

# Michigan Tradesman.

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NO. 488

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see quotations.

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Any Jobber will be Glad to Fill Your Orders.

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JOBBER OF

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# POULTRY & GAME



Mail Orders Receive Prompt Attention.

See quotations in another column

CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED.

# MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, JANUARY 25, 1893.

NO. 488



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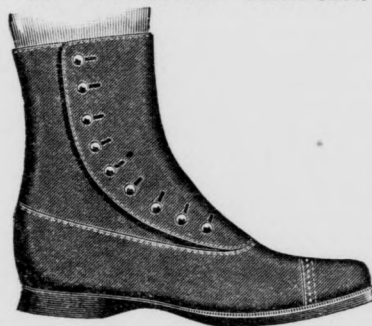
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4. Grain Tap, Grain Counter and Grain Inner  
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E. F.		32	
Standards		30	
Selects	Daisy Brand.	8	35
Favorites.		26	
Standards		28	
	Bulk.		
Standards		2	10
	Mince Meat--Best in Use.		
Large bbls.		5	34
¼ bbls.		6	
40 lb pails.		6	64
30 lb pails.		6	62
10 lb "		6	64
2 lb cans, usual weight, per doz.		8	50
5 lb "		3	50
Choice Dairy Butter in rolls.		24	
Pure Sweet Cider in bbls.		15	
" " " " " " " "		10	
Fancy Florida Oranges.		3	60@3 50
Choice Messina Lemons, 300-300.		4	60@4 50
New Pickles in bbls, 1200		6	50
" " half bbls, 600		3	75
Peach preserves, 20 lb. pails.		07	

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

### THE TOUCH IN THE HEART.

Old Abel Dunklee was delighted, and so was old Abel's wife, when little Abel came. For this coming they had waited many years. God had prospered them otherwise; this one supreme blessing only had been withheld. Yet Abel had never despaired. "I shall some time have a son," said he. "I shall call him Abel. He shall be rich; he shall succeed to my business; my house, my factory, my lands, my fortune—all shall be his!" Abel Dunklee felt this to be a certainty, and with this prospect constantly in mind he slaved and pinched and bargained. So when at last the little one did come it was as her heir to a considerable property.

The joy in the house of Dunklee was not shared by the community at large. Abel Dunklee was by no means a popular man. Folk had the well-defined opinion that he was selfish, miserly and hard. If he had not been actually bad, he had never been what the world calls a good man. His methods had been of the grinding, sordid order. He had always been scrupulously honest in the payment of his debts and in keeping his word, but his sense of duty seemed to stop there; Abel's idea of goodness was to owe no man any money. He never gave a penny to charities and he never spent any time sympathizing with the misfortunes or distresses of other people. He was narrow, close, selfish and hard, so his neighbors and the community at large said, and I shall not deny that the verdict was a just one.

When a little one comes into this world of ours it is the impulse of the people here to bid it welcome and to make it his lot pleasant. When little Abel was born no such enthusiasm obtained outside the austere Dunklee household. Popular sentiment found vent in an expression of hope that the son and heir would grow up to scatter the dollars which old man Dunklee had accumulated by years of relentless avarice and unflagging toil. But Dr. Hardy—he who had officiated in an all-important capacity upon that momentous occasion in the Dunklee household—Dr. Hardy shook his head wisely, and perhaps sadly, as if he were saying to himself: "No, the child will never do either what the old folk or what the other folk would have him do; he is not long for here."

Had you questioned him closely, Dr. Hardy would have told you that little Abel was as frail a babe as ever did battle for life. Dr. Hardy would surely never have dared say that to old Dunklee, for in his rapture in the coming of that little boy old Dunklee would have smote the offender who presumed even to intimate that the babe was not the most vigorous as well as the most beautiful creature upon earth. The old man was simply assotted with the child—in a selfish way, undoubtedly, but even this selfish love for that puny little child showed that the old man was capable of somewhat better than his past life had been. To hear him talk you might have fancied that Mrs. Dunklee had no part or parcel or interest in their offspring. It was always "my little boy"—yes, old Abel

Dunklee's money had a rival in the old man's heart at last, and "that rival was a helpless, shrunken, sickly little babe.

Among his business associates Abel Dunklee was familiarly known as Old Growly, for the reason that his voice was harsh and discordant and sounded for all the world like the hoarse growling of an ill-natured bear. Abel was not a particularly irritable person, but his slavish devotion to money-getting, his indifference to the amenities of life, his entire neglect of the tender practices of humanity, his rough, unkempt personality, and his deep, hoarse voice—these things combined to make that sobriquet of "Old Growly" an exceedingly appropriate one. And presumably Abel never thought of resenting the slur implied therein and thereby; he was too shrewd not to see that, however disrespectful and evil-intentioned the phrase might be, it served him to good purpose, for it conduced to that very general awe, not to say terror, which kept people from bothering him with their charitable and sentimental schemes.

Yes, I think we can accept it as a fact that Abel liked that sobriquet; it meant more money in his pocket and fewer demands upon his time and patience.

But Old Growly abroad and Old Growly at home were two very different people. Only the voice was the same. The homely, furrowed, wizened face lighted up, and the keen, restless eyes lost their expression of shrewdness, and the thin, bony hands that elsewhere clutched and clutched and pinched and pinched for possession unlimbered themselves in the presence of little Abel and reached out their long fingers yearningly and caressingly toward the little child. Then the hoarse voice would growl a salutation that was full of tenderness, for it came straight from the old man's heart; only, had you not known how much he loved the child, you might have thought otherwise, for the old man's voice was always hoarse and discordant, and that was why they called him Old Growly. But what proved his love for that puny babe was the fact that every afternoon, when he came from the factory, Old Growly brought his little boy a dime; and once, when the little fellow had a fever on him from teething, Old Growly brought him a dollar! Next day the tooth came through and the fever left him, but you couldn't make the old man believe but what it was the dollar that did it all. That was natural, perhaps, for his life had been spent in grubbing for money, and he had not the soul to see that the best and sweetest things in human life are not to be had by riches alone.

As the doctor had in one way and another intimated would be the case, the child did not wax fat and vigorous. Although Old Growly did not seem to see the truth, little Abel grew older only to become what the doctor had foretold—a cripple. A weakness of the spine was developed, a malady that dwarfed the child's physical growth, giving to his wee face a pinched, starved look, warping his emaciated body and enfeebling his puny limbs, while at the same time

it quickened the intellectual faculties to the degree of precocity. And so two and three and four years went by, little Abel clinging to life with pathetic heroism, and Old Growly loving that little cripple with all the violence of his selfish nature. Never once did it occur to the father that his child might die, that death's seal was already set upon the misshapen little body; on the contrary, Old Growly's thoughts were constantly of little Abel's famous future, of the great fortune he was to fall heir to, of the prosperous business career he was to pursue, of the influence he was to wield in the world—of dollars, dollars, dollars, millions of them which little Abel was some time to possess; these were Old Growly's dreams, and he loved to dream them!

Meanwhile the world did well by the old man; despising him, undoubtedly, for his avarice and selfishness, but constantly pouring wealth, and more wealth, and ever more wealth into his coffers. As for the old man, he cared not for what the world thought or said, so long as it paid tribute to him; he wrought on as of old, industriously, shrewdly, hardly, but with this new purpose: To make his little boy happy and great with riches.

Toys and picture-books were vanities in which Old Growly never indulged; to have expended a farthing for chattels of that character would have seemed to Old Growly like sinful extravagance. The few playthings which little Abel had were such as his mother surreptitiously bought; the old man believed that a child should be imbued with a proper regard for the value of money from the very start, so his presents were always cash in hand, and he bought a large tin bank for little Abel and taught the child how to put the copper and silver pieces into it, and he labored diligently to impress upon the child of how great benefit that same money would be to him by and by. Just picture to yourself, if you can, that fond, foolish old man seeking to teach this lesson to that wan-eyed, pinched-faced little cripple! But little Abel took it all very seriously, and was so apt a pupil that Old Growly made great joy and was wont to rub his bony hands gleefully and say to himself: "He has great genius—this boy of mine—great genius for finance!"

But on a day, coming from his factory, Old Growly was stricken with horror to find that during his absence from home a great change had come upon his child. The doctor said it was simply the progress of the disease; that it was a marvel that little Abel had already held out so long; that from the moment of his birth the seal of death had been set upon him in that cruel malady which had drawn his face and warped his body and limbs. Then all at once Old Growly's eyes seemed to be opened to the truth, and like a lightning flash it came to him that perhaps his pleasant dreams which he had dreamed of his child's future could never be realized. It was a bitter awakening, yet amid it all the old man was full of hope, determination and battle. He had little faith in drugs and nursing and professional skill; he remembered that upon previous occasions cures had been wrought by means of money; teeth had been brought through, the pangs of colic beguiled, and numerous other ailments to which infancy is heir had by the same specific been baffled. So now Old Growly set about wooing his little boy from the embrace of death—sought to coax him

back to health with money, and the dimes became dollars, and the tin bank was like to burst of fullness. But little Abel drooped and drooped, and he lost all interest in everything, and he was content to lie, drooping eyed and listless, in his mother's arms all day. At last the little flame went out with hardly so much as a flutter, and the hope of the house of Dunklee was dissipated forever. But even in those last moments of the little cripple's suffering the father struggled to call back the old look into the fading eyes and the old smile into the dear white face. He brought treasure from his vaults and held it up before those fading eyes and promised it all, all, all—everything he possessed—gold, houses, lands—all he had he would give to that little child if that little child would only live. But the fading eyes saw other things and the ears that were deaf to the old man's lamentations heard voices that soothed the anguish of that last solemn hour. And so little Abel knew the Mystery.

Then the old man crept away from that vestige of his love and stood alone in the night and lifted up his face and beat his bosom and moaned at the stars, asking over and over again why he had been so bereaved. And while he agonized in this wise and cried there came to him a voice—a voice so small that none else could hear; a voice seemingly from God, for from infinite space beyond those stars it sped its instantaneous way to the old man's soul and lodged there.

"Abel, I have touched thy heart!"

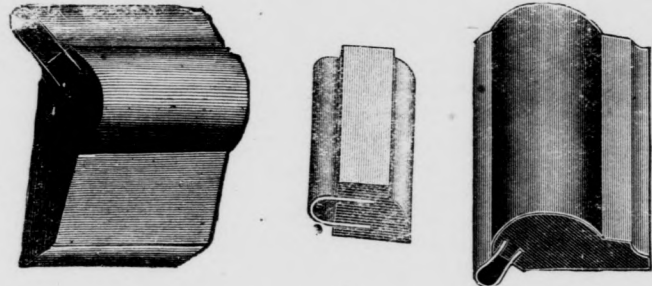
And so, having come into the darkness of night, old Dunklee went back into the light of day and found life beautiful, for the touch was in his heart.

After that, Old Growly's way of dealing with the world changed. He had always been an honest man, honest as the world goes. But now he was somewhat better than honest; he was kind, considerate, merciful. People saw and felt the change, and they knew why it was so. But the pathetic part of it all was that Old Growly would never admit—no, not even to himself—that he was the least changed from his old grinding, hard self. The good deeds he did were not his own; they were the little boy's—at least so he said. And it was his whim when doing some kind and tender thing to lay it to little Abel, of whom he always spoke as if he were still living. His workmen, his neighbors, his townsmen—all alike felt the graciousness of the wondrous change, and many, ah! many a lowly sufferer blessed that broken old man for succor in little Abel's name. And the old man was indeed much broken; not that he had parted with his shrewdness and acumen, for as of old his every venture prospered; but in this particular his mind seemed weakened, in that, as I have said, he fancied his child lived, that he was given to low mutterings and incoherent mumbblings, of which the burden seemed to be that child of his, and that his greatest pleasure appeared now to be watching other little ones at their play. In fact, so changed was he from the Old Growly of former years, that, whereas he had then been wholly indifferent to the presence of those little ones upon earth, he now sought their company and delighted to view their innocent and mirthful play. And so presently the children, from regarding him at first with distrust, came to confide in and love him, and in

## In Time of Peace Prepare for War.

Already the cold and snow and whistling winds are upon us and too late, many of you, will think of several little things you could have done preparatory to their coming, to ensure warmth and comfort.

YOUR WINDOWS do rattle with every blast of the wind, and the snow and cold air will come in under your doors. Strips of weather will be found just where they are most unwelcome.



## Weather Strips

Are sure preventatives of all these annoyances. They will make your windows snug and tight and your doors proof against all storms. Weather strips will save your fuel, save your health, save your temper.

"Were you brought up in a sawmill?"

Is a question thought and many times asked, as some thoughtless person leaves your establishment, forgetting to close the door after him. Put on an eclipse door spring and your door will close of itself noiselessly and securely.

Save your coal, sift your ashes, buy a coal sifter and ease up on your coal bin, deposit your ashes in one of our ash cans. Provide a healthful way of temporarily disposing of the odds and ends from the table and kitchen by getting a galvanized iron Garbage Can.

Invest in Weather Strips, Coal Sifters, Eclipse Door Springs, Ash Pails and Garbage Cans, and your rest will be undisturbed by the raging of the elements; your conscience will be clear of vain regrets over a giving away of temper; your pocketbook will increase in obesity and you will be exempt from the calls of the health officer.

# FOSTER-STEVENS

## & CO.

MONROE ST.

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.

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

due time the old man was known far and wide as Old Grampa Growly, and he was pleased thereat. It was his wont to go every fair day, of an afternoon, into a park hard by his dwelling and mingle with the crowd of little folk there; and when they were weary of their sports they used to gather about him—some even clambering upon his knees—and hear him tell his story, for he had only one story to tell, and that was the story that lay next his heart—the story ever and forever beginning with "Once ther' wuz a littl' boy." A very tender little story it was, too, told very much more sweetly than I could ever tell it, for it was of Old Grampa Growly's own little boy, and it came from that heart in which the touch—the touch of God Himself—lay like a priceless pearl.

So you must know that the last years of the old man's life made full atonement for those that had gone before. People forgot that the old man had ever been other than he was now, and, of course, the children never knew otherwise. But, as for himself, Old Grampa Growly grew tenderer and tenderer, and his goodness became a household word and he was beloved of all. And to the very last he loved the little ones and shared their pleasures and sympathized with them in their griefs, but always repeating that same old story, beginning with "Once ther' wuz a littl' boy."

The curious part of it was this: That while he implied by his confidences to the children that his own little boy was dead he never made that admission to others. On the contrary, it was his wont, as I have said, to speak of little Abel as if that child still lived, and humoring him in this conceit it was the custom of the older ones to speak always of that child as if he lived and were known and beloved of all. In this custom the old man had great content and solace, for it was his wish that all he gave to and did for charity's sake should be known to come, not from him but from Abel, his son, and this was his express stipulation at all such times. I know whereof I speak, for I was one of those to whom the old man came upon a time and said: "My little boy—Abel, you know—will give me no peace till I do what he requires. He has this sum of money which he has saved in his bank, count it yourselves, it is \$50,000, and he bids me give it to the townfolk for a hospital, one for little lame boys and girls. And I have promised him—my little boy, Abel, you know—that I will give \$50,000 more. You shall have it when that hospital is built." Surely enough, in eighteen months' time the old man handed us the rest of the money, and when we told him that the place was to be called the 'Abel Dunklee hospital' he was sorely distressed and shook his head and said: "No, no—not my name! Call it the 'Little Abel Hospital' for little Abel—my boy, you know—has done it all."

The old man lived many years—lived to hear tender voices bless him and to see pale faces brighten at the sound of his footfall. Yes, for many years the quaint, shuffling figure moved about our streets, and his hoarse but kindly voice—oh, very kindly now!—was heard repeating to the children that pathetic old story of "Once ther' wuz a littl' boy." And where the dear old feet trod the grass grew greenest and the sunbeams nestled. But at last there came a sum-

mons for the old man—a summons from away off yonder—and the old man heard it and went thither.

The doctor—himself hoary and stooping now—told me that toward the last Old Grampa Growly sank into a sort of sleep, or stupor, from which they could not rouse him. For many hours he lay like one dead, but his thin, creased face was very peaceful and there was no pain. Children tiptoed in with flowers, and some cried bitterly, while others—those who were younger—whispered to one another: "Hush, let us make no noise; Old Grampa Growly is sleeping."

At last the old man roused. He had lain like one dead for many hours, but now at last he seemed to wake of a sudden, and seeing children about him, perhaps he fancied himself in that pleasant park, under the trees, where so very often he had told his one pathetic story to those little ones. Leastwise he made a feeble motion as if he would have them gather nearer, and, seeming to know his wish, the children came closer to him. Those who were nearest heard him say with the ineffable tenderness of old: "Once ther' wuz a littl' boy—"

And with those last sweet words upon his lips, and with the touch in his heart, the old man went down into the Valley.

EUGENE FIELD.

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Send in your orders for

## MASKS

to the

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Indurated Pails & Tubs,

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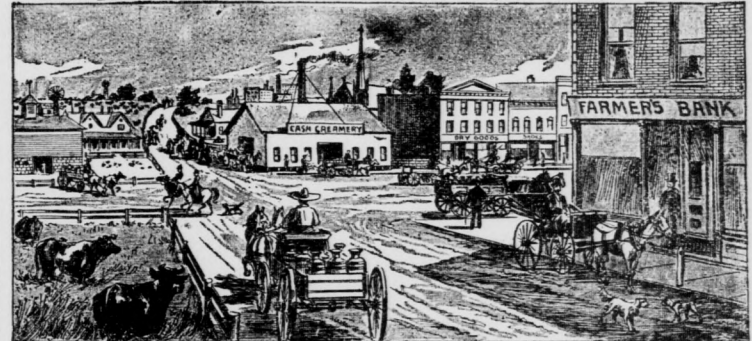
Manufacturers in lines allied to above, wishing to be represented in this market are requested to communicate with me.

125 COURT ST.,

GRAND RAPIDS, MICH.



Farming is a Failure. We have tried it in this community for twenty years.



Farming is a grand success. We have a Butter and Cheese Factory that was built five years ago and has made our community what it is now. Should you need a Butter and Cheese Factory in your community correspond with DAVIS & RANKIN BLDG. & MFG. CO., 240-252 W. LAKE ST., CHICAGO. Also Manufacturers of Dairy Machinery and Supplies.

# CONFECTIONERY!

Don't think just because it's a little dull after the holidays that it will be best to "run close." Now is just the time to clean up the odds and ends—push them to the front and fill up with bright, fresh goods and be in readiness to tempt a half-hearted customer with an attractive display. Empty show cases and half filled pails will not induce sales. We keep our factory humming and we want to replenish your stock with purest and best goods on the market. Write us. Call on us when in the city or entrust your order to the wholesale grocers. We sell them all. Buy "Our Make" and add to your bank account.

THE PUTNAM CANDY CO.

## HAVE YOU SEEN THE FALCON CYCLES?

IF YOU HAVE NOT, YOU ARE FAR BEHIND THE TIMES!



They are Beauties!

Russet Rims.—Mannesmann Spiral Drawn Tubes. Send for Catalogue.

YOST MANUFACTURING CO., Toledo, Ohio.

## AMONG THE TRADE.

## AROUND THE STATE.

Hudson—C. C. Whitney has opened a grocery store in East Hudson.

Leroy—S. W. Hartley succeeds A. C. Adams in the flour mill business.

Munson—Chas. M. Gilbert succeeds Perry & Gilbert in general trade.

Lansing—O. N. Stone & Co. succeed J. W. Barker in the grocery business.

Lowell—R. B. Boylan succeeds Scott & Boylan in the hardware business.

Bravo—Samuel E. Orr succeeds Chester Kelley in the grocery business.

Kalkaska—H. W. Pipp succeeds Pipp Bros & Co in the hardware business.

Otsego—Chas. E. Pipp succeeds Pipp Bros & Co. in the hardware business.

Kalamazoo—Persing Bros. succeed C. L. Persing in the hardware business.

Detroit—Victor E. Vincent has sold his crockery business to Mary H. Bennett.

Cass City—H. B. Fairweather succeeds Fairweather Bros. in the grocery business.

Onokama—C. D. Stanley is succeeded by A. F. Richmond in the drug business.

Bay City—Geo. Thatcher succeeds Thatcher & Olmstead in the grocery business.

Bay City—Rose Bros. succeed the estate of John Rose in the jewelry business.

Bessemer—Holland & Matthews succeed H. Kempe & Co. in the meat business.

Hudson—Kirkup & Roney succeed Goodnow & Kirkup in the grocery business.

Clio—Boyd Bros. have removed their hardware stock from Mt. Morris to this place.

Rapid River—A. P. Waldo has removed his general stock from Masonville to this place.

Alma—B. W. Ellison is succeeded by B. W. Ellison & Son in the grocery and drug business.

Owosso—Ingle & Tillotson succeed Geo. E. Ingle in the agricultural implement business.

Saginaw—H. J. Elwert succeeds Boehlke & Elwert in the wall paper and paint business.

Hillsdale—F. W. Jewett succeeds Walsworth & Jewett in the dry goods and cloak business.

Ironwood—J. P. (Mrs. Peter) Johnson is succeeded by Engstrom & Johnson in the grocery business.

Sunfield—Dr. C. N. Snyder & Co. are moving their drug stock into their new brick store building.

Ovid—Andrews & Marshall, hardware dealers, have dissolved, Marshall & Woodworth succeeding.

Fenton—Mrs. Rachel A. Fanson is succeeded by H. D. Brink in the millinery and fancy goods business.

Grand Ledge—Harvey W. Brice has purchased the restaurant, cigar and tobacco business of G. L. Coryell & Co.

Detroit—Fechheimer, Hart & Co., wholesale liquor dealers, have dissolved, H. C. Fechheimer & Co. continuing.

Fremont—Vallier & Atchinson succeed Vallier & Wilcox in the grocery, crockery and boot and shoe business.

Fremont—Dudley & Eicholtz, wholesale lumber dealers, have dissolved, H. J. Dudley continuing the business.

Saginaw—S. A. Price has sold his grocery stock to C. N. Lockwood & Co., who will continue the business at the same place.

Saginaw—The Hayden Fancy Grocery

Co. has doubled its store capacity, now occupying 114 and 116 North Washington avenue.

Monroe—Henry D. Hoffman has uttered a \$2,750 chattel mortgage on his millinery stock and a \$3,500 realty mortgage on his store property.

Chesaning—Whipple Bros. & Granger, hardware dealers, have failed, and are compromising with their creditors at 25 cents on the dollar.

Muskegon—Martin Amrodt has purchased the store and grocery stock of A. M. Kobe, on Jackson street, and will continue the business.

Plainwell—Day & Foreman have sold their meat market to John Crispe and T. G. Bachelder, and will divide the stock and fixtures between them.

Woodland—Dr. L. E. Benson has purchased the interest of C. W. Williams in the drug firm of Benson & Co. and will continue the business in his own name.

Hart—C. Bergmann and Wm. Hannum have formed a copartnership under the firm name of Bergmann & Hannum and will put in a stock of paints and wall paper.

Cheboygan—Louis Pinkous, junior member of the firm of H. Pinkous & Co., clothing dealers, will retire from the firm Feb. 15 and embark in the same business on his own account.

## MANUFACTURING MATTERS.

Winterfield—Joseph Hixon will remove his general stock and shingle mill plant to Marion.

Muskegon—Hessening Bros. are succeeded by Vanderwerp & Hudson in the shingle mill business.

St. Louis—The St. Louis Hoop & Stave Co. is running its mill nine hours a day, the output being 37,500 staves.

Sturgis—Flowers Bros. will succeed Mrs. S. D. (Mary Kate) Flowers in the manufacture of boots and shoes.

Saginaw—The Saginaw Lumber & Salt Co. has extended its corporate existence 10 years, with a paid up capital of \$100,000.

Winsor—Liken & Bach, of Unionville, have removed their stave mill from Fairgrove to this place, where they have enough timber to last several years.

Saginaw—John G. Owen is ready to start his sawmill at Owendale. The conditions for logging there are good and a large quantity of logs are being cut and railed to the mill.

West Bay City—The box factory plant of the Crump Manufacturing Co., which was shut down for repairs the first of the year, is in motion again and is sending out two carloads of box shooks and two of dressed lumber every day.

Scottville—C. D. Young last year shipped thirty carloads of bird's-eye maple in the log to New York. He is buying this winter, paying \$10 to \$25 a thousand for logs. He also buys black ash and birch burls.

Sumner—The Tucker Mercantile Co. has purchased 760 acres of land of Whitney & Remick in Clare county, and have started a camp of twenty-five men to cut the timber, estimated at 2,000,000 feet, mostly hemlock and hardwood.

Manistee—Louis Sands has christened his new logging road the Lake City and Northwestern Railroad, and will operate it to full capacity in hauling logs this season. The demand for bill stuff of all kinds is so great this winter that the mills that are in operation have all they can attend to, and have had to refuse or-

ders already in a great many instances.

Saginaw—The Wall & Webber sawmill is being operated, cutting hemlock and Norway bill stuff. It will run the remainder of the winter, and Mr. Wall says they can sell stock faster than it comes from the saw. Hemlock bill stuff up to 18-foot is selling quick at \$9.50 on board the cars, fully \$1 in advance of the price paid last spring.

Manistee—The Buckley & Douglas sawmill, after a four weeks' stop for repairs, started again last week, night and day, and will make the double run for the balance of the year. They have a large stock of hardwood logs at the foot of the slide ready for the saw, and also quantities scattered along the road. They will saw hardwood for some time, and will pile the pine logs they haul on the ice and leave them until later in the season.

Oscoda—Last year the Gratwick, Smith & Fryer Lumber Co. bought the Tanner mill and operated it 151 days, cutting 12,000,000 feet. The big mill of the company was operated 212 days, cutting over 50,000,000 feet. This mill has been in operation ten years and has turned out nearly 500,000,000 feet of lumber. The timber of the company has nearly all been sold or manufactured, and operations, it is said, will soon be transferred to Minnesota, where the company owns a large body of pine.

## Jackson Grocers Ready to Co-operate in a Progressive Movement.

JACKSON, Jan. 21—In THE TRADESMAN of Dec. 28 I find an article in regard to the exemption laws by W. S. Powers; also in the issue of Jan. 18 an article on the same subject by E. A. Owen. In each of these articles the subject is so fully and ably handled that it would be useless for me to try to add anything. There is, however, one thing which comes to mind which seems as if partiality is shown by the law of the State. An item of a later date in the daily press speaks of John Doe leaving town without paying his hotel bill, of a small amount, and of his being arrested, brought back and locked up. Now, I am too ignorant to see why a man should be arrested and punished for a dollar or two owed to a hotel, when the law will not touch him if he gets a quantity of victuals from a grocer or a suit of clothes from the clothier.

We of the Jackson Grocers' Union, use THE TRADESMAN at our meetings and in our business and find that it is a hand-book for everything. We are surely as much interested in laws which will help us to get our honest dues as any city in the State. I see by THE TRADESMAN of Dec. 14 that there may be a general meeting of business men at Grand Rapids in February to discuss matters for legislative action. We are not members of the M. B. M. A., but are interested in having something done by the lawmakers to help make our customers honest. Taking the list of delinquent creditors as we find them, it looks to us as if not more than one-half of the people are honest from principle and only a few from policy; therefore, there is nothing but the strong arm of the law which will help us to get our dues.

Will you kindly inform us in regard to what is necessary for our Union to have representation in the M. B. M. A.? What subjects are to be brought before it? Have the dates of the meeting been definitely decided upon?

An early answer by letter or through THE TRADESMAN will give us a chance to talk over the subject and will greatly oblige,  
W. H. PORTER,  
Chairman Committee on Trade Interests.

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

Use Tradesman or Superior Coupons.

## 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 secure 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 @ 2c per doz. bunches.

Cider—12 @ 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—10c 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 2 1/2c 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.

## 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.

WANTED—BOOT AND SHOE STOCK IN-voicing \$3,000 or less in exchange for residence property in Jackson, Chas. F. Sanborn, 207 Orange St., Jackson, Mich. 647

TO EXCHANGE—SEVERAL FINE FARMS and Lansing city property for merchandise. For particulars address George M. Dayton, Lansing, Mich. 648

WANTED—TO PURCHASE STOCK GRO-ceries. 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—PARTNER WITH SMALL CAP-ital 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 LET-ter file, nearly new and used but a short time. Have no use for it, as we took it on a debt. W. T. Lamoreaux, 128 West Bridge street. 631

**GRAND RAPIDS GOSSIP.**

Truesdell & Son have opened a grocery store at Otsego. The Lemon & Wheeler Company furnished the stock.

The Grand Rapids Paint & Color Co., recently organized as a stock company with a paid-in capital of \$10,000, has begun operations in the Simonds' building, on Waterloo street. A complete equipment of grinding apparatus has been put in and lines of cottage colors will shortly be placed on the market. The company will also manufacture varnish and engage in the jobbing of paint and linseed oil.

**Purely Personal.**

W. L. Freeman has returned from Freeman, Ont., where he spent a couple of weeks at the family hearthstone.

Phillip Graham, the South Division street grocer, leaves Wednesday for Florida, where he will spend the remainder of the winter.

E. R. A. Hunt, of Lowell, has gone to Traverse City to take the position of prescription clerk for H. S. Barnabee & Co., the senior member of the firm having recently died from the effects of typhoid fever.

O. P. Barcus, proprietor of the Barcus Bros. saw works, at Muskegon, died Saturday after an illness of one day. Mr. Barcus was a man of excellent character and his demise will cause widespread sorrow. The business will probably be continued by Wm. W. Barcus, son of the deceased, who inherits the business capacity of his sire.

**Financial Notes.**

A firm has been organized in Lowell, composed of C. J. Church, of Greenville, R. Quick, Chas. A. Church and B. E. Quick, of Lowell, under the firm name of B. E. Quick & Co., to do a general banking business at Freeport. B. E. Quick will act as Cashier and devote his entire attention to the new institution, which has already opened its doors for business.

The Michigan Savings Bank of Detroit proposes to test the law in regard to taxing bank stock, and has brought suit against the Wayne County Treasurer to recover \$395.49, the amount of taxes paid by them under protest December 22, 1892. The Bank claims that the outstanding mortgages more than balanced their stock, and that this fact exempted them from taxation on their capital stock.

**The Grocery Market.**

Sugar—Practically unchanged except slight variation in some of the lower grades.

Oysters—The market is greatly excited, prices are beyond reach and stock is almost impossible to secure at any price.

Coffee—Manufacturers of package goods have advanced their quotations 1/2c.

**From Out of Town.**

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

- Jas. Dwiggins, Sullivan.
- A. J. Felter, Stetson.
- R. J. Side, Kent City.
- Nelson Graham, Rockford.
- Gaylord Helmer, McMillan.
- S. P. Whitmarsh, Palmyra.
- Thurston & Co., Central Lake.

The commercial traveler is more liable than other business men to get the grip.

**The Hardware Market.**

General Trade—The demand for hardware of all kinds still keeps up. But very little change in price has taken place, which seems to indicate that values were about right.

Wire Nails—Still remain weak and the demand is light.

Cut Nails—But few are moving and no change to note.

Glass—Owing to the severe weather, most building operations have ceased and but little glass is called for. The tendency to advance in price that was indicated the latter part of the year has not yet come and prices, if anything, can be shaded.

Rope—Something seems to be the matter with the National Cordage Co., as it cannot hold the rope market up where it would like to. Both sisal and manilla are on the decline. Eight cents for sisal and 12 1/2 for manilla are quite regularly quoted.

Saws—The splendid sleighing in all parts of Michigan has put every man in the woods getting out timber and logs and the result is nobody can get saws half fast enough to supply the demand. We quote Atkins', 28 to 30; Simmonds', 65 to 70; W. M. & Co., extra thin back, 28.

Snow Shovels—The demand has been very large. Stocks are depleted. Steel snow shovels are all gone. A few steel point wood blade is about all that can be had at \$1.65 to \$2 per dozen.

Lumbering Supplies—All articles in this line are very scarce. Cant hooks, skidding tongs, chain, hooks, cant hook handles, cold shutts—in fact, everything—is sold right up to date and jobbers and retailers are telegraphing every day, urging more prompt shipments.

**The Eternal Balance.**

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

JAMES B. WIGGIN.

**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.

**FOURTH NATIONAL BANK**

Grand Rapids, Mich.

D. A. BLODGETT, President.  
GEO. W. GAY, Vice-President.  
WM. H. ANDERSON, Cashier.  
JNO. A. SEYMOUR, Ass't Cashier.

Capital, \$300,000.

**DIRECTORS.**

D. A. Blodgett, Geo. W. Gay, S. M. Lemon,  
C. Bertsch, A. J. Bowne, G. K. Johnson,  
Wm. H. Anderson, Wm. Sears, A. D. Rathbone

**For Sale!**

**Cleveland Bay Stallion**

Eleven years old, sixteen hands high, weighs 1,350 pounds; also one

**Clydesdale Stallion**

Ten years old, weighs about 1,500 pounds.

Either are good drivers single, and have been driven some double; good style and good travelers; good disposition and excellent stock getters. Address

LOCK BOX 97, CHARLOTTE, MICH.

**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** 1492!

SMOKERS ALL WANT

**Ben Hur**  
**Cigars**

SO SHOULD YOU.

MANUFACTURED AT

DETROIT

—BY—

**GEO. MOEBS & CO.**



**EDWIN J. GILLIES & Co's**  
**BLENDED**



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. We cannot supply you send us his name.

J. P. VISNER, Agent, Grand Rapids.

**STRAW BOARD.**

WE ARE THE LEADERS IN THIS PRODUCT AND CARRY A VERY LARGE STOCK. DON'T FAIL TO WRITE US FOR PRICES.

**BUILDING PAPERS.**

WE CARRY A LARGE LINE OF THE STANDARD BRANDS AND CAN SUPPLY THE TRADE AT VERY LOW PRICES.

**CARPET LININGS.**

CORRUGATED AND PLAIN OF FIRST-CLASS WOOL STOCK. WE ARE PREPARED TO QUOTE LOW PRICES FOR CARPET IN ANY QUANTITY.

**H. M. REYNOLDS & SON**

GRAND RAPIDS, MICH.

**How to Keep a Store.**

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

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

**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.

NOVICE IN HARDWARE.

Confession of Early Experiences in the Business.

From Hardware- Having graduated at the grand old university 'neath the elms of New Haven, the problem presented itself to me, without any great urging on my part, what pursuit was I to follow during the rest of my mundane existence? For I had resolved that I would have none of the rolling stone bitters in my cocktail, and that I would stick to one thing to a mossy old age unless it should prove so unremunerative as to cause the proverbial wolf to become too inquisitive. With this laudable determination, I cast about me and finally decided to accept a promising opportunity in a large hardware establishment. I determined to start in at the bottom and learn the business from the ground up. One of my friends advised me to commence at the top and learn the business from that exalted height. Aside from the impossibility there was an inadvisability in this course of action, so I said to him: "Did you read Caesar and Virgil first and learn the vocabulary and grammar afterwards?" With this sage remark I dismissed him, with a haughty air which was calculated to impress him with his ignorance.

So I took off my coat and pitched in. This latter I did literally, for, the first day of my work, while excavating four cents' worth of putty from its quiet repose, I lost my balance and pitched headlong into the barrel, smelling like a glazier the rest of the day. One of my sympathetic friends asked me why I didn't keep my balance in the bank as he did, then I wouldn't lose it. I didn't answer him. Since that little episode I have not been able to approve of Mr. Diogenes' choice of a habitation, for even without the putty I don't believe he was very comfortably fixed; he certainly wasn't if he dwelt in the same posture in which I tried it. It's funny what queer taste some people exhibit in their habits of sleeping. I once knew a man (he's dead now) in the West, who had a comfortable home, handsomely furnished. Yet this idiot had a partition made in his woodshed, furnished one of the rooms thus made with a bed, two chairs and a table, and would sleep there every other night. One night a tarantula and a rattlesnake indulged in pleasantries with him, and he never slept there again. They said he had the largest funeral ever seen in Monroe county. That was hard luck, but it isn't hardware, and I am digressing.

Deciphering cuneiform inscriptions or translating Homer's great story never gave me half as much trouble as did the interpretation of the hieroglyphics which stood for Christian numbers on the price lists. Before my mind fully mastered them I suppose I cheated on one side or the other, the customers or the firm that employed me, hundreds of times. I could work the thing all right in practice, but my mistakes when making a sale were due, I suppose, to the dreadful responsibility that accompanied the knowledge that I held a human being's money in my hand, as it were. This made my translation halting and faulty. I at first made use of a small key or "crib" with the hieroglyphics to jog my memory a trifle. This was my Rosetta stone. In the use of this my four years' experience at college made me an adept. Of course, when I glanced at this when making a sale, I was all right, but it was when I began to get gay with myself and depend on my memory, that prices ran riot and somebody was apt to be defrauded of his hard-earned money. At last I mastered the system, and could attend to the wants of a customer with some degree of confidence, telling him or her, as the case might be, in the most I-know-it-all manner, everything I knew about the goods and a great many things I didn't know.

One thing that troubled me a great deal until I became used to it was the gross and unpardonable ignorance of some of our customers, mostly those known as the Pennsylvania Dutch. Here was displayed an ignorance that was sublime in its profundity; it fairly took your breath

Dry Goods Price Current.

Table of Dry Goods Price Current with columns for UNBLEACHED COTTONS, BLEACHED COTTONS, HALF BLEACHED COTTONS, CARPET WARP, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, TICKINGS, and COTTON DRESS. Includes items like Arrow Brand, World Wide, Full Yard Wide, etc.

Table of Dry Goods Price Current with columns for DEMINS., GINGHAMS., GRAIN BAGS., THREADS., KNITTING COTTON., CAMBRICS., RED FLANNEL., MIXED FLANNEL., DOMET FLANNEL., CANVASES AND PADDING., DUCKS., WADDINGS., SILSILAS., HOOPS AND EYES—PER GROSS., COTTON TAPE., SAFETY PINS., NEEDLES—PER M., TABLE CLOTH., COTTON TWINES., and PLAID OSNABURGS. Includes items like Columbian brown, Everett, blue, etc.

SNEDICOR & HATHAWAY, Manufacturers and Wholesale Dealers in

Boots, Shoes AND Rubbers, 124-126 Jefferson Ave., DETROIT, MICH.

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



Best Six Cord Machine or Hand Use.

FOR SALE BY ALL Dealers in Dry Goods & Notions.

The Sun. (NEW YORK.)

During 1893 THE SUN will be of surpassing excellence and will print more news and more pure literature than ever before in its history.

THE SUNDAY SUN IS THE GREATEST SUNDAY NEWSPAPER IN THE WORLD.

Price 5c a Copy; by mail \$2 a year. Daily by mail, \$6. Daily and Sunday by mail, \$8 a year.

Address THE SUN, New York.

BUY THE PENINSULAR Pants, Shirts, and Overalls

Once and You are our Customer for life. STANTON, MOREY & CO., Mrs. DETROIT, MICH. GEO. F. OWEN, Salesman for Western Michigan, Residence, 59 N. Union St., Grand Rapids.



away. One of these stolid specimens would come in and slide reproachfully up to one of the salesmen. Silence for eighteen seconds while he collected the scattered remnants of what stood him in place of a brain; then, "I want some nails."

I was, perhaps, properly repaid for my criticisms on the intellectuality of some of our customers by the embarrassment caused me by their request for something I never knew existed, whose name to me was as strange as soap to an Indian.

"I want it for a dog," said she, "and I'd like to know how much I need."

"You can't kill him without shot," said I.

The poor creature shrieked and nearly fainted at the idea of the assassination of her pet poodle, and informed me so indignantly that she wished to administer the dose internally to cure some ailment of the poor beast, that I got rattled, and charged her five cents too much for the explosive.

Shortly after this experience a business-like looking man approached me and said, "I want half a dozen one and a quarter inch bibs."

"One and a quarter inch!" thought I. "What a minute infant he must have. Why doesn't he exhibit it in a museum?"

But the worst break I ever did make occurred in this wise: One evening shortly before closing time, when my mind was occupied with visions of the pleasure I was soon to bestow on the inner man, another and very different vision appeared to me.

modern novel and you will know how beautiful she was. In addition to her beauty, an air of refinement and modesty surrounded her; she seemed altogether too good for this world.

The maligned beauty, all unconscious of the uncomplimentary opinion I had formed of her, gracefully sailed out of the store, a restored idol.

A recital of such heartrending breaks can only weary the reader, as it agitates me, and I shall, therefore, call a truce, ending this educational dissertation with a few homely but wholesome points to be observed in the conduct of this business:

When a man asks you for forks, be careful to ascertain whether they are intended for use at the table or in the hay field.

If a sailor enters the store, do not take it for granted that he will ask for tar rope, nor that the roue will call for rakes, nor that the begrimed individual wants washers, nor that the old maid sighs for felloes.

When a customer asks for a drink of water, do not tell him to go back to the iron department and drink a wagon spring. Such pleasantries are apt to cause hard feeling.

Now, if any reader of the foregoing lines fails to become rich in a short time, if he has faithfully allowed these words to sink deep into his mind, he must be a dolt, indeed. Nicht wahr?

Use Tradesman Coupons.

When You Get Tired

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

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, BUTTS, CAST, and various types of pins and nails with their respective prices.

Large table listing various hardware items including Wrought Loose Pin, Wrought Table, Wrought Inside Blind, Wrought Brass, Blind, Clark's, Blind, Parker's, Blind, Shepard's, Ordinary Tackle, Grain, Cast Steel, Ely's 1-10, Hick's C. F., G. D., Musket, Rim Fire, Central Fire, Socket Firmer, Socket Framing, Socket Corner, Socket Sileks, Butchers' Tanged Firmer, Curry, Lawrence's, Hotchkiss, White Crayons, Planished, Cold Rolled, Bottoms, Morse's Bit Stocks, Taper and straight Shank, Morse's Taper Shank, Small sizes, Large sizes, Com. 4 piece, Corrugated, Adjustable, Clark's small, Ives', Disston's, New American, Nicholson's, Heller's, GALVANIZED IRON, GAUGES, Stanley Rule and Level Co.'s, Door, mineral, Door, porcelain, Drawer and Shutter, Russell & Irwin Mfg. Co.'s, Mallory, Wheeler & Co.'s, Branford's, Norwalk's, Adze Eye, Hunt Eye, Sperry & Co.'s, Coffee, Parkers Co.'s, P. S. & W. Mfg. Co.'s, Landers, Ferry & Co.'s, Enterprise, Stebbin's Pattern, Stebbin's Genuine, Enterprise, self-measuring, Steel nails, base, Wire nails, base, Advance over base, Finish 10, Finish 12, Finish 14, Finish 16, Finish 18, Finish 20, Finish 22, Finish 24, Finish 26, Finish 28, Finish 30, Finish 32, Finish 34, Finish 36, Finish 38, Finish 40, Finish 42, Finish 44, Finish 46, Finish 48, Finish 50, Finish 52, Finish 54, Finish 56, Finish 58, Finish 60, Finish 62, Finish 64, Finish 66, Finish 68, Finish 70, Finish 72, Finish 74, Finish 76, Finish 78, Finish 80, Finish 82, Finish 84, Finish 86, Finish 88, Finish 90, Finish 92, Finish 94, Finish 96, Finish 98, Finish 100, Finish 102, Finish 104, Finish 106, Finish 108, Finish 110, Finish 112, Finish 114, Finish 116, Finish 118, Finish 120, Finish 122, Finish 124, Finish 126, Finish 128, Finish 130, Finish 132, Finish 134, Finish 136, Finish 138, Finish 140, Finish 142, Finish 144, Finish 146, Finish 148, Finish 150.

Table listing various hardware items including HAMMERS, HINGES, HOLLOW WARE, HOUSE FURNISHING GOODS, WIRE GOODS, LEVELS, COPERS, SQUARES, SHEET IRON, SAND PAPER, SASH CORD, SASH WEIGHTS, SAWS, TRAPS, WRENCHES, MISCELLANEOUS, METALS, ZINC, SOLDER, ANTIMONY, TIN-MELYN GRADE, TIN-ALLAWAY GRADE, ROOFING PLATES, BOILER SIZE TIN PLATE.

## Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at

100 Louis St., Grand Rapids,

— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, - Postage Prepaid.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

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

Sample copies sent free to any address.

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

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

E. A. STOWE, Editor.

WEDNESDAY, JANUARY 25, 1893.

## THE LESSONS OF THE LEDGER.

There is, perhaps, no time in the year when the business man becomes as close a student of his ledger as at the close of the year. It is at this time when items mature into totals, while losses and gains are brought before the court for examination and an impartial verdict. It is a time for reflection with all, and of repentance with many. With some the investigation is a delightful process as indicating progress and prosperity, maturing in a discovery of being richer than at the close of the previous year, and with substantial evidence on hand of doing as well, if not better, in the year to come. Others are neither so happy nor so rich as they were. Twelve months have registered as many falls in the mercury of the business thermometer, and a corresponding descent on the stairway of progress. In either case, the causes, both of going up and coming down, are likely to be put in the scales and weighed, and where continuance is a virtue and repentance a necessity, the totals of the ledger are the missionaries of the hour.

Here common sense or folly are made manifest; indiscretion or carelessness are epitomized in cold arithmetic; mistakes, like the maternal hen, mark the difference between the chalk and the legal egg in the production of poultry and the prospects of a sale in the market. Disappointments, as unavoidable as a change in the weather or the record of a ballot box, are more or less the thorns that are left in every annual crop. Customers are not always what they promised to be; the keg was new but the cider sour. Their promises were gilded, but their pay invisible. Debts remain on the books where their claim on immortality is beyond dispute, while markets, like men, are not always what they seem. Dishonesty, misplaced confidence, and salaries without equivalent, have all made their raids on the expense account, with a solitary cipher at the foot of the column. These things, like the population of Noah's ark, represent a variety, both of freight and passengers, all which are unloaded by the business man at the close of the year.

Some men profit by these experiences;

others, if the wiser, are never the better. Enough, however, is annually discovered to make a wise man reflective and his *vice versa* regretful. Success in but few instances is a result of accident or indifference. It has its laws and conditions, both economic and moral, and their violation has its punishment, no matter whether the furniture of an office or the cash of the sinner. In the morals of business there are no revised edition, or wrinkles of age or decay. They are as immutable as the multiplication table, and no man can reverse either their potency or consequences. The idea that business integrity, conscience and square dealing are no longer factors in prosperity, may find now and then a room to rent in a commercial hat, but we question whether the average business man, however much he may ignore his duty, has any honest doubt of the right way being the best.

In business methods and conditions there are, however, continual changes, and it is always here that the uninformed or the negligent find themselves at the wrong end of the kite. For this obtuseness and shortsightedness there is practically no valid excuse. Every trade has, in these days, its own journal. Here the man most interested can secure all the information he needs, and for what is after all but a nominal sum per year can secure the education not obtainable elsewhere at any price. The opportunities of advertising are equally as available. When judiciously appropriated, the results are unanimous in favor of the man who appreciates the value of printer's ink. In this direction, as in all others in which methods improve with time, the scope and importance of advertising is continually increasing. Readers are not now, as of old, in a minority, nor is the circulation of a trade journal limited to a solitary mail bag or the boundaries of a county. In this means of increasing business one may find its results on the smiling side of his ledger. In fact, all causes that lead to business expansion and success are more or less legible to the man who makes up his mind to profit by the lessons of his ledger.

## JIM ALLSPICE.

## First Trip Out the New Year—Variegated Experiences.

WRITTEN FOR THE TRADESMAN.

Say, boys, when you have left the house for your first trip out over the old territory for the first time in the new year, with the counsel, advice and, to put it stronger, with the positive instructions of your financial "Say" of the house mingled with your marked statements of the bookkeeper as to the line to be pursued regarding your customers that are on the wrong side of the ledger, as you look them all over, don't you just wonder how and what will be done to keep peace and trade in the family?

From the first of your customers to call on you have positive instructions to get "money or blood," and he is your personal friend, the one man of all on your route to assist whom you would put your hand in your pocket. "What am I going to do," you say. But face the music you must. So, with your heart in your boots and your usual courage in your side pocket, you enter his store; and if the church bell would only toll, you could attend a funeral with relief,

rather than shake hands and wish him a "Happy New Year." You feel more like hitting him right there and jumping into a first-class "scrap" than proceeding to business. After a few minutes' conversation, you are almost paralyzed by his asking for his statement and saying that he guesses he'd better fix that up before giving you an order. Then and there is the one time in your life when you would like to have that bookkeeper out behind the store and make him eat, one by one, the many statements and pushing letters he has sent you repeatedly concerning this customer, asking if you thought you had not lost your senses in still selling him. Your last interview with him regarding his account was not very bright, and, now that he is prepared to "fix it up," you are as greatly surprised as if you had drawn a prize in the lottery. After a diligent search among your statements, you finally find it, and, when he counts the proper amount in good crisp bank notes, to balance the account in full, you can control yourself no longer, but ask him where did he "catch on." He tells you he finally sold his piece of pine land up North and is now in good shape. You wonder what the house will say when you send in his first order and the cash to balance.

But you soon find that collecting and selling on the rest of your route is like a checkerboard, but with quite a few extra black blocks added. Some of your old regular customers have changed partners and are going to try other houses for a change. The most humiliating of all is to find that your old enemy and rival, Tom Brown, has been just two days ahead of you for his new house, and has opened up with some leaders that have captured the best part of the trade, while no particular prices on lines you may have to offer seem to offset his, and you are compelled to rub down among your cost marks, to convince the boys that you are still "in it" and can do business at the old stand.

While you look at the blue side, what 'liven's you up more than to have a firm that has never given you an order call you in on your first trip and say, "Well, I am going to try your house, and I will give you a trial order." That offsets all past negligence at once, and the way you elaborate the peculiar whys and wherefores of your house is a caution, and you feel ready then and there to forgive them for all unkind remarks in the past.

But, when you strike the next town and find that the old firm of Smith & Brown has "busted," you are right in it, coat off, and, with your village lawyer, proceed to take a hand in by an attachment at once. If by luck you are first, you simply wait for developments—or someone connected with the family to come along and dispossess you of possession—or you entertain a proposition from the firm to settle.

Years of this kind of work have no terrors for you, and you rather enjoy your meals and the situation, while the other fellows do the walking and fretting. The regular customers in each town are glad to see you, the usual orders are booked, and, after getting through at the last town and you figure up your sales and collections you say, "Well, might be worse. Next trip will certainly be better." You are contented to say, "Will see you again in 30 days."

JIM ALLSPICE.

## Married Salesmen Preferable.

"The fixing the salesmen's routes of late so that they can spend their Sundays as frequently as possible at home is generally ascribed to the concerted effort of the salesmen themselves in that direction," said Ed. Haase, of the A. C. L. Haase & Sons Fish Co., St. Louis. "While it is true that the traveling men are so appreciative of home comforts and enjoyments that they are exceedingly eager to travel in territories that will allow them to spend one day a week, at least, with their families, the fact of the matter is that the employers are just as anxious to secure this end as are the salesmen. As a rule, a manufacturer and jobber prefers to employ married men to represent them on the road. This doesn't mean that the benedicts are any more devoted to business, or any more trustworthy than the bachelors—as far as their work goes—but it is an acknowledged fact that a man with a family looks more to permanency than does the young man who has no one depending upon him for support. But there is a reason aside from this that favors the salesman in his endeavors to keep as close to home as possible, and that is the knowledge the employers have in the importance of a day of rest once a week. It may be said that the salesman can rest just as well at a hotel as he can at home. If resting consisted only in sitting idly around, or in reading the papers, or Haggard's novels, this might be the case, but there can be no true rest without recreation. The business man who can get his mind completely off of business affairs one day out of seven, is better able to do effective and thoughtful work than he who is forced to think constantly of his trade requirements. There is no idea more ridiculous than that there is rest in sitting indolently down with folded hands. The mind is never so busy as when we try to keep it from working. If we go to our homes after a day of hard labor, and throw ourselves into an armchair, our thoughts will turn to our business, in spite of all we can do. If, however, we pick up the evening paper, or get interested in some light novel, we will forget all the anxieties and cares of a responsible pursuit, and for a few hours, at least, our brains will have the much needed rest. The salesman who can devote his Sundays to his family starts out on Monday with an ambition and a vim that will carry him nearly through the week. Indeed, it will carry him through the week, for as he begins to tire out the thought of the Sunday ahead of him will buoy him up, and sustain him through all vicissitudes. The salesman, however, who has nothing to look forward to except a Sunday at the hotel, can only hope for a congenial crowd, and even if his hopes are realized, the chances are that the congeniality of the crowd will display itself in such a way that the day of rest will result in exhaustion and depression rather than a building up and mental stimulation. With all deference to the industry and ability of the unmarried salesmen—and their success, good humor and wit are such that I take off my hat to them—I must say that they have a much harder time than their married brethren."

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

**Gripsack Brigade.**

A State division of the T. P. A. has been established here by the election of Geo. F. Owen as President and James B. McInnes as Secretary and Treasurer.

Henry M. Northrup, for the past three years with the Wells-Stone Mercantile Co., at Saginaw, has resigned his position to accept a position as traveling salesman for H. Werner & Co., of Detroit.

The annual meeting of Post E, Michigan Knights of the Grip, will be held at the New Livingstone on Jan. 28, at 7:30 p. m. It is expected that every member of the organization will be present at that time, as officers are to be elected and a program outlined for the ensuing year.

Homer Klap, formerly engaged in the grocery business on Ellsworth avenue, has engaged with the Ball-Barnhart-Putman Co. as city salesman, the engagement to date from Feb. 1. Homer is an active and energetic worker and his friends will wish him success in his new undertaking.

Frank W. Boor, traveling representative for the Schulte Soap Co., of Detroit, was arrested in Battle Creek last Wednesday for the alleged embezzlement of several hundred dollars and Detroit officers were notified. During the afternoon Boor, who had been placed in charge of a deputy sheriff, was permitted to go to his room in the Williams House. He skipped out, going to Marshall in a livery rig, where he was subsequently apprehended and taken to Detroit for examination.

H. F. Jones, General Manager of the Fermentum Compressed Yeast, was in town three days last week, accompanying General Traveling Agent Winternitz on his quarterly inspection of the Grand Rapids Agency. It was Mr. Jones' first visit to the Valley City and he was agreeably surprised at the commercial importance the market has acquired. Mr. Winternitz remained in town until Saturday, improving the opportunity to call on many of his friends among the trade, from whom he received a warm welcome.

Sam. B. Morrison, formerly traveling representative for the Olney & Judson Grocer Co., but now on the road for the Wells-Stone Mercantile Co., of Detroit, with headquarters at Grand Forks, N. Dakota, writes his brother here the following amusing circumstance in connection with one of his customers: Grand Forks, N. D., Jan. 11—1 wrote you a few lines from Duluth and told you then that I would write more when I arrived here. The reason I have not done so is that I have been laid up. On my way back from Duluth I made a small town on the N. P., and then found it necessary to drive to another town in order to get in as I wanted. My friend in the small town wanted me to take a package of gammel ost to his brother in Grand Forks and I agreed to do so. This will be a long story but I will make it as short as possible. Gammel ost is a cheese, a product of Norway. I think he is the father of limburger—at any rate he is much stronger and more aggressive. I found a man to drive me to the other town and put Mr. G. O. under the driver's knees, and we went dashing over the prairies at the rate of about two miles an hour. I wish you could have seen that team. It was composed of two ramshackle creatures, which the driver in a moment of enthusiasm referred to as "horses." It was not long before the heat from the

driver's legs began to warm up Mr. G. O., and Mr. G. O. got up and began to spoil the ozone. After a while, I asked the driver if he was sick and what was the matter. He pulled up his team, got out into a snowdrift and examined himself all over, even to the soles of his moccasins, and then got into the cutter, (by the way, he was a "frog eater" or Frenchman). The first thing he said was, "It is dem d—n horse. I drive dem horse two year and dat not happen before." By this time, Mr. G. O.'s influence had reached "dem horse," and they increased their speed to three miles an hour. I thought it would be a good thing to compliment him on owning so good a team and did so. It seemed to please him and he said, "Dere is the best two d—n horse in this country for hunt. Dey go out on de prairie and point de blackbird all by deirsef." By this time we had reached the town where I wished to go, and he left me with tears of joy (?) in his eyes. The train was just about due, and when I got in I put Mr. G. O. in a seat about the middle of the coach and took a seat in the rear myself. In a short time Mr. G. O. got up and began to kick about the train service, etc., and it was not long before Mr. G. O. and I had a private car, the passengers all leaving us and going into other coaches. I told the conductor, who for a long time worked on the M. C., all about the matter and he pretended to think it a good joke, but for all that, he would come through the coach on the run, and I think the brakeman once tried to climb over the top of it. Well, I finally got Mr. G. O. to his destination and left him. I then began to feel sick. I seemed to need his stimulation, and this is how the rest of the matter seemed to me: Mr. Roast Beef got up on a table in my stomach and proclaimed himself the main factor in my sustenance. Messrs. Pork & Beans at once called him a liar, and a nasty fight occurred then and there, with Mr. Onion as referee and Ham & Eggs as time keepers. It came to an end at last and they all agreed on demanding a higher place in my anatomy than that in which I had placed them. I did not know at first but arbitration would be the right thing, but, on Mr. Onion's insisting on occupying a position in my throat, I decided that a "lock out" would be in order and so let them go. And where are they? "Ask of the winds that far around with fragments strewed the prairies." I have since been, and am now, gorging myself on weak tea and dry toast. I have written this with a 'steal pen,' but the story is true just the same."

**The Drug Market.**

Opium is easy and unchanged.  
 Quinine is weak but not notably changed.  
 American saffron is about out of market and is very high in price.  
 Sabadilla seed is also scarce and higher.  
 Balm of Gilead buds have advanced.  
 Chlorate potash is lower.  
 Bromide potash has advanced.  
 Paris green is now quoted as follows:  
 Arsenic kegs..... 11½  
 125 to 175 lb. kegs..... 12  
 14, 28 and 56 lb. pails..... 13½  
 1 lb. tins..... 14  
 ½ " "..... 16  
 ¼ " "..... 18  
 An advance is probable soon.  
 If pork goes up much higher the hog will soon be out of sight.

**P & B OYSTERS P & B**

Stock is very scarce and what little there is to be had is held at ridiculous prices. We sold last week at \$1.70 per gallon and prospects are that there will be no decline for at least two weeks. But no matter what the price may be the P. & B. brand will lead in quality and measure.

**THE PUTNAM CANDY CO.**



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.



**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.



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

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

**Michigan State Pharmaceutical Ass'n.**

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

**Grand Rapids Pharmaceutical Society.**

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

**Evolution in Business.**

D. T. Mallett in Business.

Business life may, for the mere sake of illustration, be compared to the development of a tree. The first matter to be considered, in either the planting of a tree or the starting of a business, is the vitality of the roots. Does the scheme, the idea, or the plan show evidences of sufficient force to carry it through the first season of growth? Will it secure for itself a hold upon the foundations of growth which lie below the surface? If the plan has inherent force and seems full of promise, then comes the question of location. A tree which requires moisture at its roots will never prosper on the desert, and so a business which depends for its support upon a certain set of circumstances must be planted in its own environment. After the location has received careful thought and been finally determined upon, comes the problem of growth. The sun shines, the rain falls, the wind blows alike upon the business and the tree. One day all seems bright and hopeful, the wheels run in their grooves without a sign of friction, and success is in the air. Another day the fierce winds of opposition shake the very roots, and disaster threatens the life of the enterprise. Then comes the strain of effort and the test of the ability to hold the success attained. Still another day and the dismal rain of dull times hangs like a fog of hindrance upon the business and opposes its growth. The tree, however, survives the storm and lives to find another day of sunshine, and while a weak branch or two may have fallen to the ground, the trunk is sturdy and new twigs are climbing upward.

The business man, like the tree, may find in the forces of opposition and the discouragement of dull times a severe test of his strength; but if close profits teach him the need of true economy, and competition the necessity for increasing his efforts, he may survive the ordeal and become a better merchant for the trial. The tree, again, is always growing, it is never satisfied with the breadth of its branches or the depth of its roots; so the business man who succeeds is tirelessly broadening his field of operations; ever on the alert for new ideas and methods. The whole essence of business success consists in keeping abreast of the times. It takes an all-round business man to detect the changing methods which daily creep into every line of commercial life. Stand still to-day and to-morrow will find you behind the current of events—the only safety lies in progress. Then the growth must be symmetrical; it must not lean too heavily in one direction and endanger the foundations. The tree whose branches spread to the four points of the compass gathers force as it grows, it could never stand in the face of the storm if its limbs all grew in one direction. The wise business man will not risk all his resources in one line of effort, but will spread his operations. He will not deprive his main business to foster some outside venture; the tree does not enlarge its limbs at the expense of its trunk.

The tree grows slowly, and its growth is steady. It does not attempt to become a full grown tree in a single night, neither can a business firmly establish itself except through patient effort. "Make haste slowly" is an old saying, and sometimes forgotten in these modern days of

great fortunes accumulated in a single life-time, but its truth is plainly evident in the thousands of wrecks which have resulted from ignorance of its wisdom. Making a right start in the right direction is the foundation of all success, for "As the twig is bent the tree's inclined."

**Mercantile Credits.**

From the American Grocer.

The question of mercantile credits is one that should command the attention and thoughtful interest of all who are engaged in banking, commercial, manufacturing or other pursuits in which operations of a greater or less magnitude are largely based on confidence, and although there is no feature of any business more prominent as a factor in its success or failure, or more difficult of successful management, it is a fact that there exists less general knowledge upon the subject than upon other questions of equal importance, and upon no question of such daily and ever present contact is so little written.

The present system of mercantile credits as practically applied, has developed in recent years to a great extent, and there may now be found in the leading business concerns and manufacturing establishments of the country an organized and completely equipped credit department, upon which rests the responsibility of avoiding losses by bad debts—a source of serious danger that is a constant menace, and one that is not infrequently the "hidden rock" upon which some unfortunate commercial craft is hopelessly wrecked.

The successful credit man should be an apt student of human nature, possessed of natural tact, which combined with the element of caution in a fair degree, and good judgment ripened by experience, enables him to "steer clear" and avoid more than a reasonable share of losses by bad debts. He must have the benefits of a training and experience that no other field affords; be well informed on general topics, and keep posted as to the success or failure of important interests in all sections in which his house is doing business. He must investigate and study the cause and movement of "booms," and their effect on the locality directly affected, always keeping a weather eye of watchful solicitude on accounts in such localities, opening no new accounts with dealers who are inclined to speculation, or whose interests are likely to be adversely affected by the changed conditions. Likewise, he must be alive to possible unfavorable changes in the condition of all customers of the house, and especially so in cases where sudden disaster or depression occurs, whether from strikes, epidemics, floods, poor crops or other causes, and can often show commendable ability by the prompt application of tact and judicious management in "getting out" safely from threatened and impending failures.

Another feature of equal importance with that of the credits is the proper management of the Collections, and in the leading houses this branch is under the charge and general direction of the Credit Department, which gives special attention to the slow and unsatisfactory accounts, in which field there are frequently daily opportunities for the exercise of tact and shrewdness, which are necessary to escape serious losses.

The duties devolving upon the credit department are laborious and exacting, beginning with the opening of business, and in no department is there required a greater amount of close and intelligent application, or where the quick exercise of good judgment is oftener demanded, as well as the absolute necessity of a constant, unflagging, systematic vigilance.

**MICHIGAN****Fire & Marine Insurance Co.**

Organized 1881.

DETROIT, MICHIGAN

**CINSENG ROOT.**

We pay the highest price for it. Address

**PECK BROS., Wholesale Druggists GRAND RAPIDS****GRAND RAPIDS BRUSH CO.,**

Manufacturers of

**BRUSHES.**

GRAND RAPIDS, MICH.

Our goods are sold by all Michigan Jobbing Houses.

**Unlike the Dutch Process****No Alkalies**

—OR—

**Other Chemicals**

are used in the preparation of

**W. Baker & Co.'s****Breakfast Cocoa,**

which is absolutely pure and soluble.

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

**W. BAKER & CO.,** Dorchester, Mass.**Empress Josephine Face Bleach**

Is the only reliable cure for freckles and pimples.

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

**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.****T. H. NEVIN CO.'S****Swiss Villa Mixed Paints**

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

**Hazeltine & Perkins Drug Co.,**

STATE AGENTS

**GRAND RAPIDS, MICH.****La Grippe**

may 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. Unequalled 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.**EATON, LYON & CO.'S**

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

**Stationery**

—AND—

**Sporting Goods**

20 &amp; 22 MONROE ST.,

**GRAND RAPIDS.**



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.

Main table of grocery prices including categories like AXLE GREASE, BAKING POWDER, COFFEE, CRACKERS, DRIED FRUITS, etc.



SPICES.

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

Scouring.

Table listing scouring materials and their prices, including Sapollo, SUGAR, and various types of Syrups and Sweet Goods.

Table listing tobacco products and their prices, including Banner Tobacco Co.'s Brands, Scotten's Brands, and various types of Meats and Fish.

Table listing various goods and their prices, including Bologna, Pork loins, Sausage, Mutton, Veal, and various types of Oysters and Fish.

Table listing shell goods and their prices, including Oysters, Clams, and various types of Paper and Woodenware.

Table listing poultry and their prices, including Local dealers pay as follows, and various types of Creams, Almonds, and other food items.

## GROCERY METHODS IN HOLLAND.

What Thorough Training and Practical Experience Will Do.

To be "Jack of all trades and master of none," seems to be the great American idea as to what constitutes a proper preparation for earning a livelihood and securing a share of the good things of this life. These "Jacks" stand no chance in the race for success with skilled and thoroughly trained competitors. In no mercantile pursuit do we find so many "Jacks" as in the grocery business, and in every one hundred so engaged it is safe to say that fully 95 per cent. are incompetent. They have had no previous training whatever, and but a few of them ever tied up a pound of anything before they commenced to puddle around amongst their own goods. No wonder this 95 per cent. fail. The wonder is not that so many fail, but that so many stand ready to sacrifice themselves by rushing in to fill up the ranks as, one by one, they throw up their hands and go under. To succeed in the face of this wholesale slaughter, requires skill and tact. To be able to manage a grocery business in such a way as to make a brilliant success of it, and that right in the midst of twenty concerns that run themselves without the least regard to business principles, requires a knowledge of the business and a rigid discipline such as but few young men in this free and easy country of ours acquire. Young America lacks the patience to secure the necessary knowledge, and he loves his liberty, not too wisely but too well, to submit to the necessary discipline in fitting himself for so simple a thing, apparently, as the managing of a grocery store. He prefers to take his chances with the crowd, and, when he pulls in with the successful few, it is due more to a lucky accident than to anything else.

Peter Schuit, the Ottawa street grocer, presents a striking example of what an early practical training in the grocery business will do to insure success. Fourteen short years ago, Mr. Schuit commenced business in Ottawa street with a capital of \$50. To-day he is worth about \$15,000 and is yet a young man. Peter, as he is familiarly called, is a grocer from the ground up. There is nothing magical about his success—he simply knows how to run a grocery store and he runs it. He knows what to buy, when to buy and how much to buy; and although not a large man, he never permits any other man to "sit down on" him in the management of his own business. Mr. Schuit is a social, pleasant gentleman with whom to converse, and he is brimful of information on all matters pertaining to the grocery business. While talking with a reporter for THE TRADESMAN, the other day, on old country business customs, he kindly vouchsafed the following information:

"A grocery store in America is quite a different sort of an institution from a grocery store in Holland. Our tea stores are very much like the old country grocery stores in appearance. Here a grocery store is a combination of what, in Holland, would be four separate and distinct kinds of business, namely, a grocer, a dealer in green fruits, a vegetable dealer and a dealer in butter, eggs, cheese, soft soaps, etc. The Holland grocery, being free from these other lines, is much neater and cleaner, of course, than the stores in this country.

"In one sense, the Holland grocery has attached to it a sort of factory feature, that is, a large amount of labor is expended in preparing the goods and putting them in proper condition for sale. Goods do not go out of the store in the same condition in which they come into it, as in this country; for instance, currants, raisins, rice, teas, sugars, etc., are received in condition, just as they are here: but the currants and raisins must be cleaned for the table; the rice must be sifted and screened, making several grades at corresponding prices, and the sugars must be kept free by pulverizing, in order that they may be easily handled and readily mixed. A grocer is supposed to be able to duplicate, by mixing, any sample which may be sent to him by a customer. In teas he must also know how to sift, mix and grade to suit his customers. Coffee is always bought in the green state and roasted by the grocer. The roasting process is more perfect than that in vogue in this country. A full hour is required for the roasting, and the cooling should be gradual. The roasted berry is larger and more uniform, which proves the superiority of the Holland process of roasting. The Holland grocer makes his own cocoa and chocolate. He buys the cocoa seeds or beans, which are about the size of a peanut, and roasts, pulverizes, melts, flavors, sweetens and manufactures them into different articles of cocoa and chocolate. The Holland grocer uses buckwheat flour in making his chocolate paste, which is better than the rye flour used in this country.

I tell you, a grocery clerk has something to learn in the old country. He must not only devote three years of his time, but he must pay for the privilege beside. Wealthy fathers sometimes pay as high as \$600 to get a son into a good grocery house to learn the business. As the apprentice receives nothing but his board and washing, the father has to keep him clothed for three years, in addition to the sum paid for instruction. Of course, such an apprentice has it easier than one who only pays \$300 and puts in full work. I learned my business in one of the best grocery houses in the city of Amsterdam. I paid \$300 for the privilege of working three years for my board. The house employed quite a force of clerks, and we all wore a white uniform with aprons. We worked from 5:30 a. m. to 11:30 p. m., and on Saturday nights until 1 o'clock Sunday morning. At this hour, women employes came in to scour up everything, and a detail of clerks alternated in remaining to assist in moving barrels and other heavy articles. This weekly scouring lasted until 3 o'clock Sunday morning, and yet the week's work was not completed, as the stores did not close on Sunday. The only difference between Sunday and any other day was a lighter trade, which required a smaller force of clerks, and this made it possible for us to have every second or third Sunday to ourselves. The only way we could get a half-holiday during the week was by putting in extra Sunday work.

"After completing my apprenticeship, I was employed and finally became head clerk at the princely (?) salary of \$150 per year. This was the maximum wage, the minimum being about \$60, and the average received by grocery clerks would not exceed \$80 per year, board, of course, included."

Mr. Schuit related a little experience he had as a member of a grocery clerks'

## 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.

### McDowell's Metal Polish.

Same as Putz Pomade, only in liquid.

This is the only Putz Liquid made.

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

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

Trade supplied by

STRONG, COBB & Co., Cleveland.  
FARRAND, WILLIAMS & CLARK, Detroit.  
HAZELTINE & PERKINS DRUG Co., Grand Rapids.  
FOSTER, STEVENS & Co., Grand Rapids.

THE McDOWELL METAL POLISH CO.,  
DETROIT and GRAND RAPIDS.

Beware of all polishes claiming to be Putz Liquid. This is the only one made. Look for our trade mark "PERFECT." Genuine Putz Pomade is known as "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.





union in the old city of Amsterdam, a quarter of a century ago, which shows that clerks' unions are not quite so modern or peculiarly American as some might be inclined to suppose.

In answer to a question, Mr. Schuit said: "Oh, Yes, the trade was bothered more or less by price cutting competitors. That reminds me of a funny incident relating to price cutting. A German opened up a grocery store in our vicinity, and being very anxious to catch trade, he cut a cent or two on coal oil.

Honor and stability go hand in hand, and Mr. Schuit but adds to the general opinion held by our foreign born citizens generally, when he asserts that honor and stability are more sought after and more highly prized in the old country than in this.

"What about the machine you devised or invented to dress up and convert old currants into nice new fresh fruit, Mr. Schuit?"

as a machine is concerned. I called it a machine at the Grocers' meeting, because I couldn't just think of the proper English word to use. The only known perfect process, whether done on a large or on a small scale, is handling and sifting; and this will not convert old fruit into new, but it will clean currants and fit them for the table, whether they are old or new.

"What does it cost to clean them?" "Well, I can clean them at a cost not to exceed \$2 a barrel, or less, or about three-fourths of a cent a pound.

Mr. Schuit will probably give a practical demonstration of his sifting and cleaning processes in the near future.

A Poor Beginning.

From the Commercial Enquirer.

Young men who hope to be business men should be extremely careful to start right. Business habits when formed and solidified by practice are difficult to change.

In the course of business we came across an incident the other day that serves to illustrate some things. A young man, after several years in the employment of a well-known and honorable house, requested to be released from his contract for a term of service which would end only with the year.

Now, the cases are comparatively rare in which a man does a very wrong act without any previous acts of unrighteousness on his part. Even errors of judgment sometimes pave the way for venial offenses later on.

It is said that this man had conducted the firm's business on the road in a loose manner. In the desire to make sales at all hazards he would give customers cut prices, not daring to confess that he had undersold rates.

Looked at merely as a matter of policy, such performances are in the last degree foolish. The concealment attempted was necessarily short-lived.

"Well, if there's any machine about it, it's this," replied Mr. Schuit, holding up both hands. "Do you see that?" he added, pointing to a common looking sieve. "That's all there is of it, so far

confuse business relations. One of the first and indispensable conditions of continuous and satisfactory trade is a clear and cordial understanding between the seller and buyer. The traveler's duty in great measure lies in the development of this happy condition.

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 catarrh that cannot be cured by the use of HALL'S CATARRH CURE.

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

A. W. GLEASON, Notary Public.

Hall's Catarrh Cure is taken internally and acts directly on the blood and mucous surfaces of the system. Send for testimonials, free. F. J. CHENEY & CO., Toledo, O. Sold by Druggists, 75c.

"The Kent."

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

BEACH & BOOTH, Props.

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, 6 50am, 10 20am, 3 25pm, 11 00pm.

Table with columns: Trains Leave, \*No. 81, +No. 11, +No. 13. Rows include Lv. Detroit, 4 45pm, 6 50am, 10 50am.

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

Grand Rapids & Indiana.

Schedule in effect November 20, 1892.

Table with columns: Trains Going North, Arrive from Leave going South, North. Rows include For Cadillac and Saginaw, 7:30 a.m., 1:10 p.m.

Table with columns: Trains Going South, Arrive from Leave going North, South. Rows include For Cincinnati, 6:30 a.m., 10:05 a.m.

SLEEPING & PARLOR CAR SERVICE.

NORTH 1:10 p.m. train has parlor car Grand Rapids to Potosky and Mackinaw. 10:10 p.m. train—Sleeping car Grand Rapids to Potosky 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, Lv. Chicago, Arr. Grand Rapids. Rows include 10:05 a.m., 3:00 p.m., 6:50 a.m.

Muskegon, Grand Rapids & Indiana.

Table with columns: For Muskegon—Leave, From Muskegon—Arrive. Rows include 11:25 a.m., 4:40 p.m., 5:30 p.m., 9:05 p.m.

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

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

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

GOING TO CHICAGO. Lv. GR'D RAPIDS, 8:50am 1:25pm \*11:35pm Ar. CHICAGO, 3:55pm 6:45pm \*7:05am

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

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

TO AND FROM MUSKEGON. Lv. G. R., 8:50am 1:25pm 5:35pm 8:45pm Ar. G. R., 10:45am 3:55pm 6:55pm 5:25pm

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

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

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

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

RETURNING FROM DETROIT. Lv. 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. 7:30am 4:15pm Ar. G. R. 11:50am 11:00pm

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

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

Toledo, Ann Arbor & North Michigan Railway.

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

VIA D., L. & N. Lv. Grand Rapids at 7:15 a.m. and 1:00 p.m. Ar. Toledo at 12:55 p.m. and 10:30 p.m.

VIA D., G. & M. Lv. Grand Rapids at 6:50 a.m. and 3:25 p.m. Ar. Toledo at 12:55 p.m. and 10:30 p.m. Return connections equally as good.

W. J. 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.

**Grand Rapids Retail Grocers' Association.**

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Protective Brotherhood hall on Jan. 16, the application of Huttinga Bros., grocers at the corner of North Coit avenue and Ann street, was received and accepted.

The Committee on Trade Interests reported a change in the retail price of granulated sugar, which went into effect on Jan. 9. The report was accepted and adopted.

The Committee on Flour and the Committee on Roll of Honor both reported progress and asked further time to complete the work entrusted to each Committee, which was granted.

J. A. Smits read a paper on the subject of "Exemptions," which was well received. On motion of E. J. Carrel a special committee was appointed to take the matter under consideration and report a plan of action at the next meeting. The chair appointed as such committee E. J. Carrel, J. A. Smits and E. White.

E. A. Owen read a paper on the "Question of Hour," which appeared in full in our issue of last week.

Peter Schult then described his method of cleaning currants, exhibiting the sieve by means of which he claimed to be able to thoroughly cleanse the most unclean fruit at a cost of about one-half cent a pound. The talk was well received and the subject will be taken up for further discussion at some future meeting.

The President then announced the special subject of the meeting as "The Necessity of Organization Among the Retail Trade," and called upon several representatives of the wholesale grocery trade to present their ideas on the subject, after the secretary had read the following letters of regret from those who were unable to be present:

FROM MR. BALL.

It is a matter of much regret that absence from the city will not permit my being at the meeting to-morrow evening. You understand how heartily in favor of organization I am and that my good wishes do not end with the jobbers' association. Certainly, if any line of busi-

ness is in need of the benefits resulting from closer fellowship, the retailing of groceries is, and it has been a matter of pride in my visits to other cities in the State to refer to our home dealers as men who are progressive and have realized and put into practice business principles which have resulted in reducing illegitimate cutting and slashing to a minimum.

I hope to have the pleasure of attending the next meeting of the Association, and feel sure that its labors will result in much good to us all.

Sincerely yours, FRED H. BALL.

FROM MR. MUSSELMAN.

It is a great disappointment to me not to be able to meet with you this evening, but illness in my family prevents me. I want to say to you and want you to say to the men at the meeting that the benefits of organization will only appear clear as they get more thoroughly interested in the work of reform. That much is needed, all will admit. That there is a remedy for many of the evils must appear to every thinking man provided the majority will take hold of the work. One or two can't do it, but fifty loyal, manly, reliable dealers can accomplish almost anything they wish, provided they are patient. I am sure the jobbers will support them in any way they may be asked to within the bounds of reason. There is no class of men who work harder than the retail dealer, and they are entitled to a legitimate return for their labor.

This can be secured by co-operation and concerted action. Don't say "What's the use?" That is not the sentiment of a good business man. Then another thing: It will do these merchants good to meet frequently and look into each other's faces. They will find each other better fellows than they thought, and many little annoyances explained, which, without such meetings, would grow into lack of confidence and maybe hatred. I am extremely sorry I cannot be with you for there are many things I should like to say that would, I believe, encourage this movement, for it is dollars and cents to everyone to keep it up and increase the field of operation. With a kind greeting to all, I remain,

Yours truly,

AMOS S. MUSSELMAN.

FROM MR. JUDSON.

On account of important business calling me out of the city, I will be unable to attend the meeting of your Retail Grocers' Association this evening. I wish to say to the Association, however, through you, that I am in sympathy with their work, and sincerely hope their united action will accomplish the good results anticipated.

Yours resp'y,

WILLIAM JUDSON.

FROM MR. LEMON.

In answer to your kind invitation to be with you this evening at a meeting of the Retail Grocers' Association, to confer and talk with you on the necessity of organization among retail grocers, I am really very sorry to state that another engagement calls me out of town to-day and utterly prevents my being with you to-night. I wish, however, to put myself on record as saying that I am strongly in favor of this organ-

ization, because it is right and necessary to perfect such, in order to secure that unity and harmony of action, the existence of which is nowadays absolutely necessary among merchants engaged in any particular line of merchandising, whether in a wholesale or retail way, in order to insure self preservation, and with that a fairly remunerative profit for the amount of money invested, the necessary risks taken, the personal devotion absolutely necessary to the success of any business.

Perhaps I could give you no stronger proof of my unqualified belief that organization among retailers as well as wholesalers is absolutely necessary to meet the requirements, and act in harmony with the spirit and conditions of the time in which we now live and do business, than to say that I leave to-day to attend a meeting of representative wholesale grocers from Ohio, Indiana, Illinois and Michigan, to be held in the city of Chicago to-morrow, which meeting will have for its object the solidifying and perfecting more thoroughly an organization which means a more uniform system or plan of transacting business in this and neighboring states than has heretofore existed—something which will be hurtful to none, but beneficial to all.

Say to the retail grocers of this city that they shall have my hearty support in any and every way in which it can be engaged for the good of the retail grocers of Grand Rapids.

Very truly yours,

S. M. LEM N.

Brief and spirited addresses were then made by James A. Morrison, James B. McInnes and Sumner Wells, all of whom advanced cogent reasons why a grocers' organization should be maintained and the membership increased, if the retailer expects to secure the returns to which he is entitled.

On motion of H. G. DeGraaf, the Secretary was instructed to print extra copies of the sugar price lists hereafter and deliver same to each groery jobber, to be sent out with his city invoices.

Treasurer Harris reported a balance on hand of \$577, \$400 of which is invested in a certificate of deposit, bearing 4 per cent. interest. The Secretary reported the receipts of the evening as \$87, which was properly turned over to the Treasurer at the close of the meeting.

On motion of Harry DeGraaf, a vote of thanks was tendered those who assisted in making the meeting so complete a success, and the jobbers and wholesale grocers and their representatives were requested to feel free to attend the meetings at any time.

There being no further business the meeting adjourned.

MEETING OF THE EXECUTIVE BOARD.

At the close of the meeting, the Executive

Board was called together, all being present except Mr. E. J. Herrick. The bill of the Protective Brotherhood for \$12.50, in payment of rent of room from Jan. 1 to April 1, was approved and ordered paid. The salary of the Secretary was fixed at \$50 per quarter, beginning Sept. 1, 1892, payable at the end of each quarter. The Secretary was instructed to keep a solicitor in the field as much as possible, with a view to increasing the membership as rapidly as possible. There being no further business, the Committee adjourned.

**A Hastings Enterprise Saved from Bankruptcy.**

HASTINGS, Jan. 16—It has been a matter of common knowledge for some time that the Hastings Chair & Table Co. was in financial difficulty and that an assignment was likely to occur at any time. Such a crash has happily been averted by the action of a number of Hastings gentlemen. The capital stock has been increased \$28,000 and the whole increased taken by Chester Messer, Richard Messer, Dan W. Reynolds, Clement Smith, Philip T. Colgrove, M. L. Cook and W. R. Cook. This gives these gentlemen control, and they now constitute the Board of Directors, and have the management of the Co.'s affairs. The Messer Bros. own nearly a controlling interest in the City Bank, of which D. W. Reynolds is Cashier, and also stockholder. Clement Smith is the newly appointed Circuit Judge, and has been for years, until he was elevated to the bench, associated with Philip T. Colgrove in the practice of law here. Mr. Colgrove is the leading lawyer of the city. The two Cooks have for some time been doing their best to waive the *Banner*. The same seven gentlemen own the Hastings Wool Boot Co., a very successful institution, the largest of its kind in the country. They are all successful business men, have enlisted in the new enterprise in dead earnest, and will not spare labor or expense to put it on a successful footing. They have the means and disposition to do it, and are by no means novices in the manufacturing business.

# SWARTOUT & DOWNS,

JOBBER OF

# NOTIONS AND FURNISHING GOODS.

41 So. Division St.,

Grand Rapids, Mich.

We are now ready with our Spring line of Pants, Shirts, Overalls, Etc.

# VOIGT, HERPOLSHEIMER & CO.,

WHOLESALE

## Dry Goods, Carpets and Cloaks

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

Mackinaw Shirts and Lumbermen's Socks.  
OVERALLS OF OUR OWN MANUFACTURE.

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

## BARCUS BROS.,

MANUFACTURERS OF CIRCULAR



Equalled by few and excelled by none. All our saws are made of the best steel by the most skillful workmen, and all saws warranted. Burnt saws made good as new for one-fourth the list price of new saws. All kinds of

### Saw Repairing

Done as cheap as can be done consistent with good work. Lumber saws fitted up ready for use without extra charge. No charge for boxing or drayage. Write for prices and discounts.

MUSKEGON, - MICHIGAN

## Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

## Spring & Company.

## Heyman & Company,

Manufacturers of

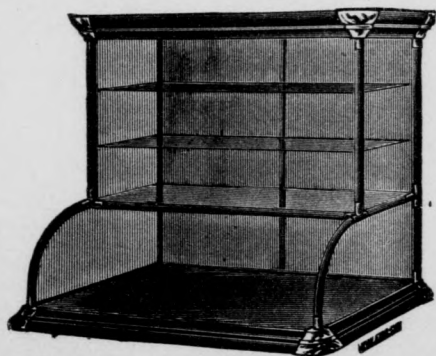
## Show Cases

Of Every Description.

First-Class Work Only.

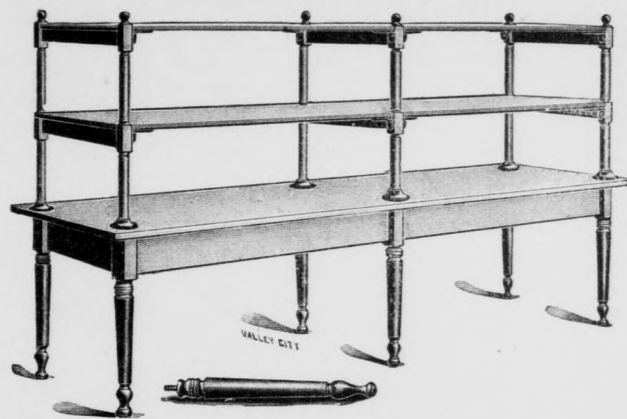
WRITE FOR PRICES.

63 and 65 Canal St., - GRAND RAPIDS.



## CHOCOLATE COOLER CO.,

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### 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.

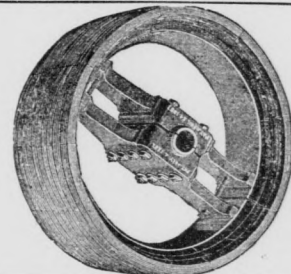
### DODGE

### Independence Wood Split Pulley.

THE LIGHTEST!  
THE STRONGEST!  
THE BEST!

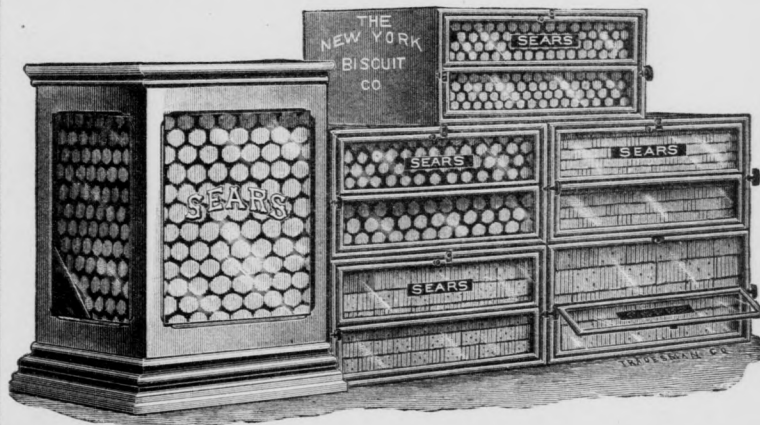
HESTER MACHINERY CO.,

45 So. Division St., GRAND RAPIDS.



### Cracker Chests.

### Glass Covers for Biscuits.



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

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

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

### NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

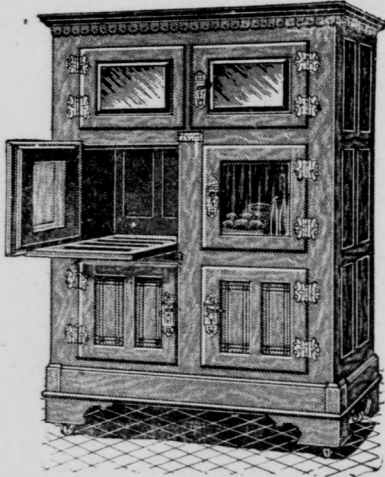
# THE LEONARD Cleanable Cold Dry Air Refrigerators.

Handsome New Styles for the season of 1893 fully illustrated in our No. 110 Spring Catalogue.

**DEALERS,** If there is no agency in your town for this celebrated line of Refrigerators, write us for our No. 110 catalogue and discounts and we will give you the **EXCLUSIVE AGENCY** for the two best lines of Refrigerators made, the

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Removable Flues  
Self-retaining Casters  
Solid Iron Shelves  
Improved Trap



## Leonard Cleanable Challenge

Antique Ash  
Plain Finish  
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All Refrigerators having the improved internal circulation of dry cold air for ventilation must have flues through which the warmest air in the provision chamber ascends to the ice box. This air contains particles of various kinds of foods below which lodge on the inside of the flues and there decay and render the refrigerator unfit for a second seasons use. This difficulty is avoided in the Leonard Cleanable by making one wall of each flue removable, so that every part can be cleaned.

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