

# Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

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VOL. 10.

GRAND RAPIDS, JANUARY 18, 1893.

NO. 487

## PERKINS & HESS

DEALERS IN  
Hides, Furs, Wool & Tallow,

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

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.

No Brand of Ten Cent

CIGARS

COMPARES  
WITH THE

G FAUDE'S F

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

## BEANS

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.

W. T. LAMOREAUX CO.,

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

MOSELEY BROS.,

- WHOLESALE -

FRUITS, SEEDS, BEANS AND PRODUCE,

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

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.,

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Grand Rapids, Mich.

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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.



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.



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

## 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.

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

# THE BREAD RAISER

# FOSFON

## SUPLANTS BAKING POWDER

Fosfon Chemical Co., Detroit, Michigan.

SOLD BY ALL RELIABLE 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.

# 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.

## 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.



Who urges you to keep

# Sapolio?

**The Public!**

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

Any Jobber will be Glad to Fill Your Orders.

# MICHIGAN TRADESMAN.

VOL. X.

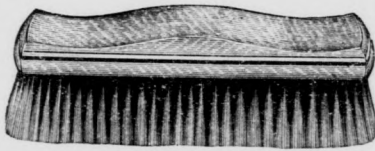
GRAND RAPIDS, WEDNESDAY, JANUARY 18, 1893.

NO. 487

## COMMERCIAL CREDIT CO.

Successor to Cooper Commercial Agency and Union Credit Co.  
Commercial reports and current collections receive prompt and careful attention. Your patronage respectfully solicited.  
Office, 65 Monroe St. Telephone 166 and 1030.  
L. J. STEVENSON, C. A. CUMINGS,  
C. E. BLOCK.

## GRAND RAPIDS BRUSH CO., Manufacturers of



## BRUSHES.

GRAND RAPIDS, MICH.

Our goods are sold by all Michigan Jobbing Houses.

## Geo. H. Reeder & Co.,

JOBBERS OF

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



158 & 160 Fulton St., Grand Rapids.

## 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.

## WALTER HOUSE

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

## BARLOW BROS.'S PATENT BLANK BOOKS

WITH THE PHILA. PAT. FLAT OPENING BACK  
SEND FOR PRICES GRAND RAPIDS, MICH.  
**THE Grand Rapids FIRE INS. CO.**  
PROMPT, CONSERVATIVE, SAFE.  
T. STEWART WHITE, Pres't.  
W. FRED MCBAIN, Sec'y.

## OYSTERS.

Solid Brand Cans.	
Selects .....	\$ 27
E. F. ....	22
Standards .....	20
Daisy Brand.	
Selects .....	\$ 25
Favorites .....	16
Standards .....	18
Bulk.	
Standards .....	1 35
Mince Meat—Best in Use.	
Large bbls. ....	5 1/2
1/2 bbls. ....	6
40 lb pails. ....	6 1/2
30 lb pails. ....	6 1/2
10 lb .....	6 3/4
2 lb cans, usual weight, per doz. ....	\$1 50
5 lb .....	3 50
Choice Dairy Butter in rolls. ....	24
Pure Sweet Cider in bbls. ....	15
“““ Vinegar .....	10
Fancy Florida Oranges. ....	3 00@3 50
Choice Messina Lemons, 300-360. ....	4 00@4 50
New Pickles in bbls, 1200. ....	6 50
“““ half bbls, 600. ....	3 75
Peach preserves, 20 lb. pails. ....	07

## EDWIN FALLAS,

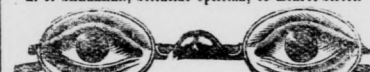
Prop Valley City Cold Storage,  
215-217 Livingston St., Grand Rapids.

## 40 CENTS PER BOOK OF 100 LEAVES

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

"WESTERN UNION" OR "POSTAL" LINES  
Sent Prepaid for above Price.  
or will Send Samples.

BARLOW BROS., GRAND RAPIDS, MICH.



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

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

**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.**

## PETER THE IDIOT.

There was no light in the room in which Peter sat, save that which flickered through the crack under the door of the old-fashioned wood stove.

Typical of Peter's life was this room: dark, with now and then a faint thread of light, that only served to make blacker the surrounding darkness. Typical of his mind, too; for Peter was a great overgrown child—the body of a man with a child's mind, which would never grow older. Peter was called an idiot.

I say called, because idiot is too harsh a term to describe this poor creature, at once so helpless and so forlorn. In Ireland he would have been called "dark;" ay, that was his state, and his fitful flashes of intelligence were short-lived and wandering like the light which he watched, as he now sat on his uncomfortable low stool. In Scotland such as he are called "innocents." Yes, Peter, the ugly hunchback, the poor-farm drudge, the meek recipient of the kicks and curses that fell to his share far more freely than the bare necessities of life, was an innocent!

To sit in the sun, or under the trees, to wander in woods where the wind moaned through the tall pines—"the wind sings to Peter," he would say when he heard it—was for Peter to be happy—exquisitely, purely happy. Sometimes in the ecstasy of his enjoyment he would throw out his great arms, disproportioned to the rest of his body, as the arms of a hunchback so often are, and murmur the word "God."

Who shall say that the smile with which he bent his ear over the brook, and listened to its murmuring, was silly? Nature was father, mother, God to him, and all of life or hope that he could know were bound in its great sacred book, the leaves of which he read daily with new delight. Who shall say how this soul was being led? Who shall say by what means it was being tuned for the harmonies of a new sphere?

Peter covered beneath the look of one who was harsh to him; in an atmosphere of love he became radiant. There were two who loved him, and their smiles made his light in darkness. One of these was an old pauper who had outlived the bitterest sorrows that a woman might know, and was waiting to be called home; the other was, strange to say, the only child of his bitterest enemy—the master of the poor-farm.

The old woman's love was the outcome of a compassion she would have given—remembering her own sufferings—to any desolate creature; the love of the child was the outpouring of a holy, instinctive affection—the innocent understood the innocent.

Though we spoke only of the presence of Peter in the room, others were there, among them the old woman, almost lost in the depth of an unwieldy rocker.

As a loud, heavy footstep was heard in the bare passageway, Peter started and began to tremble. In a moment the door was opened, and a rough voice exclaimed:—

"Why are you sitting here in the dark?"

"You said they weren't to have a lamp, sir," said a woman who entered with him.

"I should say so; the dark's plenty good enough for paupers to loaf in. Fetch one now, though, I want one for what I've got to do."

The woman struck a match and lit one that was ready on the table, discovering the owner of the voice to be a big, coarse-looking man, with a horse-whip in his hand and an evil, cruel look upon his red face.

"Where's that idiot?" he demanded. "Here Peter, I've a word to say to you; come here."

Peter rose and came forward shrink-

ingly. Alas, he had too much cause for fear.

"Now, I want to know," he said, "why you didn't do the work I sent you to do properly,—twice you've been shown how to do it; now, I'm going to show you for the third time."

He took the trembling cripple by the collar and twisted him about as he spoke, that he might have him more completely at his mercy.

"Peter will work, master," said the poor creature. "Peter will try."

"I'll learn you to do more than try," and the whip came down with a cruel swish on the poor deformed back.

The old woman we have spoken of rushed forward with a cry and clung to the man's arm.

"Don't whip such a feeble creature!" she cried, in anguish. "Look at his poor tortured body; and have pity."

The brute pushed her so violently away that she staggered, and again he brought down his whip upon the quivering boy.

Again she stayed his arm.

"You shall not do it," she said; "let the poor creature go!"

"Look this old fool in a room, and give her bread and water to-morrow," he said; and two of his myrmidons led her away. Alas for Peter! her kindly interference had lent fuel to the flame of the furious man's passion, and he flogged the poor fellow until he was weary, and then flung him from him with an oath.

The wretched boy lay in a heap upon the floor, so still that his comrades in misery almost feared that he was dead. They dared not stir until the footsteps of the tyrant had ceased to sound, and then they ministered to his victim.

The woman who had lit the light came into the room.

"I've brought some water," she said; "I wish I could have prevented this."

"I doubt he's past drinking water," said an old crone who had brought a dirty cushion for his head to rest upon.

"I'll get a little brandy," said the woman, "if you'll promise not to tell him." She hurried away, and in a few minutes returned with some in a tumbler. Kneeling beside Peter, she raised his head and forced a few drops between his white lips, and in a few moments consciousness returned.

"Come," she said, "try to get up; and I'll help you to bed." Finding him still unable to rise, she mingled some water with the brandy in the tumbler and made him drink it.

"Come, try, Peter; he will be back, you know; and then I can't help you!"

Perhaps this idea did more to rouse poor Peter than the brandy, for he shuddered, and with difficulty rose, and, helped by Sue, went to his bed.

\* \* \*

The night was far spent when a cry of fire rang out upon the startled air. Bells rang, the engine rattled over the roads, and windows were thrown up by those who had been awakened by the clamor. "Where is it?" they asked of those who passed by. The wind bore back the answer, "The poorhouse is on fire!"

Great tongues of flame issued from the left wing of the unsightly building, and roared and crackled as they wound themselves around the windows and crept under the eaves.

The inmates had been roused, and it was supposed that all were safe; but as they stood in a group upon the lawn, it was discovered that one was missing—old Mrs. Bent, Peter's friend. She had been locked in, the reader will remember for her interference in his behalf. As a great cry went up, she appeared at the window. The fire had not yet reached that part of the building; but as the whole structure was inevitably doomed, there was no time to be lost.

There was a cry for the poor-master;

for the key. Peter did not wait for either; with his powerful arms he climbed a huge waterspout and flung himself from that to the window.

As he hung for a moment on the sill and then drew himself up, a mighty roar rose from a thousand throats.

"Break the door, lad, and come down the stairs!" Before they knew it, Mrs. Bent and Peter were with them, and the spectators pressed forward to clasp the hunchback's hand.

Then a child's voice was heard,—  
"Papa! Mamma! oh, take me down!"  
"My God!" said a bystander, "there's a child in there yet!"

As he spoke a tongue of flame darted out and for a moment licked the frame of the window above the child. A groan went up, as they saw more plainly the little white figure.

"Are there no ladders? the staircase in that end is burned away."

"None long enough to reach!" cried the agonized father. "Oh, my child, my child!"

"She might be let down with a rope, if one could be got to her."

In a moment the "idiot" was all alive. "Give Peter a rope," he cried; Peter will save Dotty."

In a moment they had tied a stout rope about his body, and he was ascending. The fire had spread along the roof at this point, and was working downward. From part to part he climbed, securing each ground of vantage. Now on the porch roof, now hanging onto a window or cornice, until at length he stood beside the child. Then again the roar went up.

Carefully Peter fastened the rope around her slender body—first wrapping his coat about her—with a knot which an old sailor inmate of his dreary home had taught him to make.

What were the thoughts of the tyrant, as he saw the noble boy take the little girl in his arms that he might lower her down; as she, heedless of the flames that singed them as they stood, put her tiny arms round his neck and kissed him? What were his thoughts as he saw her seized by eager hands as she neared the ground—safe, while a loud rumbling noise smote the air, and the front wall and roof caved inward, and the hungry flames, with a terrific roar, shot above the place where the hunchback had stood?  
EDITH MARY NORRIS.

#### Thny Made a Statement.

A St. Louis jobbing house asked one of its customers for a statement of their condition, receiving the following reply:

MARSHALL, Mo., Jan. 15, 1893—Gentlemen: Yours of the 3rd inst. is at hand and contents carefully noted. After indulging us on divers occasions, and in one instance of nearly \$300—all of which was promptly paid on or before the expiration of the 30 days—you now, before shipping a small order, demand or request a statement of our standing, capital, etc., all of which we acknowledge your right to do. Now, as to our standing, it radiates between five feet ten and six feet two, with a specific gravity of 126 in the shade. As regards our assets, we enumerate them as follows:

Cash invested in groceries.....	\$1,014.72
Surplus outside of business .....	4.14
Real estate.....	2,500.00
Chattel property—pointer pups, etc.....	8.35
Tom Collin's note—past due.....	400.00
Pool checks.....	2.20
Cereals—mostly pop corn and navy beans.....	4.26
Hereditary wealth from our uncle in England.....	00,000.00
Bonds.....	000.00
Missouri 6's.....	just out.
Pacific Mail.....	non est.
Credit Mobiler—registered.....	0,000.00
Emma Mining Company—1st mortgage.....	0,000.00
United States 5's.....	are out.
Western Lalton—preferred.....	U bet.

In addition to the above, our personal property consists in part of wife and two children, three heating stoves, two left-handed looking glasses, and an extension table, with all appurtenances thereto belonging. Now, gentlemen, you will readily perceive that we are frank—concealing nothing. All our real, personal and collateral and hereditary wealth are unfolded to your gaze. Our natural instinct, together with the enormous stock of Christianity which we carry, enables us to see the proper course to pursue. We confess that in an

unguarded moment we did put one of our children in our wife's name. With that exception, the property is nearly all convertible. Now, brethren, after reviewing the above multitude of wealth, don't get reckless and insist on forwarding two or three carloads of staples. We can't use them. Don't consider us a National Bank, rather put us down as a "Freedman's Bureau Savings Institution." In conclusion, allow us to thank you for the unlimited and unexpected kindness you have extended in the past, and may kind Heaven continue to dump sunshine and prosperity upon the leading grocery house of the "Future Great" City.

P. S.—Gentlemen, after consulting with our attorney, we have, at his suggestion, concluded to inform you confidentially, that in addition to enclosed schedule of assets our junior partner, Mr. Day, is on the track of Charley Ross, —\$3,000.  
Respectfully,  
BRYANT & DAY.

#### How to Advertise a Line of Paints.

"General merchants who handle paints have opportunities for original and effective advertising that very few of them fully appreciate," recently remarked A. M. Nelson, President of the A. M. Nelson Paint Co., of St. Louis. "The majority of the dealers think that all the advertising that is necessary is the mere announcement that they can meet the demand for certain colors in certain packages. They also think that because mixed paints cannot well be damaged the outward appearance the cans present has nothing to do with their sale. It is understood, of course, that the contents of a battered can of mixed paints are just as perfect as when they left the factory, but it is a well-known fact that the consumers will go out of their way to secure cans with bright, clean labels. This may appear unreasonable at first thought, but it will not appear so extraordinary after all if we will but study our own whims in a like regard. Say, for instance, you go to the grocery for some canned peaches. The grocer sets before you two or three different brands of the same grade, and for which he asks the same price. The labels are soiled upon all but one of the cans, but he assures you that the contents are unimpaired; nevertheless you select the brightest and cleanest can, and the chances are that you would select it if he offered a reduction on the others. The way paints are packed renders it comparatively easy to exhibit them in an artistic as well as a prominent manner. The different sizes of the packages renders the making of pyramids and arches comparatively easy, and at the same time specially fit them for advantageous display on the shelves. When it comes to advertising we ought always to appeal to some instinct in the people we aim to reach. I hold that it is not enough to merely inform them that you keep such-and-such goods in stock. The dealer can use comparisons that will impress their customers with the superiority of mixed paints. If their trade is merely among the farmers they can ask some such question as this: 'Can you get the same results from a 160-acre farm with a short supply of old-fashioned implements as you can with a full and complete line of modern implements and machinery? If you can't, why is it that you think you can mix paints as well as the manufacturers who have devoted years to the study of the business, and who possess every facility for perfect and thorough work?' There are localities where road signs can be used to excellent advantage. To illustrate: A dealer might put up on each road leading to the town four or five board signs, painted in different colors. On these signs he could make the statement that 'This sign was painted with three coats of Blank's superior mixed paints, sold only in this county by Money Maker. Three dollars' worth of this paint will give three coats to—square feet of space; figure it out for yourself, and you will see that it won't cost you but \$— to paint your house.' I am satisfied that the general merchant who will adopt some such advertising method will find it the most profitable investment he ever made."

Established 1868.

## H. M. REYNOLDS & SON,

WHOLESALE DEALERS IN

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

## Practical Roofers

In Felt, Composition and Gravel,

Warehouse and Office

Cor. LOUIS and CAMPAU Sts.

Grand Rapids, Mich

## 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.

## WHITE KID SLIPPERS.



\$1.10 PER PAIR.

Send Your Orders to  
BIRTH, KRAUSE & CO.,  
12-14 LYON ST. GRAND RAPIDS.

## MICHIGAN Fire & Marine Insurance Co.

Organized 1881.  
DETROIT, MICHIGAN

## 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 Bas ets, 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.

## 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.

## 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.

SUCCESS.

Written for THE TRADESMAN.

Life has many phases. One that we all grant, but concerning which our views are vastly different, is success. Each of us possesses an ideal of what we would like our life to be, and the nearness to which we approach that ideal, constitutes true success. Sometimes when our life appears most successful to others, to ourselves, in view of the goal we have failed to attain, it seems almost a failure. If we wish to make a success of any particular plan of life, we find that almost everything must be put aside, especially anything that would conflict with the object we wish to attain.

Of a man who, at a comparatively early period in life, has become very wealthy, we are apt to exclaim, "What a success that man's life is!" But is it? Let us look a moment; maybe we can see what it cost him to stand where he does to-day. In his younger days, he had a keen love for art in all its different phases. After he has made a start, he thinks that he can give a portion of time to the study of music or painting, but, after a few hours spent at either, his mind does not seem to be as quick to grasp at questions pertaining to money-making. So all other subjects are at once or gradually given up, as his object is to become rich as quickly as possible. But what is the cost to himself? The will power which enabled him to put everything aside has now become the master, and, when he would pursue this or that subject to relieve the strain on his mind, he cannot.

A youth starts in life wishing to stand at the head of his chosen profession, be it doctor, lawyer, statesman or divine. He spends years in study and hard work only to find that he has but made a beginning, and that, if he would accomplish his aim, he must, indeed, walk a narrow path. Some get discouraged at this point, lag a little, losing interest for a time. Again pushing forward, they find the place filled they left for a moment; and so, being pushed aside, they despair of ever reaching the goal and give up the good fight.

Success will have no laggards in the ranks. All things lead to success, even those that seem hindrances. Obstacles in the way, if determinedly put under foot, will be conquered, and the next one that presents itself will be the easier overcome. That old saying, "All things come to him who waits," is true, not in the sense of sitting still and doing nothing while waiting, but while waiting, in taking whatever comes to hand, even if it does not happen to suit. By and by, matters will turn so that you can pursue your original plan.

Success is a hard taskmaster—how hard, some of us know to our sorrow. I would not say, "Do not strive for success." But, let us take life more calmly, more slowly, not making such a hurly-burly of it as people, especially American people, are now doing. To my way of thinking, that man is most successful who, while pursuing the high ideal, has found time to help, by the wayside, someone more unfortunate than himself who is struggling through difficulties; who has taken the time to go on a journey, once in a while, and so brush the cobwebs from his brain, caused by the worriments inevitably incident to an active business life; who has kept up this or

that study that interested him in youth; who has taken the time to stay at home from business one day in the week—Sunday—and get a bit acquainted with the wife and wee ones; who has laid aside, on the daily return to the home nest, the cares and perplexities of the weary hours, and smoothed out those wrinkles that will come between the eyes, bringing to the dear ones that cheer which makes the whole place bright, and without which all is gloom. In fact, that man who has taken the time to live is he who has come nearest to true success. Let us all strive for this success, working each day so that night finds us a little nearer the goal. A. L. I.

He Knew There Was a Skin in It.

The man was in a brown study when he went into the drug store. "What can we do for you?" inquired the clerk. "I want black something of something," he said. "Have you got any?" "Probably we have," replied the clerk, "but you'll have to be more definite to get it." The customer thought for a moment. "Got any black sheepskin of something?" he asked. "No, we don't keep sheepskins. We have chamois skins, though." "That isn't it, I know," said the customer. "Got any other kind of skins?" "No." "Skins, skins, skins," repeated the man, struggling with his slippery memory. "Calfskins seems to be something like it. Got any black calfskins of anything?" "No, not a one," and the clerk laughed. The customer grew red in the face. "By jove," he said, "if it isn't a skin, what in thunder is it?" "Possibly it is a hide?" suggested the clerk kindly.

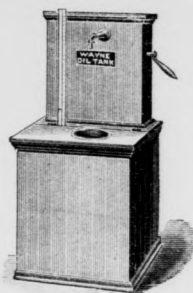
"That's it! That's it!" exclaimed the man. "Have you got any black hides of something or anything?" "Not that I am aware of," and the customer became thoughtful again. "Hide, hide, hide," he repeated. "Got any rawhide of anything?" The clerk shook his head sadly as the man tramped up and down the store. "Got any black cowhide of anything?" he asked after a minute's thought. The clerk's face showed a gleam of intelligence, and then broke into a smile. "Possibly it is black oxide of manganese you want," he said quietly. The customer almost threw his arms around the clerk's neck. "Of course, that's it," he exclaimed. "I knew there was a skin or something somewhere about the thing," and he calmed down and waited for what he wanted.

Has Paid It All.

It is announced that "Deacon" S. V. White, the New York broker who failed about a year and a half ago, owing more than \$1,000,000, has just finished paying the whole of it off. Mr. White's failure was a source of genuine regret to all that knew him, and his creditors at the time expressed their willingness to settle for a small part of the indebtedness, but he refused to accept any such an arrangement, declaring he would pay every cent that was due. He resumed business under an arrangement with his creditors, and it has been understood that he was prospering, but that he has succeeded in discharging so large an amount in so short a time has been a surprise even to his friends.

A Swiss Boycott on France.

It is reported that in consequence of the failure of the Franco-Swiss convention Swiss manufacturers and traders will endeavor to limit their purchases in France to those articles which they cannot get elsewhere. The great bulk of the orders hitherto placed in France will be given to Germany and Austria-Hungary. The feeling against France is said to be very bitter among Swiss commercial men.



First Floor Tank and Pump.

The Wayne Self-Measuring Oil Tank.

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

Manufactured by the

WAYNE OIL TANK CO.,

FORT WAYNE, IND.

Cellar Tank and Pump.

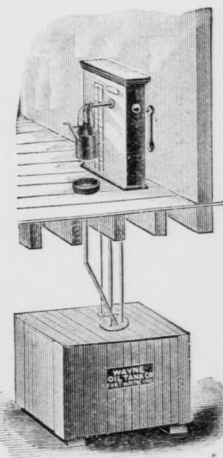
We Lead, Let Others Follow.

PITTSFIELD, Mass., Oct. 5, 1892.

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

BRITTON, Mich., June 15, '92.

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



PRICE LIST.

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

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



Why have the sales in-  
ing the past

creased 25 per cent. dur-  
year on

Silver Soap

Manufactured by

THE THOMPSON & CHUTE SOAP CO.,

TOLEDO, OHIO.

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

Snedicor & 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.

## AMONG THE TRADE.

## AROUND THE STATE.

Benton Harbor—Bagley & Hill succeed J. J. Miller in the meat business.

Stanton—D. Palmer succeeds W. R. Beardley in the harness business.

Pontiac—Sam'l J. North succeeds R. H. Elliott & Son in the drug business.

Charlevoix—Lewis Miller succeeds Fox & Miller in the boot and shoe business.

Marcellus—E. P. Castner has purchased the grocery stock of C. T. & L. E. Nash.

Benton Harbor—E. D. Still succeeds Willis H. Dunbar in the meat business.

Bentou Harbor—Hall & Nichols succeed Guy Lockwood in the drug business.

Menominee—A. Bloch is succeeded by A. Bloch & Son in the dry goods business.

West Branch—Lewis Benaway succeeds B. S. Henry in the grocery business.

Easy—Myron R. King is succeeded by James R. Chapin in the hardware business.

Marcellus—D. H. Palmer succeeds Jones & Palmer in the hardware business.

Tekonsha—The W. L. Miller Grocer Co. succeeds H. N. Randall in general trade.

Centerville—Gesina Schermerhorn has purchased the notion stock of M. & H. Hogan.

Owosso—Chas. W. Parker has opened a grocery and boot and shoe store at West Owosso.

Jackson—L. I. Blasfield has purchased the grocery stock of W. W. Thomas.

Sherman—Wilson & Foster succeed Wilson & Richardson in the hardware business.

Muskogon—Mann, Moon & Co. succeed R. K. & W. H. Mann in the lumber business.

Chesaning—Morehouse Bros. succeed Stuart & Morehouse in the hardware business.

Pinckney—The clothing stock of Frank E. Wright has been closed on chattel mortgage.

Ovid—A. S. Rose succeeds Dan'l Armstrong in the restaurant and confectionery business.

Ovid—Lyman Bros., dealers in crockery and groceries, have assigned to D. W. Morehouse.

Chesaning—Chas. J. Stuart succeeds Whipple Bros. & Granger in the hardware business.

Coleman—B. E. Calkins has removed his grocery and drug stock from Calkinsville to this place.

Sturgis—M. Kemper is closing out his clothing stock at auction sale, and will remove to Elkhart, Ind.

West Bay City—Walsh & Tanner succeed Walsh & Co. in the wholesale grocery and produce business.

Mason—Bates & Henderson, clothiers, have dissolved, Henderson & Huntington continuing the business.

Detroit—Merbach & Schmidt, boot and shoe dealers, have dissolved, Chas. J. Merbach continuing the business.

Owosso—Dr. Gould is removing his drug stock from Chesaning to Owosso, where he will continue the business.

Fremont—Teman Pearson is now sole proprietor of the Central meat market, having bought J. W. Johnson's interest.

Detroit—Leszczynski & Melin, dealers in clothing and furnishing goods, have dissolved, Frank B. Melin continuing the business.

Gladwin—Sterling & Co., of Monroe, have established a yard here for the purchase and shipment of telephone and telegraph poles.

Detroit—C. E. Smith has retired from the wholesale boot and shoe firm of H. S. Robinson & Co. The style of the firm remains the same.

Ionia—W. S. Bouk, Wm. R. Taylor and Thos. Renwick have formed a copartnership under the style of W. S. Bouk & Co. and opened a harness shop.

Muskegon—Jerry Beerman has sold his meat market at 20 S. Terrace street to John De Haas, who will continue the business at the same location.

Constantine—The oldest established business in St. Joseph county has changed hands. John Hotchin has sold out his harness business to George W. Pike.

Belding—A. L. Spencer has sold his interest in the drug and grocery stock of Spencer Bros. to Silas Cobb and W. D. Day. The new firm will be known as E. R. Spencer & Co.

Mancelona—W. M. Simons has sold his boot and shoe stock to C. W. Hayes, traveling representative for M. D. Wells & Co., who will continue the business under the management of Mr. Simons.

Saginaw—King & Moore have merged their grocery and provision business into a stock company under the style of the King & Moore Co. The capital stock is \$50,000, of which \$21,000 is paid in.

Elk Rapids—Chas. E. Mahan has purchased the interests of C. L. Martin and J. E. Mahan in the drug and stationery firm of C. L. Martin & Co. and will continue the business in his own name hereafter.

Manton—The I. M. Clark Grocery Co. recently took a chattel mortgage on the grocery stock of Frank L. Roberts, subsequently transferring it to H. G. Hutzler, who is a brother-in-law of Roberts. Hutzler has now foreclosed the mortgage and the sale is advertised to occur on the 19th.

Port Huron—A. H. Currie recently uttered three chattel mortgages on his men's furnishing goods stock—one for \$3,500 to E. C. Boice, one for \$2,300 to the Commercial Bank and one for \$500 to H. A. Newland & Co., of Detroit. On Wednesday Newland & Co. demanded immediate payment of their claim. Mr. Currie could not raise the money, and Newland & Co. were about to attach the stock, when the Commercial Bank and Mr. Boice heard of their intentions and immediately foreclosed. The store is now in the hands of the sheriff.

## MANUFACTURING MATTERS.

Muskegon—D. A. Miner succeeds McMillen & Miner in the shingle business.

Levering—C. E. Williams is adding a shingle mill to his sawmill plant near this place and will start it this week. It will cut 50,000 daily.

Beaverton—Hood & Seeley, who built a hoop mill here last fall, will erect during the winter a stave and heading mill to be operated in connection with the hoop mill.

Saginaw—The Hemmeter Cigar Co. has been organized with a paid in capital of \$10,000 and will engage in the manufacture of cigars in the building formerly occupied by the Warren Cigar Co.

Coleman—J. E. Curtis, who is building a stave and heading mill here, will start the plant in about two weeks with a large stock of material. He proposes to also add a planing mill, and is building a

mill on the Bliss branch, five miles east of Coleman, to cut hubs, staves and heading.

Manistee—Besides what they are hauling daily for the State Lumber Co., the Manistee & Grand Rapids Railroad is hauling about 75,000 daily for the Canfield Salt & Lumber Co., which are being dumped on the ice at the head of the lake, and will have quite a roll way before spring.

St. Louis—Geo. Ferris, one of St. Louis' hustling business men, has purchased the pail and tub factory building, where the large factory was located which moved to Saginaw in October, and will immediately place machinery in it that will give it a larger capacity than it had under the former owners. The men who left the city to work in the Saginaw factory will return to this city, and will be given employment in the factory.

Muskegon—The famous Petrie-Torrent litigation, growing out of the purchase and sale of the Hannah, Lay & Co. holdings, has been further complicated by a new suit begun in the Muskegon Circuit Court by Petrie against Torrent for \$200,000. The only thing that has been made public is the fact that the summons has been served. Mr. Petrie's attorneys refuse to tell what the case is about until the declaration is filed, which will be some time in March.

Saginaw—The Britton & Barber Hoop Co. filed articles last week, the capital stock being \$30,000, all paid in. The company purchased the site of the Owen-Hutchinson Lumber Co.'s plant, and has erected thereon one of the finest mills in the state for the manufacture of hoops and boat oars. It will consume 4,000,000 feet of elm annually in the manufacture of hoops and all the white ash logs that can be purchased in the manufacture of oars.

## An Instance of the "Law's Delay."

In January, 1885, a Sheridan druggist named Geo. C. W. Richards left the State for reasons best known to himself, at the same time sending word to the Hazeltine & Perkins Drug Co. to take possession of the stock, dispose of it to the best advantage, and credit him with the amount owed the house. The Drug Co., therefore, took possession of the stock, disposing of it on Jan. 10 of the same year to Jacob Vanderberg, who was at that time buyer for the Chippewa Lumber Co., at Chippewa Lake. He paid \$900 for the stock and fixtures and added \$200 worth of new goods, whereupon Steere & Brown, attorneys of Stanton, seized the stock by reason of an alleged power of attorney from Richards and removed it to Stanton. Vanderberg thereupon brought suit against the law firm for damages in the Circuit Court of Montcalm county and was awarded \$900, interest and costs, the jury holding that Steere & Brown forged the bill of sale by which they claimed possession of the stock. The defendants appealed to the Supreme Court, which reversed the verdict and ordered a retrial. The second trial resulted the same as the first and this verdict was subsequently affirmed by the Supreme Court. In the meantime Steere & Brown had dissolved partnership, the former locating in Chicago and the latter in Muskegon. Neither were men of any financial responsibility, so Vanderberg was compelled to look to the bondsman for restitution. Suit was accordingly instituted against Alonzo

Corey, formerly a resident of Stanton but now a real estate operator in Detroit. Realizing that he was responsible for the amount of the judgment, he offered to pay \$1,200 in full settlement of the claim. This proposition was accepted and Mr. Corey is now released from further responsibility. After paying costs and attorney fees, which amounted to \$500, Mr. Vanderberg received \$700, in satisfaction of an original investment of \$1,100 for stock, \$150 in court costs and about \$500 worth of annoyances and worry over the matter. All of which goes to prove that it is about as expensive to win a law suit as to lose it.

## Financial Notes.

The Peoples' Savings Bank has been organized at Belding by nearly the same gentlemen interested in the Belding Savings Bank—a shrewd scheme to occupy the banking field of the town and have the competition friendly. The new institution has a capital stock of \$30,000, being officered as follows: President, Edwin R. Spencer; Vice-President, F. R. Chase; Cashier, Morris A. Reed; Board of Directors, F. R. Chase, E. R. Spencer, G. M. Spencer, John Greenop, M. A. Reed, Brinton F. Hall, Wilbur H. Locke, Carlton White, G. W. Ellis, Geo. Hoppough, F. D. M. Davis.

Geo. F. Reynolds, who has been Cashier of the First National Bank of Cheboygan since its organization, succeeds Egbert A. Smith as President. The position thus vacated will be occupied by A. W. Ramsay, who has been Assistant Cashier of the Bank for several years.

## Use Tradesman Coupon Books.

## 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—GOOD, CLEAN, SALABLE stock of drugs, groceries and hardware, or will exchange for desirable chattel property or real estate. Arthur Mulholland, Jr., Ashton, Mich. 645

## 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 638

## 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 springs 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. 643

WANTED—TO PURCHASE STOCK GROCERIES. Address Box 1015, Des Moines, Iowa. 646

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

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

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

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

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

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

**Gripsack Brigade.**

H. A. Montgomery, formerly with Corl, Knott & Co., is now on the road for Rindge, Kalmbach & Co., covering the Upper Peninsula and the Mackinaw Division of the Michigan Central.

M. J. Rogan, traveling representative for Walter Buhl & Co., is not practicing for a pedestrian tour, but his friends say he made remarkably good time on the country road running north from Otsego one day last week. His rig broke down and he "hoofed it" into town in time to make connections just the same.

Justice Harris, of Kalamazoo, has rendered his decision in the case of Marcellus W. Dyer, of Chicago, against his employers, William H. Burns & Co., of Worcester, Mass. The suit was a garnishee proceeding and an attachment of money held by Rosenbaum & Speyers, which was due Burns & Co. Dyer was employed to travel and sell woolen underwear for Burns & Co. at a salary of 5 per cent. on all sales. Mr. Dyer's commission on a bill of goods he sold to Rosenbaum & Speyers amounted to \$79. He also sold a bill to a firm some place in the West, and his commission in this case was \$212. The goods were shipped, but were not accepted, and while stored in a warehouse burned up. The manufacturers tried to hold Dyer for the goods and also put in a claim for damages. The court held that Dyer's commission claim was valid and gave him a judgment for \$300.

There are comparatively few of the Detroit traveling men who were on the road longer with the same line of goods and over the same territory than D. L. Swasey, who sold hardware through Central Michigan for a period of about twenty years. Mr. Swasey commenced to travel in 1870 for Solon Prentiss & Co., and remained with them five years. He then entered the employ of Ducharme, Fletcher & Co., and remained with them and their successors, Fletcher, Jenks & Co., for fifteen years. In January, 1890, he left the road to take an interest in the firm of Standart Bros., who have been in the same line of business in Detroit for nearly thirty years. During the whole time that Mr. Swasey was on the road he traveled mainly through Central Michigan, though at different times he went over other portions of the State. There is probably no one who has traveled out of Detroit in the hardware trade who has a wider acquaintance or is better known. Having a thorough knowledge of the business, and being courteous and straightforward in his dealings with customers, he has naturally been very successful. He was one of the first to join the Michigan Commercial Travelers' Association, and, though never holding office in it, he has always been an active member and an admirer of that organization. Mr. Swasey says that there are many men in business now to whom he sold goods when he commenced to travel, more than twenty years ago, probably a larger proportion than in most any other branch, the hardware trade being more staple than most others. There is, however, quite a difference in the methods of buying. Retail dealers used to stock up in spring and fall with supplies for six months. Now transportation facilities are such that they can get goods any time, and they send in orders the year round, buying smaller quantities at a time. The travelers used to be out not more than three-fourths of the year. Now

they are out pretty much all the time, with the exception, perhaps, of short vacations in summer. Then the wholesale houses were rushed in spring and fall and had dull trade at other times, while now the sales are much more evenly distributed throughout the year. Under the old system four months' credit was given, now the limit is 60 days, but payments being smaller in amount are more easily met than formerly. The change in system has thus been of great advantage to both jobber and retailer.

**The Grocery Market.**

The market is without important fluctuations. Jobbers experience considerable difficulty in shipping goods subject to damage by freezing, such as vinegar, pickles, cheese, bluing, ink, etc., and dealers who do not get these goods with their orders should bear this fact in mind.

Sugar—The market is the same as a week ago.

Tobacco—Lorillard has advanced his Climax and Three Black Crows brands of plug 1c per lb.

Provisions—Still on a rampage, with no indications of lower prices.

Flour—The local millers' monopoly have advanced the paying price of wheat from 65 to 68 cents per bushel and raised the price of flour 20c per barrel.

Canned Goods—Tomatoes have taken another advance and pegged up to \$1 at Baltimore for 3 lb. standards, which is equivalent to \$1.10 here. With few exceptions there are no tomatoes in the hands of speculators and large handlers, nearly all the stock now being in the hands of the wholesale and retail trade, and it is an assured fact that they will go higher, as the country is bound to be bare of stock before new goods come into the market again. Corn continues firm with an upward tendency. Extra sugar corn is worth \$1 in Baltimore, which is equivalent to \$1.10 in this market. Local dealers confidently expect the price will go to \$1.25 before the end of the season.

**The Dry Goods Market.**

The dry goods market is quiet. Retailers are making special sales to force sales, while jobbers are showing, and receiving orders on, spring goods, such as ginghams, prints, outing flannels and fine printed and wash goods. Linens have found ready sale in the past ten days. This month is now chosen by retailers to sell these goods at special sales. Bleached and brown cottons remain very firm in price. Prints range from 5 @ 6 and a few of the best brands are even quoted @ 6½. Dress cambrics and silesias are well sold up and are scarce. Black sateens range from 10½ to 25c. A large sale is expected on these goods in February and March. Brocaded effects are also well received, but are made mostly in better grade.

**The Produce Commission Business.**  
From the National Provisioner.

The importance of the produce commission business in the United States cannot and must not be underrated. There is hardly a harder working class of men, and at the same time a class that is more willing and desirous to conduct and extend business than the receivers of poultry, calves, hogs, game and produce in our cities. It is known that they rise long before the sun does, and generally do not go home any sooner than merchants who come to their offices three or four hours later than they do. Exposed to the burning sun in summer and to the severe frosts in winter, they are accustomed to the changes of the climate.

The nature of the business requires that their goods should be kept in cool temperatures. It is for this reason that in winter they have to do most of their selling in the open air, while in summer, moist and damp ice boxes and chilly rooms are the places they frequent. Nevertheless, as we have said, they do not grumble, and are seemingly contented so long as the shippers do not begrudge them a fair commission, and are willing to treat them reasonably. As any laborer is worthy of his hire, so also is the produce commission merchant decidedly worthy of his commission. The competition in this business is considerable, and it requires good salesmen and much patience to be successful.

**"The Kent."**

AMERICAN PLAN  
RATES, \$2 PER DAY  
STEAM HEAT AND ELECTRIC BELLS  
FREE BAGGAGE TRANSFER FROM UNION  
DEPOT.

BEACH & BOOTH, Props.

**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.

**EDWIN J. GILLIES & CO'S**  
**BLENDED**  
**DIAMOND**  
**JAVA**  
**NEW YORK.**

**IF YOU ENJOY A GOOD CUP OF COFFEE READ THIS.**

THE fact that a coffee is a Java does not always imply that it will make a delicious beverage, for Javas differ very materially on account of the section of the island of Java on which they are grown and the method used in cultivating, some being grown by private planters, other under the government supervision. Some of these Javas are delicious, others rank and worthless. The **DIAMOND JAVA** is a blend of those Javas which excel in any peculiar degree in fine flavor or full strength, and which mingling harmoniously together produce the perfection of a coffee.

The **DIAMOND JAVA** is packed in air-tight cans when taken hot from cylinders, and its fragrant aroma is thus preserved until used. This brand of Whole Roasted Coffee is intended for those that appreciate a fine article, and desire to use the best coffee that can be obtained.

**ASK YOUR GROCER FOR IT.**  
If he cannot supply you send us his name.

**Bolts Wanted!**

I want 500 to 1,000 cords of Poplar Excelsior Bolts, 18 and 36 inches long.

I also want Basswood Bolts, same lengths as above. For particulars address

J W FOX,

Grand Rapids, Mich.

**KER-ISTOPHER**  
**KER-LUMBUS** 14<sup>92</sup>!

SMOKERS ALL  
WANT

**Ben Hur**  
**Cigars**

SO SHOULD YOU.

MANUFACTURED AT

DETROIT

—BY—

**GEO. MOEBS & CO.**

**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.

ST. JOHNS, Mich., Dec. 8, '92.

A. Schenck & Son:

Gentlemen—Replying to yours of the 7th inst., would say you are welcome to use the letter as you wish, as I can only affirm what I said as to the superior quality of your flour, which I believe the best and most uniform of any made in the county. Yours truly,

D. S. FRENCH.

Send for Samples and Prices.

**A. SCHENCK & SON,**

**ELSIE, MICH.**

The Question of the Hour for the Retailers of Michigan.

Written for THE TRADESMAN.

Retailers of Michigan, no more opportunity time than the present was ever placed at your disposal for testing your mettle and proving to the wholesalers, manufacturers and all other classes, that you are equal to the task of guarding and defending your own interests. As stated in THE TRADESMAN of recent date, a general revision of the fundamental laws of our State will have taken place before another new year has dawned upon us. At this general revision of our constitution, many features which were supposed to be necessary in the then less developed conditions of the country, will be expunged, and new ones, better suited to the actual condition of things at present, will be added. These new features will be framed not only to meet the requirements of to-day, but, in view of our rapidly developing resources, the requirements of the near future will be anticipated and provided for, also. This will necessitate a large amount of investigation into causes and effects growing out of present conditions, and the committees entrusted with the work will be guided largely by the representations of class deputations, who will be prepared to show wherein the present laws injuriously affect their particular interests. These deputations will not wait upon the constitution revisers simply as bearers of grievances—they will go to Lansing with ideas in their heads and blood in their eyes. They will go with a determination to secure justice and protection for their own interests, and they will be prepared to demonstrate to the law-makers just how those results can be accomplished.

Will the creditor of the retailer be there looking after his interests? Most certainly he will, for he is organized for the very purpose of guarding and protecting his own interests, and he has sense enough to know, first, that, if he does not protect himself, neither the retailer nor anyone else will; second, that the only possible way he can protect himself is by organized, united effort. Therefore, we have the Michigan Wholesale Grocers' Association, Michigan Millers Association, Michigan Dairymen's Association, Michigan Fruit Manufacturers' Association, etc., all organized for the avowed purpose of protecting their own interests, and not those of some other association. These organized interests may be termed the retailers' creditors, and each, no doubt, will bring its unified influence to bear on this constitutional revision, in order that nothing be retained or added which does now, or will hereafter, work an injustice to its own interest.

Will the debtor of the retailer be prepared to look after his interest? Certainly. The labor forces are organized to the teeth, even down to the hod-carrier. The farmers are organized, and, in fact, the retailer has no debtor that is not a brick in some solid wall of defense. Will the retailer himself be in a position to keep his fences up? Most assuredly not, unless he is organized. But he is supposed to be organized, is he not? Y-e-e-s—but it is a mere supposition. The retailer is a very uncertain commodity. It is not a difficult matter to organize him, but the trouble is he will not stay organized. He comes in all right, but he's so breechy you can't keep him in. If he can't jump out or kick the

fence down, he'll balk and lie down in the harness and go to sleep.

Members of the Michigan Business Men's Association, are you dead or only asleep? If you are dead, peace to your ashes; but, if alive, an earnest effort of some kind will soon be made to arouse you from your slumbers and call you to arms. If you hear the bugle call before February shall close, let not time, distance or expense keep you from responding. May it awaken every subordinate B. M. A. from one side of the State to the other to a full realization of the situation. May it rekindle the old flame and arouse them to immediate action in preparing for representation at the State convention, should one be called.

Retailers of Michigan, are you satisfied with our exemption laws? Are you satisfied with a constitution that allows a debtor worth \$3,500 to feed his family on the contents of your pork, sugar and flour barrels, and prohibits you from collecting your pay for such stealings? Divide the total worth of the retailers of Michigan by the total number of retailers, and you will find, Mr. Average Retailer, that you are not worth half as much as this debtor of yours; and, yet, after eating up your bread and butter and wearing out your shoes and stockings, this precious constitution of ours enables him to snap his fingers in your face and coolly tell you to go to grass for your pay.

These infamous exemption laws operate as a bid for rascality. After a man has accumulated a sufficient amount of property to enable him to live comfortably, the State says: "Now you have a home supplied with all the comforts of life, and you possess the means of supporting your family in good style and comparative ease. If you maintain your present standing, you will be a desirable citizen, and your family will always have a home of their own and never become a public charge. Now, therefore, in order to secure to the State these great advantages, I will exempt everything you now possess from any debt which you may contract, except for labor. The only condition required on your part is that your property shall always remain in kind, quantity and value what it now is."

If this is not, in effect, on the part of the State, an open bid for rascality (which finds ready acceptors everywhere), then I don't know as much as I think I do. For several years I (please excuse the I's) was engaged in the grocery business in a country where the only things exempted from execution for debt were six knives, six forks, six plates, six cups and saucers, one cooking stove, beds and bedding for the family, and food enough to keep them alive for six weeks; and even these things, together with all wearing apparel of a surplus nature, were not exempt in distress for rent. This represents the other extreme, but, of the two evils, it would be preferable to our present laws. What right has the State to encourage and protect dead-beats in this bare-faced way? It is said to be humane in character and beneficial in effect—fortifying the debtor against any undue advantage which the unscrupulous and hard-hearted creditor might otherwise take, and securing to the family a home, thereby shielding them from possible want and destitution. Theoretically, it is all right, but, practically, it is all wrong. An honest man will not

Dry Goods Price Current.

Table containing various commodity prices including UNBLEACHED COTTONS, BLEACHED COTTONS, HALF BLEACHED COTTONS, CANTON FLANNEL, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, and NEEDLES-PER M.



take advantage of it. He will pay his meat and grocery bills, if he has to sell, in order to do so, his piano or a few of the luxuries which the law allows him.

In fact, I cannot conceive how an honest man can sport a \$300 library (one-half claimed by his wife, of course), and refuse to pay the tailor for the clothes on his back, or the grocer for the flour and potatoes carried in his back door by the delivery clerk.

Retailers, if you want to see these gentlemanly dead-beats deprived of their constitutional privileges and plucked of their borrowed—stolen, rather—plumage, keep your ear to the ground and, when you hear the bugle call, do your duty.

You are the class most interested in having these unjust exemption laws revised. To succeed in the defense of your interests, you must present an unbroken front. United, you are a power which no legislature can withstand; unorganized, you are powerless to accomplish anything.

There are many things involved in this "Question of the Hour," but lack of space prevents me, at this time, from making mention of them.

The first, last and all-the-time important matter, however, is efficient organization. This makes possible the only thing which can ever accomplish anything, namely, concerted action.

E. A. OWEN.

A Mistaken Idea of Competition.

From the Kansas City Grocer.

It is true that competition is the life of trade, but too many retailers labor under the delusion that competition means nothing but cutting prices. All are seeking success by securing and retaining profitable trade; but in gaining this price-cutting is considered by those who have made the most pronounced success as one of the most insignificant of all methods of competition.

In fact the most successful merchants are those who have always obtained reasonable profits on their sales; and it may be laid down as a general rule that when a retailer seeks trade by cutting prices he lacks the ability to successfully conduct his business, for it is a confession of weakness and an admission that he cannot secure customers without sacrificing his stock.

Competition in the better sense of the word, as applied to business, means achieving success by making one's store more attractive to the public than other stores. Any retailer who keeps a well-assorted stock of desirable goods attractively displayed in a neat, clean room, who is courteous, accommodating and reliable, has a decided advantage over a competitor whose stock is unwisely chosen, whose store is unattractive and who is unreliable or lacks courtesy.

The latter finds it necessary to apply the knife to his stock, and the only result is a temporarily increased trade, for as soon as he asks ruling prices for his goods the public return to its favorite dealer. It is certain that no merchant ever made a lasting success through this method; for, except in occasional instances, there is no ability displayed in selling goods for less than a living profit—any fool can do this.

Competition means a great deal more than selling goods for less than a rival. It means the embodying in one's daily business life of all those many features which attract and hold trade. The strongest competitors in any town are not those who slaughter prices, but those who obtain reasonable prices for their goods. Retailers who are disposed to cut price to draw custom would do well to study the methods of the successful merchants of their acquaintance, who rarely, if ever, sell goods at a loss.

Took the Job Too Low.

From the Pottsville, Pa., Enterprise.

A certain drummer, who dresses well and has a reasonable share of good looks, had occasion last week to make a trip in the neighborhood of Porterville and

found himself at a country hotel at which a party was to come off. He was invited to participate in the festivities and, after he had consented, the old landlord took him around the corner of the house and said to him:

"The young folks are mighty fond of any game with kissing in it. They'll get up something and fix it to make you kiss the handsomest gal in the room."

"Well, I'll kiss her," was the prompt reply.

"Yes, but hold on a little," continued the man, "there's my gal, Emma. We think she's as putty as any of 'em. But certain folks around here kinder sniff at her 'cause her nose crooks a bit and her hair is a trifle high colored. Now, I want you to kiss Em for the handsomest gal in the room. It'll do the ole woman good, do Em good and kinder set these 'ere sniffers back a little. I don't ask you to kiss her for nothing, but if you'll do it I'll deduct a dollar off your bill in the morning. What do you say?"

The young man closed with the offer and the father continued:

"That's the ticket. Don't have any make believe about it, but kiss right away as though you mean it, so that we kin all hear the smack!"

The game was played, the traveler was "fixed" and he kissed Em like the pop of a pistol. He felt all the happier for it that night, seeing how greatly the old woman was pleased, but the next afternoon, as he jogged along, he had to run off a score of farmers' sons waiting behind trees for him because he passed their girls by for Em. He was struck by thirteen rotten eggs, six large sized beet roots, and about a bushel of potatoes before he got out of the neighborhood, and when he came to figure up he realized that \$1 was a decidedly moderate charge.

Cheap Bread in Omaha.

Bread is selling in Omaha now at thirty-six nickel loaves for a dollar, as a result of a disagreement among the bakers. The town has fifteen wholesale bakeries, and as many more places that bake their own bread for sale. The business has been largely overdone, and some of the bakeries lately began to cut prices in the hope of increasing their business. The others followed suit to protect themselves, and now the baking business is done practically for nothing. The consumers, however, have not raised the least murmur or protest. They are perfectly willing for the war to go on all winter.

Colors from a Pound of Coal.

"If a pound of coal is subjected to dry distillation and the products and residuals treated chemically by the process of obtaining the well-known coal tar colors," says the Age of Steel, of St. Louis, "the one pound so treated will yield enough magenta to color 500 yards of flannel, vermilion for 2,560 yards, aurine for 120 yards and alizarin sufficient for 155 yards of red cloth."

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.

Table listing hardware items such as AUGERS AND BITS, AXES, BARROWS, BOLTS, BUCKETS, CAST IRON, and various tools with their respective prices.

Large table listing various hardware and metal items including Wrought Loose Pin, Wrought Table, Wrought Inside Blind, CRADLES, Grain, Cast Steel, CAPS, BLOCKS, CRADLES, CROW BARS, CURRY, LAWRENCE'S, HOCHKISS, CHALK, COPPER, DRILLING PANS, ELBOWS, EXPANSIVE BITS, GALVANIZED IRON, GAUGES, KNIVES-NEW LIST, MALLEABLES, MOLASSES GATES, NAILS, and various other metal goods.

Table listing various hardware and metal items including HAMMERS, RINGERS, HANGERS, HOUSE FURNISHING GOODS, WIRE GOODS, SHEET IRON, SASH CORD, SASH WEIGHTS, SAWS, TRAPS, MISCELLANEOUS, METALS, and various other metal goods.

## Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at

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— BY THE —

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E. A. STOWE, Editor.

WEDNESDAY, JANUARY 18, 1893.

## THE WORLD'S RAILWAYS.

The Census Bureau, in an interesting bulletin, gives the railway mileage of the world for the census year of 1890, as follows:

United States .....	163,597
Europe .....	136,865
North America, outside United States .....	19,340
Asia .....	18,798
South America .....	16,552
Australia .....	11,137
Africa .....	3,992
Total .....	370,281

Thus it will be seen that not only does our country head all the rest by a great preponderance of mileage, but the New World, the hemisphere which was unknown to the civilized world until just 400 years ago, contains vastly more than half the total mileage of the three old continents of Europe, Asia and Africa. As for Australia, it is a newer country even than America as far as civilization is concerned, but it shows a large advance in railway development.

In ancient times the most important and populous settlements were in seaboard countries or along the banks of navigable rivers. The interiors of great continental tracts were given up to deserts or to wandering tribes of nomads, savages frequently, but at the best barbarians. Great interior cities away from navigable rivers were not to be thought of, on account of the difficulty of transporting supplies. The enormous cost and peril of a commerce carried across the deserts of Asia and Africa by caravans of camels added fabulous values to the products so transported, and they could only concern themselves with such articles as would pay these excessive charges. So it was with transportation across the great interior plains of the United States, a traffic infinitely difficult because its course was across wide and trackless regions, and infinitely dangerous because the only inhabitants of the country were savages always hostile to the whites.

Many men now living remember the enormous prices paid for articles of necessity in mining camps of the West within a comparatively recent period, but, thanks to the iron—or, more properly speaking, the steel rail—travel to that region is safe and comfortable, in drawing-room and sleeping cars, while

the transportation of necessaries is cheap and equal to the demands of a large population. By means of the wire and the rail the most distant regions are placed in ready and immediate communication, and no locality is too distant for settlement, provided it possesses the facilities or resources for sustaining population or furnishing employment to industry.

Lands which would not pay for the working, because the products could not be got to market, are now added to the productive domain. Mines which were not worth opening because of their distance from places where their ores could be reduced, or their output utilized, are, thanks to the rail, centers of profitable industry. Probably in the entire range of human development no single economical agent has wrought so marvelous and magical an effect on the earth and its population as has the railway. It has solved problems whose meaning the human races had waited thousands of years to realize. It has created problems which are not yet solved, but which must exert incalculable results upon human society. The history of the entire past is a history of separated and isolated peoples. Railways are preparing the human race for united and co-operative movements of which the ancients had no dream, and of which even in our day it is impossible to predict the end. But their shadows cast before are gigantic, tremendous and menacing. The signs portend the approach of an enormous socialism which, if ever it shall become the expression of human social force, will be made possible only by the conditions which the steel rail, binding in one all the communities of the people of a continent, will create and is actually already creating.

## THE KEY TO PROSPERITY.

The present age is, above all, the age of commerce. We are accustomed to talk and to hear much about the enormous development of science and the prodigious progress in intellectual enlightenment; but if the question be asked, what is the object and chief inspiration of all this progress, the inquiry may be answered in a single phrase: To facilitate commerce and develop industries.

In making this statement we take no narrow or limited view of the subject. The most obvious duty of man upon the earth is to develop its resources, to till its soil, to work its mines, to utilize its forests for the building of habitations and ships, to draw the means of subsistence from the bosom of the earth and the depths of the sea, and to exchange the products of one domain or locality with those of another, so that the highest welfare of the greatest number of human beings may be secured.

To this end to-day all science, all the resources of human intelligence and human labor are called into requisition. To maintain peace and security for the people in their homes, to advance and sustain them in a fair condition of material prosperity, to give the masses of the people the means and facilities for earning by honest toil not merely the necessaries of life, but most of its comforts and some of its luxuries, and to enable them to live honorable and self-respecting lives, are the duties which are demanded of Governments and of the officials who are delegated to administer their functions. The highest philan-

thropy, the ablest statesmanship, the truest patriotism and the purest spirit of charity are all concerned to the last degree in bringing about these conditions of popular progress and prosperity.

How much of all this turns upon the commerce and industries of a country? The merchant who gathers and distributes, or who exchanges between communities and countries, their several products, is not merely working for his own benefit. The men who conduct the factories, whose innumerable machines are fashioning raw products into complex and useful fabrics, are not merely working to fill their own pockets. The great carriers, whose iron rails girdle and gridiron the land, and whose great ships plow every sea, are not merely striving for their own profit. The millions of men and women whose labor is carried on from day to day and year to year are not merely engaged in a struggle for subsistence. The men who burn the midnight oil in their earnest search after the secrets of nature are not merely speculators in the mysteries of science. But all are component parts of a great system of development which is intended to increase the general prosperity and lighten the labors of life. Each man may be working for himself, but he is only truly successful when he advances the interests of all, because general prosperity is the best condition for individual advancement.

But in the operation of this vast system the lawmakers and law administrators come in for the most responsible duties. They are bound to see to it that the wisest laws are enacted and that they are to be executed in a spirit of the greatest beneficence. The greatest prosperity for the people at the least public cost; the largest benefits and the smallest rate of taxation—these are demanded of the governing officials; the laws must be impartially executed; justice must be fairly administered; the property and rights of the citizen protected. Honest and able administration of both State and National governments is the key to general prosperity.

## RAILWAY INDEBTEDNESS.

Some weeks ago THE TRADESMAN commented on the showing made by the *Railway Age* on the subject of new mileage added to our railroad system during the past year. It will be remembered that the *Age's* figures showed a very moderate amount of railroad building during 1892, indicating that there was no disposition to increase the mileage further, except where it became evident that profitable results were sure to follow the outlay of capital.

We have received the estimates of the *Railway Age* covering the railway foreclosures and receiverships during 1892. These records are the very reverse of satisfactory, for while the number and extent of the foreclosures have been discouraging, the bankruptcy and receivership record has been simply appalling. Never before have the results of the overbuilding and unprofitable rate-making been made more manifest than during 1892. It is true the courage and enterprise of the original investors in railroads built in new territory have done more to develop the country than any other cause, but it is equally true that these same investors have in very many cases experienced only loss and ruin as their reward.

The authority above quoted says that, according to its records, it finds that "during 1892 there were sold under foreclosure twenty-eight railways, having an aggregate mileage of 1,922 miles and an apparent capitalization—bonds and stocks—of \$95,898,000. "While the number of roads," adds the *Age*, "is larger than in the previous year, it is some encouragement to find that the mileage and capitalization show a large decrease compared with the three preceding years; from which we might be led to hope that foreclosure sales would eventually cease, were it not for the fearful record of new insolvencies which is shown in our table of receiverships."

The record of railroad insolvencies during the past year, as furnished by our contemporary, is much more alarming than that of the foreclosures. It would appear that during 1892, an era of disastrous railway failures was inaugurated, eclipsing anything known for some time. "We find," says the *Age*, "that in the last twelve months no less than thirty-six companies, having 10,508 miles of road and representing the prodigious capitalization of nearly \$358,000,000, have defaulted and been placed in the hands of receivers."

This enormous and discouraging record owes its magnitude mainly to the collapse of the Richmond Terminal syndicate, which involved a number of companies representing over 5,000 miles of road and nominal capital aggregating \$155,000,000. Even excluding the results of the Richmond Terminal disaster, the figures of receiverships for 1892 would still be worse than 1891.

There is no doubt that the gradual consolidation of the railway systems of the country by the absorption of the weaker lines by the strong syndicates will eventually lead to an improvement in the record of disasters, but the building of railways in the United States was carried on some years back on so phenomenal a scale that, despite the rapid growth of the country as a result of the construction of these very roads, some time must elapse before the liquidation which has resulted will be got through with.

## Tyranny of Trade Unionism.

From the Boston Commercial Bulletin.

The arbitrary rules of certain of the labor organizations in regard to apprenticeship is a growing menace to the full development of American industry. These organizations, for the purpose of giving their members a monopoly, have limited the number of young men to whom they will allow the trade to be taught to such an extent that any expansion of the business is often attended with difficulty in securing the help needed. When additional labor is wanted it is necessary to seek it abroad.

One of the most flagrant instances of this abuse is that furnished by the Window Glass Workers' Association. This organization not only restricts the number of apprentices to the lowest limit, but actually discriminates against boys of native stock. This attempt to keep the trade entirely in foreign hands and all such efforts should be strongly rebuked and utterly condemned.

Its despotism is apparent from the statement that an apprentice (limited at one to five workmen) must get a card from the society and have it revised quarterly, in about the same way one would his passport in Russia, under penalty.

Labor organizations are necessary and desirable, but when they pass a certain point and become, as some of them have, organizations for oppression and outrage, they are against public policy and should be wiped out.

**A NEW KIND OF FLOUR.**

Lovers of the banana in all its toothsome possibilities will doubtless be surprised at some of the experiments that have recently been made with it and the remarkable possibilities that it has developed. From the status of a dainty and a delicacy, capable of figuring in divers and sundry relishable dishes, the basis of fritters delicious enough to tempt the most indifferent old dyspeptic that ever grumbled, a leading ingredient in that delightful conglomerate known as fruit salad, an enticing island in an ocean of custard and a cooling and refreshing tidbit on a hot summer's day, it has at a single bound vaulted into the lists beside our most important cereals, and is threatening to crowd some of our meat products out of the place they have heretofore monopolized.

The Department of Agriculture at Washington has recently received from Jamaica, West Indies, a quantity of meal made from the green or unripe banana. Its manufacturers claim that it will keep, under similar conditions, as long as flour. As for quality and nourishing properties, it is said to be superior to any farinaceous food yet discovered.

Even granting it to be the equal of standard foods of this class, the value of this new discovery is beyond present computation. Considering that the banana yield is about forty-four times that of the potato and that there are hundreds of thousands of acres of land in the South well suited to its culture, and some idea may be had of its importance in a commercial sense. For years there has been a steady effort among West India banana-growers to turn their product to general account and of late the United States, Germany and England have given this product some attention.

Circulars giving important information have been sent to various countries, and efforts have been made to induce food producers to bring out new peculiarities and adapt the fruit to new uses. As a highly concentrated and nourishing food for soldiers, it is attracting attention. The ease with which sufficient rations of condensed food can be transported is a subject of vital importance to armies in time of war, and the Germans are at work upon a banana sausage that they claim will be far more nutritious and wholesome than the meat sausage which has been one of their principal rations. It is much more easily carried, keeps better and is said to be highly relished by the soldiers.

But it is to the meal that the most attention is likely to be attracted. This product can be put upon the market at a price far below that of the regular bread-stuffs and will materially reduce the price of bread.

For the poor, this is good news, indeed, and that there is such an acreage of available land to be used for the production of this new element is but another evidence of the exhaustless resources of nature.

The skin of the fruit is to be made use of also. Its fine and smooth fibers are susceptible of being wrought into a strong, soft and daintily fine fabric, the entire possibilities of which are thus far unknown, as only a limited amount of experimenting has been done with it. Chemical properties contained in the juice of the skin of the banana can be used to produce a valuable indelible ink. It is rare, indeed, that any single plant

has so many useful and important qualities, and within the next decade its various elements will doubtless become familiar to every family.

N. S. STOWELL.

**Drying Potatoes.**

A French genius has invented a new industry, which is said to bid fair to develop into an important industry. It is the drying of potatoes. They are first crushed, and as much of the water squeezed out of them as possible. The compressed pulp is then separated into pieces and put into an oven at a moderate heat, where it remains until it is thoroughly dry and takes a light yellow tint. The heat of the oven is great enough to partially convert the starch of the potato into dextrine, and thus impart a pleasant flavor to the product. The article thus treated can be preserved for an indefinite time. It can be used raw for fattening domestic animals, or by boiling water converted into a nourishing and palatable food for man. Ground into flour, and mixed with wheat flour, it is said to make a very superior bread. The inventor thinks that his device will lead to a largely increased production of potatoes, sufficient in years of drought to make up for the deficiency in the cereal crops.

**From Out of Town.**

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

- Sullivan Lumber Co., Sullivan.
- Cameron Lumber Co., Torch Lake.
- Rockafellow Mercantile Co., Carson City.
- Geo. B. Horton, Fruit Ridge.
- Bates & Trautman, Moline.
- Ten Herder & Tanis, Vriesland.
- Geo. Schichtel, New Salem.
- W. L. Remington, Hawkins.
- Dr. Henry Lever, Newaygo.
- John Pickart, Brookside.
- Armstrong & Ringler, Traverse City.
- A. W. Fenton, Bailey.
- I. A. Woodard, Slocum's Grove.

**Holland's Growth for 1892.**

The *Ottawa County Times*, in a two-column article on the growth and prosperity of Holland, says:

Three hundred and seventy-three thousand dollars were expended in Holland during 1892 on factories, business blocks, public buildings and new residences. This amount does not include repairs, street improvements or buildings erected at the resorts. Its twenty leading factories employ 1,200 men throughout the year and 1,300 suites of furniture are made weekly by its furniture factories. One million dollars represents the business of its leading tannery.

**Epic on Owosso.**

Like measles, Owosso is spreading itself,  
Growing thicker and wider each day.  
Its men are hustling after the pelf  
And its girls are simply O. K.

**The Stove in the Village Store.**

When the twilight had deepened to darkness  
They gathered from far and near,  
Old farmers who plodded the distance  
As pilgrims their shrine to revere;  
At the shabby old store at the "corners,"  
They met and entered the door.  
For the Mecca of these old cronies  
Was the stove in the old village store.

It was guileless of beauty or polish,  
And its door was unskillfully hung,  
But they made a glad circle around it,  
And the genial warmth loosened each tongue;  
And they talked of the crops and the weather,  
And in subjects of gossip most dear,  
And the smoke from their pipes as it blended  
Gave a tinge to the whole atmosphere.

Full many the tales they related,  
And wondrous the yarns that they spun,  
And doubtful the facts that they stated,  
And in subjects of gossip most dear;  
But if ever discussion grew heated  
It was all without tumult or din,  
And they gave their respectful attention  
When a customer chanced to come in.

When the evening was spent and the hour  
For the time of their parting had come,  
They rapped from their pipe the warm ashes  
And reluctantly started for home,  
Agreeing to meet on the morrow  
When the day with its labors was o'er,  
For the Mecca of all the old cronies  
Was the stove in the old village store.



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



# FERMENTUM

The Only Reliable

# COMPRESSED YEAST

Sold in this market for the past Fifteen Years.

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

JOHN SMYTH, Agent, Grand Rapids, Mich.

Telephone 566.

106 Kent St.



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



# POTATOES.

We have made the handling of Potatoes a "specialty" for many years and have a large trade. Can take care of all that can be shipped us. We give the best service—sixteen years experience—first-class salesmen.  
Ship your stock to us and get full Chicago market value.  
Reference—Bank of Commerce, Chicago.

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

# OYSTERS!

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

## THE PUTNAM CANDY CO

OUR HOLIDAY CATALOGUE NOW READY.  
Send for it!

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

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

HAVE AN ORIGINAL DESIGN Printed on your Commercial Stationery. It don't cost much.  
Write to THE TRADESMAN COMPANY, They Do It.

**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. Ferry, 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.

**JIM ALLSPICE.****The Old Boys and the Present Crop—The Past and Present.**

Written for THE TRADESMAN.

January 1st, and here we go again—my two grips with a new coat of black polish and corners brightened up; fresh samples for each; a big paper package of special samples in with my new night-shirt, nicely darned stockings and extra suit of underwear; new mileage book and \$50 for expense account. With the blessings of the house—and a good-sized pocketbook of statements—I sail forth once more—to try to earn my raise of salary of \$200 a year.

Looking over my companions in arms, I find several new fledglings out for their first trip. While in conversation with one of the oldest "timers," we compare notes. Several of the boys are on the absent list and for why? Father Time has dealt the cards and turned down quite a few. Now we hear of this one taking a good position in his house, while several lay down to the fate of the times and temptations, are called off their routes, while new and fresher blood starts out, filled with ambition, pride and inexperience, to fill the place of him who failed.

We look back over our many years of campaigning and, as the names of "the old boys" and houses come to mind, we wonder what will be our final end, and how long we can carry the good old grips—and draw our salaries.

Twenty years, boys, make wonderful changes, and you that are riding to and fro in elegantly equipped passenger trains, with Pullman sleepers, elegant chair cars, fine day coaches, with dining cars, with electric lights, etc., would hardly feel at home in the old-style stages, buckboards and even horseback, through the wilds of Michigan's lake shore and howling wilderness, sleeping and eating where we found it—maybe at a lumberman's shanty, or the village "tavern," or taking our meals and sleeping on the warm side of a good log fire while en route.

Chicago and Milwaukee were well represented with their traveling men. From Chicago we had "Fatty" Dow; Alex. Knoppel; "Flick" Hastings; Wadsworth, the cracker man; Dick and Nels Savage, the paper artists, who sold goods only in carload lots; Jim Roseman and George Richardson, the great Irish delineator, the crack crockery salesmen. Dave Smith was unknown and his wonderful sales and stories had not been heard of. Milwaukee had "Doc" Burton, a fine, polished salesman; Vaughn, Flint's "Star" coffee man; Heath, the soap fiend. Grand Rapids was in its infancy, Seymour, the cracker salesman, being one of

the first, while Croockston, representing Hazeltine & Perkins and Pittwood and Underwood, household names in all Northern towns in Michigan, and the late lamented John McIntyre, with an occasional trip of "Tom" Freeman, were about the starting of the Grand Rapids traveling brigade of to-day.

As we look over the list of salesmen and the different lines represented, we may well stop and ponder, wondering what will be the final outcome of the enormous growth, and will the traveling men continue to "hold the fort" and still be the ambassadors of trade to distribute goods, new ideas, and spring and winter styles of good clothes.

Each old-timer has an unwritten history of experience, and, looking over the many abandoned lumbering towns where huge sawmills were steadily at work cleaning up the pine forests, we may well question what has become of the inhabitants, the large stores and the busy people we were wont to meet in those towns where to-day are only a few black pine stumps and abandoned houses. The answer would be, "Gone South and West with the lumber they helped to make."

The present salesman works away faithfully, being regeled every now and then by old-timers with yarns of what used to be, of carload orders where now a few barrels and boxes are worth looking after. Sweet memories of the past! I awake to the present situation,—what can I sell you to-day? Yours truly,

JIM ALLSPICE.

**Sunday Newspapers Held Illegal.**

The Supreme Court of Pennsylvania has rendered a decision in the case of Commonwealth vs. Matthews sustaining a conviction for the offense of selling a newspaper on Sunday. The conviction was had under a law passed in 1794. The court, through Chief Justice Paxson, said: "The act of 1794 while prohibiting the performance of any worldly employment on the Lord's day, commonly called Sunday, excepts 'works of necessity and charity.' It is now almost a hundred years since the passage of the act. It is hardly likely its framers contemplated the possibility of Sunday newspapers. There were but few newspapers in existence at that time, and, with perhaps one or two exceptions, those were weekly papers of limited circulation. Since then there has been a vast development in the business of newspaper publishing as well as in other departments of trade and business. The development of the resources of the commonwealth has been phenomenal as well as its growth in population. This growth has developed new wants and to some extent changed the habits of the people. Among the changes which it has caused is the Sunday newspaper. Its circulation has become very extensive and it is read by a large portion of our citizens. It has become a part of the ordinary life of the people, and it will require far more stringent legislation than the act of 1794 to uproot it. It is not our province to condemn or approve Sunday newspapers, but it is worse than useless to ignore their existence or the favor with which they have been regarded by a large portion of the community. The framers of the act of 1794, could they have seen the development of the next hundred years, and the change in the habits and wants of the people, might or might not have included the traffic in Sunday newspapers among the exceptions in the act. It is sufficient for us that they have not done so. \* \* \* It is our plain duty to enforce the act of 1794 as we find it upon the statute book. While the Sunday newspaper may be a great convenience to a large portion, perhaps a large majority, of the people it does not, in our opinion, come within the exceptions of the act of 1794."

**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, snuffing, 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.

**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.

**Empress Josephine Face Bleach**

Is the only reliable cure for  
freckles and pimples.

HAZELTINE & PERKINS DRUG CO.,  
GRAND RAPIDS, MICH.,  
Jobbers for Western Michigan.

**USE****Best Six Cord**

— FOR —

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions

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.

**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.

**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.

Wholesale Price Current.

Advanced—Alcohol, cloves, cocoa butter, turpentine, African ginger. Declined—Cubeb berries, oil anise, oil orange, oil pennyroyal.

Table listing various chemical and medicinal products under categories like ACIDUM, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRUM, FLORA, FOJIA, GUMMI, HERBA, MAGNESIA, and OLEUM. Includes items like Aceticum German, Aqua, Carbonas, Chloridum, etc.

Table listing medicinal products under categories like TINCTURES, MISCELLANEOUS, and PAINTS. Includes items like Aconitum Napellis R, Aloes, Arnica, Benzoin, etc.

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries.

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

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

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

Table listing various grocery items such as AXLE GREASE, BAKING POWDER, BATH BRICK, BROOMS, BRUSHES, CANNED GOODS, CANDLES, CHEESE, COUPON BOOKS, and CRACKERS. Includes a 'DEPRICES' BAKING POWDER logo.

Table listing various grocery items including Blackberries, Cherries, Peaches, Raspberries, Strawberries, and various meats and vegetables.

Table listing various grocery items including CATSUP, CLOTHES PINS, COCOA SHELLS, COFFEE, and various oils and fats.

Table listing various grocery items including CREDIT CHECKS, DRIED FRUITS, and various nuts and seeds.

Table listing various grocery items including FARINACEOUS GOODS, FISH-SALT, and various types of flour and grain.

Table listing various grocery items including HERBS, INDIGO, JELLY, LICORICE, LYE, MATCHES, MINCE MEAT, MEASURES, MOLASSES, PICKLES, and POTASH.



SPICES.

Table of various spices including Whole Sifted, Allspice, Cassia, Cloves, Mustard, Nutmegs, Pepper, and others, with prices listed in cents and dollars.

Table containing sections for Scouring (Sapolio), SUGAR (various grades), SYRUPS (Corn, Pure Cane), and WET MUSTARD, with detailed pricing.

Table listing BANNER TOBACCO CO.'S BRANDS, Scotten's Brands, Peerless, Old Tom, Standard, and various oils and furs, including prices for hides and pelts.

Table for FISH AND OYSTERS, listing Bologna, Pork loins, Sausage, Mutton, Veal, and various fish species like Trout, Halibut, and Bluefish, along with oyster prices.

Table for SHELL GOODS, PAPER & WOODENWARE, and WOODENWARE, listing items like Oysters, Clams, Straw, Paper, and various tubs and barrels.

Table for POULTRY, listing Fowl, Turkeys, Ducks, Chickens, and various types of ducks and geese, including prices for live and dressed birds.

Table for SEEDS, SAL SODA, SAUERKRAUT, and STARCH, listing items like Anise, Canary, Caraway, Mustard, and various starch grades.

Table for SWEET GOODS, VINEGAR, YEAST, TEAS, and SUN CURED, listing items like Ginger Snaps, Sugar Creams, and various tea and sun-cured products.

Table for HIDES PELTS AND FURS, listing various types of furs like Green, Part Cured, Full, and prices for hides and pelts.

Table for PROVISIONS, listing Pork in Barrels, Meat, Sausage, and various food items, including prices for different cuts of meat.

Table for BUTTER AND CHEESE, listing Plain Creams, Decorated Creams, String Cheese, and various types of cheese.

Table for BUTTER AND CHEESE (continued), listing various types of butter and cheese, including prices for different brands and types.

Table for SOAP, listing various brands of soap like Allen B. Wrisley's, Old Country, and others, with prices per box or pound.

Table for TOBACCO, listing various brands of tobacco like Spearhead, Joker, and others, with prices per pound.

Table for GRAINS AND FEEDSTUFFS, listing various types of grain and feed like Wheat, Corn, and other feedstuffs, with prices per bushel or ton.

Table for CANDIES, FRUITS AND NUTS, listing various types of candies, fruits, and nuts, including prices for different brands and types.

Table for CROCKERY AND GLASSWARE, listing various types of glassware and crockery like Fruit Jars, Lamp Burners, and others.

Table for CROCKERY AND GLASSWARE (continued), listing various types of glassware and crockery, including prices for different brands and types.

## COUNTRY VS. CITY BUSINESS LIFE.

PAPER III.

Written for THE TRADESMAN.

Any business man who entertains the false idea that the world owes him a living on general principles whether he merits it or not, and makes use of questionable means in obtaining it, and whose conduct during and after business hours will not bear careful investigation or the close scrutiny to which residence in the country will, of necessity, subject him, will find it to his interest to migrate to the city. He will find conditions in the city more favorable for the exercise of his peculiarities, and his village neighbors and customers would, no doubt, cheerfully turn out and assist him in packing and shipping his worldly effects.

But the independent business man answering to the description given in No. 2 of this series, if he wishes to get any satisfaction and pleasure out of his short existence on earth, will remain in the country; and, if his business is not satisfactory, instead of "jumping out of the frying pan into the fire," he will proceed to make it so.

A business life in a pleasant country village is simple, quiet, healthful and enjoyable. It is not intimidated, cowed and overawed by arrogance, pride and pomposity; neither is it marred and saddened by constant exhibitions of crime, cruelty and abject poverty. The streets of the country village are not paved with asphalt and lighted with electricity, but mothers, wives and daughters can, unattended by male escort, pass, *day or night*, up and down the wooden sidewalks without danger of coming in contact with a lecherous brute in human shape, or a painted wreck of their own sex. The village streets are not walled in with tall blocks which are alive with human beings, representing every type of struggling humanity, from the man or woman who is trying to earn an honest dollar, down to the vermin who prey on the innocent and cater to the wants of the vicious and depraved, but in their place the sun shines and the pure light of heaven circulates freely. The spire on the village church does not reach quite so near heaven, but the members who attend that church speak to each other when they meet on the streets, without the necessity of a fourth or fifth introduction; and the country lodge has never yet become so great and rich as to strangle fraternity and destroy all brotherly feeling among its members. A country business life is in harmony with natural conditions and hence is more conducive to true happiness.

As a practical illustration of an average country business life, we will suppose that Jones is a merchant in a village somewhere in this State. Upon investigation, we find that Jones owns the home in which he lives and that, although it is not modern according to city ideas, it is cosy and comfortable and *belongs to Jones*, which fact silences all objections raised against it. He may live in rooms over his store, or his store may be connected with his dwelling, or it may be that he makes his home in a rented building just around the corner. As Jones is running on the average ticket, it will not do to make him own too much reality, so we will assume that he rents his store. This is no great disadvantage, however, for, in a country village, a man can occupy a rented store

about as cheaply as if he owns it. Jones has been in business several years. He may have commenced with a capital of \$1,000, or say \$1,500; or, being an average, he may have invested \$2,000 ten years ago, but to-day he owns his home and a \$2,000 stock of merchandise. Of course, statisticians number Jones with the multitude that make up the 95 per cent. of business failures on the "broad road that leadeth to destruction;" but we will look further into his life and see whether it is a failure or not.

Jones has five children. The first three were kept in the village schools until they graduated, after which one was put through a business college, another was sent to Ann Arbor, where he is now acquiring a profession, and the third is apprenticed to a village concern where he is learning a good trade. Nothing is denied that will materially add to the health and physical and mental comfort of his family. He employs a faithful old clerk, and finds time to eat his meals regularly and attend to his domestic and public duties, as becomes a social being and a citizen of the Republic. He is occasionally called upon to fill some position of trust in the municipal government, the school management, or in the various social organizations in his little rural world, all of which duties, being faithfully performed, add to the pleasure of a business man who assumes equality with his neighbors and is recognized as a man among men. This condition of things can only be realized in a country business life.

Jones has very little transient trade, and it would, therefore, be a bad place for the fellow who cannot refrain from playing tricks—such an individual would find a more profitable field among the ever shifting elements of the city in which to "cut up his little antics" and give vent to his pent-up desires. Jones's customers are all familiar to him. That same old farmer has driven up to that same old tiepost hundreds of times, and that same jolly, motherly old lady has climbed out of that same old democrat wagon nearly as many times and waddled into that same store with a hearty,

"Good mornin', Mr. Jones. What ye payin' fur butter 'n' eggs to-day?" And, while Jones counts out her eggs and weighs up her butter for the hundredth time, he enquires all about matters on the farm—how many lambs they have up to date; whether Molly has recovered from the chicken pox; whether George Henry has his steers broken in yet, and whether they got home from the "social" all right. There are buxom lasses roaming over the adjacent fields in good stout No. 6 custom made shoes, whose feet have been fitted to shoes by Jones ever since they wore shoes at all. Jones has made his own trade. He has educated these people, *in spite of themselves*, to rely upon his word and trust him every time, and, having accomplished this, his support and their patronage are assured. He is not rated away up in "G" or "F" by Dun and Bradstreet, but his credit is gilded. He pays for everything he buys and no drummer can sell him what, in his judgment, he does not need. His business methods are sound and honorable—he is *simply safe and honest*, which information would be worth more to the wholesale fraternity than any possible rating in dollars and cents.

Unlike the city dealer, Jones is not

## McDowell's Metal Polish.

Same as Putz Pomade, only in liquid.

This is the only Putz Liquid made.

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

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

Trade supplied by

STRONG, COBB &amp; Co., Cleveland.

FARRAND, WILLIAMS &amp; CLARK, Detroit.

HAZELTINE &amp; PERKINS DRUG Co., Grand Rapids.

FOSTER, STEVENS &amp; 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 "Trumpline" and "Spiked Top Helmet." All imitations have a tassel on top of helmet of either paste or liquid.

## Borsum's Putz Liquid.

The mineral is imported from Austria.



## Gold Medal Goods.

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

## GOLD MEDAL.

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

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

## BALL-BARNHART-PUTMAN CO.

.. 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.



compelled to pay an enormous rent for a place in which to do business, and pay taxes to the tune of 3 per cent., and then be obliged to sacrifice horseflesh and wear out buggies in racing around from house to house in a frantic effort to drum up trade by soliciting orders.

It was just such a man as Jones who made the mistake referred to in the previous article. He is in the city now; and it would be cruel to describe the ruinous effects of that foolish mistake; the pitfalls prepared for his unwary feet by designing persons; the fruitless attempts to establish a profitable business and the inevitable losses; the bitter disappointments; and the gradual loss of confidence in himself and in everybody else; the slow ebbing of his courage; the failure to obtain congenial or lucrative employment, owing to his advancing age and his proud, independent nature, and—what next?

No, Mr. Jones, stay where you are, if you know when you are well off. You are a success and a useful member of society down there where the peaceful summer air is redolent with the odor of new-mown hay, and the village streets resound with the click of the harvesters in the surrounding fields; but, in the air-polluted streets and the sin-cursed alleys of the city, you would wither and die. Stay where you are. E. A. OWEN.

Some Helpful Suggestions on Kid Gloves.

From the Dry Goods Economist.

Kid gloves, more than any other article, are "if well bought, half sold," and there is no stock in a store that needs more careful and constant supervision, and which then needs less selling. The great point is to keep the stock fresh as the gloves go off, and, therefore, an intelligent and painstaking continual attention to the requirements and even daily wants of the department are of primary importance.

As kids are born, not woven, and as one part of the skin is and must be inferior to another, there is no article more requiring well balanced criticism than this. To use a homely illustration, you are carving a leg of mutton. It is not fair to cut just the prime part for the first person and leave the rest with the knuckle or other inferior ends.

Suedes are merely the skin turned inside out, with the face pumice-stoned off. As in a glace, the fineness of texture of the face is of primary importance, the kids are found in the south of France, but for suedes, as face is of no importance at all, it being destroyed altogether, the best goods come from the Brazils.

The size of a kid glove is the number of French inches round the knuckles; the difference between a French inch and an English inch is, eleven French equal twelve English.

In buying gloves the first question to study is cut, which embraces length of fingers; but here a curious anomaly has

always to be borne in mind, and that is, a glove made exactly to fit the hand would be a bad fitting glove. It is quite a work of art to make a glove which will show off the hand to the best advantage, and in a well cut glove, when on, you ought always to be able to run a pin through the kid at the socket between each finger without touching the delicate fiber of skin which is there. That is to say, the glove ought not to fit down close in between the fingers. Then the right shape of thumb gusset and right cut down of thumb is very important to a well-fitting glove.

One point as to marking sizes leads often to confusion: To flatter ladies some buyers order all their gloves to be marked a size less than they really are; thus a lady says, "I take 6 1/2," when the real size is 6 3/4, and by the above plan she is pleased, and so the more scrupulous trader who tells her the truth loses her custom.

Where Do Mackerel Go?

Where mackerel go for the winter is one of the fish mysteries. When the first snow flies in the Bay of Fundy, mackerel disappear. They are abundant in the Gulf of St. Lawrence and off Newfoundland until that time, plump and juicy and very toothsome, the result of having fed well on their migration northward. The next seen of them is in March, off Cape Hatteras. All their plumpness is then gone, as if they had eaten nothing all winter. There is a scaly growth over their eyes, which nearly blinds them. Nobody whose palate has been taught what good mackerel are, cares to eat such fish. Many old fishermen think the flesh tastes of mud in spring. One theory in regard to this is that the mackerel go into the mud in winter and remains there, and that this has the effect of producing a cataract growth, or scale, for the protection of the eye, and of imparting an earthy taste to the flesh.

The only certainty is that mackerel disappear from all waters visited by fishing vessels from late in the fall until early in spring. The fish naturally loves the shores and is to be found close to land in the regular season. Since fishing vessels cover this ground all the year round, it is safe to suppose that if mackerel were there, they would be caught at times out of season. If the fish go into deep water for the winter and move seaward, they put aside entirely the habits that have been observed in regard to them, and in the winter time acquire traits to which they seem to be innately averse in the warm weather months.

Mackerel do not like cold water, and it is not believed that they remain in the northern bays through the winter. There is certainly no explanation, if it is assumed that they make their winter home off Newfoundland, for their appearance in a latitude much farther south in the spring. Canadian fishermen have several times tried to make trouble over mackerel catches, claiming that mackerel remain in northern waters as their natural habitat, and that the mackerel coming up from Hatteras are not at all the same

fish found in the Bay of Fundy. This theory has not been accepted, however, by American fishermen, and the claims of the Canadians do not seem plausible enough to have justified any action by the authorities of the dominion.

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

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.

PECK BROS., Wholesale Druggists, Grand Rapids, Mich. We pay the highest price for 1c. Address: CINCINNATI, OHIO.

HEROLD-BERTSCH SHOE CO., WHOLESALE BOOTS AND SHOES.



Wales Goodyear Rubbers, Boots, Shoes, Alaskas, Green Bays, Esquimaux and Portage Socks, Knit and Felt Boots. Dealers are cordially invited to send in mail orders. GRAND RAPIDS, MICH.

MICHIGAN CENTRAL "The Niagara Falls Route."

(Taking effect Sunday, Nov. 20, 1892.) Arrive. Depart 10 00 p.m. Detroit Express 6 55 p.m. 4 30 p.m. Mixed 7 00 a.m. 10 00 a.m. Day Express 1 20 p.m. 6 00 a.m. Atlantic and Pacific 10 45 p.m. 1 00 p.m. New York Express 5 40 p.m. \*Daily. All others daily, except Sunday.

Sleeping cars run on Atlantic and Pacific express trains to and from Detroit. Parlor cars leave for Detroit at 6:55 a.m.; returning, leave Detroit 4:40 p.m., arriving at Grand Rapids 10:00 p.m.

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.

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

\*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.

Table with columns: TRAINS GOING NORTH, Arrive from Leave going North, South. Rows include For Cadillac and Saginaw, For Traverse City & Mackinaw, For Cadillac and Saginaw, For Potoskey & Mackinaw, From Chicago and Kalamazoo, Train arriving from south at 6:45 a.m. and 9:00 a.m. daily. Others trains daily except Sunday.

Table with columns: TRAINS GOING SOUTH, Arrive from Leave going North, South. Rows include For Cincinnati, For Kalamazoo and Chicago, For Fort Wayne and the East, For Cincinnati, For Kalamazoo & Chicago, From Saginaw, From Saginaw, 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 Potoskey and Mackinaw. 10:10 p.m. train—Sleeping car Grand Rapids to Potoskey 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.

Table with columns: Lv Grand Rapids, Arr Chicago, 10:05 a.m. train through Wagner Parlor Car, 11:20 p.m. train daily, through Wagner Sleeping Car, Lv Chicago, Arr Grand Rapids, 3:10 p.m. through Wagner Parlor Car, 11:45 p.m. train daily, through Wagner Sleeping Car.

Muskegon, Grand Rapids & Indiana.

Table with columns: For Muskegon—Leave, From Muskegon—Arrive, 11:25 a.m., 5:30 p.m., Sunday train leaves for Muskegon at 9:05 a.m., arriving at 10:20 a.m. Returning, train leaves Muskegon at 4:30 p.m., arriving at Grand Rapids at 5:45 p.m.

Through tickets and full information can be had by calling upon A. 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. G.R. RAPIDS 8:50am 1:25pm \*11:35pm Ar. CHICAGO 3:55pm 6:45pm \*7:05am

RETURNING FROM CHICAGO. Lv. CHICAGO 9:00am 5:25pm \*11:15pm Ar. G.R. RAPIDS 3:55pm 10:45pm \*7:05am

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

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

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

THROUGH CAR SERVICE. Wagner Parlor Cars Leave Grand Rapids 1:25 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. DET. 7:50am \*1:35pm 6:10pm Ar. G. R. 12:55pm \*5:25pm 10:30pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS. Lv. G. R. 7:20am 4:15pm Ar. G. R. 11:50am 11:00pm

TO LOWELL VIA LOWELL & HASTINGS R. R. Lv. Grand Rapids 7:10am 1:25pm 5:40pm Ar. from Lowell 12:55pm 5:25pm

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

Toledo, Ann Arbor & North Michigan Railway.

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

VIA D., L. & N. Lv. Grand Rapids at 7:15 a.m. and 1:00 p.m. Ar. Toledo at 12:55 p.m. and 10:30 p.m. VIA D., G. H. & M. Lv. Grand Rapids at 6:50 a.m. and 3:25 p.m. Ar. Toledo at 12:55 p.m. and 10:20 p.m. Return connections equally as good. W. H. BENNETT, General Pass. Agent, Toledo, Ohio.

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

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

**THE CREAMERY CRAZE.**

Logical Sequence of the Work of the "Creamery Shark."

Three Rivers creamery stockholders re-elected all the old directors and leased the plant for another year. An assessment to meet last year's losses was talked of, but did not carry.

Palo correspondence *Belding Banner*: The creamery building is now completed and ready for the machinery. Some of the stockholders claim that the matter was misrepresented to them when they were solicited to invest, and that they were misled, and, consequently, they are doing a large amount of kicking, but we guess they are "in for it" just the same.

Nunica correspondence *Coopersville Observer*: Let those creamery stockholders who are dissatisfied with the way Davis & Rankin are making collections here go to Coopersville, where they will be consoled. The solicitors of stock for the Coopersville creamery agreed to take good notes at 6 per cent. for one or two years' time. They (Davis & Rankin) now send on their collector, who demands cash and refuses to accept a note from the best man in town, while those here who paid cash were allowed a discount of 12 per cent.

The West Point butter and cheese factory, which cost \$4,900 a little over a year ago, has just been sold for \$1,190.

Adrian *Telegram*: The Holloway Butter and Cheese Co. was started some time ago, on a promise from the Davis & Rankin creamery promulgators that the Holloway company would, by paying \$2, have an inside on the privileges of the Elgin, Ill., board of trade. This meant a saving of the work of disposing of the product and insured the company ready sale for its butter. After the contract had been closed and the building erected, the Secretary wrote the Elgin board, which replied that Davis & Rankin were not members and that the Holloway company was not eligible to membership, as Illinois and the southern tier of counties in Wisconsin comprises the territory permitted to sell goods on the Elgin board.

**African Pipes.**

From the New York News.

A long and slender stemmed pipe was brought from Central Africa some years ago from the neighborhood of Albert Nyanza by the Stanley expedition, and was obtained from the dwarf tribes inhabiting the Arewemi and Ituri forests, near the equator. To make the pipe the little people take the midrib of the banana leaf, which is cellular, and, by pushing a long, hard river reed through the rib, they are enabled to get the bore required for the pipe stem.

They plug the lower end with clay, and rolling up a section of the banana leaf into a tiny cornucopia, cut a hole in the stem and insert it for a bowl, the sap in the green leaf preventing its combustion as the tobacco burns. This pipe recalls the bowl made from a potato and the stem made out of a piece of twig from which the pith had been driven, which was employed by many American soldiers during the great war. Another curious pipe is made from a shell which comes from New Guinea.

While the pipes used in the interior are more generally made of bamboo, those smoked in the neighborhood of the coast, and especially in Savo and the Solomon islands, are made of shells which are picked up on the seashore. At present the principal pipe used in the southern portion of New Guinea and the adjacent islands is the English clay, and a pipe of this description is generally acceptable as a part of the payment for a day's labor in that district.

**The Drug Market.**

Carbolic acid is in a firm position and higher prices are looked for soon. Some large holders have withdrawn from the market.

Cubeb berries are in good supply and easier.

Oil anise is low, on account of full supply.

Oil orange is low.

Oil pennyroyal has declined.

Balsam Copaiba is in small supply again and demand is larger. The price is tending higher.

Alcohol has again been advanced by the Company. The present schedule is as follows.

Barrels.....	\$2.65
¼ bbls.....	2.70
10 gal. lots.....	2.73
5 " ".....	2.75

All less 5c gallon, cash 10 days.

The Distilling and Cattle Feeding Co.'s whiskies, brandies and gins are all higher. Kentucky goods are also advancing, some distillers asking an advance of from 10 to 20 per cent. on their 1893 output over the prices charged in 1892.

Turpentine is higher.

Cocoa butter has advanced, in sympathy with the foreign market.

The price of Pierce's Smartweed has been reduced from \$3.75 to \$3.50 and a 25 cent size has been placed on the market at \$1.75 per dozen.

Wistar's Balsam is now sold in two sizes, the 50 cent size at \$4 per dozen.

African ginger has advanced.

**Present Price of Granulated Sugar.**

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

1 pound.....	6¼ cents
4 " ".....	.25 "
8½ " ".....	.50 "
17 " ".....	\$1.00

**PRODUCE MARKET.**

Apples—A little higher than a week ago, as the continued cold weather is curtailing shipments into this market. Baldwins and Spys are in fair supply and good demand, commanding \$3 per bbl. for No. 1 eating and \$2 for No. 2 or cooking grades.

Beans—Handlers pay \$1.40@1.50 for country picked and about \$1.20 for unpicked, holding city picked mediums at \$1.60@1.75.

Butter—Scarce and almost impossible to see cure in any quantity. Jobbers pay 24c for choice dairy and find ready takers at 26c.

Cabbage—80@90c per doz., and scarce at that.

Celery—18@20c per doz. bunches.

Cider—12½@13c per gal.

Cranberries—The market is without change, crates now being held as follows: Cape Cods and Jerseys, \$2.75; Waltons, \$3.25.

Eggs—Cold storage stock being practically exhausted, the trade has recourse only to the stray lots of fresh which reach the market. Jobbers cheerfully pay 25@26c for all offerings of that character, which find ready sale at 27@28c. A few warm days will probably increase the supply of fresh stock, but it will be several weeks before the supply will be equal to the demand.

Grapes—Malagas have advanced 50c a keg, being now held at \$8.

Green Stuff—Grand Rapids forcing lettuce is in adequate supply at 18c per lb. Pieplant comes into market this week at 3c per lb. and radishes at 40c per doz.

Honey—Plenty in quantity and excellent in quality at 12@13c per lb.

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

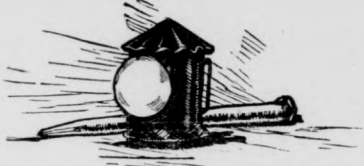
Parsnips—40c per bu.

Potatoes—The market is practically unchanged from a week ago. The demand is good, but the severe weather makes shipment difficult and expensive and handling by the producer next to impossible, as the farmer cannot haul stock to market in this weather without suffering too large a percentage of loss by freezing. As soon as the weather moderates, buying will be resumed and competition may force the buying price up another notch, as the condition of the great consuming markets warrants another advance.

Squash—Very scarce, Hubbard readily commanding 2¼c 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—35c per bu.



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

to open the eyes of the public.

*But when snow comes you must have*

**Snow Shovels**



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

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

**P. STEKETEY & 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

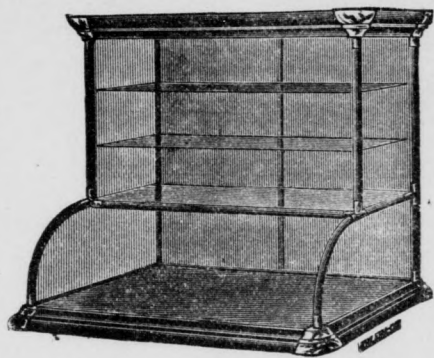
**Gloves, Mitts and Mufflers**

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

Dolls, and Christmas Novelties for Holiday Trade.

# 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.

# Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

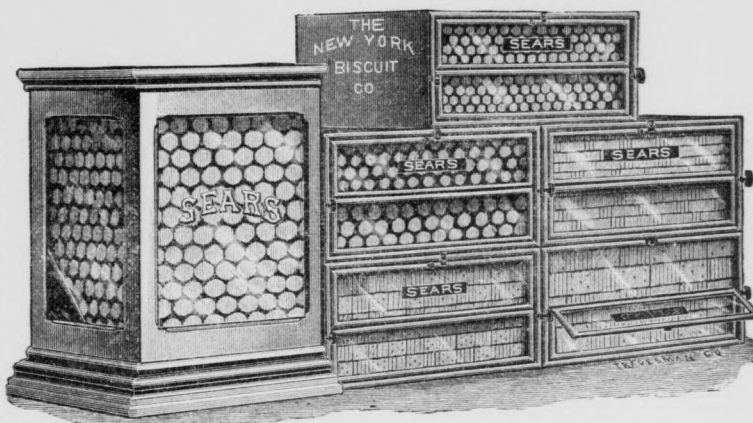
Dress Goods, Shawls, Cloaks, Notions, Ribbons, Hosiery, Gloves, Underwear, Woolens, Flannels, Blankets, Gingham, Prints and Domestic Cottons.

We invite the attention of the trade to our complete and well assorted stock at lowest market prices.

# Spring & Company.

## Cracker Chests.

## Glass Covers for Biscuits.



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

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

## NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

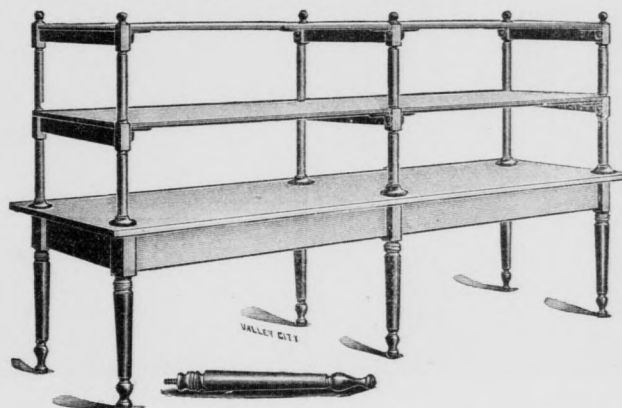
## THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

# CHOCOLATE COOLER CO.,

Manufacturers of



## Combination Store Tables and Shelving.

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

Office 315 Michigan Trust Building. Factory 42 Mill St.

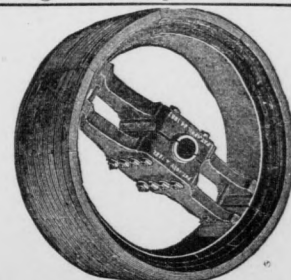
## DODGE

## Independence Wood Split Pulley.

THE LIGHTEST!  
THE STRONGEST!  
THE BEST!

HESTER MACHINERY CO.,

45 So. Division St., GRAND RAPIDS.



# H. LEONARD & SONS,

134 to 140 East Fulton St., Grand Rapids, Mich.

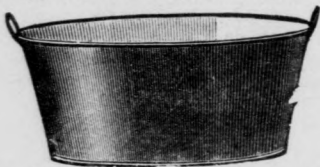
Your special attention is called to the change in prices in our Housefurnishing Goods Department. By referring to pages 154, 155, 156, 157, 159, 160 and 161 in our No. 108 Catalogue you will see the prices on this line of goods has been greatly reduced for the spring trade. Stock up your staple line of Tinware now and save money. Send for Catalogue.



**Boilers, copper bottom** No. 7 IX, \$10.50 doz. No. 8 IX \$11.70 doz. No. 9 IX 12.60 doz. No. 7 XXX 16 80 doz. No. 8 XXX 18.85 doz. No. 9 XXX \$23 doz. All copper. No. 7, 1.75 each. No. 8, \$2 each. No. 9, 2.25 each.



**Bread Raisers covered, retinned,** 8 qt. 6.67 doz. 10 qt. 7.33 doz. 14 qt. 8.50 doz. 17 qt. 9.75 doz. 21 qt. 10.75 doz.



**Oval Foot Baths** 16 inch. 3.20 doz. **Infant's Bath Tub** No. 1, 31 in. 11.40 doz. No. 2, 34 in. 12.75 doz.



**Cullenders handled with foot,** 9 3/4 in. 87c doz; 11 1/4 in. 1.25 doz.



**Tea Kettles** IX flat copper bottom No. 7, 4.25 doz. No. 8, 4.75 doz; No. 9, 5.35 doz. Chicago spout flat copper bottom IX, No. 8, 5.15 doz; No. 9, 5.95 doz. Favorite, planished, copper bottom. ebony handle, No. 8, 6.85 doz; No. 9, 7.20 doz. Oil stove tea kettles I C tin, 1.58 doz. Nickel fancy range, No. 020, 8.15 doz; No. 030, 9.40 doz.

**Doughnut Cutters** plain round, 22c doz; scolloped round, 33c doz.



**Dustpans jap'd full size** No. 2, 75c doz. No. 3 full size half covered 1.25 doz.



**Dippers plain stamped,** 1 qt. 38c doz. 2 qt. 47c doz. Ret'd 2 qt. 60c doz. Ped 1 qt. 50c doz. Light 2 qt. 58c doz. Heavy 2 qt. 90c doz. XXX 2 qt. 1.80 doz.

**Suds Dippers pieced** 2 qt. 58c doz.

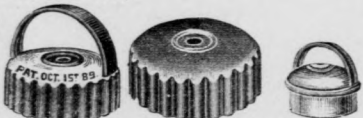


No. 29 Ladle.

**Ladles** No. 139 ret'd, 38c doz; No. 29, ebony hdl, 67c doz; No. 21, ebony hdl, 73c doz.



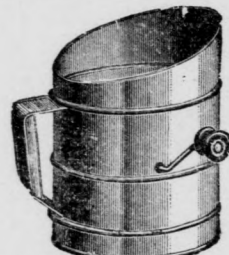
**Crumb Brush and Trays** No. 3 embossed 1.90 doz. No. 4 shell 3.50 doz. No. 5 shell 4.50 doz. No. 10 shell \$6 doz. No. 11 shell \$9 doz. No. 9 nickel 10 67 doz.



**Cookie or Biscuit Cutters** pieced biscuit 2 1/4 in. 12c doz; 3 in. ped 15c doz. French cookie 3 in. 30c doz; asstd fig's 20c doz; asstd animals 26c doz; scolloped 4 1/4 in. 40c doz.



**Mugs embossed** 30c doz; crown embssd 78c doz; No. 5 collapsing, 3 compartments 1.80 doz.



**Flour Sifters** Little Gem 83c doz; Imperial 1.75 doz; Electric Light 1.25 dz.



**Funnels** 1/4 pt 20c doz; 1 pt 28c doz; 1 qt 36c doz; 2 qt 64c doz; 4 qt. 89c doz. 1 pt. extra heavy XXX 1.20 doz. 1 pt XXX 1.50 doz; 2 qt. XXX 1.75 doz. Fruit funnels 50c doz.



**Cake Pans** tubed 8 in. 35c doz; 10 in. 48c doz.

**Cake Moulds** tubed retinned No. 720, 8 1/2 x 3 in. 1.25 doz. No. 60, 2 qt. 7 1/4 x 3 1/4 in. 1.10 doz. No. 61 1/2, 3 qt. 8 x 3 1/2 1.42 doz.



**Skimmers** flat milk 18c doz; hdl'd 42c doz; No. 9 pieced long hdl 47c doz; No. 12 long hdl 62c doz; No. 20 retinned wood hdl 50c doz.



**Sauce Pans** lipped and retind No. 013, 1 qt. 58c doz; No. 014 1 1/2 qt. 68c doz; No. 016 2 qt. 80c doz; No. 018 2 1/2 qt. 89c doz; No. 020 3 qt. 1.13 doz; No. 022 4 qt. 1.25 doz; No. 024, 5 qt. 1.45 doz.



**Rinsing or Dish Pans** retind 8 qt. IC 1.60 doz; 10 qt. IC 1.73 doz; 14 qt. IC 2.10 doz; 17 qt. IC 2.60 doz; 10 qt. XX 2.15 doz; 14 qt. XX 2.60 doz; 17 qt. XX 3.10 doz; 21 qt. XX 3.70 doz; 10 qt. XXX 2.62 doz; 14 qt. XXX 3.20 doz; 17 qt. XXX 3.88 doz; 21 qt. XXX 4.35 doz.

**Dish Pans** I C pieced, 12 qt. 1.72 doz; 14 qt. 1.90 doz.



**Scoops** pieced spice No. 2, 28c doz; No. 12 tea scoop, 44c doz.



**Steamers** No. 7, 2.25 doz; No. 8, 2.50 doz; No. 9, 2.85 doz.



**Preserve Kettles** ret'd, No. 180, 1.00 doz; No. 200, 1.10 doz; No. 220, 1.25 doz; No. 240, 1.40 doz; No. 260, 1.70 doz; No. 280, 2.00 doz; No. 300, 2.25 doz.



**Pans plain dairy** 1/2 pt, 18c doz; 1 pt, 20c doz; 1 qt, 24c doz; 1 1/2 qt, 29c doz; 2 qt, 32c doz; 3 qt, 40c doz; 4 qt, 51c doz; 5 qt, 58c doz; 6 qt, 65c doz; 8 qt, 78c doz; 10 qt, 82c doz.

**Pans retind** 4 qt. 78c doz; 6 qt. 96c doz; 8 qt. 1.20 doz; 10 qt. 1.40 doz.

**Pans milk round pieced** 3 qt. 72c doz. 4 qt. 90c doz; 6 qt. 1.15 doz. Oval pudding 3 qt. 66c doz; 4 qt. 78c doz.



**Pudding Pans** stamped plain 1 qt. 22c doz; 1 1/2 qt. 36c doz; 2 qt. 42c doz; 3 qt. 49c doz; 4 qt. 60c doz.



**Measures** lipped gill, 32c doz; 1/2 pt, 37c doz; 1 pt, 43c doz; 1 qt, 60c doz; 2 qt, 1.00 doz; 4 qt, 1.65 doz; 1 qt. graduated, 42c doz; 1 pt, XXX, 1.35 doz; 1 qt, XXX, 1.70 doz; 2 qt, XXX, 2.15 doz.



**Milk Strainers** I C pieced 8 in. 73c doz; 9 1/2 in. \$1 doz; 11 1/2 XXX 3.75 doz Sanitary 1.78 doz.



**Horns** 4 1/2 in. 8c doz; No. 022, 34c doz; 14 in. colored 44c doz; 18 in. plain 64c doz; decorated asstd colors 85c doz; 25 in. col. 1.75 doz.