$1, per hundred. 2 00 " 2 " 2 50 " 3 " 3 00 " 4 " 3 50 " 5 " 4 00 " 6 " 4 50 " 7 " 5 00 " 8 " 5 50 " 9 " 6 00 " 10 " 6 50 " 11 " 7 00 " 12 " 7 50 " 13 " 8 00 " 14 " 8 50 " 15 " 9 00 " 16 " 9 50 " 17 " 10 00	
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## SPICES.

Whole Sifted.	
Allspice	8
Cassia, Batavia in mats	7
" Batavia in bund.	15
" Saigon in rolls	35
Cloves, Ambon	22
" Zanzibar	10
Mace Batavia	80
Nutmegs, fancy	75
" No. 1	70
" No. 2	60
Pepper, Singapore, black	9
" white	20
" shot	15

## Pure Ground in Bulk.

Allspice	12
Cassia, Batavia	18
" and Saigon	22
Cloves, Ambon	22
" Zanzibar	18
Ginger, African	14
" Cochin	17
" Jamaica	18
Mace Batavia	76
Mustard, Eng. and Trieste	16
" Trieste	18
Nutmegs, No. 2	60
Pepper, Singapore, black	16
" white	24
" Cayenne	18
Sage	14

## "Absolute" in Packages.

Allspice	84	1 55
Cinnamon	84	1 55
Cloves	84	1 55
Ginger, Jam.	84	1 55
" Af.	84	1 55
Mustard	84	1 55
Pepper	84	1 55
Sage	84	1 55

## SAL SODA.

Kegs	1 1/4
Granulated, boxes	1 1/4

## SAUERKRAUT.

Gold Medal	7 25@7 50
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## SEEDS.

Anise	12 1/2
Canary, Smyrna	6
Caraway	8
Cardamon, Malabar	90
Hemp, Russian	4 1/4
Mixed Bird	4 1/4
Mustard, white	9
Poppy	9
Rapeseed	9
Cuttle bone	30

## STARCH.

Corn.	
20-lb boxes	6
40-lb "	5 1/2
Gloss.	
1-lb packages	5 1/4
3-lb "	5 1/4
6-lb "	6
40 and 50 lb. boxes	4 1/4
Barrels	5 1/2

## SNUFF.

Scotch, in bladders	37
Maccaboy, in jars	35
French Rappee, in jars	43

## SODA.

Boxes	5 1/2
Kegs, English	4 1/2

## SALT.

100 3-lb. sacks	82 25
60 5-lb. "	2 00
28 10-lb. sacks	1 85
20 14-lb. "	2 25
24 3-lb. cases	1 50
56 lb. dairy in line bags	32
28 lb. " drill "	18

## Warsaw.

56 lb. dairy in drill bags	32
28 lb. " Ashton.	18

## Higgins.

56 lb. dairy in line sacks	75
Solar Rock.	27

## Common Fine.

Saginaw	90
Manistee	95

## SALERATUS.

Packed 60 lbs. in box	83 30
Church's	3 15
DeLand's	3 30
Dwight's	3 30
Taylor's	3 00

## SOAP.

Laundry.	
Allen B. Wrisley's Brands.	3 20
Old Country, 80 1-lb.	3 90
Good Cheer, 60 1-lb.	3 60
White Borax, 100 1/2-lb.	3 60

## Proctor &amp; Gamble.

Concord	2 80
Ivory, 10 oz.	6 75
Lenox	4 00
Mottled German	3 15
Town Talk	3 00

## Jas. S. Kirk &amp; Co.'s Brands.

American Family, wrp d.	83 30
" plain	3 24
" 5c size	4 25

## N. K. Fairbanks &amp; Co.'s Brands.

Santa Claus	4 00
Brown, 60 bars	2 10
" 80 bars	3 25

## Lautz Bros. &amp; Co.'s Brands.

Acme	3 65
Cotton Oil	5 75
Daisy	3 10
Marselles	4 00
Master	4 00

## Scouring.

Sapallo, kitchen, 3 doz.	2 50
" hand, 3 doz.	2 50

## SUGAR.

To ascertain the cost of sugar laid down at any town in the Lower Peninsula, add freight rate from New York to the following quotations, which represent the refiners' prices:	
Cut Leaf	5 50
Powdered	5 12
Granulated	4 87
Fine Granulated	4 87
Extra Fine Granulated	5 00
Cubes	5 12
XXXX Powdered	5 50
Confec. Standard A.	4 75
No. 1 Columbia A.	4 63
No. 5 Empire A.	4 56
No. 6	4 50
No. 7	4 44
No. 8	4 31
No. 9	4 18
No. 10	4 00
No. 11	4 00
No. 12	3 87

## SYRUPS.

Corn.	
Barrels	22
Half bbls.	24

## Pure Cane.

Fair	19
Good	25
Choice	30

## SWEET GOODS.

Ginger Snaps	8
Sugar Creams	9
Frosted Creams	8 1/4
Graham Crackers	8 1/4
Oatmeal Crackers	8 1/4

## VINEGAR.

40 gr.	7	25
50 gr.	8	29

## \$1 for barrel.

## WET MUSTARD.

Bulk, per gal	30
Beer mug, 2 doz in case	1 75

## YEAST.

Magic	1 00
Warner's	1 00
Yeast Foam	1 00
Diamond	75
Royal	90

## TEAS.

JAPAN—Regular.	
Fair	217
Good	220
Choice	224
Choicest	234
Dust	10

## SUN CURED.

Fair	217
Good	220
Choice	224
Choicest	234
Dust	10

## BASKET FIRED.

Fair	18
Choice	25
Choicest	25
Extra choice, wire leaf	40

## GUNPOWDER.

Common to fair	25
Extra fine to finest	50
Choicest fancy	75
OO LONG.	25

## Common to fair.

Common to fair	23
Superior to fine	30
YOUNG HYSON.	25

## Common to fair.

Common to fair	18
Superior to fine	30

## ENGLISH BREAKFAST.

Fair	18
Choice	24
Best	40

## TOBACCOS.

Fine Cut.	
Palls unless otherwise noted	
Hiawatha	62
Sweet Cuba	36
McGinty	27
" 1/2 bbls.	25
Dandy Jim	24
Torpedo	24
" in drums	23
Yum Yum	28
1892	23
" drums	22

## Plug.

Sorg's Brands.	41
Joker	26
Nobby Twist	40

## Scott's Brands.

Kylo	26
Hiawatha	38
Valley City	34

## Finzer's Brands.

Old Honesty	40
Jolly Tar	32

## Smoking.

Catlin's Brands.	16
Kiln dried	19
Golden Shower	19
Huntress	23
Meerschaum	29

## American Eagle Co.'s Brands.

Myrtle Navy	40
Stork	30
German	15
Frogman	33

## Banner Tobacco Co.'s Brands.

Banner	16
Banner Cavendish	38
Gold Cut	28

## Scott's Brands.

Warpath	16
Honey Dew	25
Gold Block	30

## F. F. Adams Tobacco Co.'s Brands.

Peerless	26
Old Tom	18
Standard	22

## Globe Tobacco Co.'s Brands.

Handmade	41
Leidersdorf's Brands.	26

## Rob Roy.

Uncle Sam	28
Red Clover	32
Spaulding & Merrick.	25

## Tom and Jerry.

Traveler Cavendish	38
Buck Horn	30
Plow Boy	30
Corn Cake	16

## The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:

Eocene	8
Water White, old test.	7 1/4
W. W. Headlight, 156°	6 3/4
Water White	6 1/4
Naphtha	7
Stove Gasoline	6 3/4
Cylinder	27
Engine	13
Black, 15 cold test	8 1/4

## HIDES, PELTS and FURS.

Perkins & Hess pay as follows:	
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## HIDES.

Green	2 1/4	2 3/4
Part Cured	2 1/4	2 3/4
Full	2 1/4	2 3/4
Dry	2 1/4	2 3/4
Kips, green	2 1/4	2 3/4
Calfskins, green	4	5
Deaconskins	10	20
No. 2 hides 1/2 off.		

## PELTS.

Shearlings	10	25
Lams	25	90

## WOOL.

Washed	20	23
Unwashed	10	20

## MISCELLANEOUS.

Tallow	3 1/4	4
Grease butter	1	2
Switches	1 1/2	2
Ginseng	2	00

## FURS.

Outside prices for No. 1 only.	
Badger	50 1/2
Bear	15 00
Beaver	3 00
Cat, wild	40 1/2
Cat, house	10 1/2
Fisher	4 00
Fox, red	1 00
Fox, cross	3 00
Fox, grey	2 00
Lynx	1 00
Martin, dark	1 00
" pale & yellow	50 1/2
Mink, dark	40 1/2
Muskat	08 1/2
Opposum	15 1/2
Otter, dark	5 00
Raccoon	25 1/2
Skunk	1 00
Wolf	1 00
Beaver castors, lb.	2 00

## DEERSKINS—per pound.

Thin and green	10
Long gray, dry	20
Gray, dry	25
Red and Blue, dry	35

## GRAINS and FEEDSTUFFS.

WHEAT.	
No. 1 White (58 lb. test)	65
No. 1 Red (60 lb. test)	65

## MEAL.

Bolted	1 40
Granulated	1 60

## FLOUR.

Straight, in sacks	3 70
" barrels	3 90
Patent " sacks	4 70
" barrels	5 00
Graham " sacks	1 70
Rye " sacks	2 70

## Buckwheat, Rising Sun.

Midget, 30 lb. baskets	4 75
" Walsh-DeRoo	4 25

## MILLSTUFFS.

Less	
Car lots	quantity
Brans	\$14 00
Screenings	14 00
Middlings	15 00
Mixed Feed	18 50
Coarse meal	19 00

## CORN.

Car lots	45
Less than car lots	50

## OATS.

Car lots	37
Less than car lots	41

## HAY.

No. 1 Timothy, car lots	12 00
No. 1 " ton lots	12 50

## FRESH MEATS.

Beef, carcass	5 1/2	7
" hind quarters	6 1/4	8
" fore "	4	4 1/2
" loins, No. 3	9	10
" ribs	8	9
" rounds	5	5 1/2

## Bologna.

Pork loins	11 1/4
" shoulders	9 1/4
Sausage, blood or head	6 1/4
" liver	6
" Frankfort	8 1/2
Mutton	7
Veal	7 1/2

## FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:	
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## FRESH FISH.

Whitefish	9
Trout	8
Halibut	9
Clascoe or Herring	6
Bluefish	11
Fresh lobster, per lb.	20
Shrimp, per gal	1 00
Cod	10
No. 1 Pickerel	8
Pike	7
Smoked White	8
Stockfish	11
Finman Haddies	10
Sei	8

## OYSTERS—Cans.

Fairhaven Counts	37
F. J. D. Selects	37
Selects	37

## THE FINANCIAL OUTLOOK FOR 1893.

A little more than two years have now elapsed since the Baring failure of 1890. The worst sufferer by that catastrophe was Great Britain, and but for the prompt action of a few powerful London banks and bankers under the leadership of Governor Lidderdale of the Bank of England, the result might have been a general prostration of British credit. Germany was less seriously affected, and France less so still, while this country escaped all injury except that indirectly proceeding from the temporary cessation of investments here, as everywhere else, by British capitalists. How severe was the check to enterprise in this respect is shown by the fact, to which I have on other occasions adverted, that, while the amount of money subscribed in London for new undertakings in 1890 was £142,565,000, it was in 1891 only £104,594,910, and this year it will barely exceed £80,000,000.

The recovery in Great Britain from the collapse of the Baring's Argentine speculations has been hindered by the bad harvests of 1891 and 1892, and by the injury to her trade and manufactures caused by the competition of other countries. The resulting diminution of the returns of both her agricultural and her business industry has diminished her surplus profits available for new investment and has thus prolonged the stagnation consequent upon her losses in Argentina. In Germany, the revulsion from the speculative excitement which prevailed in 1890 has likewise had a depressing effect which has been intensified by political troubles. The whole continent of Europe, in fact, is, just now, in anything but a happy condition. France is in daily peril of a revolution, and Italy, Greece and Russia are struggling under a suspension of specie payments. Austria, only, is bettering her finances, being about to place her currency upon a gold basis after an era of depreciated paper money which has lasted for over forty years.

In contrast with Europe this country may be said to be highly prosperous. The crops of everything but cotton have been for two successive years abundant, and though the cotton crop this year has been small in comparison with that of last year, the higher price it brings very nearly makes up the difference. So much activity in building and street improvements was never manifested, nor was the general demand for labor ever so good. While there is no boasting of large profits in either jobbing or manufacturing lines, no loud complaints are made, and the maintenance of the gross receipts of the principal railroads of the whole country, in spite of lowered rates, demonstrates that the volume of their freight and passenger transportation has increased. The few great strikes that have occurred during the year prove that workmen are well employed, for strikes rarely take place when employment is scarce.

It is true that speculative enterprise has been checked here, both by the cessation of new foreign investments and by the recall of much foreign capital through the sale of our securities previously held by foreigners. We have not only not increased our obligations abroad, but we have diminished them by the export of gold as well as of the produce of our soil. That the result has not been more injurious to us than it

has been, demonstrates the great wealth of our country and the productiveness of its industry. Precisely how much of our debt has been liquidated in this way during these past two years it is impossible, even approximately, to estimate. In gold alone we have shipped many millions, and many millions more are represented by the excess of our exports over our imports shown by Treasury statistics.

The country enters upon the new year, therefore, in a sound condition, so far as regards its industrial and commercial activity and its material resources. Confidence in the future is impaired only by the large and growing volume of our paper currency, and by the possibility that we may be unable to keep it at par with gold. Later in the year we shall probably have the cholera to contend with, and there is always an uncertainty about the crops, which only the actual harvesting of them can dispel, but, for the moment, the currency trouble is that which excites the most concern. At the same time, it is apparent to most people that even the worst that could happen from this source would be nothing like what some alarmists imagine. A suspension of gold payments and a premium on gold would produce inconvenience and loss, but it would not be financial ruin.

How much of a matter of sentiment is the feeling of the public in regard to the currency is shown by the calm which now prevails, in comparison with the panic of eight years ago, when President Cleveland, in advance of his inauguration, wrote his famous letter denouncing the Bland-Allison act and predicting the direst evils as the speedy result of its continued operation. Bankers, merchants, politicians and newspapers were almost frantic in their expressions of sympathy with Mr. Cleveland's views and of their fears of the evil consequences which he pointed out. Yet then we had only about \$800,000,000 paper and silver money, and there was in the Treasury \$127,000,000 of gold to support it. Now, when the volume of our paper and silver has swollen to over \$1,000,000,000, and is increasing \$4,000,000 a month, and when the gold in the Treasury has decreased to \$122,000,000, anxiety indeed prevails, but it is neither widespread nor intense.

One explanation of this change is, no doubt, that people, as the result of all the discussion and argument which has been going on respecting the currency, have become more enlightened in regard to its nature and functions, and are less easily deceived by specious fallacies. Experience, too, has taught them that the capacity of the country to absorb currency and to keep it in circulation is much greater than they had supposed it was eight years ago. Assured confidence in our national Government and in its ability to meet all its pecuniary obligations has also done much to dispel the fears of those who remember the dark days of the war, when gold went to 270 and upward, not because of the quantity of greenbacks issued, but because of doubts as to their ultimate redemption. Now the belief prevails that even if a suspension of gold payments should take place and gold go to a premium, a remedy would soon be applied and gold payments be resumed.

It is possible that in the course of the next few months, under the combined influences of the increase of our paper

## 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

## McDowell's Metal Polish.

Same as Putz Pomade, only in liquid.

## Borsum's Putz Liquid.

The mineral is imported from Austria.

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.

## 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.





money by the operation of the Sherman act, and of the exports of gold to pay our debts abroad, a run of gold may be made on the Treasury and on the banks, which they will be unable or unwilling to meet. What then? Every one who remembers the suspension of specie payments in 1857, and again in 1860, can answer the question. The banks and the Treasury would continue to make their payments in paper, as they do now; people would buy and sell for paper, and pay in paper as they do now, and the only persons who would be hurt would be the importers and purchasers of foreign merchandise, who would have to pay a premium for gold to make their remittances. The idea advanced in certain quarters, that a suspension of gold payments and a premium on gold would cause a hoarding of gold, and thus a disastrous contraction of the currency, is purely chimerical. The gold now in the banks and in the Treasury would in case of suspension stay there, and it would continue to be counted as reserve as it is now. The gold not in the banks and in the Treasury, but stored away in chests and old stockings, would also stay there and remain as useless for currency purposes as it is now. As to that which is in actual circulation and passing from hand to hand in the transactions of daily business, the amount of it is so small that its disappearance would be unnoticed.

This alarm at the prospect of a suspension of gold payments and the predictions of the disasters that will attend it are very much like the alarm which the advocates of free silver coinage express at the continued demonetization of silver, and their predictions of the disasters which will ensue if silver is not restored to unlimited use as money. It is enough to remind them that silver has not been used in Great Britain for anything but small change since the beginning of this century; that it disappeared from circulation in this country in 1834, never to return, except as token money deriving its value from the restriction put upon its coinage; that its free coinage ceased in the countries of the Latin Union in 1875, and that for years it has been supplanted in Austria, Russia, Greece, Italy and Spain by depreciated paper money. In spite of all this, the industry and commerce of the world have gone on prosperously, the value of real estate everywhere has increased, wages are higher than they ever were, and the sum total of the world's wealth is greater. What good except the lightening of existing debts is to be gained by remonetizing silver and what evil is to be averted it is difficult to see.

Nevertheless, sound finance demands that Congress take timely measures to avert the suspension of gold payments with which we are threatened. The necessity of being always prepared to redeem a currency in gold is a wholesome check upon its undue expansion, and upon the speculation which that expansion promotes. We have escaped the inflation of values which would have followed the free coinage of silver; now let us guard against that which will follow the continued increase of our currency under the Sherman act. Nothing more is needed to make the financial outlook for 1893 as bright as any reasonable man could desire. MATTHEW MARSHALL.

Use Tradesman Coupons.

### The Drummer Was Nervy and the Cashier Cashed His Check.

From the New York Sun.

A number of commercial travelers sat in the lobby of an uptown hotel the other night talking of odd experiences while traveling.

"It is strange how ready business men are to take things for granted," said one of them. "The average man supposes that the merchant is very slow about accepting the representations of strangers, but I had an experience some time ago which proves the contrary. You all know that the most depressing thing that can happen to a drummer is to run short of money on the road, especially at a time when he is bound to make quick connections. I had that happen to me last year.

"I was making a trip through the West for a Chicago firm, and was taking in only the big cities. I had a great lot of baggage, and my expenses were very high on account of the excess I had to pay. Besides, trade was dull, and it required much coaxing and liberal entertaining to get a buyer to look at my goods. I had learned that another man in the same line was going over the same route, and I knew, of course that the one who struck town first was pretty sure to get all the trade that could be secured and leave very few pickings for the one who followed. Being somewhat older in the business than my rival, I managed to keep ahead of him until I reached Cleveland and I had drawn on the house for a considerable amount of money, and expected to find it awaiting me at that point. I was practically stranded when I reached my hotel, and my first enquiry was for the letter that I expected. There was a letter from the house, but to my intense disgust it contained no check, and said simply that the boss was away on a little vacation, and had left no instructions. However, I knew the members of a large local publishing firm very well. They were among our biggest customers, and, after I had gotten over my first wrath, I concluded that the matter would come out all right. The next morning early I went over to see the firm and inquired for the senior member. He had gone out of town. So had all the others, and after a few minutes I learned that there was nobody there with whom I had any personal acquaintance.

"I was completely flabbergasted, and for some minutes I didn't know what to say. It would do me no good, so far as the present was concerned, to send on again to Chicago, because I knew that my rival was following closely behind me, and that every minute was precious. After thinking the matter over, I made up my mind that there was only one thing to do, and that was to get the money then and there. I inquired for the man in charge, who happened to be the bookkeeper and the cashier of the firm, and presented my card to him. Of course, he knew the firm that I represented very well; but, that being my first visit to Cleveland, he knew nothing of me. I expected to have a hard time with him.

"Mr. Smith," I said to him—we will take it for granted that his name was Smith—"I expected to see some member of the firm when I came here, but I am told they are all out of town. It is very important for me to get through with my business here to-day and leave Cleveland to-night, but, unfortunately, a draft which I expected to find here has been delayed and I am, therefore, short of money. I am well acquainted with them (mentioning the names of the members of the firm), but this is the first time I have had the pleasure of meeting you. Now, can I trespass on your kindness to the extent of having you cash a check for me?"

"He refused, of course," interrupted one of his listeners.

"That was certainly what I expected he would do. At the very least I expected him to evade the matter and put me off. It would have been so very easy for him to have said that he didn't have the authority to do it in the absence of the firm. But he didn't do anything of the kind. Instead he said immediately, 'Why, certainly. I'll be only too glad to be of service to you. What is the

amount?' 'Two hundred and fifty dollars,' I said. 'All right,' he said, and going to his safe he drew out that amount and counted it out in front of me. I sat down and wrote out the check, signing mine, mind you, not the firm name, and handed it to him. He simply glanced over it and put it away. We talked pleasantly for a few minutes, and he insisted that I must call round and take dinner with him in the evening before I left town.

"I never struck such luck as that before in my life, but it just proves what I have said. Any scoundrel could have gotten hold of one of the cards of my firm and have made the same representations. I showed him no other authority than the card. Yet the man who took those chances was, I learned afterward, a man of many years' experience in business, and the place he held was of importance and highly paid. I have no doubt he would have done the same thing had he been a member of the firm."

### STATE OF OHIO, CITY OF TOLEDO, ss.

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.

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

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

**MICHIGAN CENTRAL**  
"The Niagara Falls Route."  
(Taking effect Sunday, Nov. 20, 1892.)

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

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

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

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

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

### DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Ave.

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

WESTWARD.

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

\*Daily. †Daily except Sunday.

Trains arrive from the east, 6:40 a.m., 12:50 a.m., 5:00 p.m. and 10:00 p.m.

Trains arrive from the west, 10:10 a.m., 3:15 p.m. and 9:45 p.m.

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

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

JAS. CAMPBELL, City Ticket Agent.

23 Monroe Street.

### Grand Rapids & Indiana.

Schedule in effect November 20, 1892.

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

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

### SLEEPING & PARLOR CAR SERVICE.

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

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

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

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

**Muskegon, Grand Rapids & Indiana.**  
For Muskegon—Leave. From Muskegon—Arrive  
6:55 a.m. 10:00 a.m.  
11:25 a.m. 4:40 p.m.  
5:30 p.m. 9:05 p.m.

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

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

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

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

#### GOING TO CHICAGO.

Lv. GR'D RAPIDS	8:50am	1:25pm	*11:55pm
Ar. CHICAGO	3:55pm	9:00pm	*7:00am

#### 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 \*11:55pm  
Ar. G. R. \*6:10am 3:55pm 10:45pm

#### TO AND FROM MUSKEGON.

Lv. G. R.	8:50am	1:25pm	5:35pm	8:45pm
Ar. G. R.	10:45am	3:55pm	5:25pm	7:05pm

#### TRAVERSE CITY MANISTEE & PETOSKEY.

Lv. G. R.	7:30am	5:35pm
Ar. Manistee	12:15pm	10:10pm
Ar. Traverse City	12:35pm	10:50pm
Ar. Charlevoix	2:55pm	
Ar. Petoskey	3:30pm	

Ar. from Petoskey, etc., 10:00 p.m.; from Traverse City 11:50 a.m., 10:00 p.m.

#### THROUGH CAR SERVICE.

Wagner Parlor Cars Leave Grand Rapids 1:25 p.m., leave Chicago 5:25 p.m.

Wagner Sleepers—Leave Grand Rapids \*11:35 p.m.; leave Chicago \*11:15 p.m.

Free Chair Car for Manistee 5:35 p.m.

\*Every day. Other trains week days only.

### DETROIT, NOV. 20, 1892.

#### LANSING & NORTHERN R. R.

#### GOING TO DETROIT.

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

#### RETURNING FROM DETROIT.

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

#### TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. GR 7:30am	4:15pm	Ar. GR 11:50am	11:00pm
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#### TO LOWELL VIA LOWELL & HASTINGS R. R.

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

#### THROUGH CAR SERVICE.

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

\*Every day. Other trains week days only.

Geo. DeHaven, Gen. Pass'r Ag't.

### Toledo, Ann Arbor & North Michigan Railway.

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

#### VIA D., L. & N.

Lv. Grand Rapids at	7:15 a.m.	and 1:00 p.m.
Ar. Toledo at	12:55 p.m.	and 10:20 p.m.

#### VIA D., G. H. & M.

Lv. Grand Rapids at	6:50 a.m.	and 3:25 p.m.
Ar. Toledo at	12:55 p.m.	and 10:20 p.m.

Return connections equally as good.

W. H. BENNETT, General Pass. Agent,

Toledo, Ohio.

**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.

#### The Treatment of Customers. From the Merchants' Review.

The whole duty of the dealer to his customers is not summed up in honest dealing, polite attention and prompt delivery of goods. It is required of merchants that they should at least provide sufficient room between the store counter and the merchandise to allow patrons to move about without being crushed by contact with each other, or without having clothing soiled by coming in contact with goods, during the busiest hours of the day. Some stores have so narrow a space before the counters that Saturday evenings are a trial to the patrons, a few people uncomfortably crowding the space and preventing one another's moving about to examine the articles which they wish to purchase. The appearance of a jam in a retail establishment will cause any woman to avoid the place, even if the prices are below the range of neighboring stores, and the most desirable class of patrons is most likely to be thus repelled and driven to rival establishments. This objectionable feature of too many retail grocery stores, viz., want of sufficient room for customers, seems to be due to the high rentals of eligible store property in many cities. The result is, as regards the retail trade at least, that floor space that should be devoted to the accommodation of patrons, and which would enable the clerks to move about more quickly while waiting upon customers during rush hours, is covered with piles of goods, only a narrow pathway being left open between the door and counter. Such establishments are rightly denominated "stores," the term "to shop," as used by the fair sex, not strictly applying to trading with this class of retail establishments—they are simply places for the storage of goods, the sale of which cannot but be conducted with more or less difficulty.

The contrast between a store crowded with goods in the manner alluded to above and the best arranged establishments, is very unfavorable to the former. The most modern style of grocery store, with its surplus stock stowed away under counters, on shelves and in the basement, and a clear view afforded right through the store from end to end, invites new custom, while the overcrowded store repels it. If to the advantages of a clear floor be added that of seats for waiting customers, such as are to be found in some of the leading grocers' stores, the attraction for the best class of customers is irresistible, if other things are equal. The dealer who compels his female customer to stand while waiting a clerk's leisure, or while her orders are being filled, has hardly mastered the secret of the art of selling goods. An old dealer who retired from business a few years ago said to the writer recently: "If a customer is standing, a salesman will have great difficulty in selling her a new brand of goods which his employer is eager to push, but give her a comfortable seat, and with a little tact the clerk can sell her articles which she is not actually in need of." A little reflection will convince the reader that our friend has not exaggerated the advantages of the grocer who provides a sufficient number of seats for his patrons.

This feature of the retail business—the arrangements for the comfort of patrons who visit their merchant's place of business—is as important as the demeanor of the proprietor and his assistants towards the said patrons, or the method employed in the delivery of goods. It is a source of much complaint that too many grocers' customers do not personally make their purchases, but send servants or children with their orders. In this contingency the dealer has no opportunity to make sales of new articles of merit, the messengers not being empowered to make purchases on their own responsibility. If retailers wish their lady customers to visit their establishments, they should make proper prepara-

tions for the accommodation of the desired visitors; not expect them to run the gauntlet of greasy butter tubs, dusty flour barrels and toppling pyramids of canned goods, or to be hustled about by strangers while forced to stand for perhaps many minutes. Make the place worth a visit and purchases by proxy will become less common.

#### Money in Soda Water.

A Chicago druggist said to a newspaper man the other day, that if he could only get a chance at the soda water privileges at the World's Fair, he would consider that his fortune was made for life. He said that there was money in soda water anyway that would amaze the uninitiated; that it was not an uncommon thing for a \$10,000 soda water plant to pay for itself in five months. The Fair privileges, he said, had been secured by a local syndicate, which he thinks is working with the trust of soda water fountain manufacturers. There will be big money in it for somebody.

#### FOR SALE, WANTED, ETC.

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

#### BUSINESS CHANCES.

**FOR SALE—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.

**A BARGAIN FOR SOMEBODY—AN \$8,000** stock of clothing, hats and furnishings in as good a 250 town as there is in Lower Michigan. Address No. 640, care Michigan Tradesman.

**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.

**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.

**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.

**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.

#### 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 employers. Valuable, competent help, a lady of refinement and ability. Owing to change in business, parties are assisting to secure a position. Address Late Employers, care Michigan Tradesman.

#### MISCELLANEOUS.

**FARM FOR SALE OR EXCHANGE—TWO** hundred acres in a good farming district, within 12 miles of the city of Grand Rapids. Clay loam soil. Two apple orchards, large grain barn, horse barn, etc. Good spring of water near house. Will sell on liberal terms or will exchange for stock of merchandise not to exceed \$4,000 in value in part pay. For further particulars call on or address M. S., 666 Wealthy avenue, Grand Rapids, Mich.

**WANTED—GOOD LOCATION TO ENGAGE** in the meat business. Would buy market in good town. Address No. 644, care Michigan Tradesman.

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

**WANTED—PARTNER WITH SMALL CAP-** ital to engage in established and good paying manufacturing business. R. N. Thompson, So. Boardman, Mich.

**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, 61 Monroe St.

**FOR SALE—CLEAN STOCK OF GENERAL** merchandise, located at Summer, 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.

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

## P. STEKETEE & SONS,

HAVE A WELL ASSORTED LINE OF

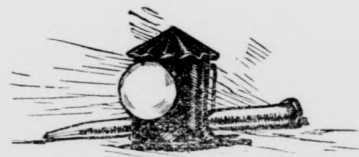
### Windsor and Scotch Caps

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.



*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.



## 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.

## 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.

You can take your choice

OF TWO OF THE

## BEST FLAT OPENING BLANK BOOKS

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

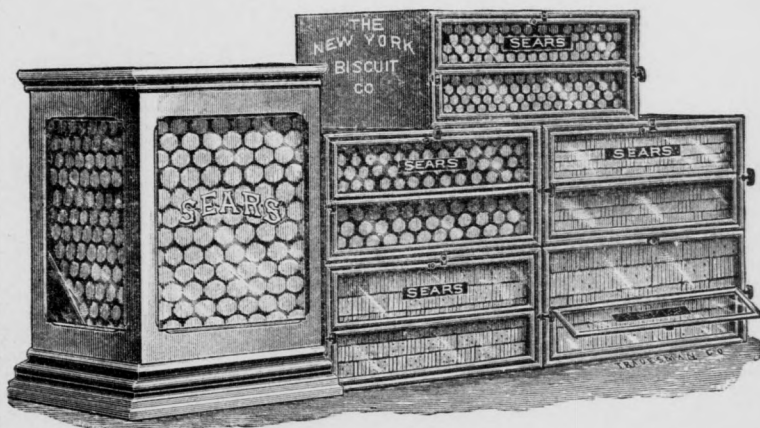
GRAND RAPIDS BOOK BINDING CO.,

89 Pearl St., Houseman Bldg.

Grand Rapids, Mich.

### Cracker Chests.

### Glass Covers for Biscuits.



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

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

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

### NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

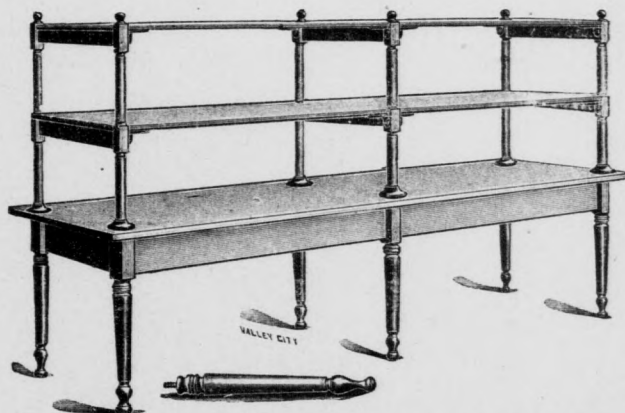
THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

## CHOCOLATE COOLER CO.,

Manufacturers of



### Combination Store Tables and Shelving.

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

Office 315 Michigan Trust Building. Factory 42 Mill St.

# BLACK GLAZED AKRON STONEWARE.

## To the Grocery Trade:

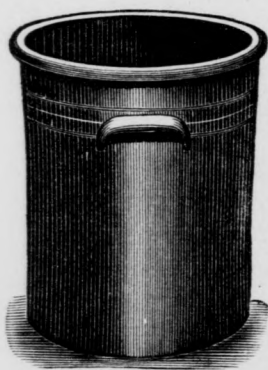
We call your special attention to our UNEQUALED GRADE OF FINE STONEWARE, for which we are exclusive selling agents. This quality far excels any ware previously offered in this State and the price is no more than for ordinary Akron ware. The output of the factory is limited and after a certain number 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.



STEW PANS.



MEAT TUBS—8, 10, 15, 20, 25, 30 gals.



FLOWER POTS—Pat. shoulder.



FLAT BOTTOM MILK PANS.



ROUND BOTTOM MILK PANS.



CHURNS.



BUTTERS—All sizes.

# H. LEONARD & SONS,

*Selling Agents for the Best Factories.*

## '93-New Process Vapor Stove-'93

*Cooking Made Easy.*

*Be Up with the Times.*

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.

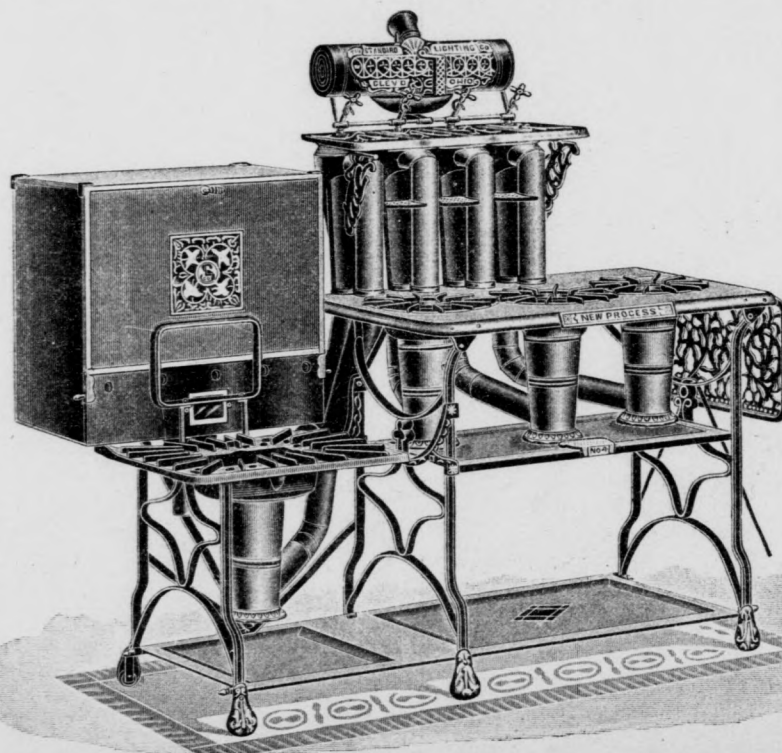
The burner drums are brass—heat collectors cast iron—never will rust.

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.



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.