# Michigan Tradesman. 

VOL. 10.


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# MICHIGAN TRADESMAN. 

VOL. X.
GRAND RAPIDS, WEDNESDAY, FEBRUARY 22, 1893.
NO. 492


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NEMESIS IN A VILLAGE.
Mrs. Clay was ironing before her kitchen window. It was Tuesday, of course, or she would not have been ironing, and though the month was July she was not much to be pitied on account of her warm occupation, for her stove had been removed to the summer kitchen, a shed adjoining the room in which she worked, and a light breeze was playing over her ironing-table. Seated on the doorstep between the two kitchens was her half-grown daughter Lodilla, shelling peas.
The only sounds in the room were the occasional thump of the iron as it was set down on its stand, or the hiss of a fresh one as Mrs. Ciay applied her wet finger to its shining surface to see if it were hot nough for use.
Under most circumstances Lodilla would have been singing at the top of her voice, but this afternoon she had been kept in to shell peas when she had wanted to go berrying, and sullen rebellion is not a mood in which one sings. She flicked the pea pods over the edge of the pan set to receive them, enjoying this little breach of order though she herself, having to pick them up afterward, would be the only sufferer.
Mrs. Clay herself, though she had vin dicated her authority, was not in a humor for conversation. Her triumph was mingled with resentment that a struggle should have been necessary, and she set her lips firmly together and said nothing when she saw the scattered pods, taking care only not to step on them as she passed. As she went and came in her exchange of irons, she took occasion to glance through the window before her at a charming prospect which, lacking the human element, had no charm for her.
Her house was at the end of the village and from the north windows no other house was visible except the corner of old Martin Banks's cottage up the lane to the right and nearly hidden*by willows.
The village road dipped into a hollow not'far beyond her house, and the presence of a clump of willows on each side the hollow was fair evidence of a stream somewhere in its depths; from this the road mounted again in curves, only here and there visible through the trees, until it reached at last a far-off summit which was to the village children the end of the world, except, of course, to those who had been to Sunbury-they knew better.
Fields of grain, alternating with pasture and bits of woodland, bordered the road, harmonizing with perfect blending and contrasting of color as nature's combinations always do. But Mrs. Clay had no eye for nature or nature's colors, though she said she knew better than to trim a blue dress with red, which was "more than some of the summer boarders did." About 3 o'clock, however, this despised prospect took on a human interest, for Martin Banks's daughter Sarah, the divorced wife of Jim Wingford, cam running down the lane from her father's house, first looking from side to side under her flapping sunbonnet, and finally catch ing it off her head in order to see better
either wringing her hands or wiping them on her apron, Mrs. Clay could not tell which, though she had seized and mounted her spectacles at the first glimpse of a human being, and was now giving her whole attention to the sight. When Sarah Wingford, or Sarah Banks, as she insisted now on being called, reached the road she turned back first to the hollow, from which she soon merged and came on swiftly and disractedly toward the village. As soon as she was within hearing Mrs. Clay made out that she was calling, "Mart! Mart!" "Humph!" she said, with a measure of disgust. "Might 'a' knowed that was it. Perfectly crazy if that youngun gets out of her sight a minute.' Then, her voice softened a little, "I dou" wonder, though. Jim Wingford's des p'rate 'nough for anything, and he was set on havin' the child. Lodilla, you run out an' meet her, an' tell her Mart's gone berryin' with the other children. Do you hear?"' stopping with suspended iron, for Lodilla had not moved.

Yes, ma'am," Lodilla answered, slowly finishing the last pod and beginaing deliberately to pick up from the loor the scattered evidences of her rebelion.
Mrs. Clay turned back to the window. Sarah was evidently in great distress, for she was running faster, wiping her hot face, while her hair was blowing down around her shoulders. "It's all right, Sarah," called Mrs. Clay reassur ingly, and again turning to Lodilla, "Are you going? If you ain't, say so, an' I'll know what to do!" "I'm goin'." Lodilla arose and shook her skirts over the pan of pods, picked up first the dish of peas and then the pan and put them away went to the hook and got her bonnet and put it on carefully and took the longer way around the house to the road.
By the time she reached it she heard her mother calling out to Sarah Banks, who was now quite near, "Are you lookn' for Mart, Sarah? He's all right The Crawford boys and girls come past here and they had him goin' berryin'. 'posed they'd ast you.'
Sarah Banks had been a pretty girl once and a girl of spirit, but the terror in which she had lived by day and that was reflected in her dreams by night had taken away from her both good looks and high spirit, and it was a trembling, nerve saken creature that sank down on Mrs Clay's doorstep and burst into hysterical tears.
Mrs. Clay stood still, embarrassed, aftor she had taken Sarah's bonnet and laid it on the table and put a glass of water to the woman's lips. She was not by nature a consoler, and she seldom at tempted a part in which she felt herself so awkward. Lodilla had come back and stood in the shed door looking on with unsympathetic curiosity. Mrs. Clay vented her feelings angrily upon the girl. "You can go now, Lodilla Clay, berryin' or anywhere you please. I've seen enough o' your peskiness for one aft'noon. Do you hear me? Start!' And as she made a motion forward, Lo-
dilla thought best to start, though her pace slackened, once over the doorstep.
"Always the way," she muttered to herself as she went. "won't led me go when the's anything goin' on outside and sends me away when the's anything goin' on at home."
Sarah's first and hardest burst of tears being over, Mrs. Clay thought it was time to use reasoning.
"Sarah," she said testily, 'you're silly about that child. Why, if you keep on this way you'll be in a'sylum before he's old 'nough to take care of himself, an' what good'd that do? You know well 'nough that the' ain't a man or a woman in the village but what looks out for him, an' you'd hear fast 'nough if the' was any danger. We're all on your side. Why his father couldn't get him with all of us watching out."
Sarah wiped her eyes, but her face did not brighten.
'‘You do' know Jim Wingford's well's I do," was all she said.
"I know he's a desp'rate man, but he has respect for the law, I reckon, an' the law give you the child. An' more'n that, the last I heard o' Jim he was goin' to Californy, an' 1 reely don't s'pose you'll ever see him agin."
"He give out that," said Sarah, meaningly.
"Oh, well, now, Sarah, do give him some credit! Don't be so everlastin'ly s'picious. The's some good in him, if he did treat you mean. Mebse you was little to blame.
The lurking pleasure with which Mrs. Clay thus expressed a long-held conviction escaped Sarah, absorbed in one thought.
"It's too late to think o' that," she said despairingly. "We're nothin' to each other now, an' the boy's mine, an' he's a bad man to torment me so."
"Why, Sarah, he ain't tormentin' you; you're tormentin' yourself. He ain't never tried to git the child.'
"No, but he said he would have him an' what Jim says he means.'
"Well, he'd know better'n to try to git him by foul means, for he knows he'd git a taste o' the law if he did. If I was you, I'd be more afraid $o$ ' the courts than I would o' kidnappin'. Jim's a smart man, an' he might git the law twisted some day so's to give him a claim.'

A new fear tore poor Sarah's heart, but she found some consolation in reminding herself that Judge King at the county seat was her uncle.
She rose from the step, putting on her bonnet and tying the strings slowly with trembling hands. "Mebbe I am foolish," she said, her lips quivering again, "but he's all I got, an' I used to be so happy." Her voice broke and she had to wait for composure before she could say, "If you see the children comin', tell 'em to hurry, will you? I can't help feelin' anxious even now 't I know he's safe."
The village people did not thank each other in words for services of any kind, though their gratitude spoke in other ways; and Sarah's, as she left the house, expressed itself in the offer to bring down some of the currant jelly she had just been making.
Mrs. Clay's eyes followed her as she went up the road slowly. "I mus' be made diff'rent," she said to herself. "If her case was mine, I'd be so mad 't Jim Wingford dassn't come 'ithin three counties o' me. She jes' lets herself be scared to death, 'stid o' scarin' him."

Lodilla's permission to go berrying did not seem to be worth much when it came, but as she walked down the village street and turned off into the road by which the berrying party must have gone to reach Simpson's Patch, her spirits rose gradually, and when she had made up her mind to get even with her mother in cold blood, provided she could keep her anger warm until fit occasion offered for venting it, she cast off her sullenness and began to sing. She had a clear, high voice, and had not yet reached the stage of self-consciousness at which she would be ashamed to sing on a public road; and as she went along the farmers in the fields looked up at the sound and said to one another that "that little gal o' the Widder Clay's had a real good voice-prob'ly sing in the choir some day."
A strange man in a high buggy, who had turned into the road some minutes after her, looked up at the sound, said to himself: "There's a chance; perhaps she'd know something, and urged his horse on to overtake her. He drove a trifle past her, then slackened his pace as if by an afterthought and said: "Want to ride up the hill, little girl?" Lodilla looked up at him suspiciously. "No, sir," she said, walking on slowly. The stranger kept pace with her. "You're Lawyer Case's daughter, ain't you? I was sure of it when I looked at you; you look so much like your older sisters." Lodilla was flattered. Lawyer Case lived in the best house in the village, and his young lady daughters were her especial admiration. "No, I ain't any kin to them. My name's Clay." "Oh, yes, indeed! Mrs. Clay's daughter. She owns that pretty cottage next to old man Banks. His daughter lives with him, don't she? She's a widow with one child." "She ain't a widow. She's divorced," said Lodilla. "Oh, is that so? Pity! 1 remember her as a very pretty girl. Only one child, eh? I suppose she thinks so much of him she keeps him tied to her apron string." It did not occur to Lodilla as strange that the man should know that the child was a boy, though the stranger himself bit his tongue for vexation at his mistake. She was not usually communicative with strangers, or, indeed 1 with any one, but a remnant of spite over the afternoon's humiliations remained with her, and she gave a contemptuous account of Sarah's fright over the little boy's supposed loss, The stranger seemed much interestedhe put several questions, rather irrelevant, it seemed to Lodilla, as to the location of Simpson's Patch, the number and size of the children in the party, and the appearance of little Mart Wingford. He seemed to miss entirely the point of the joke as Lodilla saw it.
Presently he appeared to lose interest in the subject, looked at his watch and said he was going to be late for his train at the county seat, and lifting his hat politely drove on at a good pace, leaving Lodilla looking after him and wondering if she had not been more gracious than was quite proper. At the top of the hill be seemed to turn to one side toward the woods and stop or almost stop, and when he came out into the road again it looked to Lodilla as if there were two heads showing over the lowered buggy-top, but it was a long way off, and she could not be sure. What difference did it make, anyhow? There was an answer to this question later on, when she reached

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Simpson's Patch and found the Crawford children, four of them, scattered far and wide, the girls searching and crying, and the boys searching and accusing each other, all nearly distracted over the loss of little Mart.
"He was so tired when we got him here," said the elder gir), "'t I set down ' n let him go to sleep in my lap, but I couldn't set there all the aft'noon when I had berries to pick, 'n so I spread my apron under his head'n left him there asleep, 'n I stayed right near him, didn't I, Jenny?"
'Yes," said Jenny, with a will to help but a blundering tongue: "you only went away once, to the other side $0^{\prime}$ the patch."
-Well, I thought Harvey was right there."
"That's right. Blame it all onto me!" exclaimed Harvey, much offended. didn't want him to come; I knowed he'd git tired out, but the girls would have it, an' they didn't ask his mother, either. 'cause they couldn't find anybody anywhere 'round the house but Mart."
Lodilla's mind, naturally suspicious, began to put things together.
"Did you leave him where anybody could see him from the road?"
"Why yes; why not?" asked Jenny. "Did you see anybody goin' by?"
"There was a oxcart," said the younger boy slowly.
"Yes, an' a buggy," said Harvey. "But the' couldn't anybody git him 'thout climbin' the fence, an' we'd 'a' heard that."
"The's a teeny, little place where he could 'a' got through by himself," said the elder girl, beginning to sob again. "He's sech a little feller an' as quick's a squirrel!"
"Shut up!" said Lobilla, snapping her lips together as if for an example. "Le's go see."

The four Crawfords led the way, looking down on the ground and indulging in mutual recrimination as they went; but Lodilla did not hear-she was looking right and left for signs of a struggle. The gap in the fence was a "teeny" one, but the mark of the small shoes in the damp clay beneath showed that the four-year-old boy had squeezed through there and got out into the road. They traced his footprints in the dust, and at one place, under some pokeberry stalks, they decided he had sat down upon a stone to rest, for they found at the base of the stone two little holes dug by his heels in the grass. The footprints went only few steps further, and these, alas! led out into the middle of the road, where they stopped. Some person or some vehicle had taken him up, that was plain.
"Didn't he cry?" asked Lodilla, sharply. 'Didn't none o' you hear him screech?" No one had. If he had been carried off by a stranger, Lodilla reasoned, that would have happened-the second man whom şhe had thought she saw in the buggy must have been Jim Wingford, and the child recognizing his father, had probably gone with him willingly. She turned upon the Crawford children savagety. "You'd better be gittin' home an' hide in the cellar," she said; "'you'll all be hung if you're caught. You've let Jim Wingford kerry off little Mart, and his mother'll have the law on you."
The girls and the younger boy burst into wild lamentations, beseeching her not to tell on them, but Harvey, who was
old enough to know that Lodilla did not know everything, hushed them fiercely, using words that, being duly reported to his mother, had to be washed off his tongue with soft soap and water that evening at bedtime.
Lodilla now ran down the road and into the village as if the air offered no resistance. To people who would have stopped her, seeing her excitement, she only gasped out, 'Somepin' awful! Jim Wingford's kerried off little Mart!' and ran on.
The word went from mouth to mouth. People gathered at their front gates, and by universal accretion the story of the kidnapping was soon perfected, and only two or three bright souls thought to follow Lodilla home and get the correct version. There was the usual mounting in hot haste and chase after the fugitives, but it drew toward sundown and there was no news.

There was no one in the Banks cottage but Martin Banks and his daughter, and Mrs. Clay in the kitchen getting a perfunctory supper. People had come, but old Martin was never a genial host, and he had coldly sent them all away, declining their offers of companionship and cheer. "What ye kin do towadd findin the child we'll thank ye for, but the's nothin' any one kin do here," he said grimly, and their sympathy, adulterated with curiosity, turned sour. "Let him find his own grandchild," they said as they turned homeward.
The clock had struck seven, and Mrs. Clay had just signified that supper was ready for whoever felt like eating.
Old Martin stumbled out into the kitchen, saying, "Come, Sarah, better eat somepin' an' keep up your strength," but as she lay tearless and exhausted on the lounge and made no motion, except to shake her head, he went out and closed the door.
The straight rays of the sun lay across the lane between the willows and the locust trees. The tree toads had begun their croaking and the far-off sound of water falling over a dam lent the last drop of lonesomeness and desolation needed to fill the wretched cup of which poor Sarah Banks was being forced to drink. She shut her eyes, but she could not shut out the sight of little Mart, as she had seen him last feeding himself bread and milk and scattering what was left for the "chickies." She should never see him again, for, though Jim would be good to Mart, he would never let the boy come near her against whom he was so bitter. Perhaps if she had been more willing to let him have his privileges as a father she might have expected more now for herself. If she only knew where they were she would write, would beg, plead, promise anything-there was no anger, no desire for revenge in her terrified, bereaved heart. But Jim would not believe that, he would be as afraid of her now as she had been of him.
"Sarah!" She heard her name called softly. Was it a real sound? She lifted her head and listened. "Sarah!" There it was again, and it seemed to come from beneath the window outside. She sat up, saying breathlessly, "Well?"
A face appeared at the window-a wretched, despairing, stricken face-a face that pitied and that asked for pitywas it Jim's face? "Come out here, Sarah," he whispered, and she obeyed. Was that Jim sitting on the porch with
his chin in his hands and that wild look in his eyes, as if he had been murdering someone? And where was Mart? This last she managed to gasp out as she stood above him. She tried to ask it sternly, but she could not, for the man was suffering.
"Sarah," he said, and his mouth as he spoke twisted like-the mouth of one in torture, "Little Mart ain't yours an' he ain't mine-we quar'led over him an' we ain't good enough to have him-I ain't anyhow-an' God's got him. "But," as a horrified look came into her eyes, "it wan't my doin's. I loved him an' I'd a kep' him out $o^{\prime}$ harm's way at the risk $o^{\prime}$ my own life. I meant to take him an' I did take him but-oh, Sarah, the Lord's mark was on him then an' he died in my arms! We couldn't git to a doctor quick enough. Come an' see." He led her down to the end of the lane where a buggy had driven in from the highroad. Beside the stranger who sat there and who got down and went to his horse's head as they drew near, turning his back to them, was something lying on the seat under the dust-robe. Sarah flew toward it, waving behind her the man who had been her husband and who was Mart's father, and who now fell humbly and miserably back, acknoweledging her greater right.
Little Mart lay on the cushions, with dust on his shoes and berry stains on his little frock. There were stains of a deeper color around his mouth and he held in his stiffening hand a spire of poison berries, the berries nearly gone. That Jim Wingford still loved his wife was plain from the way in which he watched her face when her long gaze was satisfied and she turned away. "You don't blame me, Sarah?" he almost sobbed, reaching out for her hand as she went past him. "No, you ain't to blame," she said, wearily. "I do' know who's to blame. All I know is I shan't be uneasy about him any more, an' I'm mos' wore out frettin'." A sleepy look was settling upon her face, and she slept through the next four days, even miss ing the funeral, for the doctor would not have her wakened. The neighborhood, already scandalized at this, should have been prepared for what happened some months later when Jim Wingford came and took Sarah Banks away as his wife a second time.
"He was dreadful keerful of her," the people said who saw them drive away from the parsonage to the station. "An she seemed to take it 'thout noticin' She won't ever be the same agin."

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Ironwood-Geo. Brewer succeeds
Roberts in the furniture business.
Harbor Springs-G. C. Adams succeeds Barber Bros. in the grocery business.
Cheboygan-E. O. Penny succeeds Penny \& Frost in the dry goods business.
West Bay City-John Taylor \& Co. are succeeded by the West Bav City Shoe Co. Mt. Clemens-F. P. Hale succeeds Wm. Schwegler in the confectionery business. Central Lake-Zeran \& Atwood will shortly open a boot and shoe and grocery store.

Potterville-Clarence Laverty succeeds C. C. Fast in the agricultural implement business.
Alpena-Samuel Greenbaum succeeds H. Greenbaum \& Son in the clothing business.
Butternut-J. S. Dennis succeeds Dennis \& Boyer in the grain and produce business.
Lake Linden-John Haffer succeeds Mary (Mrs. Nick) Kirchen in the grocery business.
West Bay City-A. E. (Mrs. J. W.) Morris is succeeded by Keiley \& Co. in the grocery business.
Saginaw-John Otto, Jr., \& Co. are succeeded by L. H. Genn in the men's furnishing goods business.
Blissfield-Benfer \& Houghtby Bros. succeed A. C. Bartholomew in the furniture and undertaking business.
Petoskey-C. C. Hammil has removed to the new Coburn block and will carry a full line of groceries and meat.
East Jordan-Coulter \& Jamison have sold their grocery stock to H. W. King, who has removed it to his own store.
Hubbardston-F. A. Holbrook has assigned his drug stock to O . C. Townsend. who will close out the stock at auction.
Houghton-Ransom B. Sheldon has sold his drug stock, conducted under the style of Sheldon Bros. \& Co., to Ruhl \& Barry.
Mt. Clemens-Moore \& Etchell, dealers in women's furnishing goods, have dissolved, Squire J. Moore continuing the business.
Owosso-D. L. Murphy has purchased the paint and wall paper stock of James M. Tobin \& Co., and will continue the business.
Pewamo-John Simons has sold his dry goods stock to A. Fox and exchanged his grocery stock with Webber \& Ruel for a farm.
Detroit-Porteous, Hunter \& Co. have dissolved, and are succeeded by Hunter, Glenn \& Hunter in the dry goods and millinery business.
Mancelona-J. D. Lewis succeeds L. W. Stewart in the dry goods and bazaar business-not dry goods and clothing, as was stated last week.
Lewiston-The Michelson \& Hanson Lumber Co. has agreed to present a courthouse and jail to the county if the county seat is moved to Lewiston.
Petoskey-H. A. Eavton, who has been associated with the Brackett Hardware Co. for several years, has opened a hard-
ware store on his own account in the ware store on his own account in the new Coburn block.

Petoskey-Harner Bros. have purchased the Freeman boot and shoe stock and will continue the business in connection with their hat and cap and furnishing goods business.

East Jordan-John Boosinger recently purchased the interest of D. C. Hurd in the firm of F. E. Boosinger \& Co., general dealers, since which time the firm has been known as Boosinger Bros.
East Jordan-Dr. F. C. Warne will remove his drug stock about March 1 to the new building of J. C. Glenn. The store now occupied by him will then b opened by the Giant Clothing House.
Grand Ledge-Moulder \& Lockwood have sold their grocery stock to Streeter \& Shadduck, put will continue in the boot and shoe business. Mr. Streeter
was formerly engaged in trade at Wacousta and Delta.
Plainwell-The firm of Case \& Balch, shoe merchants, has been dissolved, W. D. Case having sold his interest to John P. Forbes, of Pensacola, Fla., who will come here to live. The business will
hereafter be conducted under the firm name of Balch \& Forbes.
Muskegon-V. H. Yost, who for the past two years has been connected with ern avenue, has gone to Charlevoix, where he enters the retail meat business in his own behalf. His position with Mr. Towl is taken by Henry Walde.

## manufacturing matters.

Lake Linden-Mrs. E. P. Berry sueceeds Berry \& Hollopeter in the cigar manufacturing business.
Ludington-Butters \& Peters are buying hardwood logs at the rate of 100,000 to 150,000 feet a week. They mostly come from farmers' cuttings.
Bay City-The Folsom \& Arnold sawmill will not go out of commission, as has been reported. but will be operated as usual to saw the company's logs coming from Canada.
Detroit-The Cabinet Cigar Co., not incorporated, has dissolved. D. E. Sweeney continues the wholesale and retail business and W. D. Healey continues the manufacturing business, under the same style.
Duncan City-Thompson Smith's Sons have closed a deal for $70,000,000$ feet of Canadian pine on the Massasauga river about 25 miles north of Thesalon. This firm owns $200,000,000$ feet of pine in the Georgian Bay district.
Ludington-The Danaher \& Melendy Co. is putting 85,000 feet of logs daily into Tallman lake, that district, from whence they will be taken next season and loaded on Flint \& Pere Marquette ington to be sawed.
Muskegon-The hardwood tracts in Muskegon territory are coming into use and the cut year by year will increase. Last season Monroe \& Brinen floated down the Muskegon river $1,000,000$ feet of ash, which brought a good return. They also had one lot of $2,000,000$ feet of pine, which brought more by the mill run, it is said, than any other choice stock manufactured here.
Bay City-Capt. James Davidson has sold five schooners during the last three months at $\$ 35,000$ each. He has two more on hand and is getting out a large quantity of ship timber in northern Michigan. Captain Davidson is building a steamer for the Lake Superior lumber trade, 240 feet long, 37 feet beam and 13 feet depth of hold, to cost $\$ 70,000$. It has a capacity to carry $1,000,000$ feet of lumber.
Use Tradesman Coupon Books.

PATRONS OF INDUSTRY.
Rise and Fall of the Order--Its Founder
Now a Grocer. Now a Grocer.

## From the Sanilac County Republican.

A few days ago a gentleman in Sanilac Centre entertained at his home over
night one of the most notable and exceptional characters in the history of Sanilac county. Five years ago he was known and talked about throughout
Michigan and many other states of the Union. Now he is practically forgotten and his name is rarely mentioned. We refer to F. W. Vertican, of Port Huron, was a preacher in the U. P. church, but at the time he became known to fame
was successfully cultivating a small farm in Moore township. There, through discontent and brooding over his lot, was evolved what subsequently created the greatest furore ever known in the State. and by the assistance of some old organizers perfected them, came back to Mooretown and organized the first subordinate lodge of the P. of I. in the United States. The scheme was popular spread rapidly, and within two years near-
Iy every county in Michigan was thory every county in Michigan was thor-
oughly organized, besides large numbers in Ohio, New York, Indiana and other Western States. In this State alone 80,000 members were claimed and in Sanilac county, between 3,000 and 5,000 were actually enrolled. The Grand ofticers rehimself married a prominent society lady and lived in resal state at Port Huron. Conscious of the power of the new society, a few designing ones saw a mag nificent opportunity for the use of its in-
fluence in polities. Vertican was defivence in politics. Vertican was de-
posed and the P. of $I$. went into the campaign of 1890 with some of the State's most experienced ringsters at its head. From that moment the order began to crumble and to-day the State's membership is but a handful. In Sanilac county, where it was nurtured and cradled, it is practically extinct. The first lodge instituted by Vertican in the little log school house at Urban is about the only one now in active operation with dues
paid. The annual meetings of two years ago were the greatest days in Sanilac Centre. The county convention called for last Wednesday was attended by
three of the county officers and not a single delegate. Vertican now keeps a small grocery in an obscure quarter of Port Huron. Recently he applied to Grand President Partridge for a commission to revive his dying offspring and offered to do it at a salary of $\$ 40$ per month and expenses. He was offered his expenses only and may not accept. Mr.
Vertican is certainly a man of consider able genius and native energy. Under conditions not of his own creation, a luminous product of his brain has sunk into dark and deserved oblivion, but he may be heard from again.

## Timely Caution to the Diamond Match Company

From the Insurance World
If the worthy gentlemen who control a monopoly of the trade in matches in the United States will give ear to reason,
they will improve the quality of their dhey will improve the quality of their sacrifice a tithe of their present profits. Some of the matches now sold are a nuisance because of their unreliability, while others are a constant source of
danger to property, if not to life, even in the hands of careful people. A portion of these latter drop a portion of the inflammable composition invariably, and if it happens to light on combustible material a fire is pretty sure to result. Much clothing has been ruined in this way, and no end of profanity provoked. Another class of dangerous matches is the kind so highly charged with explosive that when struck a part of it flies through the air to a considerable distance, and is likely to do harm to whatever it happens stance is known where the least one inwas lost through material from one of these percussion matches, to say nothing of less serious hurts and annoyances fol-
lowing their use. The match plays an lowing their use. The match plays an important part in increasing the fire
losses of the country, and will no doubt
continue to do so until human ingenuity evolves a substitute for it. But the match makers could decrease its harmfulness in this as in other respects if they desired to do so.

Purely Personal.
Stephen S. Schantz, the Woodland general dealer, was in town one day last week for the purpose of being sworn in as a deputy revenue collector. His sole duty as a servant of Uncle Sam will be to weigh the maple sugar presented to him for the sake of the bounty.
S. Calkins, the Central Lake drugist, was in town several days last week Mr. Calkins has recently patented a display rack for legal blanks, which he will shortly place on the market. The device is so simple and so manifestly essential to the sale of this line of goods that it will undoubtedly meet with a large sale. Hull Freeman, the Mancelona grocer, was in town last week and purchased Manley Jones' half interest in Hub Baker's raffled-off-mare. No one would suspect Hub of practicing such deception, but he attempted to palm off on his friend Freeman a horse slightly affected with the heaves, glanders, spavin, spring halt and pink-eye. Freeman was too sharp for him, bowever, taking from the stable a horse worth easily twice what he paid for him.

The Grocery Market.
Sugar-The American Sugar Refineries Co. reduced the price of all grades, except the five lower grades, last week. The change was not made to meet competition, but to encourage buying and cause a movement in the surplus stocks. Coffee-The raw market is utterly featureless. The action of Arbuckle in relieving the jobber from the contract price has been followed by the other manufacturers of package goods, so that the price is now open all along the line. The list remains the same as before; but there will probably be no attempt to absolutely maintain it. Local authorities are of the opinion that the limit will be put on again after a vigorous campaign of cutting.
Spices-All grades of gingers are higher, on account of scarcity. Other varieties are unchanged, except pepper,
which is firmer. which is firmer.

## Slaughter in Pickles.

To close out my stock of mixed pickles, I quote them at bargain prices:
Sour mixed pickles per half barrel $\$ 4$. Sweet mixed pickles per half barrel $\$ 5$. Special prices for job lots.
Five per cent. discount for cash with order.
These goods are guaranteed not to scum or ferment and to give perfect satisfaction.

Chas. W. Shedd,
Manufacturer, $860 \quad \mathrm{M}$
er, 860 Madison venue, Grand Rapids.
Energetic solicitor wanted to fill agency position, representing the Mutual Benefit Life Insurance Co., of Newark, N. J. Good territory. Commission and renewal contract. Excellent opening for business man or traveler. Address, confidentially, H. R. Whitman, Supt. Michigan Agencies, Grand Rapids.
Wayne Counly Suvings Bank, Derroil, Mich. $\$ 500,000$ TO INVEST IN BONDS




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GRAND RAPIDS GOSSIP.
F. C. Woodin has opened a grocery store at Petoskey. The Ball-BarnhartPutman Co. furnished the stock.
C. C. Comstock, who has conducted a grocery store at 333 Canal street for the past twenty years, is closing out the stock and will retire from the business.

John Dallavo has purchased the Wyman property, at Wyman, and will shortly embark in general trade. The Olney \& Judson Grocer Co. has the order for the grocery stock.

John W. Cazier has opened a dry goods and grocery store at Conklin. Veigt, Herpolsheimer \& Co. furnished the dry goods and the Ball-Barnhart-Putman Co supplied the groceries.
C. Ainsworth has closed out his seed business and given up the store at the corner of South Division and Oakes streets. He will re-engage in the woo business as soon as the season opens.

## Gripsack Brigado.

A. S. Doak and Valda Johnston have so far recovered from their recent attacks of illness as to be able to resume their regular routes again.
"I never tell any stories," remarked a genial traveler. "I find that business men will deal with a drummer a great sight quisker if he has no yarns to spin. You see he is at once impressed with the great novelty of such a salesman, and while he is trying to discover how such a thing as a silent traveling man can exist and sell goods, he buys a big bill. That has been my watchword of success -never tell a story.,

The boys have a good one on Charley Robinson now. He made no end of fun of Herbert Baker because Hub stood on the depot platform at Reed City several months ago and let a train he proposed taking slip away without him, owing to the animation of the conversation he was conducting. Robinson repeated the experiment up at Newberry one day last week, being compelled to get up at $\sim$ o'clock in the morning in order to get into the Soo in time to keep his engagements with his customers.
"The life of a commercial traveler," says a Knight of the Grip, "is not one long poetic dream, let me tell you. The pilgrim's path does not lie ever through a Vale of Tempe. He must be able to eat anything and sleep anywhere. He must have sufficient muscle to play dray horse for his own baggage in towns that have not reached the dignity of 'busses and express wagons, and cheek enough to get to the front, no matter who trots in the procession. One day he takes his dinner at Delmonico's, and the next he stands up in a comfortless shed and stores his internal economy with leather pies and slumgullion, whose alias is coffee. He reposes one night on a spring mattress with pillows of eider down, and the next he bunks with a rank stranger, who snores like a diphtheretic fog-horn and insists on taking his half of the corncob mattress out of the middle. One day his meals are brought to him by a pretty lass, whose cheek looks like a ripe peach and whose voice sounds like a bulbul warbling in the gardens of Cashmere; the next a big cornfield negro pokes his head into the dining room and inquires in stentorian tones: 'Hamerliver, salt pokerbiled aigs?' It's a grand transformation scene, and the man who cannot
adapt himself to all the lightning changes might just as well get off the road, for he will find it a hard one to travel."
Stove and Hardware Reporter: When a boy I always had a great desire to become a traveling salesman. They seemed to me to have the finest kind of times, riding on the cars, seeing so much of the country, and living off the fat of the land. I thought if I could only get on the road and make the money they were making I should be supremely happy. But my ideas of happiness have had a severe shock within the past ten years. I have attained the place 1 coveted when a boy, but, alas for my childish hopes! I found it was not such a fine thing after all. It is true there are men who really appear to like the constant change of scene, but when one gets right down to the question I believe the majority of them would say they were tired of the life. There are desirable things about it, but the most desirable one is the money to be made out of it. Salesmen, as a rule are paid well for their success-in fact a house has no use for a salesman who does not command a good salary. If he can't do good enough work to command a large salary on the road he had better go into another businsss. It is this one matter of salary that keeps many men on the road. They say they can't make as much money in anything else, and their hope is to be able to retire and go into business for themselves later in life, or to get a position with the house in the home office. Traveling men, as a rule, are a healthy set and are usually consided good risks by the life insurance men. Those who stay on the road get used to the changes and take care of themselves. Still it is not the pleasant est thing in the world to start out one of these cold days and strike a town where one has to ride a mile to the hotel, and have to sleep in a damp, cold bed. Some service in the country is fine, while there is much which is wretched. One has to put up with much discomfort, and the conscientious salesman earns every cent of his salary, however much it may be. To be successful on the road a man must be especially fitted for his business. There is nothing easy about the work It takes keener business men to succeed as traveling salesmen than as merchants. But it may also be said that some travel ing men would not be successful at the head of business concerus no matter how efficient they may be as salesmen. Much can be accomplished in training, but without natural aptness a man had better not travel.
Wholesale Grocers Unite on the Trust Plan.
Four of the largest wholesale grocery houses of St. Louis are about to perfect a consolidation of interests on the trust plan, under which the four establishexpenses and earnings will be pooled on an agreed basis. Three of the four are already incorporated under the Missouri law-the Goddard Peck Grocery Co the Greeley-Burnham Grocery Co. and I. W Greeley B The forth E G Scudder \& Co., is a partnership firm. Two things are first to be satisfactorily settled, the value of the stocks of the respective concerns, and the basis of representation fo each. When this is done, a new company will be organized which will proceed to buy the stock of the four concerns, and pay for them with stock of the new company. It is intimated that possibly the other leading grocery jobbing houses in St. Louis may join in the combination, but the consummation of the movement named does not depend upon the consent or co-operation of the other houses.

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 Haven Retail Grocers' Assoclation. President, John Boer; Secretary, Peter VerDuin. Grand Haven Grocers in Line on Organization.
 Grand Haven, Feb. $13-1$ am speaking for the
grocers of Grand Haven. We have an organization of our grocers, about seventeen in number We want to let you know th it we are a part of
the people, and that we are in favor of having the people, and that we are in favor of having
the laws revised on that vital point. We have the laws revised on that vital point We have
all read, with great pleasure, the masterpieces
which have a all read, with great pleasure, the masterpieces
which have appeared in your paper from time
to time in defense of our thterests. I cannot add to time in defense of our finterests. I cannot add
anything else to the sound logic of those men, but we must have protection, and it can only be brought about by the strong arm of the law.
I think that now is the time that we should rise in all the strength of manhood and prove to the business men of this State and the dead-beats that we can take care of our interests and make the rascals come to time. Our motto is "Justice and our just dues." We have to show the peo
ple that we are not dead. We ought to have a convention, and we should come well prepared,
filled with enthnsiasm and push, and see that filled with enthnsiasm and push, and see th
we get laws made which are just and which p
tect every organization send a certain number o delegates to the convention-men of backbone and principle-to consider the best way to go to work.
Would
for representation there? On what date will the convention be held? What subjects will be discussed there Can or will laws be passed by the present Legislature which will look toward remedying We would like to hear from you on these
points as soon as possible points as soon as possible. I would very much
iike to know by Thursday night, if possible, so I like to know by Thursday night, if possible, so I
can report at our meeting.
Why don't we see something in your paper Why don't we see something in your paper
about Grand Haven? We feel that we ought to have a more generous recognition in your paper
Ever your friend, Ever your Peter Ver Duin, Sec'y Proper replies were made to the above quiri
lows
Grand Haven, Feb. 17-We had an association of all the business men of the town, but it didn't
work very well, so it broke up. We believe in an association where all of the men are of the
same oceupation and in the same line of work same occupation and in the same line of work.
We heartily favor the idea of a State league of grocers' associations and we are already pre pared for a convention, as we know it wonld be a good thing and that it would benefit us all
We have already appointed a committee of three to represent us at the convention, consisting of to represent as at
John Boer, Peter VerDuin and Egbert Holle-
stelle. We all think that a convention onght to stelle. We all think that a convention onght to
be held and the sooner the better say March be held and the sooner the better. say March 1
Our association is prospering nicely and w Our association is prospering nicely and w
have already made hundreds of dollars by ou organization.
Hoping our cause will prosper and that we may hear from you at any time on any
akin to the retail grocery trade, we are
Yours truly,
$\qquad$
GED. MOBBS \& CO.

Made on Honor !
Sold on Merit !
Jackson Grocers Favor a State League questions in regard to the sugar matter. The answers were so explicit and satisfactory to the you for your courtesy you for your courtesy.
Your letter in regard received and a motion organization. I cannot send you this as official bnt for fear that our Seeretary has not found
time to write you, I thought I would advise you
privately. I see that the Grand Rapids grocers have we not get a few good the exemption laws. Can men and the help good heads among the business Legislature and revise the laws, so that they
will be mers by talking with sonable than they are? I find that the grocer and merchant are looked upon as bloated bond holders and a common prey for an classes of people to rob. I wish that some
of them had to tackle the business for a few weeks this winter, on the same terms as the
average grocer. Ithink they would come to the
conclusion there was something the matter with their spectacles.
With regards to The Tradesman, and thanks
for your kindness,

## Move INade

# Cetelarated Banils. 

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# Respectfu <br> Chairman Committee on Wrade Interests, 



Jackson, Feb. 12-At the last meeting of the
Jackson Grocers' Union, I read your reply to my

## Quality Sterling

## Durability Guaranteed

Finish Finest
Price Satisfying

No Wheel
Competes with
Them!

SEND FOR CATALOGUE.

## YOST MPG. CO., Poledo, 0.

Detroit Cycle Co., Sole Agents for State of Michigan.

## TWO TENDERFEET

The "old timer" in Colorado has a supreme contempt for tenderfeet-or newcomers. This feeling is gradually dying out, but it will never be wholly extinct the range." There was a time, however, when the old timer looked upon the tenwherfoot as an interloper and usurper. Less than ten years ago two bright young fellows from New York arrived in Colorado, bearing letters of introduction to the most prominent and wealthy men in Denver. They were young men of ample fortunes, and announced their intention of engaging in mining. They did not desire to purchase a mine. They wanted the excitement of prospecting. They were hale and hearty and were anxious for the experience of roughing it. Among others to whom they brought letters of introduction was Uncle Billy Golden, an old timer, who had struck it rich in Leadville, and was rated financially at $\$ 3,000,000$.
Uncle Billy had all the pioneer dislike for tenderfeet, but these young men were such manly, independent fellows that they soon found favor in the old man's eyes, so that one morning when they came to him and announced their intention of going to Leadville to prospect for "carbonates," the old man gave some very valuable information. He told them
of a locality where he was confident they of a locality where he was confident they
would find mineral. He shook them warmly by the band at parting, and they promised to take his advice and never to forget his great kindness.
"Those boys have the right kind of stuff in them," said Uncle Billy
A month later he received a letter from the boys. They had located a claim in the exact spot suggested by him, and had named the claim the "Uncle Billy" in his honor. They were very sanguine of
striking mineral, and as Uncle Billy had given them a "pointer" on this promising location, they felt that they ought to show their appreciation in some substantial way, so they had sent him a deed to a one-third interest in the "Uncle
Two months passed by and Uncle Billy received occasional letters from his young tenderfoot friends. They had not struck mineral, but they were expecting to do so any day.
A few weeks later Uncle Billy received the following telegram: Ta William Golden, Denver, Col : "Uncle Billy
What will yyu take for the
mine? Spot cash. Answer quick.
This telegram set Uncle Billy to thinking. He reasoned that the boys had struck it in this mine and had acquainted their New York friends with the fact He had been purposely kept in ignorance so that they could buy him out cheap It was all clear to Uncle Billy. He had been through a number of mining trans actions, bat he had never yet been -done up by a tenderfoot," as been pressed it.

## He wired back:

J. Madison Wright \& Co., Newer, July 10, 1892.

I cannot make a figure without consulting my partners, who are now in Leadville. If you
Want my one third iaterest wire me and IIII
came price.

## WilliA That night came the answer

Must have the entire property. See your part-
ners and fix lowest possible price. English capners and fix lowest possible price. English cap-
italists waiting. J Madison Wriaht \& Co.

The next night Uncle Eilly arrived in Leadville, and early the next morning started for the mine. He had little Une in finding it, for the fame of the Uncle Billy" had quietly spread throughout the camp.

Halt!"
This challenge brought Uncle Billy to a sudden standstill. It came from a miner standing in front of the "Uncle Billy" shaft house. As he gave the command he lowered a Winchester rifle to eyforce it if necessary.
A parley ensued, Uncle Billy learned that the mines had been closed and left under an armed guard. No one was allowed on the premises.
"I am one of the owners of this mine!" exclaimed Uncle Billy.
"I can't help that," was the reply. 'You can't come any further. I've got my orders and now you've got yours. Keep off."
"Where are young Jackson and Mil'In Denver."
Uncle Billy managed to get a handful of the dirt on the dump when the sentry was not looking and made a dignified retreat.

I see how it is," he said, "these young tenderfeet are trying to do me up. He hurried a trick with a hole in it. roung Jackson, one of the co-owners of the "Uncle Billy" mine

How much do
How much do you and Miller want for your interest?" asked Uncle Billy.
"We are not anxious to sell," replied Jackson. "We think we have a pretty good thing, but if you want our interest you can have it for $\$ 100,000$ eash.'
"Come in this evening," replied Uncle He at once wired J. Madison Wright \& Will take $\$ 500,000$ for "Uncle Billy" mine. The answer came promptly:
Terms satisfactory. Will leave for Denver to This Wright.
That evening William Golden James Jackson a gave received a quit claim deed to the property.

Then he waited for J. Madison Wright. Four days passed. J. Madison was due to arrive. A
Madison came.

Then Uncle Billy telegraphed the firm of J. Madison Wright \& Co. and inquired about the delay. He received an answer that they did not know to what delay he referred. Explanations followed and Uncle Billy learned that no telegrams had been sent him by the firm of J. Madison Wright \& Co. "If any such were concluded.
"Buncoed!" exclaimed Uncle Billy, 'and by tenderfeet, too.'

James Jackson and John Miller were itting on the veranda of a quaint little hotel in the south of France in the early box of cigarettes were on the table. Mil"was laughing uproarously.

You ought to have seen the look on the old man's face," said Jackson, as he ighted a cigarette, "when I gave him the deed. He actually thought he was doing us up in great style. I would have liked to have seen him when he got into hat sand bank, which we called a mine." ime that I sent those telegrams," this Miller as he raised a glass of wine to his lips. "Oh, well," he continued, when he had drained the glass, "it was only $\$ 100$, 000 , and he has more left, while we wil soon have to go to work again, for we have only $\$ 15,000$ left. Why, what is the matter, old man?" he suddenly asked, as he observed his companion gaz ing at a London paper, his face pale and his hand trembling. "What is the
ter, old man? Are they after

## "Read it,"replied Jackson.

Miller picked up the paper and read The Denver Tribune records a wonder ful mining case. William Golden, the noted Colorado millionaire and mine owner, has just sold the "Uncle Billy" mine on Fryer Hill, Leadville, to an English syndicate for $£ 1,000,000$. During the past two years this mine has prouced £300,000."
Miller's face was white. His lips trembled as he said: "We've been
buncoed, by h!"

## A Sensitive Paint.

It is reported that a chemist has invented a paint which is sensitive to changes of temperature. At ordinary temperatures it is a bright yellow, but as it grows warmer it begins to assume an orange tinge, and at a temperature of 220 degrees it becomes a bright red. As it cools it assumes its original color, and it the same effect. It is suggested that this paint may be used to great advantage on parts of machinery liable to become ed from friction, where it would at once report any abnormal rise of temperature by its change of color.

Use Tradesman Coupon Books.


| Amoskeag..........121/8 | Columbian |
| :---: | :---: |
| $9 \mathrm{oz} \ldots . .131 / 8$ | Everett, blue........ 12 |
| brown .13 | " brown. |
| Andover............114 | Haymaker blue..... 7\% |
| Beaver Creek AA...10 | Jaffrey .............. $111 \%$ |
| CC | Lancaster...........121/2 |
| ston Mfg Co. br.. 7 | Lawrence, 90z......131/8 |
| " 4 blue $81 / 2$ | No. |
| mbian XXX br $10{ }^{\text {dex }}$ | No. ${ }^{\text {No. }} 280 \ldots .111 / 10^{1 / 8}$ |
| XXX bl. 19 | No.20....10/3 |



## Cabot...

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## BUSINESS LAW.

Summarized Decisions from Courts of Last Resort.
TELEGRAM-NECESSITY-SUNDAY LAW.
The sending to a daughter of a telegraph message informing her of her mother's dangerous sickness and improbbording to the decision of necessity, acCourt of Indiana in the case of the West court of In Telegraph Company ern Union Telegraph Company vs. Eskridge. In the same case the court held that a demurrer would not lie to a com plaint upon a contract which on its face was regular and lawful because it appeared also on its face to have been executed on Sunday. but that the question must be reached by answer.
trade name - medicinal preparaTIONS.
The Supreme Court of Minnesota held in the recent case of Watkins vs. Landon et. al., that any person lawfully acquirng a knowledge of the composition o any medicinal preparation, not patented, has the legal right to manufacture and er in which, sueh rnowled of is acquired ner in which such knowledge is acquired, that would not constitute a breach of confidence or good faith; that he may also publish the fact that his product is made n accordance with the original formula therefor, but that when such a preparation has come to be popularl; known by the name of a person, another person engaging in the manufacture has no right to appropriate that name to his own exclusive use as a proprietary trade-mark or trade name.

BANK CHECK-CERTIFICATION-LIABILITY.
In the case of Meridan National Bank of Indianapolis vs. First National Bank of Shelbyville, where it appeared that a person sold stolen property and received for it a check in an assumed name or order on appellant bank, which was not paid for want of identification, but was certified by the appellant bank and afterward paid by appellee without identification to the payee, who indorsed it in his assumed name to the appellee, the Appellate Court of Indiana held that the drawer had no power to countermand such check after its certification; that the certification created a direct liability from the certifying bank to the payee and the appellee bank his indorsee; that the certification operated as a payment by the certifying bank of the drawers' account to the amount of the check: that the appellee bank, a bona-fide indorsee for value, took the check freed from any equities existing between the original parties, and that the indorsement of his assumed name by the pay was valid and passed the title to the check.

LOTTERY-AUSTRAIN PREMIUM BONDS.
In the case of Horner vs. United States, the Supreme Court at Washington lately held that certain "Austrian premium bonds," for which the appellant was agent, were "lottery" bonds within the meaning of the recently passed anti-lottery law which prohibits the mailing of gift concert, or other similar enterprise offering prizes dependent upon lot or chance. The bonds in question, which were issued to raise a loan of $40,000,000$ gulden, were to be each of the value of 100 florins, and to be redeemed whenever number corresponding to the number a the of the bond should drawn, a certain number of drawings each year being provided for, and during the first year each bondholder whose bond was redeemed was to receive 135 florins, this amount
increasing five florins per year up to the maximum of 200 florins, the last of the bonds to be redeemed in fifty-five years. On the part of the appellant it was contended that the plan, which had for its primary object a loan, was not transformed into a lottery simply because of the presence of an element resembling the lottery plan of distribution as a subsidiary feature. The court held that the bonds came within the inbabitions of the law, whose denunciation is no longer against an illegal lottery, but against any
lottery, so-called gift concert, or other similar enterprise offering prizes dependent on chance, adding: "Although the transaction was an attempt by Austria to obain a loan of money to put into her reasury, it is quite evident that she ndertook to assist her credit by an ap money. Every holder of a bond has an equal chance with the holder of every other bond.'

Wm. Brummeler \& Sons,
Manufacturers and Jobbers of

## Picered and Stannad Timware

Phone 640
260 s. Ionia St., GRAND RAPIDS.
net price ligt of sap pails per 100.
10 quart.
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These goods are full size and are guaranteed not to leak. The pails are made almost straight, flaring enough to pack conveniently.
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When You Get Tired Buying rubbish, send for our catalogue of win-
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These prices are for cash buyers, who pay promptly and buy in full packages.

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## Jennings Jennings First Qu $\vdots$ 亿aliroa Garden <br> Railroad Garden.

Stove. ............
Carriage new
Slow Sh shoe.
Well, plain.
Well, swivel
genuine.
imitation
S. B. Bronze.......
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BARBows.

Cast Loose Pin, figured..........
Cast Loose Pin, figured
Wrought Narrow, bright Sast joint


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## New American Nicholson's ...

## Heller's $\begin{aligned} & \text { Heller's Horse Rasps }\end{aligned}$

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& \text { Nos. } 16 \text { to } 20 ;{ }^{\text {GALVANIZED IRON. }} \\
& \text { 22 and } \\
& \text { List } \\
& \text { Liscount, } 60
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Solid Eyes


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$7 \& \& 10$
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## E. A. STOWE, Editor

## WEDNESDAY, FEBRUARY 22, 1893.

AMERICAN BEET SUGAR INDUSTRY
The February number of the Cosmopolitan Magazine has a very interesting article on beet sugar culture in the United States, in which useful information is furnished the general reader on a subject of which comparatively little is known outside of those directly interested in sugar culture. The article in question is accompanied by illustrations depicting the methods of cultivating the sugar beet and manufacturing it into sugar.
Too much cannot be said and written on the subject of beet sugar cultivation in the United States, because that industry, but lately introduced, is capable of being developed to an extent which will in time enable the United States to produce at home the two million or more tons of sugar now annually consumed and in payment for which many millions of American money are yearly sent abroad to enrich West Indian sugar pro ducers and the beet sugar factories of Europe.

Although but a few years have elapsed since it was first demonstrated that sugar beets could be grown and profitably manufactured into sugar in the United States, the industry has already taken firm root in several of the Western States, and from experiments which have been made in more than a dozen states it has become known that fully half the area of the United States affords climatic and other conditions propitious to the growth of sugar beets.
Speaking of the establishing of bee sugar factories in the United States, the Cosmopolitan says that "there are now in this country six of these plants, the locations being Alvarado, Watsonville and Chino, in California; Grand Island and Norfolk, in Nebraska, and Lehi, in Utah, the last four of which were estab lished in 1890 and 1891. All have been able thus far to cope with the disadvantages that lie in the path of the industry in the way of solution of the agricultaral problem, and the business may be said to have gained already a very strong foothold.'
According to reliable information from California it appears that the three beet factories which last season produced be-
tween them about $8,000,000$ pounds of sugar, have this season turned out 23 , 000.000 pounds. This rate of development is really astonishing, representing an increase nearly three-fold within a single year
The first beginnings of the beet sugar industry in Europe were even more modest and unpromising than they have been a century later in this country. The great Napoleon, in his eagerness to over come the difficulties experienced in importing cane sugar from the West Indies at a time when British cruisers were on the alert to cut off his ships, liberally subsidized the producers of beet sugar, and to this state aid, a policy pursued by the various European governments ever since, is due the splendid development
the European beet sugar industry has now attained.

Judging by the expert opinions published elsewhere in this week's paper, the measure introduced in the Legislature by Representative McKinstry, providing for the dating of all canned goods, is without a friend or champion of any consequence, no one who lays any pre-
tentions to a knowledge of the subject having given the proposed statute the least measure of approval. The bill appears to be one of those illy-advised creations, which owe their existence to ignorance and their advocacy to stubbornness. There is no demand anywhere for the measure and no reason why it should ever come before the Legis lature, except to gratify the ambition of Mr. Mer for a little cheap notoriety would probably resent a statement that cigars are not fit for use after they are a month old; yet he boldly announces that all canned goods deteriorate after they are a year old, thus putting his opinion against the united opinions of chemists and others familiar with the subject, who assert that the contrary is the case. the Muskeg these facts, the best thing permit his measure to die a quiet and ignominious death, for if he attempts to oist such a senseless law on the people the people are pretty likely to be heard

## ORGANIZED TYRANNY.

Dictatorial Attitude Assumed by the Trade Unions.
A curious phase of is developed of the labor question certain of the labor unions are aiming to form a trust of the workers, with a view to dictating in the matter of wages. A case is reported of a brewer who was in great distress and said he could get no
work because he was a non-union man and the union refused to take him in. Another case was given of two carriage painters who could not get work because they did not belong to the union, and when they tried to join they found that the initiation fee was the prohibitory one of $\$ 25$.
We have had labor unions demanding almost everything else, but it is something of a new departure to find them undertaking to make close monopolies of the organizations and refusing to take in new members. Still it is in line with what we might expect, and is only another illustration of the fatuity with which the average workmen act directly in opposition to their own interests. Suppose that this principle was carried out generally by the labor unions, what would be the result? The number who could work would be limited and the number of idlers increased. There is no
and the movement stopped. But every
restriction of employment and every increase in the number of idlers must cut off the demand for the products of the union workers, to say nothing of the distress of the unemployed and the contributions, either voluntary or by taxation, which must be made for their relief. If the unions remained at present
membership, therefore the condition of membership, therefore the condition of
the members must gradually become worse, for with less demand for the products there must be less employment even for the members of the union.
It is only another example of the radiing that employment is unions in assumand that by controlling the supply of laborers wages can be changed at will. It seems impossible for these people to understand the simple business princisideration in fixing important consideration in fixing all values while supply must always be secondary. I
there is a demand for brewers or carriag painters, for example, there will be little painters, for example, there will be little
trouble about securing good wages withtrouble about securing good wages with-
out a union, while if there is no sale for the product on the other hand, all the unions that were ever organized would of wages. Business prosperity in any
on branch of industry depends on the numWer of peoole employed as wage earners. When employment is general and the laborers who form the mass of the people are earning good wages, we have prosperity in all lines because from the earnings comes the demand for all proit would be found in the fact that any disaster or depression which cuts off employment in one section is quickly felt in the diminished demand for product. in all other sections. It is of the highest importance, therefore, for all who depend on wage earnings to have the ployed at some wages rather than to have any considerable number idle There is all the difference between profitmust be supported in in dependents who the sale of goods is made by Because ployer the effect is none the less direct and positive than it would be if each workman were operating for himself in a separate shop
In spite of all this we find labor unions hing in their exception doing every employed. The proscriptive measures against non-union men and the rule against apprentices all have this aim in view. It may be said that each union acts only for its particular branch, but, when the unions and the branches are multiplied, we have the general effect in all lines, rendering employment more difficult to obtain and thus increasing the
number of idlers. Even in cases where number of iders. Even in cases where
unions succeed in
forcing advances in wages it almost invariably results in in wages it almost invariably results in in-
creasing the number of idle members who must be supported by those who continue at work.
Another example in the same line showing how measures often turn out directly the opposite from what was intended is found in the contract labor law passed at the demand of the labor unions. This law was intended to prevent employers in case of strikes from sending to European countries and bringing over a force of laborers who might replace the strikers. The law on its face appears reasonable and practical, but the effect is to prevent the coming of the better class of industrious productive
workmen in the different industries while workmen in the different industries while
admitting the dregs and least desirable elasses. As long as we are importing European made
goods it is certainly an advantage to bring over the workers and make the goods here. This could not interfere with the employment of any laborers here because the new workmen would practically have the same work they had on the other side and their earnings here would make so much extra demand for the products of all other workmen here It is admitted that the quality of the immigration of late years is much inferior and there is a demand for more stringent restrictive measures. But
dustrious workmen whose skill and and who make the best citizens, will not give up a reasonable certainty for an uncertainty, and remain at home. We have an abundance of capital and business enterprise to successtully carry on many branches of manufacturing which we now depend on Europe to supply. If employers were free to select the best workmen from the European factories and offer them an assurance of employment at good wages those industries would be quickly established here and we would have the cream instead of the dregs of industrial this class be vastly better for our work men as a whole than the result of their well intended but sadly dissappointing ness man would ho intelligent business man would think of paying the passage money for the majority of immigrants now being dumped on our shores
by the steamship lines. He would cerby the steamship lines. He would cer-
tainly make a better selection if he were contracting to offer steady employment. The skilled workmen who would naturally be engaged moreover would be the least likely to work for wages lower than the American standard, while the herd of semi-paupers now coming are forced by their necessities to accept any offered.
Labor unions undoubtedly have their uses and their benefits to the workmen as well as to the industry, provided they work along lexitimate lines and do not upppt the imposisible. It is absurd to izingse that combinations for monopocan succeed in doing something that combinations of capital have never been able to accomplish. The idea of cornering the supply of a commodity is always an the supply of a commodity is always an
attractive one and it is usually easy to find men willing to go into such a scheme. Occasionally there is a temporary success with some gains, but the rule is certain wailure. The law of supply and demand overrides all calculations, and the greed of the combination must meet the greed of outsiders equally anxious to get an ad vantage. The first gains of such combinations are eventually over-balanced by greater losses. So it must be with labor combinations whenever attempted, and the unions in adopting such a policy only invite the certain retribution.
What we all want and the line in which effort should be directed is more employment with more wage earners. Capitalists want this to insure interest returns quite as much as laborers want it to insure wages. The interests of toth are identical; neither can prosper at the expense of the other: No one branch other branches are topressed can when one set of workmen can possibly and no one set of workmen can possibly main-
tain high wages when there is an intain high wages when there is an in-
creasing number of unemployed in other creasing number of unemployed in other
industries. Labor union leaders may industries. Labor union leaders may
ignore these fundamental truths but cannot escape the lnevitable results of misguided actions in opposition thereto,

## From Out of Town.

Calls have been received at The Tradesman office during the past week from the following gentlemen in trade: W. J. Barnum, Velzy.
B. S. Runnels, Big Prairie

Lamoreaux \& Beerman, Fruitport.
Schantz \& Co., Woodland.
R. B. McCullock, Berlin.
S. C. Peterson, Alaska.
S. B. Calkins, Centraverse City

The Grand Traverse Herald, which comes as near to being a representative local newspaper as any publication in the State, has donned a new dress of type throughout and now presents as handsome an appearance, typographically, as it always has editorially.
Hirth, Krause \& Co. have secured the agency in this territory for the "Little Soldier" shoes, which are manufactured by Kollock, Logan \& Co.
Use Tradesman or Superior Coupons.

WHITHER ARE WE DRIFTING? Written for The tradesman
This is a paramount question. It is the question of the hour. The greatest li minds of our country are discussing it. The National Congress is grappling with it, and, surely, every business man in the land should give it careful and serious consideration.

Every man who has been engaged in business for the past twenty or thirty years knows that, during that time, we have drifted far away from the old landmarks; and he knows right well, too, in what direction we have drifted. And he knows, further, that the propelling forces which underlie this movement gain in strength as the years roll by, and that, consequently, we are moving more rapidly, to-day, in a certain direction than ever before. So obviously apparent is this tendency of the times that every novice in the business ranks perceives it.
We all realize the fact that these forces are constantly merging, unifying, consolidating and centralizing human energy and neutralizing individualism. What will the end be, and to what degree of industrial centralization shall we attain? But before we attempt to speculate on the future. let us take a retrospective view and note some of the changes brought about through this everincreasing tendency toward centralization. Thirty-five years ago individualism flourished like a green bay tree. Every country village was a trade center by itself and, comparatively, independent of every other trade center. That great leveler, the railroad, had not yet cobwebbed the country with its thread of steel, breaking down old-time individual advantages-both commercial and in-dustrial-equalizing values, and destroying the many small trade centers and creating fewer and larger ones. Every village trade center had its cabinet maker, its wagon maker, its tinsmith, its cooper, its pump maker, its harness maker, its shoe shop and its tannery; and many of them possessed a distillery. These local shops and factories created a home market for the farmers' surplus timber and other supplies, and the local manufacturers represented the manufacturing interests of the country at that time, and were individual, pure and simple. Every shop or factory was controlled by the individual owner or owners thereof, independently of any outside interference, and success or failure depended altogether upon the business capacity and industry of the individual.

The building of railroads broke up this condition of things. Transportation facilities generalized the extraordinary advantages possessed by favored local-ities-such as water power, cheapness and abundance of material, etc. - by easy and rapid distribution. This tended to the cheapening and equalizing of prices. It also opened up the whole country as a market for each favored locality where trade centers developed rapidly at the expense of the numerous isolated points already referred to. These larger trade centers were, in turn, outdone by still larger centers, as the building of railroads progressed. As the fields widened and the railroads extended the markets, competition was engendered among manufacturers, and they soon began to pool their interests. The small combinations soon found them selves as closely driven by competition as were the individual manufacturers,
and still larger combines were effected; and these larger combines pooled together and formed trusts and monopoies.
Now, in view of our past commercial record, and the signs of the times at present, it is safe to predict that we are speedily approaching a time when every industrial interest in the country will be a huge monopoly, governed and controlled by some delegated, centralized body, few in number but autocratic in power. Some interests have already reached this point, and others are rapidly approaching it. Preponderance of wealth in the hands of the few makes monopoly possible, but where the capital employed in any certain industry is too widely distributed, or in too many hands, the next most effective means is made use of, namely, organization. When organization accomplishes its objects, it is as destructive of open competition as monopoly. If this were not so, then organization would be mere child's play. But the spirit of the times, born of this all-pervading tendency to monopoly, demands it and any interest, whether labor, agricultural, mercantile or manufacturing, is justified in organizing for its own protection.
Some time ago, the wholesale grocers organized in the East and adopted what is known as the Equality Plan in handling sugars. This movement has advanced, taking in state after state, until it has absorbed seventeen states, and it will continue, probably, until every state in the Union is included. I mention this simply to show whither we are drifting. A few men engaged in one line of industry, all in one city, meet together and perfect an organization. The movement is extended, and soon it embraces the whole state. It next reaches over into an adjoining state, and on into another, until every state is organized, and then it becomes a national combine, with a delegated, centralized head which adopts rules and makes laws for the guidance of its members. What is this but monopoly? The coal combine is said to be a monopoly, but what difference does it make whether a score or two of men regulate the price of coal and compel you and me to pay this price or freeze, or whether a thousand or two men regulate the price of sugar and compel you and me to pay the price or eat sand?

I have no fault to find with the sugar movement. I only mention it as an illustration to show the general drift of all organized efforts, and to strengthen the prediction heretofore made, that the general tendency is toward monopoly-or, to make it more palatade, centralized control. E. A. OWEN.

## Cannot Find One.

It is related that a man who was writing a history of New York employed an expert to find out for him how many speculators in Wall street succeeded in the long run. After a laborious investigation the expert reported that the only instance which he could discover was a man fiom Rhode Island, named Smith, who had actually won $\$ 30,000$ in a speculation in the street and carried the money away to speculate no more. It was the single bright instance in a long line of wrecks, and was written down in the book to hand the name of Smith down to immortality. Unluckily for his reputation, however, hardly was the book published before Smith turned up on the street and put his $\$ 30,000$ into another speculation He never heard of it again and the sole instance of a speculator was ruthlessly destroyed.

## HENRY S. ROBINSON.

RICHARD G. ELLLOTT

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## Manufacturers and Wholesale Dealers in

## BOOPS, SHOES and RUBBERS.

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State Agents for the Candee Rubber Co.

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


Fosfon Chemical Co., Detroit, Michigan.
SOLD BY ALL RELIABLE GROCERS.

## BEANS

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

## W. T. LAMOREAUX CO.,

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

## TELFER SPICE COMPANY,

## MANUFACTURERS OF

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

OUR SPRINC LINE is moving fast, 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. William Connor will be at Sweet's Hotel, Grand Rapids, Mich., on Thursday and Friday, March 2d and 3d. Customers who meet him there are allowed expenses.

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, <br> Wholesale Clothiers, <br> Rochester, N. Y.

## MEN OF MARK.

Ben. W. Putnam, President of the Put nam Candy Co.

Benjamin W. Putnam was born Feb. 1, 1843, in a historic old farm hotel near Orange, Mass., located on the stage line between Boston and Vermont. There he lived until 14 years of age, when his father sold the farm and hotel and removed to Warwick, Mass., to engage in the general store business. Mr. Putnam entered his father's employ, and after the first year was in general charge of the business, buying the goods and actng as book-keeper and general overs eer. At the age of 21 he went to Springfield, Mass., where he kept books for two and one-half years for Hopkins, King \& Co., wholesale flour dealers. Here he first heard of Grand Rapids through the firm of Sweet \& Barnett-Martin L. Sweet and James M. Barnett-who at that time conducted a flour mill business here and shipped large quantities of flour into the Eastern States. In the fall of 1865 Mr . Putnam decided to make his home in the Great West, and, after visiting Chicago and several other places in Michigan, he came here and entered the employ of E . F. Ward \& Co., who at that time conducted a sash, door and blind business on Mill street. In the spring of 1866 he formed a copartnership with his brother, Joseph D., under the style of Putnam Bros., and purchased a small confectionery stock, which was located at the foot of Monroe street, where Miner's hat store now stands. ॠThe stock was so small that it conld have been all loaded on a wheelbarrow, but the business increased so rapidly under the energetic administration of the Putnam Bros. that they were soon compelled to move across the street, where they fitted up a handsome store room in the old Irving Hall building, where they remained several years, subsequently occupying a store in the new block which took the place of the Hall building. Their next move was to abandon the retail business and open a wholesale and manufacturing business on Waterloo street, subsequently removing to Kent street, where they did business in the building now occupied by the New York Biscuit Co. They next moved to the Butterworth building, on Huron street, where they remained until their removal to Canal street, where the firm of Putnam Bros. and Putnam \& Brooks did business about a dozen years, acquiring a reputation for enterprise and agressiveness which was the pride of the market in its early days as a jobbing center. The establishment was completely gutted by fire on one occasion, but the firm quickly got on its feet again and was soon doing business at the old stand, apparently none the worse for the singing it received. Five years ago the firm removed to its present quarters in the Blodgett building, on South Ionia street, and three years 'ago the firm was dissolved by the retirement of Mr. Brooks and the organization of a stock company with $\$ 75,000$ paid up capital under the style of the Putnam Candy Co. The business has gradually increased under the management of Mr. Putnam, who acts as President and Manager of the corporation and has a general oversight over every detail of the business, until it is the leading business of the kind in the State.

Personally, Mr. Putnam is a man of
few words. He has but two hobbiessystem in business and horses outside of business-and both receive the proper amount of attention at the proper time He has comparatively few friends, but those he has are bound to him with bands of steel. Those who enjoy his friendship cherish it as a rare privilege and such a thing as his breaking with a friend is seldom witnessed. He is a liberal contributor to public enterprises-especially turf meetings-and in every respect may be said to be a model citizen. His only fault-if fault it be-is that he carries fidelity to business to that extreme that he is almost a slave to his business, and but for his innate love of horseflesh and exercise outside of business hours he would long ago have gone to his reward.

## Some Problems of Poverty.

In the course of a sermon the othe unday Dr. Rainsford declared that no where in the world is the retail trade more unfavorable to the poor than in this country. That there is a large measure of truth in this statement will be denied by no one familiar with the life of the very poor in the tenement-house districts.
peal to the retail dealer, for he is simply doing what all business men do-getting as much profit as he can out of his busiinterest in the long run to be content with smaller profits; but so long as he with smaller profits; but so long as he
does not think so the question is settled, so far as he is concerned. The only remedy lies in so improving the conditions of life of the poor that they will be capable of looking out for their own interests. Even the poorest family ought to have enough room to store away at least a ton f coal at once or to keep a barrel of flour. At present few can do so. This opens up the great question of tenement-house reform-a question which cannot be much longer ignored, because it vitally affects the well-being and prosperity of the whole city. If we not only allow but force, thousands of people to live ander conditions little better than those of wild beasts, we must not be surprised if many of them show themselves to be as little amenable to law as wild beasts. No matter how we explain it, there is something wrong with a social system hat is content to let so many thousand human beings live in tenements that are themsel ves prolific breeders of ignorance hopelessness and crime. But improved tenements would be of no avail, unless the poer are themselves improved. The nost helpless aspect of their condition is that they are contented with it. They

FRANK H. WHITE,
Manufacturer's Agent and Jobber of
Bromms, Wasibloards, Wooden Indurated Pails \& Tubs,

Wooden Bowls, Clothespins and Rolling chins, step Ladders, Washing Market, Bushel and Delivery Bas ets, Building
Paper, Sacks, Twine and Stationery.
Manufacturers in lines allied to above, wish Ing to be represented in this market are request
ed to communicate with me.

## 125 COURT ST.,

GRAND RAPIDS, MIOH.


KALAMAZOO PANT \& OUERALL CO.

## Chicago salesroom with Silverman \& Opper Corner Monroe st, and Fifth ave.

Our specialties: Pants from 87.50 to 83? per doz, per doz, Spring line now ready. samples sent on approval.

## EATON, LYON \& CO.'S

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

## Stationery

-AND-
Sporting Goods

20 \& 22 MONROE ST.,
GRAND RAPIDS, MICH.

## "The Kent."

Direetly Opposite Union Depot.
american plan
RATES, 8 ? PER DAY
steam heat and electric belle free baggage trangfer from union DEPOT.

BEACH \& BOOTH, Props.
${ }_{8}^{8}$ Pains
by carrying a roll of $\$ 100$ bills inside his vest when a bullet came that way. Yet there are people who neglect so simple a precaution.
want nothing better, because they are intellectually conscious of nothing better. Any city missionary will testify that there are families which would violently resist a compulsory law of cleanliness. For instance, if they were forced to take a bath habitually they would feel that sense of shame that most people would feel in the commission of some foolish or discreditable act.

It is absurd to suppose that anything can be done with such people until they are morally regenerated. They must be educated, and the whole horizon of their life enlarged. At present they are not properly a part of modern civilization at all, but lie almost wholly without its influences. Before their condition can be materially improved they must be put in right relations with the progressiveideals of human suciety, so that, in a measure, they will think its thoughts, and strive in their own lives to advance the interests of the whole community. When they have been thus rehabilitated the terrible problem of poverty will largely solve itself through the orderly evolution of human society.
-

Bookkeeping as a Profession.
The casual observer who stands in a great retail store and watches the continuous flash of the cash carrier, and listens to the sharp click as the returning vehicle reaches its destination with the proper amount of small change, does not usually think of the busy fingers at the other end of the line, or of the central intelligence which controls all those radiating lines. The bookkeeper's office is like a reservoir into which all these little streams flow together, only it is a reservoir of a strange and highly sensitive kind so that it feels and responds instantly to any improper variation in wiles of the salesman are seen and noted of all, but the art of the bookkeper is of all, but the art of the general public rarely thought of by the general public orcupation. Most people doubtless think occupation. Most people doubtless think rather slightly of the work of the record-
ing angel until he opens his book. His task is doubtless somewhat mechanical, task is doubtless somewhat mechanical, and still he has occasion to make some has the bookkeeper, dull as his routine of work may be. That it at least does not produce dullness in those who pursue it the Essays of Elia are a sufficient proof.
There is a great difference in tastes, of course. Some men loathe a countingroom as heartily as Frank Osbaldistone and turn with a relish to a sonnet, while others, like the clerk in "Hard Cash," find the romance of their lives in figures, devour columns of sums as other men devour novels; dream of trial balances by night and are not happy until they begin again in the morning. That the figures represent money that belongs to some one else does not diminish their pleasure in the least; their interest is for the figures in the abstract. They marvelous completeness and orderliness of the little science they pursue, and the astronomer's delight when a new planet swims into his ken at the precise peint indicated by his calculations, is not greater than that of the born bookkeeper greater than that of the born bookkeeper
when a month's work shows the place when a month's work shows the place
where a two-cent piece was wrongly debited to "cash." The greatness and smallitess of things is purely relative, and to ness of things is purely relative, and to a mind of a turn for mathematical iceties the search for a missing figure is as
thrilling a pursuit as a search for a new world. It is as natural for some men to love a ruler and red ink and a book with neat and orderiy rows of figures as it is for others to scrawl verses or pictures on loose scraps of paper and scatter everything to the four winds of heaven. In this mercantile age the art of bookkeeping has assumed an unprecedented importance as the chief portal to the mercantile life. When the spirit of unrest seizes the country lad and he feels the craving for city life, his first step is to enter a commercial school and study bookkeeping. He may discover before he has mastered the subject that he has missed his calling and that he belongs on the farm, but if he finds that he likes the work and perseveres until he has learned all that the school has to teach, he will probably succeed in getting a place where he has all the work he cares to do and enough hay to keep him alive. Now is the crucial time. If he thinks he knows the crucial time. If he thinks he knows higher; if he sets to work earnestly to higher; if he sets to work earnestly to convert theory into practice, he will in where from $\$ 1,000$ to $\$ 2,500$ a year. But where from $\$ 1,000$ to $\$ 2,500$ a year. the number of expert accountants is
amazingly small when one considers the amazingly small when one considers the
great number of those who are engaged great number of
keeping books.
Is the life of a bookkeeper a desirable one? That is the question that is often asked by young people starting in life, and the question was put to an expert who had spent many years in active bookkeeping or in the instruction of others. "Yes, and no," he said. "It is a hard question to answer; it is a wearing profession and a hard one. If one is given to worrying he had better be dead than go into the business, for mistakes will happen and sometimes it will be months before things can be straightened mouths before things can be straightened
out. Now, I enjoy the work; they can't put too much work on me. My head gets tired, but $I$ am just as fresh the
next morning. The way I do it is by mental exercise. If 1 went to bed when got through work I would see figures all night and could not sleep a wink. So I take something very light-1 don't care how silly it is-Arabian Nights, Robinson Crusoe, Oliver Optic, Beadle's dime novels, anything to distract my mind from the figures. Then I sleep like a top. But if one sets to worrying about mistakes he had better go into some other business at once. 1 was called not long ago to hunt up a mistake in the accounts of a bookkeeper in this city. She was overworked, and had worked for months extra hours trying to discover the trouble. There was a shortage of $\$ 1,000$, and she worked over it so she could not enjoy her vacation. I spent 98 solid hours of work and at last 1 found it. A substitute had added up some columns and had made a mistake of $\$ 1,000$ on each side so that the totals balanced and the mistake could not be found till the separate ledger entries were gone over." "I suppose you find a good deal people's accounts." "Oh dear yes, there are some very capable merchants who do not seeme very capable merchants who do bookkeeping; keep their memoranda on on envelopes, or loose slips of paper. I knew a man who kept his accounts in his hat; one day on the prairie his hat flew off and his ledger was scattered over about 20 square miles."

Has the bookkeeper many chances for dishonesty?"
'Not in a small way; not so many as the salesman. When he takes anything at all it is usually a big haul." "Is it hard for an expert accountant to cover up his thefts?" "That depends on the ystem. If the accounts are thoroughly kept and well looked after he has no hance to steal a penny. If he is left to only one who understands the books the mount that he can take is almost unimited. I believe in getting good men, paying them enough so that they can afford to be honest, and then in following them up with a sharp stick. The reason that there are so many dishonest bookkeepers is that employers do not realize he value and responsibility of the services that they render and cut down their pay to the lowest margin, and then leave hem to run the books as they like host people want to be honest, but not all have the force of character to remain honest when temptation is thrown in their way." "Have you found many book dishonestly 'cooked' in your experience as an auditor?", "Not many; most of them were the result of carelessuess." The hardest work that an accountant
has to do, by the way, is in auditing ac has to do, by the way, is in auditing acf system. The vouchers for payment are not arranged so that one can get at hem, and often all that one can do is to audit the cashí account and see that it balances with the cash on hand. One who does aaditing will find some fearful and wonderful specimens of bookkeeping done by men who claim to be experts., "What are the chief requisites for a sucessful bookkeeper?" "In the first piace e must have a talent for arithmetic, a mind that works rapidly and surely. Then he must have good health and the apacity for a great deal of very hard ork." "Is there any difference between young men and young women in capacity pick it up more quickly, but I am not sure that they have more ability. It is a very good profession for women. It gives a good deal more freedom than clerking. The work sometimes bunches up but when it is got out of the way ap but when it is got out of the why one can get off easily." "How long are the working hours?" "How long are the working hours of a housewife? Till the work is done. That is one great trouble with the work. Employers do not appreciate the labor involved and pile on outside duties till it is impossible to atend to it properly. Of course, it get behind, then there are mistakes, worry and dissatisfaction. If employers want their work done in a satisfactory way they should see to it that their bookkeepers have no more work than they can do with comfort and ease."

## POTATOES.

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

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

WM. H. THOMPSON \& CO.,<br>Commission Merchants,

166 So. Water St., Ohicago.
1893
Wheels:
1893
Agents Wanted
hamblers, niagara, rochester, ariel, fowler, raleigh, am. sanspariel, stearns, new MAIL, ECLIPSE, WESTERN WHEEL WORKS, featherstone.


## Best Goods

Best Styles
Best Prices
Prompt deliveries
Catalogue on application.
PERRINS \& RICHMOND, 101 Otawa St, Granid Rapids, Mich.

## HEYMAN COMPANY,

Manufacturers of Show Cases of Euery Description.


FIRST-CLASS WORK ONLY
63 and 63 Canal St, Grand Rapids, Mich. WRITE FOR PRICES.

## STUDLEY \& Barclay,

4 Monroe St,

## GRAND RAPIDS, MICH

our Motto: "New 8tyles."
We Lead in Reduced Prices.

V
$W^{\mathrm{E}}$ CARry a full line of all patterns of Ladies and Gents' Bicycles,
yat once upon receipt of order.
We are agents for the Victor, Columbia, Clipper, Western Wheel Works, and other lines, and ive 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,
lowest.

 Hides, Furs, Wool \& Tallow,

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

## JIM ALLSPICE.

A Few Hints to the Boys on Expense Accounts.
Written for Ths tandrshan.
The mystery is finally solved. I find where I am now poor and still behind with the house, I have been asleep all these years. The old saying of the new suit of clothes in the expense account is no longer a myth-it has turned out to be a fact; in fact, as plain a conundrum as was ever solved, and to you, fellow travelers, whoare not "onto the racket," I will divulge, with the understanding that "mum is the word."
When I look back at my long continued struggles for years to keep even with my landlord, my coal and wood man, the groceryman and the shortweight man who forgets to take his hand off the scales when he weighs the meat, I say to myself, "Too bad I was not 'on' before."
While on one of my Northern trips, I chanced to make the acquaintance of a young and dudish looking salesman who seemed to be very pert and right up and posted fully as to all prize fights, horse races and general athletic sports. He smoked cigarettes very freely; he had a very fine and polished easy way and, for some reason, became quite confidential as to his sales, salary and general business life. Our first stop found us at Cadillac. We both went to the same hotel. After supper, while I was busy with my mail, getting my orders copied, he put in his time figuring, which I afterwards found to be his monthly expense account. After figuring it all out, he made a regular copy of one portion, which he mailed to his house. He was careless enough to leave the original on the desk at my side
and my curiosity led me to investigate the find, with the following result:
expense account for november.
One mileage book
Cash for expenses Cash for exp
Collections.
30 days hotel @ 8 Mileage used Bus and sundry expenses
Cash and milenge


Worked the
Hotel divy
Lunch counter save
Staid with friends.
Walked to hotels. Walked to hotels
Rebates not paid.
Paid house rent.
Paid house rent
Paid for clothes
Cr. Dr.

After reading it over wery says to myself, "It was no joke, after all, about the suit of clothes being in the new traveling man's expense. Here is the proof, and you fellows who have been in the dark can now see how it is done. In all probability he does not hold a position very long." This probably will be pleasant reading to some of the boys, but, to me, it was dead news from the way beyond. Such is life.

I also notice in connection with this that the salesman with all the trunks and extra baggage, who has the best room and also occupies the sample room at the hotel, generally has a'pull', on the clerk, dining room girl and the bartender. His money goes farther or else is brighter than that of the average traveler who stops only for a meal or night and carries his own grip to and from the train, regardless of how many trips a year. We are all human and some of us keep up a thinking, especially when we ride into a town with our fellow traveler in the same line and our fellow traveler in the same line and
have him jump out to the trade on the
fly and quote granulated or Arbuckle's with a cut or rebate quietly made "on the side," in order to hold trade until he can get around after or with his competitor, who, as a general rule. goes to the hotel, takes a wash, fixes up, eats a good square meal, then goes forth ready to meet all competition and, generally speaking, books the orders. With what pride a salesman labors with beginners and, finally, sells them a stock, putting in his years of experience as to quality of the goods and making a selection of the different lines so as to meet the amount to be invested; and, after taking the order, shipping and delivering, what is more embarrassing than to meet them again and find some of your rivals in trade have already called and put in their cold work by cutting your straight and legitimate prices wide open and, in a general way, really tried to belittle you and your house, because they did not buy of them, and first time they meet you are so pleased to see you and cannot help but mention they were so glad you took the order-they were so afraid they would buy in Chicago. Boys, it is all moonshine, and I find, the longer I travel, there are tricks in our line as well as others-"The early bird catches the worm."

## Jim Allspice.

## Mute Advertising.

A rather unusual bit of experience fell to the lot of a Cherry street grocery clerk recently.
The clerk is on familiar terms with a corncob pipe, and between the two a vast quantity of package smoking tobacco finds a ready market. A few days ago while loading his corncob from the contents of
a newly-opened package, the clerk was surprised at finding a neat little card upon which was printed a certificate to the effect that, if the holder forwarded it to the office of Blank \& Blank, it would entitle him to a watch which would be mailed to his address immediately. The brand of tobacco is a well-known staple one, sold in the regular way, and as free of prize gift schemes and lottery fakes as any other standard article of merchandise. The clerk was at first inslined to treat the matter as an unexplainable little mistake of some kind, but he was advised to forward the certificate and see if anything would come of it. Imagine his surprise when the return mail brought the promised watch, which he is now sporting, and for which he has refused $\$ 5$.
The salesman who sells the grocer this brand knows nothing about it and can give no explanation of the matter. Was it a blunder on the part of someone connected with the putting up of those packages, or was it an advertisement? If for an advertisement, was it intended for the watch or for the tobacco? Assuming it to be a "mute" advertising scheme, it is a good one. So far as this particular store is concerned, every customer will know that a $\$ 5$ watch certlficate was found in a package of this certain brand of tobacco, and on the principle that what has happened once may happen again, it would have a certain tendency to induce people to purchase more of it.
Use Tradesman or Supertor Coupons.
CRNE:HNC ROOT:
We pay the highest prico for it. Addrens



## ALFRED PEATS, Wall Paper Merchant

## A PLEA FOR FRUGALITY.

Did you ever know an American who avowed that he refrained from incurring any expense because he could not afford it? I can recall no instance of such frankness. An Erfglish Duke, a Russian Prince, will say this, meaning that there are other uses to which he devotes his income more satisfactorily to himself than would be the outlay suggested; but one of our countrymen who prefers a humbler to a more pretentious hotel, and frankly avows that he does it to save expense, is exceedingly rare.
Steaming down the Rhine over twenty years ago, I saw many things more impressive, but nothing that gave me more satisfaction, than the spectacle of a family, evidently of the middle class, intelligent and not without refinement, draw together on the open deck, and there, sitting in a cozy circle, eat the dinner which they had evidently brought from home to comfort them on their summer-day's excursion for pleasure. That they enjoyed this more than a meal in the hot, stifling cabin was doubtless the fact; still, the saving of needles; cost was plainly considered also. Who innows an American family of any culture or consideration that dares be thus inde pendent and rational?
One of my favorite recollections is that of a lady who, thirty odd years ago, was newly married, and was, with her husband, a vegetarian, then termed "Grahamite." She had a young wife's visits from those who had been friends when she needed such, as well as relatives from homes fifty to a hundred miles distant, each of them scrutinizing with keen eyes her bearing in her new role of housekeeper and hostess, without knowledge of or the faintest sympathy with her peculiar ideas of diet. At meal-time, she bade them welcome to such food as she had prepared for her husband and herself-no tea, no coffee, no meat, no condiment but salt-abundant and wholesome, no doubt, but as plain and unstimulating as that of any hermit in the wilderness, or monk in his cell. Had she explained or apologized, the charm would have been broken; but she simply proffered what she had, and evinced no consciousness that it was other than they were accustomed to, or might have chosen. Her manner implied-"I know you have not come hither for food, for that you have at home; and I am sure you prefer more of my society with such fare as is convenient to sumptuous viands which I must leave you alone to prepare." If they were tolerably well bred, this pleased them; if not, what matter if they went soon and never came again?

The better minds of the age are pondering a thousand projects which aim to help the needy and assuage the pangs of want. How to make the weekly or monthly stripend of the indifferent toiler go
further, is a problem which fitly taxes the attention of the generous and humane. They have studied long and with indifferent success to enhance his means; suppose they were to give one year to the problem-"How shall we most wisely and effectively circumscribe his needs ?" Here is a poor family living in a great and dear city on a total income of $\$ 600$ per annum-hardly able, they say, to pay the rent each month, though their rooms will barely hold them, and each member works that can earn a dime; how much of that $\$ 600$, think you, goes for
what they might better do without? Suppose they saved and wisely invested what they thus squander, how long would they dread the peremptory knoek of the rent collector or turn pale at the thought of a week without work?
How to improve and elevate the con dition of the laboring poor is the divinest problem of the age. The laborer is no more a slave; he is not even a serf; he has renounced tutelage and guardian-
ship. "Lord of himself, that heritage of woe," he demands more leisure, more culture, more consideration. He indignantly asks why, producing everything, he should possess and enjoy nothing. He is mistaken every way; he neither possesses everything nor enjoys nothing. The capitalist, who pays for
the labor which builds a railroad, is as truly a producer as though he toiled daily on the gradually extending track with pick and spade; so is the engineer and the contractor. The rudest tracklayer may be part owner of the road when finished if he will devote to this end so much of his earnings as he invests in liquor, tobacco, etc.; while, if he weekly spends all he earns, he has no right and no claim to property in that road. He may have laid every rail, and yet he owns nothing, if he has eaten and drunk up his wages so fast as he earned them.

Shall we ever be able to reduce the usual day's work to eight hours ?'
Yes; if the laborer will consent to forego meantime the indulgence of all factitious appetites. Eight hours faithful labor per day will provide for all our real needs; while eighteen will not suffice to satiate all our superimposed cravings for sensual indulgence. The young mechanic in a great city, who earss from $\$ 15$ to $\$ 25$ per week, may easily accustom himself to dance and drink it up so fast as he receives it, though he might and should save half of it; and he who saves nothing the first year of his independence of parental guardianship, will rarely begin to save thereafter. "It is the first step that costs," in this as in most things. The youth who has saved half his first year's earnings will seldom cease to save thereafter.
I have heard men talk of Benjamin Franklin's pithy maxims as though they had made his countrymen sordid and meanly parsimonious-a nation of misers and skinflints. I fail to see proof of this. Our charities are munificent, not to say ostentatious-witness those evoked by the desolation of Chicago. During forty years of observation in this city I have seldom known a fair appeal to her benevolence to pass unheeded. If giving would extinguish pauperism, think one thousand millions of dollars would readily be subscribed and paid to achieve that end. Alas! we all know that almsgiving would not achieve itthat, after we had raised and disbursed the full billion, there would be more beggars and more suffering from want than there now are. Bailing out the ocean is a rational undertaking compared with that of extinguishing pauperism by

## alms-giving.

The great need of our age is manliness -that spirit of self-respect and self-trust which silently says: "You may have millions; I have nothing; I am content with what I earn, and do not want your millions antil I have fairly earned them. I do not seek your company nor value you one whit more for your millions: I enyy
you not their possession; hate you no more than I love you because of your wealth; should you ever need my services, you can have them by fairly paying for them; that done, we shall stand on a foot ing of perfect equality, as we do now If you fancy I will eringe and smirk to win your favor, when $I$ can find cordwood to cut at a fair price and thereby ive incurring no obligation, profiting by o patronage whatever, that shows that you do not know me.'
But this spirit is only possible in men of chastened appetites as well as heroic souls. Diogenes in his tub, asking no odds of Alexander of Macedon but that he would no longer interrupt the phil osopher's share of the common sunshine would have been a pretender and a chea had he pined for the banquets of Apicius the wines of Cyprus and of Scio. He was the peer of the great conqueror, only because he had long ago triumphed over
the appetites whereby the vast majority are led captive and enslaved. Alexander enthralled by ignoble yet imperious passions, instinctively recognized his master in the cynic who commanded everything because he coveted nothing.
Vainly do we, by invention after in vention, increase the efficiency of our exertions while we see no limit to our
desires. The sewing machine trebles the seamstress' capacity for execution; so we cover our dresses all over with fancy stitching, and so render them more costly than before. Of what avail is the steam-plow's marvelous efficiency if the plowman deserts the field, insisting that he will live by sophistry as a lawyer or by quackery as a doctor? Invent and improve as we may, we shall be nowise the gainers so long as we practically esteem it to be the chief end of man to produce as little as he may and consume as much as he can.
The poorest artisan to-day consumes uxuries which were once monopolized by the rich and lordly few. Is the artisan benefited by this diffusion? Time was, when he was satisfied with coarse bread and coarser raiment; at length, he achieved the possibility of being drunk a week at Christmas, though obliged to be sober all the rest of the year; should we congratulate him that he may now, if he chooses, reel to bed every night, and
that he often improves his privilege? Is it fortunate for him that he may begin to defile himself with tobacco while hardly yet in his teens, and that he thenceforth snuffs, smokes and chews
himself out of all natural purity of taste, and at length into his coffin? To my perception, it is clear that far beyond ability to earn or to secure more of this
world's goods than now fall to his lot, he needs wisdom to guide his appetites and firmness to control them.

## The Hardware Market.

There are but few changes taking place in hardware, as during this month things are usually very quiet.
Wire Nails-A firmer tone is manifested with all the mills, and the extreme prices existing in January are withdrawn. Jobbers have not, as yet, made any advance, but will be compelled to do so, if mills remain firm.
Barbed Wire-Firm in price. A great many orders are being entered for shipment in March. A buyer cannot go amiss at present prices in buying all he can pay for.
Rope-For some reasou the rope market
cannot be kept up to what manufacturers say is a paying figure. While there has been no change in sisal, we find manilla is a little lower.
Glass-The recent advance made all along the line seems to be maintained by both jobbers and manufacturers, and it is well that such is the case, as margins till are all too close to cut.
Board and Log Rules-A very material advance has been made in all kinds of board and $\log$ rules. While there was but three makers, the competition beween them was very severe and prices went way below the cost mark. While there does not seem to be any combination, a general advance by all has been made. We quote 40 and 10 discount from list.

## FOR SALE, WANTED, ETC.

Advertisements will be inserted under this
head for two cents a word the first Insertion and 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 No advertisements taken for less than 25 cents.
Advance pavment.
 Wan. SALE-TWO-STORY FRAME STORE
building and dwelling in thriving Northern
Mroperty well rented. Will
Michan town. Preap or exchange for city property. A. M.


## Drugs ${ }^{\text {s }}$ Medicines.

##  Concentrated Rations f Others.

When Uncle Sam next goes to war the soldiers who fight under the starry flag will be supplied with coffee in a shape so highly condensed that one four-ounce package will serve as a month's ration
for each man. The concentrated prepfor each man. The concentrated preparation will be given out, perhaps, as a
dry powder, but more probably in the dry powder, but more probably in the cough-drops in size and shape. These lozenges will be inclosed in tin boxes of 100 , each of them weighing a gramme and representing one cup of coffee. For preparing the beverage no coffee-pot will be required, it being necessary merely to
put a coffee-tablet into the cup and pour put a coffee-tablet into the cup and pour
boiling water upon it, when the coffee is boiling water upon it, when the coffee is instantly made. Sugar and milk can be added to suit the taste. In France such coffee-lozenges of comparatively large size have been recently introduced, befor sweetening; but everybody does not care for sugar, and therefore those which have lately begun to be manufactured in this country have been made plain.
The processes by which coffee is thus concentrated are very interesting. To begin with, the beans are roasted in an enormous oven and ground in a huge mill. Then they are put into a great iron vessel, which is nothin, more nor less than a gigantic coffee-pot, holding 240 pounds
at a time. Hundreds of callons of filtered water are pumped into the coffee-pot, water are pumped into the coffee-pot, which acts on the "drip"" principle, and the infusion is drawn off to an evaporating tank. A steam pump keeps the air
exhausted from this tank, so that the coffee is in vacuo, being heated meanwhile to a high temperature by steam pipes. The water it contains rapidly passes off and the coffee is of about the consistency of molasses when it is taken out. It is poured into trays of enameled ware, and these trays are placed on shelves in another evaporator. When the trays are removed a short time later, the coffee is a dry solid, which is scraped off the trays, ground
moulded into lozenges. moulded into lozenges.
There is no reason
There is no reason why the governway on a large scale, in the evente in this way on a large scale, in the event of war,
at a very great saving. By the process described one pound of the beans can be made to produce more than 100 cups. By enquiry it has been ascertained that hotels and restaurants only get from
fifteen to thirty-six cups from the same fifteen to thirty-six cups from the same
quantity, the minimum being reported by the most expensive establishments and the maximum by the cheapest eating houses. The reason for this is that the usual plan is to make the infusion and throw away the "grounds," which still contain two-thirds or more of the original strength of the coffee. Of course, for commercial purposes the lozenges can be made of Rio, Mocha or any other variety of the bean, dispensing with bulky utensils for preparing coffee would be important. Experiments have recently been made with success in the treatment of tea by similar methods, and before long a dry soluble essence produced from the leaves will be offered in the market, a tiny drachm bottle holding twenty tablets, each representing one cup.
Eggs are now sold on the market in a
shape resembling sawdust. The chief
center for the manufacture of this product is St. Louis, where great quantities when the bought up in the summer, almost nothing. They are broken into pans, the white and yolks separate, and evaporated to perfect dryness. Finally they are scraped from the pans and granulated by grinding, when they are ready
for shipment in bulk. Bakers, confectioners and hotels use eggs in this form, which is an important saving at seasons when they are dear in the shell. It is without doubt a fact that most of the eggs sold in cities during the winter have been kept over from the previous summer by pickling them in brine or lime water, so that people should be thankful for a desiccated substitute. A manufactured product of a similar description, called "egg albumen" is imported from abroad. It looks very much like a fine quality of glue, broken into small bits, golden yellow, transparent and decidedly pretty. The eggs of wild fouls of various species are largely employed in making it, the whites, that is to say, the yolks being utilized in Europe for tanning leather. This "egg albumen" is used by bakers and for glazing prints. It costs 55 cents a pound retail.
Condensed jellies are becoming an important commercial article. They are made in the shape of little bricks, each weighing three ounces and with an inside wrapper of oiled paper. According to the directions, the brick is to be put in one pint of boiling water and stirred
until it is dissolved. The mixture is then poured into a mould or other vessel and put in a cool place. In a few hours the jelly is "set" and ready for use, a pint and a half of it. It never fails to "jell," and a half of it. It never fails to "jell,"
which point is the cause of so much anxWhich point is the cause of so much anx-
iety to amateur jelly-makers. The bricks are flavored with various fruits, currant raspberry, grape, etc., and some are of pure calves-foot jelly, to which wine may
be added for wine jelly, preferably Sicily Maderia. Fifteen cents a brick is the retail price. Concentrated ice cream is put up in tins of eight ounces each. The contents of a can are to be put in three pints of boiling milk, stirred well, permitted to cool and then frozen, producing two quarts of ice cream. Condensed desserts are prepared and sold in cans similarly, such as blanc mange.
When condensed milk was first introduced thirty years ago, the idea was laughed at. The inventor carried the a ten quart pail, delivering it personally to his patrons. He died worth $\$ 7,000$, 000 , made out of the business, which has grown to be a gigantic industry. The grown tocesses employed are very simple, the processes employed are very simple, the
fresh milk being put into a great copper fresh milk being put into a great copper
tank with a steam jacket. While it is betank with a steam jacket. While it is be-
ing heated sugar is added, and the mixture is then drawn off into a vacuum tank where evaporation is produced by heat. The vacuum tank will hold, perhaps, 9,000 quarts. It has a glass window at the top, through which the operator in charge looks from time to time. He can tell by the appearance of the milk when the time has arrived to shut off the steam, and this must be done at just the right moment, else the batch will be spoiled. Next the milk is drawn into forty quart cans, which are set into very cold spring water, where they are made to revolve rapidly by a mechanical con
trivance, in order that their contents may cool evenly. factured and sold in concentrated form. For example, products advertised as "substitutes for mother's milk" are made irom cow's milk, to which is added a sufficient quantity of sugar to cor-
respond with the constituents of mother's milk. The water is removed from the mixture in vacuo, leaving a fine white powder, which is put up in packages. Finely powdered wheat flour and other nutritious vegetable elements are added in more elaborate preparations.

Detroit-The Hay \& Todd Manufacturing Co., of Ypsilanti, has leased the upper story of the Hull block, where it will manufacture jersey silk fitting underwear and equestrian tights. The factory will employ about forty hands.

## INDUCEMENT

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Genterai Storis.

## Do You Sell

## DIAMOND PEA?

We want one live dealer in every city and town to handle and push
the sale of Diamond Tea, the great the sale of Diamond Tea, the great remedy for Constipation, Sick
Headache and Liver and Kidneys and we offer the following inducement:
To every dealer who will send us an order for 3 doz. 25 c size packages of Diamond Tea at $\$ 1.90$ per doz., which amounts to only $\$ 5.70$, we will send free of charge an additional 1 doz. packages, besides sufficient sample packages to sample your whole town. By sample your whe on each package you will thus receive full ben efit of the advertising.
It will pay hustlers to take ad vantage of this offer, before their competitors get ahead ef them.

## DIAMOND TEA CO.,

DETROIT, MICH
Diamond Tea is sold by all wholesale druggists

## Empress Josephine Face Bleach

Is the only reliable cure for
freckles and pimples.
HAZELTINE \& PERKINS DRUG CO.,
Grand Rapids, Mich.,

## MICHIGAN <br> Firo \& Mariin hanamance Co.

DETROIT, MYGHIGAN

## PYRAMID PILE GURE

A new remedy which has created a sensation among physicians by its wonderful effects in speedily curing every form of piles. It is the only remedy known (except a surgical operation) which can be relied on to give instant relief and a lasting cure in Itching, Protruding, Bleeding or Blind Piles.
Briefly stated, it has the following advantages over a surgical operation or any other pile cure: It is absolutely painless; it contains no mineral poisons nor injurious substance; it gives immediate relief from the first application; it can be carried in the pocket and used while traveling or anywhere without the slightest inconvenience or interference with business; and, last, but not least, it is cheap, costing but a trifle.

The following letters speak for themselves and need no comment except to say have hundreds of similar ones and could fill this paper with them if necessary. days or a much shorter time. Ine Cure is without an equal, it cured me in 30 fore writing you, and can now say I have not the slightest trace of piles and ammuch surprised at the rapid and thorough effect of the remedy. Truly yours, J. W. Rollins, Marmaduke Military Academy, Sweet Springs, Mo.

From J. W. Waddell, Zulla, Va.-I am a cured man. I only used one package of the Pyramid Pile Cure and I can state to the whole world that it has cured me, and I had them so bad I could hardly walk and I would have them now if my wife had not insisted on my trying it, and I kept it some time before she could get me to use it, but I now thank God such a remedy was made, and you can use this letter in any way it will do the most good.
Mrs. Mary C. Tyler, of Heppner, Ore., writes-One package of Pyramid Pile cure entirely cured me of piles from which I have suffered for years, and I have never had the slightest return of them since.
Mr. E. O'Brien, Rock Bluffs, Neb., says-The package of Pyramid Pile Cure entirely removed every trace of itching piles. I cannot thank you enough for it. Ask your druggist for the Pyramid Pile Cure, and a single trial will convince you that the reputation of this remedy was built up on its merits as a permanent cure and not by newspaper puffery.

It is the surest, safest and cheapest Pile Cure sold.
Any drugoist will oet it for your
as he can obtain it from every wholesaler in Detroit, Chicago or Grand Rapids.

Unlike the Dutch Process

8No Alkalies

Other Chemicals
re used in the ,mmemicic W. Bater \& Co.'s Breakfast Cocoa,
which is absolutely pure and soluble.
A description of the chocolate plant, and of the varlous cocoa and chocolate preparations man ufactured by Walter Baker \& Co. will be sent free to any dealer on application.

## W. BAKER \& CO., Dorchesester. Mass.

## La Grippe

## CUSHMAN'S MENTHOL INHALER.

It destroys the microbes lodged on the mucous membranes and arrests progress of the disease.
Unequalled for COLDS, SORE THBOAT, CA-
TARRH, HEADACHE and NEURALGIA. The first inhalations stop sneezing, snuffing,
coughing and headache. Continued use com-
pletes the cure. Sold by all druggists 50 cents. pletes the cure. Sold by all
H. D. CUSHMAN, Patentee and Mfr

Three Rivers, Mich., U. S. A.



## HAKZUHTNE\& PERKIINS DRCEG CO.

Importers and Jobbers of

## D尺UGS

CHEMICALS AND
PATENT MEDICTNES DEALERS IN

## Paints, Oils Varnishes.

SWISS VILLLA PREPARRD PAINTS.

## Full Line of Staple Iruggists Smaries

We are Sole Preprietors of
Weatherly's Mishigan Batarph Remediy.

We Have in Stock and Offer a Full Line of
WHISKIES, BRANDIES,

GINS, WINES, RUMS.

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

## 

GRAND RAPIDS, MICH.

## GROCERY PRICE CURRENT.

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


 Gold Medal

Anise ．．．．．．．．．．．．．
Canary，Smyrna．．．
Caraway ．．．．．．．．． Cardamon，Malabar Hemp，Russia
Mixed Bird
Mustard，white Roppy
Cuptle bone．．．．．．．．．．．．
STARCH． $\underset{\text { Corn．}}{\substack{\text { STARCE } \\ \hline}}$ $20-1 \mathrm{~b}$ boxes．
$40-\mathrm{lb}$ $1-1 \mathrm{lbp}$
$\begin{aligned} & \text { 3－1b } \\ & 6-1 \mathrm{~b} \\ & 40\end{aligned} \mathrm{an}$
40 and 50

## Gloss．

SNUFF
Scotch，in bladders Maccaboy，in jars．．．．．．．
french Rappee，in Jars． Boxes
Kege，English

100 3－1b．sacks．
6051 b.
$2810-\mathrm{lb}$.
sacks
${ }^{2} 431 \mathrm{lib}$－case
24 1b．dars in linen bags．
28 lb ．
drill 56 1b．dairy in drill bags 56 lb ．datry in inton． 56 1b．datry in linen sack Higgins． 56 hm ．dairy in inner Rock． 56 lu ．sacks

## Saginaw

## SALERATUS．

 Church＇sDeLand＇s
Dwight＇s
Taylor＇s．
SOAP．
Laundry．

（ ixy

Sapoli Scouring． apolio，kitchen， 3 doz．．．． 2 SUGAR． To ascertain the cost of sugar
laid down at any town in the
Lower Peninsula add freight rate from New York to the fol lowing quotations，which repre sent the refiners＇prices：
Cut Loaf．
Powdered Granulate
Fine Granulated．
Extra Fine Granul
XXXX Powdered Confec．Standred No． 5 Empire

## No． 7. No． 8. No． 9. No． 10 No． 11 No． 12 No． 13.



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##  <br> 

 Common to fair．．．．．．25＠35Extra fine to finest．．．50
Q65
Choicest fancy．．．．．．．75＠85 choicest fancy．．．．．．．
oolong． Common to fair．．．．．．． superior to fine．．．．．．．．．． Commor to fair．．．．．．． 18 ＠26 Superior to fine．．．．．．．．
enalish breakyas Fair ．．．．
Choice．
Best．．．． Hiawatha
Sweet Cub
McGinty $\quad 3 / \mathrm{bb}$ ． Dandy Jin
Torpedo Yum Yum in drums． ${ }^{1892}$ drums．

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Sor
Spearhead．
Joker．．．．．．．
Noker ．．．．．．．．．
Scotten＇s Brands Kylo．．．．．．．．
Valley City ．．．．．．．．．．．．
Finzer＇s Brands． Old Honest
Jolly Tar．．．

Smoking．
Kiln dried．．．．．．．．．．．．．．．．．．．．．．．．．． 19
Golden Shower．．．．．．．．．．． 26
Huntress．．．．．．．．．．．．．．．． 29
Meerschaum ．．．．．．．．．．．． Meerschaum ．．．．．．．．．．．．．．．．．．． 29 American Eagle Co．＇s Brands．
Myrtle Navy ．．．．．．．．．．．．．．．．．．．．．． 40
Stork．．．．．．．．．．．．．．．．．．．．．．． 15
German．．．．．．．．．．．．．．．．． 38
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Warpath．
Heo
Hold Dey Blo
Gold

The standard Oll Co．quotes
as follows，in barrels，fo Grand Rapids：

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| Cyl |
| Eng |
| Bla |
| HiI |
| P |
| low |
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 Deaco
No．
Shear
Lamb

Switches．
Ginseng．

## 

Mink，dark
Muskrat．．．
Oppossum
Otter，da
Raccoon
Skur
Skunk
Wolf．
Beave








CROCKERY AND GLASSWARE．
Pint
Qua
Half
Caps


Lamp chimeters．Per box．
6 doz．In box．
No． 0
No． 1
No． 2
Fir
No．
No． 1
No． 2
XX
No．
No． 1
No． 2
Poe
No．
No．
No．
L8
No．
No．
No．
No．

No． 2 ＂
XXX Flin

Pearl top．
No． 1 Sun，wrapped and labeled．
No． 2 Hinge，
No． 2 Bastie．
No． 1 Sun，plain bulb，per doz．
No． 1 crimp，per doz
No． 0 ，per gross LaMP wicks．
No．1，
No 2，
No． 3 ，
Mammoth，per doz
Butter Crocks， 1 and 6 gar
Jugs，

Mitik Pans，$\frac{1 / 2}{1 / 2}$ gal．，per doz．
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## FHE COOPERSUILLE CRETMERY.

## aLL THE STOCKHOLDERS SATIS-

 FIED WITH DAVIS, RANkIN \& CO.A Local Business Advantage. A reporter for The Tradesman was in Coopersville recently, and, meeting Mr. S. K. Felton, the hustling soliciting representative of Davis \& Rankin, the creamery building firm of Chicago. he accepted an invitation from that gentleman to visit the creamery recently built at that place.
The factory building, which is located just outside the business center of the village, is $30 \times 48$ feet in dimensions, with a wing, $12 \times 24$ feet, which comprises tre engine room and office. The factory is well built in regard to retaining heat, the walls being constructed with two dead air chambers.

If there is any one scientific invention of the age that shows the importance of using first-class butter producing strains, it is the Babcock tester in use at this factory. The milk is tested once a week and the record shows a wonderful variation. The four tests are averaged, and each patron's statement is made out on that basis on the fifteenth of each month. This modern creamery system is said to be a great improvement on the old cream receiving system. The farmer delivers the entire product, just as he does at the cheese factory. The milk is weighed and run into a large vat, whence, after being reduced to a certain temperature, it passes through what is known as the Alexandra Jumbo centrifugal separator, the "skim" milk passing to the right into a large vat and the cream passing into a vat to the left. This separator is a Sweedish invention and is certainly a wonderful machine. To attempt to describe it properly would require more time and space than can be allotted to it. Just think of a little machine, occupying less space than a lamp stand, receiving milk direct from the cow and spinning it around at the rate of 6,500 revolutions per minute, separating the butter globules and throwing them off centrifugally, and forcing the "skim" milk off in an opposite direction: And it does its work perfectly, too, for the most careful tests of the "skim" milk do not show any cream. To view the small openings in this machine when it is not in operation, one could not believe that a ton of milk could be forced through them in one hour, yet such is the case. After being separated from the milk, the cream remains in the vat from 24 to 48 hours, when it passes into a huge churn, which is simply a revolving box 3 feet high, 3 wide and 7 leng. The butter is worked on a revolving wooden disk about 6 feet in diameter, by passing underneath two grooved cone-shaped rollers.
This creamery has but recently commenced operations, yet 27,976 pounds of milk was received in January, and from every 100 pounds of this milk 5.36 pounds of butter was made, or a fraction over 18.65 pounds of milk for one pound of butter. The sales report shows a minimum of 28 cents and a maximum of 31.5 cents received.
The factory is equipped with a cheesemaking outfit, so that, in case of a mishap of any kind, the milk can be utilized.
The building and plant cost $\$ 4,950$, and the stockholders, so far as seen,
seem perfectly satisfied with the manner in which Messrs. Davis \& Rankin fulfilled their contract. Some slight friction was caused by the Company's collector, but Mr. Felton, the solicitor, settled up matters precisely as agreed upon, and to the perfect satisfaction of all concerned.
c. C. Lillie, Commissioner of Schools for Ottawa county, and one of Western Michigan's representative dairy farmers, is president of the Creamery Company and the largest stockholder. Mr. Lillie was not seen but was reported by Messrs. Oakes, Taylor and Park as follows: "Mr. Lillie is one of our most enthusi-
astic patrons. He keeps seventeen cows and formerly sold his butter in Grand Rapids at 25 cents per pound on contract. He says that he doesn't have to do that now because he can get more for
. Where he used to get $171 / 2$ pounds of butter churned at home, he says he now gets $18 \frac{1}{2}$ pounds at the creamery from the same quantity of milk. He not only gets more butter from his milk but he gets a better price for it. He has sixteen customers in Grand Rapids whom he supplies regularly with creamery butter. Add to this the important fact that he is relieved from all the old-time drudgery of buttermaking at home, and you will readily understand why he is so enthusiastic in this creamery business."
C. P. Lillie, one of Coopersville's leading merchants, is a stockholder. Mr. Lillie said: "I subscribed for stock in the creamery because I had faith in it. Our farmers have always sold their butter in the city, and, as a result, they do their trading there. I hold, as a business man, that, if the farmers can sell their butter at home at satisfactory prices, they will spend more money at home for merchandise. The creamery has given splendid satisfaction so far. We feel proud of it and have the greatest confidence in its ultimate success. I am satisfied that no other creamery builders would have given us any better value for our money, or treated us any better than Davis \& Rankin did. Mr. Felton was indefatigable in his efforts and triumphed in the face of much opposition."
D. C. Oakes, the Coopersville banker, is treasurer of the Creamery Company. Mr. Oakes said: "I am a stockholder in the creamery and have great faith in it. Of course, we met with some opposition in organizing our company. Some said: $\cdot$ Oh, Davis \& Rankin are after the big end of it;' but I want to say to you that Davis \& Rankin are justly entitled to every dollar they got out of it. Had it not been for the liberal course adopted by them, we would not have this creamery to-day. They took a committee of our people over to Illinois and gave them a practical demonstration of the working of the system. Mr. Felton worked hard for six weeks in working up an interest among our farmers and business men before a company was organized. I have no doubt but what all this cost Davis \& Rankin at least $\$ 500$, and every sensible man knows that it is simply a matter of business ethics for these gentlemen to reimburse themselves for this necessary expenditure. We are perfectly satisfied with the cost of our creamery and with the result of its operations so far. When we get it worked up to its fullest capacity, which is about 10,000 pound of milk daily, we will, no doubt, be able to manufacture butter the year round at an average rate of 3 cents per pound, and
secure to the stockholders a good paying dividend. We have no fear of a glut in the butter market in the summer time, for, should the price drop to a non-paying point, we could ship our cream into Grand Rapids for ice cream purposes."
W. R. Boynton, hardware dealer, is al o a stockholder. Mr. Boynton is a live business man and quite enthusiastic on the butter question. He said: "I went into this creamery business to encourage what I consider a move in the right direction. There is great need for improvement in this butter business. It has always been a prolific source of annoyance. It is the cause of much hard work on the farm, and a very large proportion of the butter so made, after passing through the grocery stores, is actually not fit for a Christian to eat. And I guess it wouldn't be much better if tested before reaching the grocery stores. Of course, in my business I do not take butter in trade, but, occasionally, when a crock of 'gilt-edged' is offered in trade by some buttermaker whom I know, I put a 'corner' on it for my private use. On one occasion I 'took in' a crock of 'double gilt,' and when the supposed expert buttermaker departed, I tasted the article and found that it had 'taken me in.' I carried the precious stuff out in the back yard and buried it where it could never more outrage the refined tastes of a gentleman. The average farmer's wife does not possess the necessary appliances and conveniences to make good butter. Now this creamery system relieves the farmer of this onerous, yet unsatisfactory, labor, and, at the same time, it increases the income from his dairy and gives him a home cash market for his product, realizable on the fifteenth of every month. This is an advantage to home business and the very thing that induced me to go into it. Everyone is satisfied, so far as I know, with the building and plant and with its operations to date."
J. M. Park, a dairy farmer living about three miles and a half from the village, is a patron and stockholder of the creamery. Mr. Park said: "I have, for several years, managed my dairy in view of winter buttermaking. I can get more money out of my cows in this way, as the extra price obtained for winter butter more than offsets the extra feed required. I always marketed my butter in Grand Rapids. When Mr. Felton came here to organize a creamery company, I fell in with the idea and subscribed for stock. I am more than satisfied with the result so far. I subscribed for stock with the understanding that I was to pay for it by promisory note at 6 per cent. interest. When the collector demanded money, I refused to settle with him, but Mr. Fel-
ton settled up everything precisely according to agreement. I think I am safe in saying that every stockholder is satisfied with the building and plant; indeed, I honestly think that Davis \& Rankin have given us a better building than we contracted for. We had some difficulty in organizing a company. So many of our farmers got taken in in the notorious P. of I. mill at Conklin that they were afraid that this was another scheme to 'do them up.' But this creamery is a success and, sooner or later, the farmers will recognize the fact. I tell you, it removes a great burden from the farmer, and no one appreciates it so much as the farmer's wife."
Amos Taylor, of Bavenna, is also
a stockholder. He was seen and expressed himself as being well pleased with the result. Mr. Taylor furnished the lumber for the creamery, and he spoke in glowing terms of the satisfactory business relations had with Messrs. Davis \& Rankin and their agents.
Everyone interested in the Coopersville creamery, so far as interviewed, expressed himself as being pleased with the creamery and the manner in which they were treated, from start to finish, by Davis \& Rankin and their gentlemanly solicitor, Mr. S. K. Felton.

Many thanks are due Mr. Geo. W. Bevins, the secretary and business manager, and Mr. Coleman, the buttermaker, for their kindness and courtesy on the occasion of this visit.
Mr. Falton says that his house is doing an extensive business. Three hundred workmen are employed in the works at Chicago, and about 300 solicitors and builders are kept constantly at work in organizing creamery companies and constructing the plants all over the Union. The report of last summer's operations showed that, on an average, one creamery company was organized aad the building erected and fully equipped for business for every working day in the season. E. A. Owen.

## Excelsior Bolts Wanted!

1 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 ad-

J W. FOX,

## STRAW BOARD.

we are the leaders in this product and carry a very large stock. don't fail to write ds for prices.

## BUILDNG PAPERS.

we carry a large line of the Standard brands and can supply the trade at very low PRICES.

## CAPPET LININGS.

CORRUGATED AND Plain of firstClass wool stock. We are prePARED TO QUOTE LOW PRICES FOR CARPET LINING IN ANY QUANTITY.

GRAND RAPIDS, MICH.

## Grand Rapids, Mich.

## H. M, REYNOLOS \& SON

## UNIVERSALLY CONDEMNED.

Representative McKinstry's Measure Finds No Friends Anywhere.
The bill introduced in the Legislature by Representative McKinstry, of Muskegon, providing for the dating of all canned goods, appears to meet with the disapproval of all and the approva! of none. As the originator of the interest of public health, but vouchsafes no reason why canned goods over a year old are unwholesome, The Tradesman recently appealed to the State Board of Health for information, with the following result:

Lansing, Feb. 13-In reply to your letter of February 11, inquiring what position, if any, this Board has taken on canned goods sold in this State. I would say that the bill has not come before this Board, and I am, therefore, unable to say Board, and 1 am, therefore, unable position it would take on the sub-
what what position The subject of the bill has not been formally considered by the Board, although it has been mentioned.
ery respectfully
Henry B. Baker, Sec'y.
Certainly no one is better able to speak authoritatively as to the effect of such a measure than Jack Armsby, the Chicago canned goods prince. This gentleman presents his opinions in no uncertain tones, as follows:
Chicago, Feb. 15 -Repiying to yours of Feb. 14, would say, that we cannot conceive how the law would benefit any
one. If canned goods a year or two years old were inferior in quality to new goods, such a law as this might be beneopinion, if it was passed, it would soon become a dead letter. The ordinary consumer, who knows very hitle about canned goods, naturally thinks that age affects such goods unfavorably, and, therefore, would always buy new goods,
instead of the old, thus entailing a heavy loss on anyone who happens to hold any old goods. This would hurt retailers, jobbers and packers.

Yours truly,
J. K. Armsby.

The Muskegon grocers appear to take little stock in either the man or his measure, judging by the following interviews in the Muskegon News:
"Only a small percentage," said D. packed in this State, and how are Michigan laws going to control other states or
foreign canned goods? We guarantee foreign canned goods? We guarantee everything in canned goods that we sell
and the packers have no object in sending out undesirable goods, and whatever is found to be so is returned to us and we return to the jobber or packer we puroccasionally turn out a faulty can, but the percentage is so small that it scarcely amounts to anything. Of one million only one or two cases of bad merchandise were reported. We never have had any instance of poisoning from the canned goods sold here. Where there is
trouble sometimes it is owing to carelessness on the part of the housekeeper; the fruit or fish is left in the can after opening, and that should never be done.
"In my position as dealer it does not comes a law or not, but it would shut out competition, and we would be obliged to handle all Michigan packed goods. It would have the effect of making canned goods more expensive for the people, and they will have to pay for the immaginary protection, if the bill becomes a law.
However, I don't think there is a chance However, I don't thi
for the bill to pass."
"My idea of the law," said H. Cummings, "is that it would be detrimental to the consumers, from the fact that packers will put up a sufficient quantity to supply the demand, and they can get their own prices and can get such prices
as they have a mind to ask. On the other hand where packers have put up large stocks of canned goods, both the jobber and heavy retailers are enabled to buy at a less price because every jobber and every packer who has a large stock on hand is more anxious to sell, and the retailer will be better enabled to give the he was at the mercy of the packer or jobhe was at the mercy of the
ber who a small stock.

Very few cans have ever been complained of or returned, and we have never poisoned anyone. I always caution purchasers not to leave them in the can
after opening. I haven't any idea that after opening. I haven't any idea that
the bill will become a law. I have not heard the subject agitated among the grocers.'
"My opinion concerning the McKinstry bill," said E. P. Watson, "is, that if it should be passed it will be of no benefit to the consumer and a detriment to the
dealer. It does not amount to anything for two or three reasons: First, it would have to be universal to be effective. Two or three states might pass a law for the dating of goods while all the others goods comes from other states it may be seen how useless it would be in protecting the people. Not one person in ten would think to look on the can for the date. Michigan herself can't begin to supply the canned goods necessary for home consumption, and if we can't sel unstamped goods, who is going to suffer?

Canned goods will keep three or four years if handled properly. In cases
where canned goods are untit for use, where canned goods are unfit for use,
and it rarely happens, it is because the goods were not fresh when put up. The subject is discussed in the Grocers Cri terion, a Chicago publication, and the Grocers' Association of that city took action on the same kind of a bill now pending in the Illinois Legislature. It was resolved by the Association that 'the bil would be an injury to the dealer, and of bill will not pass as it is too much like the Miner law-it is in the interest of the State, whereas it should be national.,

No man in this country has probably made more of a study of the subject of canned goods than Frank N. Barrett, the veteran editor of that king of trade jour nals, the American Grocer. In its search for knowledge on the dating question, The Tradesman naturally applied to Mr. Barrett, receiving in reply the following generous and comprehensive response:
New York, Feb. 16-Such a law as that proposed presupposes that canned goods that are two, three, four, five or six years old are not just as good as those that are one year old. The fact is that in article that is hermetically seane in a tin can is good for an indefinite period. 1 have seen condensed milk twen ty years old that was just as sweet and sound as when it went into the army as sutler's supplies. General Greeley testifies that the canned goods used in his expedition contributed to the unusual good were frozen men and that, althoug again and carried thawed out, finters, they were apparently as good as when first put up. There were a lot of canned N. Y., which had been there over twenty years, having been knocked overboard in some way and subsequently fished up. They were found to be sound and in good condition.
It is readily apparent, from the correspondence which you print and from my own experience, that the popular impression is that canned goods more than one year old are not palatable and soun Mar food, hence such men as Mr. McKinstry think they can obviate what He must bear in mind that the State of He must bear in mind that the State of Michigan does not can many articles of food, and only in a limited supply, and such a law would be entirely inoperative for all meats, fish, vegetables, etc., packed in other states. I wonder if he imagines that by passing such a law he could induce canners of salmon in Alaska and along the Columbia river to go to

FOURTH HAMTONAL BANK
Grand Rapids, Mich.
D. A. Blodeett, President

Geo. W. Gay, Vice-President
Wm. H. Anderson, Cashler
Capital, \$300,000.


## 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.

## MIGHIGAN CENTRAL

 roe street and Union Depot.
DETROIT, GRAND HAVEN \& EMIL Depot corner Leonard St. and Plainfield Ave.

*Daily. $\dagger$ Daily except Sunday.
Trains arrive from the east, 6:40 a.m., 12:50 a.m., 5:00 p. m. and $10: 00 \mathrm{p}$. m.
Trains arri e from the west, 10:10 a. m., 3:15 p.m. and $9: 45 \mathrm{v}$ p. m . nas Wagner Parlcr Buffet Eastward-No. 14 has Wagner Parlcr Buffet
Wor. No. 18 Chair Car. No. 82 Wagner Sleeper.
 Jas. Campbell, City Ticket Agent.
23 Monroe Street.


SLEE
TH
Silitomo trat hana partor cer Grand

SOUTH-
-7:00 am train.- Parlor chair car Grand
Rapiosto Cincinnati.
Grand
Grand


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



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## CHICAGO <br> and west michigan r'p.

 RETURNING FROM CHICAGO


 Lv. Traverse ciry Manistee $\%$

 | $5: 35 \mathrm{sm}$ |
| :---: |
| s.anpm |
| 10.59 pm | Traveree city

Traverse
Catoreox
etoskey

Petorkey
Petoskey, $3: 30 \mathrm{pm}$
$0: 00 \mathrm{p} \mathrm{m}$. from through car service.

## Wagner Parlor Cars Leave Grand Rapids $1: 25$



Free chair car for Manistee $5: 35 \mathrm{p} \mathrm{pm}$.
*Every day. 0 other trains week days only.

## DETROIT

- 


## going to detroit.

$\qquad$ $\begin{array}{lll}10 \mathrm{am} & \begin{array}{ll}1: 25 \mathrm{pm} & 5: 40 \mathrm{pm} \\ 30 \mathrm{am} \\ \text { 5j:25pm } & \\ 10: 35 \mathrm{pm}\end{array}\end{array}$ RETURNING FROM DETROIT.
Lv. DETR .............. 7:50am *1:35pm $6: 10 \mathrm{pm}$ TO AND PROM 8AEINAW, ALMA AND ST. LOUIS.
Lv. GR 7:20am 4:15pm Ar. G R.11:50am 11:00pm
 through car service. Parlor Cars on all trains between Grand Rap
Is and Detroit. Parlor cars to Saginaw on morn Is and Detroit. Parlor cars to Saginaw on mor
ing train.
ing. Other trains week days only. ing train. ${ }^{\text {*Every day. Other trains week days only. }}$ GEO. DEHAVEN, Gen. Pass'r Ag't.
Toledo, Ann Arbor \& North Michigan
Railway.
In connection with the Detrolt, Lansing ${ }^{\&}$.
Northern or Detroit, Grand Haven \& Milwauk offers a route making the best time betwe $n$ offers a route making the
Grand Rapids and Toledo.

Lv. Grand Rapids at. $\quad$ G. $6.50 \mathrm{~s}, \mathrm{~m}$. and $3: 25 \mathrm{p} . \mathrm{m}$.
Lv. Grand Rapids at.... $12: 50 \mathrm{~s}$. m. and $3: 25 \mathrm{p} . \mathrm{m}$.
Ar. Toledo at.

Return connections equally as good.
W. F. BENNET, General Pass. Agent,
Toledo, Ohio.
the expense of dies in order to stamp the date on canned goods? Such
a law would keep alive an unreasonable prejudice which exists in the public mind and entail needless expense on packers. You might mention that the salmon which took the prize at the International Exposition at Berlin some years ago was four years old and had been in the Philadelphia Exposition. It was put up by A. Booth \& Co. Another thing, there are certain sorts of fruits which are better when two years in the can for instance, pineapple. It seems that the fruit absorbs more of the sugar from the liquor the longer it is in the can so that pineapple, after being canned two years, would be better than when in only one. There are some things, like lobster, for instance, and squash, which become discolored after several years, but 1 do not know as the dietetic value is at all affected by age. The one great objection to such a bill is that it is a re striction upon trade and commerce and would work injury to every jobber and retailer in the State, because the law would be entirely inoperative on goods put up outside the state. All restrictive legislation is generally an injury and makes laws a dead letter. I have been trying to find the argument presented before the New York Legislature when such a bill was introduced here which resulted in its beinn killed A we less to do with the wholesomenes canned goods than anything else con nected with them. It might be that nected with them. It might be that a person would get hold of a lot of good freshly packed and find the quality inWhy, then, discriminate fors old. Why, then, discriminate against the better goods to the advantage of the poorer, simply because the latter were freshly packed? I have just come from a luncheon where 1 went to test this matter practically. We heated first a can of Printiniere soup, which contains peas, beans and other vegetables. It was five years old and was tested alongsilie a cau of the same sort of soup freshly made So far as the color was concerned, there was no difference, nor could anyone detect the slightest difference in flavor; in fact, I thought the taste of the veretables in the five-year old soup approximated more closely fresh vegetables than those in the soup made recently. We also a a can of asparagus that was seven at eight years old and was put seven or Moir's Sons, Wi Wilmington up by John It was tender and of excellen, Delaware It was tender and of excellent Havor, in all respects, equal to fresh canned as paragus, and a great deal better than some put up last summer. Michigan cannot afrord to have on her books a law which would restrict the development of trade throughout the entire state, when the only reason for there being such a law is the unreasonable prejudice which one consumer out of about one million thinks enough of to bring the matter to public attention. Another consideration is that imported goods would have no date and, therefore, American goods would be discriminated against.
Another consideration: As you are well aware, packers manufacture their can during the winter, in order to be in read iness for the next summer's crop. The date must be stamped on the cans at the time of manufacture. Now it happened that in Delaware last season the pearl crop was a failure and the packers wer obliged to carry over to another year the empty eans. If they had been dated they would either have had to be thrown away or else used with the date on, giv ing the imp:ession that the goods were one year or more older than they really were. As there are about one thonsand million tins of canned food used in this country every year and as no injury has been proven to have resulted from their use, it is difficult to frame an excuse for such special legislation.

The bill, if passed, would be a blow at the retailers, as it would reduce com petition, raise prices, the result of less variety and supply, for packers in outside states would pay no attention to the law, and thus the few packers in Michigan would have the trade.

Yours heartily,
F. N. Babrett,

Fred H. Ball, Secretary Ball-BarnhartPutman Co., thus refers to the proposed dating-cànned-goods law: "I see no possible excuse for such a law; certainly there is no demand for it on the part of either the packer, dealer or consumer. We have stowed away in odd corners of our store small lots of canned goods which have been packed from five to twelve years, and if either House of the Legislature will accord a hearing on the bill, I will take some of these goods down to Lansing and compare them with goods packed in 1892. If anybody can tell the difference between the old and the new goods, they can do better than I can."

## The Drug Market.

The upward movement in opium continues and prices are still hardening in the primary markets.
Morphi a advanced on the 12 th 10 cents per ounce and another advance is probable.
Quinine is steady
Malaga olive oil is scarce and higher. Cloves have advanced.
Oil cloves is higher, on account of the advance of the buds.
PRODUCE MARKET.
Apples - About the same as a week ago,
Baldwins and Spys are in fair supply and good
demand, commanding $\$ 3$ per bbl. for No. 1 eating and 82 for No. 2 or cooking grades.
Beans-The price has sustained a sharp ad vance, handlers now paying $\$ 1.503 \$ 1.75$ for country picked and holding city picked at 81.90 a*2. 10 per bu.
Butter-Scarce and almost impossible to se cure in any quantity. Jobbers pay 24c for choice dairy and find ready takers at 26 c .
Cabbage- 81 per doz, and scarce at that.
Celery-s@z.e per doz, bunches.
Cider- 13615 c per gal.
Cranberries-The market is without change crates now being held as follows: Cape Cods and Jerseys, 82.75; Waltons, 83.25.
Eggs-The market has suffered a further de cline during the past week, dealers now paying $18 \mathrm{a}: 20 \mathrm{c}$ and holding at 22 c
Grapes-Malagas are now held at 88
Green Stuff-Grand Rapids forcing lettuce is into market this week per 1 b . Pieplant come at 40 e t 40 c per doz.
Hover Not so plentiful as a few weeks ago Clover stock is held at 13 c
Onions-Hi,her Dealers pay 31 and hold at \$1.2, per bu.
Partnips-i0c per bu
Potatoes - The market is without materia change, buyers continuing to pay t5c per bushe here and Goc at the outside buying points. Th demand continues strong and the anxiety to fil orders has resulted in a number of frosted cars and made many shippers sick.
Squash-So scarce that it is practically out of market.
sweet Potatoes-Out of market
Turnips-35e per bu
Buy
NEDIGOR'S
WIFT
ELLING
HOES
y anternuen ay

SNEDICOR \& HATHAWAY, DETROIT, MICH,
Dealers wishing to see the line addres F. A. Cadwell, 682 Jefferson ave., Grand F. A. Cadwell,
Rapids, Mich.

## DRAWING

Is taught in our public schools, but LOTTERY DRAWING is prohibited by law. In non-progressive cities poor old horses DRAW their street cars. All the above drawings are

well provided for, but the DRAWING OF THE BEARD BY A DULL RAZOR often caused by the want of a suitable strop, produces excruciating agony. Now, coming to the real gist of our subject, we want to tell you that we have in stock the celebrated

## Horse Pail Ravor Strups

Constructed from tanned horse tail, a material which forms the facing of Lapadists' wheels and dises used in polishing and cutting diamonds. Its being used for this purpose is enough of a guarantee that it is the best material for putting an edge on all fine cutting implements. The No. 2 we retail at juc, the oiled strop at $65 \overline{\mathrm{c}}$ and the leather and canvas strop at $\$ 1$. Come in and see them.

## FOSTERSTEVENS MONROE ST.

## OYSTERS!

The weather has moderated in Maryland so the dredges can work, consequently the price of oysters has receded to a point near actual value. There are six weeks yet of the regular season and during Lent there is chance for a large volume of business to be done.

Send in your orders and reap the benefit.
THE PUTNAM CANDY CO.

#  W HOLESALE 

## Dry Goods, Carpets and Claaks

We Make a Specialty of Blankets, Quilts and Live Geese Feathers.
Mackinaw Shirts and Lumbermen's Socks. OVERALLS OF OUK OWN MANUFACTURE.
Voigt, Herpolshoimbl \& CO., 48, 30, $\begin{gathered}\text { Grand Rapids. }\end{gathered}$ BARCUS BROS.,
manufacturers of circular

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

## Saw Repairing

Done as cheap as can be done consistent with good work. Lumber saws fitted up read
without extra charge. No charge for boxing or drayage. Writ 2 or prices and discounts. MUSKEGON, will IG AN.

## Spring \& Company,

importers and wholesale dealers in
Dress Goods, Shawls, Cloaks, Notions, Ribbons, Hosiery, Gloves, Underwear, Woolens, Flannels, Blankets, Ginghams, Prints and Domestic Cottons.

We invite the attention of the trade to our complete and well assorted stock at lowes ${ }^{\dagger}$ market prices.

## Spring \& Company.

## P. STEKEPEE \& SONS

have received
A full line of Hamilton, Pacific, Simpson's Garner, Manchester and Allens Prints, also A F C Toile du Nord, Dresden, Bates and Amoskeag wash dress ginghams and satines. A fresh new line of white goods, Nainsooks in checks and stripes and Victoria lawns.
Embroidery from $1 \frac{1}{2} \mathrm{c}$ per yd. to 50 c Mail orders receive prompt attention.

## DODGE

Independence Wood Split Palley.
THE LIGHTEST!
THE STRONGEST. THE BEST!
HESTER MACHINERY CO,
Cracter Chesss.
Glasis Covers for Bigailbs.

$\mathrm{T}^{\text {HeSE }}$ chests will soon pay for themselves in the reakage they avoid. Price $\$ 4$.

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

## NEW NOVELTIES

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

CINNAMON BAR.
CREAM CRISP.
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.
 Farming is a grand success. We have a Butter and Cheese Factory that was built fivs DAVIS \& RANKIN BLDG. \& MFG. CO., $240-252 \mathrm{~W}$. LAKE ST., CHICAGO.

## Imortant Redichcimans in Indruxted Wood Fibre Ware



## Michigan State Agmuls for the Grand Raidids Ciaint Junor Vapor Siove.

This is an entirely new Gasoline Stove, with a patent multiple generator, which is the simplest and most powerful generator made and far surpasses anything of the
kind ever put on the market. Write for catalogue.


STYLE OF No. 46-2-BURNER JUNIOR WITH ILLUMINATING FEATURE AND GLOBE
The Illuminating Feature is thoroughls practical in every way. It is burners, the confordingently located back of the cooking ourners, thus affording a brilliant gaslight whenever desired, at a minimum cost. This improvement will be appreciated at a glance and hailed with delight by all buyers. This feature alone gives this stove the preference.
Our high stoves are one inch, and our low stoves are three inches higher than any other make of Junior stoves.
H. LEONARD \& SONS, Grand Rapids, 134 to 140 E. Fulton St.


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