

# Michigan Tradesman.

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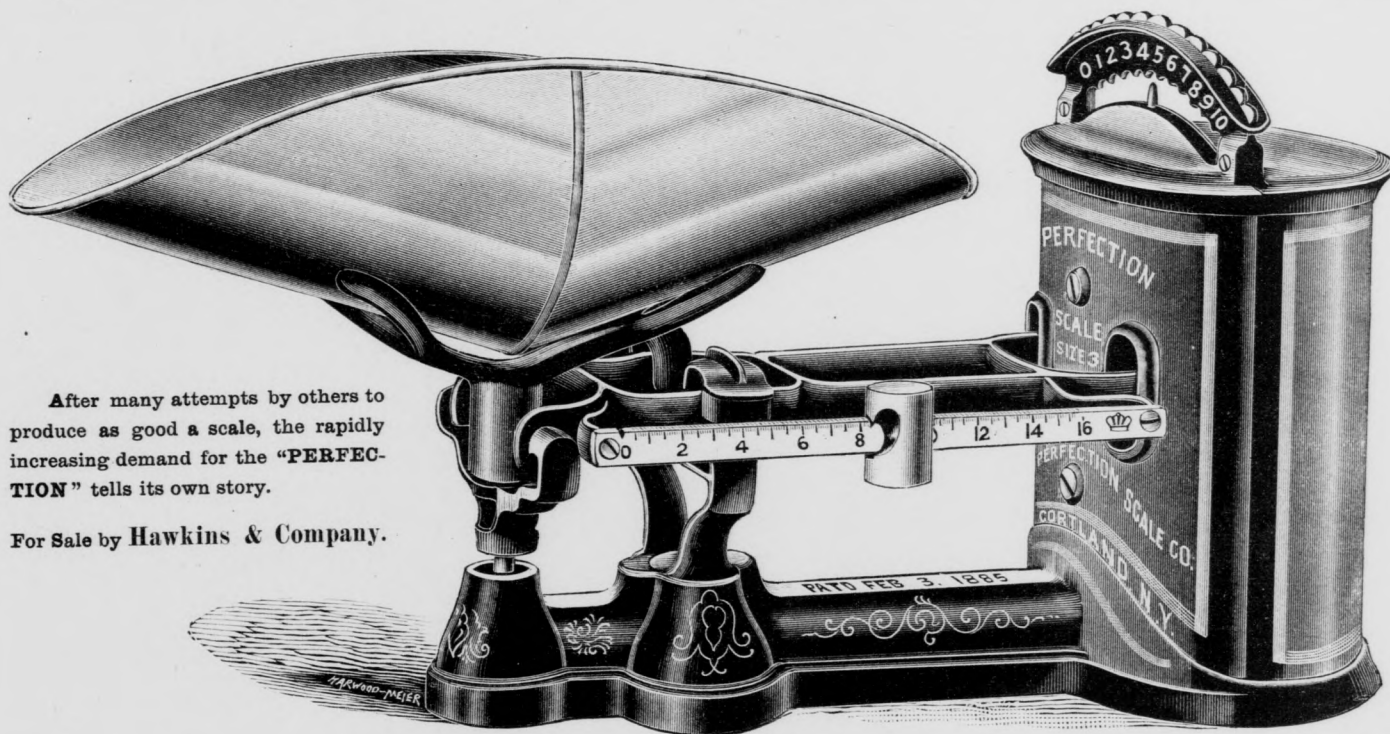
VOL. 10.

GRAND RAPIDS, MARCH 8, 1893.

NO. 494

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See Quotations.



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See quotations in another column

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# MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, MARCH 8, 1893.

NO. 494

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## The King Of all Coffees.

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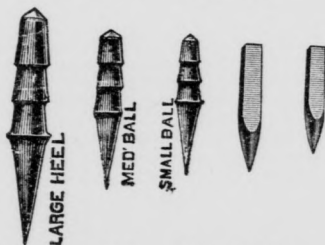
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Pressed Ball Calk	5/8 per M	28	65
"Heel	3/4 " M	2	80
"Heel	9/8 " M	4	00
Shoulder Ball, per M		2	00
"Heel	" M	2	50

### HE DOUBTED HIS WIFE.

I like John Marlow. He built for me this house that Margaret and I think is a model of convenience and prettiness, and his dealings with me were so just, his suggestions so practical, and his manner so ingenious that I have held him in high esteem ever since. So, when he came into my office one evening, I said to him, after the usual greetings:

"I hope, Marlow, that you have come for a friendly call and not to consult me in my professional capacity."

"The fact is, doctor," he answered, looking half ashamed, "I don't believe there's anything the matter with me, but Mary made me promise to stop and see you. She's been dosing and coddling me for a fortnight and more. She says I'm 'droppy,' and have no appetite and no spirit, and am all run down." I don't look much like it, do I?" The whole-some looking fellow tried to smile.

But he certainly was not "all right," as he protested he was. He had lost his old cheery look and buoyant carriage. I felt his pulse and asked the ordinary questions.

"Perhaps you have been working too hard," I suggested.

"No," he said, "the weather has been unfavorable for outside work, and indoors I have not had enough to do to keep my men busy."

I handed him the evening paper and leaned back in my chair to consider his case, glancing stealthily now and then into his kind, worried face.

"See here, Marlow," I said, as our eyes met accidentally, "you have no business trouble that is taking the heart out of you, have you?"

"Oh no, doctor," laughing uneasily, "nothing of that kind at all. At least," as his native honesty asserted itself, "nothing that could affect me in this way."

"My friend," I said, "anxiety can gnaw at a man's strength with wonderful effect. Whatever your trouble is my advice to you is to deal with it once and for all, conscientiously, and with the best judgment you can command, and then to let it alone. Worries cannot bear neglect, and it is surprising how many of them will 'quietly steal away' when we turn our backs to them."

"I could bear any trouble that was all my own," he replied with a look that made me draw my chair nearer to him and lay my hand upon his, "it is the thought that Mary is suffering in silence that unnerves me."

"Your wife suffering, Marlow! Why, she's the happiest looking woman that walks into our church. My wife and I have often remarked it."

"So I used to think, doctor, but I've found that that happy look is all put on—all assumed to keep me from suspecting her misery," and the poor fellow buried his face in his hands.

"My man," I said, "I like you, I am your friend. Confide in me. Perhaps I can help you. Perhaps you have been looking at a molehill through magnifying glasses."

"Doctor, a great burly every-day sort of fellow like me ought never to have undertaken to make a delicate Sunday woman like my Mary happy. She has a taste for music and pictures and books, and I—well I know a good stick of timber when I see it, and I know when a pile of masonry is plumb, but I'm about as well fitted to consort with her as a bear with a humming-bird."

"I suppose you didn't marry her without her consent?"

"Of course not. But you see I had helped her out of a little financial difficulty that had bothered her and her mother a good deal after Mary's father died, and I had kind o' looked after things about their home—just to see that they kept comfortable, you know, and I suppose she felt grateful to me and besides she knew that I—well, that I actually worshiped everything she touched or looked at. She's done her best, poor girl, she's done her best and tried to be contented, and she's tender and true, but there's a grief at her heart, doctor, and—"

"What makes you think so, Marlow? What has happened?"

"Doctor, no truer, better woman than my Mary lives, but I think she gave her hand to me before she really knew that her cousin Richard had her heart. He was at our wedding a year and a half ago. He's a newspaper man and lives in Chicago. He's a handsome, slender fellow, with a fair face and white hands and fine manners—just the kind of a man to attract a refined lady like Mary—and he writes to her about authors and operas and a thousand things that interest her and that I don't know anything at all about."

"Doesn't she let you see his letters?"

"Let me see them? Why, of course she does—reads them to me herself and answers them evenings, sitting by my side, while I am drawing plans or making estimates, and puts her answers into my pocket for me to mail the next day. I believe I told you my Mary was a good woman, didn't I?"—he looked a little dangerous just then. "But, doctor, she'd had the habit for a long time—though she's practiced it more of late since she has imagined that I'm not well—of talking to me in German about 'Dick.' She's reading German with Prof. Baumgartner, you know."

"First—and always until very lately—I didn't think anything about it. She'd stand and—well, play with my hair"—he reddened slightly as I glanced at his wavy crop—"and she'd jabber away in Dutch about 'Du' and 'Dick,' and when I'd ask her what she was saying she'd only laugh and say it over again."

"Well, one day there came a letter from Cousin Richard saying that he was coming East, and she sat right down—at my request, mind you—to invite him to make our house his headquarters during his visit."

"When the letter was finished I lay on the lounge with my eyes closed and she thought I was asleep. She came and

combed my hair with her fingers and put her face close to mine and whispered. 'Ick leebly Dick, John, Ick leebly Dick,' was what she said, but I heard that and things like it so many times before that I didn't even wonder what it meant. Just then she was called out into the kitchen. I got up and went to the table to read the evening paper. Her letter lay there. She had not folded it. It began 'Dear Dick!'

"I didn't read any more of it. I didn't want to. But I tell you, doctor, it went all over me. She had been used to speak of him as Richard, and I had never thought of the nick-name.

"Well, when she came in—would you have believed it, doctor?—she knew right away that something was the matter with me and thought that I must have taken cold, having been out in the rain all day.

"You'll think I'm a mean scamp, doctor, I think so myself, but the next day I said to one of my masons, a German, 'What does *Ick leebly* mean?' He couldn't understand me at first, so 'For instance,' said I, 'your name is Fritz; now suppose I should say *Ick leebly Fritz*, what would that mean in English?'

"Doctor, there's no better woman alive than my Mary, but that man told me that *Ick leebly Fritz* meant *I love Fritz*! You can see for yourself what *Ick leebly Dick* meant! You see this is the way of it. Mary's tender heart was breaking with her—her thought of him and her pity for me. The feeling that I was being deceived, that I was giving so freely the love she couldn't return was more than my poor girl could bear (two or three times lately when I have come home from my work I could see that she had been crying), and it gave her some relief to confess to me even if I was asleep.

"I suppose you'll despise me, doctor, I despise myself, but since then I've made believe sleep again and again, and she always comes to me and whispers in a pitiful way a lot of Dutch gibberish about 'Du' and 'Dick'; but she says 'Ick leebly Dick, John,' oftener than ever, and says it so tenderly and sorrowfully that I forget my own trouble in pity for her."

What could I do? How could I minister to a mind so distressed? "*Ich liebe, I love.*" I said to myself—Margaret and I talk German a great deal for the sake of our children to whom we wish to teach the language. "*Ich liebe,*" I repeated, "*Ich liebe Dick, Ich liebe Dick, Ich liebe dich!*" What angel prompted the thought?

"Listen," I cried, as I grasped his hand, "is this the way it sounds—*Ich liebe dich, Ich liebe dich?*" I purposely exaggerated the difficult German terminal.

"Yes, doctor, you've got it exactly. That's just the way she says it. The 'Ick' and the 'Dick' seem to catch in her throat as if the thought were so grievous that she couldn't articulate it."

*Ich liebe dich?*" I asked again.

"That's it, doctor, as if you had learned it from her very lips."

"My dear fellow! my dear fellow!"—I believe I shouted, I was so glad!—"You're the happiest man alive! '*Dich*' in German means 'you.' '*Ich liebe dich*, 'I love you. 'I love you, John,' is what that blessed woman has been saying to you, and—don't you see?—when she thought you were ill and she felt worried about you, she said it oftener than ever. That's the way with a woman."

The poor fellow! It took two or three minutes for him to get a good grip upon the thought. Then he was on his feet, and his hand that had lain limp within my own returned my grasp in a way that made me wince. "By George!" he cried, "you've got it! That's it! That's what my Mary has been saying to me all the while! Great Scott, what a fool I've been!" He looked so glad and he looked so foolish! But on the whole he stood manfully by the blushes that lined the bronze of his honest face.

"Now, why couldn't she have said that to me in English, and have said it when she knew that I was awake and could hear her? If she had told it to me sixty times a minute I'd have been glad to hear it every time."

Then he thanked me again and again and begged me to keep his secret. "For, doctor," said he, "I married the best and truest woman God ever made, and I wouldn't for the universe grieve her dear heart by letting her know that I ever doubted her love for one moment. I shall not need any of your medicines now, doctor, but can't you give me something to take home as a—as a—blind. It's the first time I ever deceived her, doctor, and I promise you it shall be the last."

So I put up a prescription, which could be interpreted into English as follows:

White Sugar,	1 drachm
Common Salt,	½ drachm
Tincture of Cochineal,	20 drops
Pure Water,	4 oz.

and I pasted upon the bottle this legend—

"Shake well before taking. Dose—a teaspoonful night and morning. M. J."

John Marlow put the bottle in his pocket and went home.

It was a fortnight afterwards that Mrs. Marlow, in her neat phaeton, drove up to my office door. She alighted, tied her horse, and came in with a smile upon her pretty face.

"Doctor," she said, producing the phial I had given to her husband, "I've come to get some more of this medicine for John, and, if you please, I'd like to have the prescription. It really is a most wonderful tonic. It just built John right up. He used to come home evenings looking shockingly tired and worn, and he'd lie down on the sofa, and I couldn't get him to take any interest in anything. He'd make a very poor pretense of doing so sometimes, just to please me, but, you know, there isn't a particle of make believe in John Marlow—he couldn't deceive a baby. I was so anxious about him that I used to cry when he was out of sight, for, doctor," (confidentially, "my John is the very best man in the whole world; and he's such a careless fellow that he wouldn't have taken your medicine at all if I hadn't followed him around nights and mornings with the bottle and spoon."

"So you consider him a well man now, do you, Mrs Marlow?"

"Yes indeed, doctor! Great strong healthy fellow! My cousin Richard, from Chicago, is visiting us now, and those two big boys just turn my house into a hippodrome. Why, when they get a-capering John picks him up under his arm and carries him all over the house."

"But, Mrs. Marlow, if he is well and strong I guess we won't give him any more medicine, shall we?"

"No—doctor, I—I suppose not if you think it not best." She was a little disappointed, she wanted an excuse for coddling him.

I told her that John wasn't likely to be taken again in the same way, and she yielded the point with her characteristic grace. She stepped to the door, and I was about taking my hat to see her into her carriage, but:

"No, don't come out, doctor," she said. "I'm used to managing Whippo myself. He's gentle as a kitten. John made sure of that before he gave him to me." She bowed gayly, and in another minute her fingers were busy with the tie-strap.

"What's afoot now, Mary?" It was Marlow himself who spoke. He had probably seen her as he crossed the main street half a square above, and had come down to meet her.

She seemed to tell him what her business with me had been, for he threw back his head and laughed quietly. He helped her into the carriage, and we watched him through the blinds, Margaret and I, as he tucked in the prettily embroidered lap-robe.

As he settled himself beside her, we heard him say:

"I've got the rest of the day to myself, Mary; let's hunt up Richard and show him the Jefferson road."

She went diving into his pockets for his gloves, and took the reins while he put them on. They drove off, and ten minutes afterward we saw the trio pass our house. They were crowded, but very merry. MARGARET JOHANN.

#### Some Points on Collections.

From the Farm Implement News.

In these days of slow collections, scarcity of ready money and inability on the part of a dealer to meet maturing or past due bills, it behoves him to study the situation from all points, and endeavor to keep all creditors at least partially satisfied. It will not do to pay all the money available to one or two creditors, leaving the others to wait. Neither should any one creditor be selected to wait until the claims of others are wholly satisfied. Such a procedure is courting trouble. There should be no preferences, no favoritism. Let the available funds be divided pro rata, and no one can then object.

Not long ago I saw a letter from a dealer to a jobbing house whom he owed, in which he said: "I am aware that my account with you is a long time past due, but I have now paid up nearly all my other bills, and will soon be ready to commence on yours."

Whatever else this dealer lacked, it was certainly not frankness; but this qualification was not, in this particular case, recognized by his creditors as a virtue. You can easily imagine the feelings of the jobber on reading this letter, and with such feelings as you have imagined, you will also readily guess that he immediately "went for" that dealer, and to prevent a lawsuit and depreciation of credit, the dealer was forced to borrow money on chattel mortgage security at exorbitant rates, and liquidate the jobber's claim.

It is pertinent to remark in this connection that the dealer's excuse, when pinned down by a series of questions, was that the other creditors were more persistent, and this one particular jobber did not appear to care very much for the delay; at least he had given no indications of any great dissatisfaction. The others had threatened and demanded their money in no uncertain tones, and got it. I say it is pertinent to mention this, for what is true of the relations between dealer and jobber may be true as between consumer and dealer, and perhaps if some of the latter were more persistent they would not have to wait so long for their pay.

A great many dealers will tell you that they cannot threaten their customers with impunity. If they do they are sure to lose their future trade. The writer has always contended that this does not

hold good as a rule, and upon being made cognizant with the facts above related, he was interested enough to follow the matter up. Through a traveling salesman, who kindly consented to act as his proxy, he asked this particular dealer a few questions, and the conversation between them was substantially as follows:

"Why did you pay the claims of those who threatened first?"

"Because I was afraid they would carry out their threats, and I did not want them to do that."

"Why didn't you pay something on all your bills?"

"Well, some were so persistent I wanted to get rid of them."

"Then I suppose you will quit trading with them?"

"Why no! I don't see why I should. They were certainly entitled to their money and had a right to demand it as they did."

"As between the ones who threatened and made such frequent demands and the one who waited patiently until the last, who would you be inclined to favor with your patronage, all other things being equal?"

"I don't like the way the last ones jumped onto me rough-shod."

"Don't you think they were justified after what you wrote them?"

"I would have paid them before, if they had appeared to want it badly."

"Then you really feel more friendly towards the others?"

"Fully as friendly."

Now, unless farmers are differently constructed, why is it not the dealer's interest to be persistent and keep everlastingly at them? He may not get all of his bill in time to relieve his own needs, but he will get a part of it and not have to wait until all the others are paid.

#### It Was Not Locked.

The San Francisco *Call* tells an amusing story of a burglar in that city who recently spent a whole night in most unnecessary work. The barkeeper of the Tivoli Opera House left his post late the other night, and when he was almost home he remembered that he had forgotten to lock the safe. He reflected that there were only a few dollars of change in the safe, and as he was very tired he concluded to take the chances and not go back and turn the combination. When the porter came to the theatre early the next morning he saw a man standing before it, who gave a sharp whistle and ran away. This alarmed the porter, who proceeded to light all the gas in the building and search the place thoroughly. He found nobody, but there were two large holes drilled through the chilled steel of the combination lock and enough giant powder stuffed into them to blow the roof off the building. The safe had not been opened, and the change that it contained was all there, though the burglar might have had it if he had just given the door a slight pull. The thought of a burglar working and sweating all night to drill holes into an unlocked safe amused the proprietors almost enough to make up for the injury that had been done to the safe.

#### T. H. NEVIN CO.'S

#### Swiss Villa Mixed Paints

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

#### Hazeltine & Perkins Drug Co.,

STATE AGENTS

GRAND RAPIDS, MICH.



## WHAT I THINK.

Tenpenny Thinker in Business.

I have been thinking of how few really indispensable men there are in any given line of business. I mean the kind of men who know their trade from the ground up, and can fill any position necessary. There are men who are industrious, men who are conscientious, men who are reliable, men who do well the allotted task of the day, but few who are able to work without a pattern or directing hand. The sort of men who make a success of life are the men who cannot only do the work, but find the work to do. The men who possess executive ability and tact are rare; they never are obliged to seek employment. Every business is asking for just such men.

\* \* \*

I have been thinking that it does not so much matter what a man knows but rather what he does. The world measures a man by what he accomplishes, and sets its seal of approval upon those who succeed. The world does not inquire into the process, it notes the result; not the road he travels, but the goal he reaches.

\* \* \*

I knew a young man thirty years ago who started in business. Over his desk he pinned a card and upon it was written, "Pay as you go." He did not have a large capital but he rarely used his credit. Salesmen would urge him to buy goods on time, but he remembered the motto over his desk and resisted. There were many larger stores in his line and he was often tempted to increase his stock and accept the flattering offers of credit, but he never yielded beyond the limits of his capital. Some of the merchants said he was slow and old-fashioned, but I happen to know that to-day he does the largest business in his place, while the other merchants who laughed at his prudence have long since left the field. He still keeps a little card over his desk, and although it is yellow with age, and the ink almost faded from sight, he never neglects to follow its sound advice.

\* \* \*

I think it poor policy to urge customers to purchase goods on credit for which they have no immediate use. When I first commenced business I was very ambitious to make sales, and in my haste to fill up my new order-book I would often induce a customer to increase his order beyond his possible needs, and beyond his ability to easily handle. The consequence was that his account remained unpaid for a long time, and eventually I lost his trade altogether, because he felt that I had neglected his interests in over-urging him into debt.

\* \* \*

I think if there is ever a time when a business man can afford to be extravagant, it is when he orders a sign for his place of business. It is something which will remain in public view for years, and every time an eye falls upon it an impression of some sort will be effected. It may not be just, but it is true that the world judges a man by his appearance, and a business by its outward signs. A sign should have a personality, a difference easily distinguished from the other signs on the street. A sign should be distinct and readable at a glance. It should be attractive to the eye and suggestive to the imagination. It should be in keeping with the surroundings so far as shape and color are concerned. It should be conspicuous but not offensive; elegant in its simplicity, and expressive of stability, enterprise and commercial prestige.

\* \* \*

I think that competition in its place is all right, and the proper weapon with which to build up business; but retailers should be mindful of the fact that competition means more than the mere cutting of prices. The sort of competition which pays in the long run is of that nature which brings better service, better goods, better value, better management, and earns the good will and continued patronage of the customer without losing profits. Am I right?

\* \* \*

I think personal appearance is an important factor in the successful business man. The surface of things is what first impresses the average public, and quite often the clerk or merchant who wears a clean collar or a well-fitting coat will receive more consideration than the one whose appearance is seemingly slouchy; even, perhaps, in spite of more intrinsic worth. This is a trait in human nature which may on some grounds be ill-founded, but the fact remains that a neatly dressed business man, other things being equal, stands the better chance of commercial success.

\* \* \*

I have been thinking of how much harder it is for a business to get a foothold to-day than was the case ten years ago. The inventions seem to have all been thought of. The streets are full of stores. The mechanical trades are full of recruits. The professions are crowded with new applicants, and even the farmers claim their field is overdone. Then another thought occurred to me. It is true that it is harder to succeed, but the rewards of success are greater. It costs more effort, but the results are commensurate with the outlay.

\* \* \*

I think there is a little point in business practice which sometimes escapes the consideration of otherwise bright business men. I refer to the matter of stationery. Nothing, to my mind, reflects a man's standing, in the eyes of those with whom he corresponds, more forcibly than does a well-executed letter head. I happened the other day to stand beside a manufacturer as he opened his morning mail, and was particularly impressed with the inferior stationery used by most country merchants. Some were well designed, but poorly printed; others were on good paper, but the printer had evidently a surplus stock of display fancy pieces which were used to "embellish" the heading. A few were simply smeared with a red ink rubber stamp, which looked particularly offensive; and one was written on manilla pad paper with a lead pencil, and devoid of any address or reference to the nature of the business. I think that a few dollars invested in a neatly engraved or finely printed letter head will pay good dividends.

\* \* \*

I thought of another feature of the present problem of "getting there." There is a certain amount of room at the top of the ladder which is never crowded. Down below there is hardly space for elbow room, and people with sensitive corns are always complaining; but on the top rounds there is space enough for both feet. It is always the same, the fellows at the bottom growl at the competition for a foothold, while up at the top there are empty rounds waiting for a firm step. Perhaps it makes us dizzy to look up, but the rounds must be climbed if success is to be secured.

\* \* \*

I think that more people cheat themselves than are cheated by others. The merchant who is too greedy for profit kills off his trade and drives his customers elsewhere, but he has only himself to blame. He may have bought some goods at a bargain, but instead of sharing it with his customers he charged them more than full price; he simply cheated himself.

\* \* \*

I have been thinking that everyone has a certain measure of leisure—it may be but scant minutes at uncertain intervals, or it may be the extent of an evening after business hours. The amount of useful work and personal advancement which may result from a proper use of such times of cessation from regular toil, is remarkable. Some of the greatest inventions, some of the best books, some of the rapid strides in modern civilization have resulted from the proper use of otherwise lost moments of existence. The basis of time is where all can meet on a common level; as to its results, individual action must determine.

\* \* \*

I frequently hear young men, and for that matter men in middle age, complain

that they can find nothing to do that exactly suits their individual talents. Upon investigating the merits of the case, I have generally found that the trouble lay not in the circumstances, but in the individual himself. I find that there are numbers of unsuccessful men, who might from natural ability be influential powers in business life, who are allowing opportunities to slip through their open hands merely because they fail to recognize the fact that remunerative and honorable positions do not wait for the man, but that the man must grow up to the responsibility. Life is a "progressive game," and quite often the seemingly trivial duties and affairs are the rounds by which the ladder of success must be climbed. To the man who complains that he is unable to find an occupation in life which exactly meets the direction of his inclination or talents, I would suggest that he first embrace the duty of the present hour, and having successfully accomplished its requirements take up in turn the next duty—and so progress, with the certainty that, having done well the duty of to-day, to-morrow will open new fields of activity for which his previous conscientious labor will have fitted him to occupy.

\* \* \*

I sometimes wonder what the staid merchants of half a century ago would think were they to know the daily duties which make up the shortened hours of a modern business day. The type-writer, telephone, elevator, trade press and rapid transportation have so annihilated time and distance that we are witnessing to-day the hourly execution of tasks which a decade or two ago would have required weeks of unremitting toil. As the mechanical assistance develops, there arises the necessity for the equal progress of the individual, and thus we often see the modern invention pushing its would-be possessor aside in the race for supremacy. The man who neglects to intelligently study the advantages of the constantly succeeding improvements in business systems, soon finds himself at odds with the times—a sort of hand-cart in the procession of modern progress.

The office would seek the man all right if the man did not first gobble up the office before it has time to go out seeking.

## THE COMMERCIAL TRAVELER.

His home is in the sleeping car,

No vine or fig tree's shade,

His music is its clanking wheels,

His poetry is trade.

This missionary of the mart

He spreads the true faith's germs,

The endless merits of his house

Above all other firms.

He buttonholes the kings of trade,

His sample case unrolls,

And talks until the love of life

Grows feeble in their souls.

The bolted doors swing wide for him,

He heeds no locks nor bars,

And fears not any face of man

Beneath the sun or stars.

The heroes of baronial times

Were armed from hair to heel,

With iron pots upon their heads

And pantaloon of steel;

The hustler hero of to-day

Is armorless and weak,

But for the vigor of his tongue,

And bluish breadth of cheek.

He meets all men with fearless mien,

Nor knows to pause or swerve,

With Lilliputian bashfulness

And Brobdignagian nerve.

No dim abstractions vex his soul;

His creed and happiness

Is just to make a sale and catch

The two o'clock express.

## A Triumph of Old Age.

From the Clothier and Furnisher.

A gray haired, broken-down old man,

With sunken eye and cheek,

Climbed up the steps one winter's day,

With humble mein and meek.

He rang the bell, and a woman came

And stood in the open door,

And a smile spread over his wrinkled face

As he saw his wife once more.

And the old glad light shone in his eyes,

And his husky voice grew clear,

As he said: "It almost knocked me out,

But I matched that ribbon, dear."

BUY THE PENINSULAR  
Pants, Shirts, and OverallsOnce and You are our Customer  
for life.STANTON, MOREY & CO., Mtrs.  
DETROIT, MICH.Geo. F. OWEN, Salesman for Western Michigan,  
Residence, 59 N. Union St., Grand Rapids.For Terms and Agencies address  
Crystal Washing Machine Co.,  
Columbus, Ohio.

Our machine has a reversible rotary motion of both upper and lower washboards, giving the true hand-rubbing principle. Clothes never bunch while washing, common fault with others necessitating rearranging; not a pleasant task.

Wm. Brummeler &amp; Sons,

Manufacturers and Jobbers of

## Pieced and Stamped Tinware

Phone 640

260 S. Ionia St., GRAND RAPIDS.

NET PRICE LIST OF S&amp;P PAIRS PER 100.

	I C	I X
10 quart.....	\$14	\$17
12 ".....	15	18
15 ".....	19	22 50
1 gal. I C Syrup Cans, per 100.....	25	

These goods are full size and are guaranteed not to leak. The pairs are made almost straight, flaring enough to pack conveniently.

In lots of 500 we will allow 5 per cent. off above prices. Terms, 30 days net.

Send for price list of general line of tinware.

USE



Best Six Cord

— FOR —

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods &amp; Notions.



## AMONG THE TRADE.

## AROUND THE STATE.

Ithaca—Ludwig & Iseman succeed W. K. Ludwig in general trade.

Rose—H. S. Vrooman has sold his grocery stock to H. H. Vandusen.

Brighton—Sweet & Bidwell succeed Eugene Sweet in the meat business.

Union City—John Newman succeeds E. E. Casewell in the meat business.

Grayling—Isaac Rosenthal succeeds Rosenthal Bros. in the drug business.

Detroit—W. B. Gordon is succeeded by N. E. Manuel in the drug business.

Mulliken—H. P. French succeeds H. P. & R. C. French in the drug business.

West Bay City—Kelly & Co. succeed E. (Mrs. W. J.) Morris in the grocery business.

Williamston—Allshouse & Mead are succeeded by Lever & Maher in the meat business.

Detroit—F. Besancon is succeeded by J. Calvert's Sons in the coal and wood business.

Three Rivers—W. D. & S. W. Bigbee succeed Jacob Dunham in the grocery business.

Bellaire—Ira Adams, dealer in general merchandise, has sold his grocery stock to Frank Bard.

Burton—Geo. McKenzie succeeds G. C. Rogers in the grocery, dry goods and drug business.

Mt. Pleasant—R. E. Tubbs succeeds L. T. Van Winkle in the bakery and confectionery business.

Hastings—H. L. Newton is succeeded by A. C. Carpenter & Co. in the grocery and meat business.

Alma—Balch Bros., grocers, are moving their stock to Ithaca, where they will continue the business.

Saranac—D. E. Rogers, meat dealer, has removed to Clarksville and opened a meat market at that place.

Breedsville—L. A. Gould has sold his grocery stock to O. R. Schuyler & Son, who will continue the business.

Lake Odessa—Woollet & Townsend, hardware dealers, have dissolved, McKilvey & Townsend succeeding.

Calumet—Ekman & Co., grocers and boot and shoe dealers, have dissolved, John Ekman continuing the business.

New Groningen—Lukas Brink has sold his store and general stock to Peter Maas, who will continue the business.

Traverse City—Frank Allor has opened a grocery store here. The Hannah & Lay Mercantile Co. furnished the stock.

Breedsville—Geo. W. Allison has sold his meat market to Isaac Garver, who will continue the business at the same location.

Harbor Springs—Barber Bros. have sold their grocery stock to G. A. Adams, who has clerked several years for W. J. Clarke.

Cooper—De Lano Allen has purchased the general stock of Stephen V. R. Earl and will continue the business at the same location.

Kalamazoo—The Muskegon branch of the United States Baking Co. has opened an agency here at 210 North Burdick street, with W. Feyler in charge.

Traverse City—Rinaldo Fuller has sold his grocery stock to Geo. Lackey and E. Lyon and purchased the drug stock belonging to the estate of the late H. S. Barnebee.

Owosso—John T. Walsh has sold his general stock at Bennington to Walter Harriman, and will hereafter devote his

entire attention to his grocery business in West Owosso.

Lowell—Winegar & Clark, dealers in drugs and boots and shoes, have dissolved partnership. Will M. Clark will continue the drug business and Geo. Winegar will continue the boot and shoe business.

Maple Rapids—Reed Bros. have assigned their general stock to R. M. Swigart, of St. Johns. A. C. McGraw & Co., of Detroit, hold a first mortgage on the stock. The liabilities are \$4,500, with assets about the same.

Kalamo—L. R. Cessna has sold his interest in the general stock of J. M. Fowler & Co. to Wm. Fowler, and the business will hereafter be conducted under the style of Fowler Bros. The firm has sold its drug stock to C. D. Cooley.

## MANUFACTURING MATTERS.

Morenci—Dan'l Goodyear has purchased the machine shop of Wm. E. Goodyear.

Detroit—Wm. Saulson succeeds Saulson & Vineberg in the trunk manufacturing business.

East Tawas—The Ottawa Hardwood Co. has suspended operations temporarily on account of the deep snow.

Remus—Henry Moiles, who operates a sawmill here, has sold nearly 4,000,000 feet of hemlock to western parties. He is also putting in a large quantity of hemlock and oak railroad ties.

Charlevoix—Gus Chaloupka has purchased a half interest in the cigar factory of C. Barry. After May 1 the new firm will be known as the Charlevoix Cigar Manufacturing Co. The firm will undoubtedly prosper, as their cigars are the best and have a widespread reputation.

Bay City—It is estimated that a little over 5,000,000 feet of logs will come out of the Kawkawlin River the ensuing season. The stocks of hardwood logs being banked upon all of the streams, as well as on the railroads, will make up some of the shortage on pine, and the mills will have more hardwood logs to cut than ever before.

Ewen—The champion load of logs was hauled near Ewen the other day by the Nester estate. The scale is claimed to be 36,055 feet and estimated weight 140 tons. It seems almost impossible, but the load will be on exhibition at the world's fair for the incredulous to satisfy themselves. The runners of the sleigh are of bird's-eye maple, seven feet long and six inches wide.

## The Grocery Market.

Sugar—The market is without material change, except granulated, which is a sixpence lower. It is claimed that the decline is due to the fact that granulated has accumulated on the refiners' hands.

Rice—Practically all the remaining Louisiana crop has been bought up by a pool of New Orleans rice millers, in consequence of which a speedy advance in this grade is thought to be positively assured.

Soap—A decline of 1c per pound in tallow suggests the thought that the present high prices of soap are likely to take a tumble. Those conversant with the matter assert that the soap manufacturers advanced the price of their product out of all proportion to the increased cost of tallow and cotton seed oil.

Peanuts—The market has advanced

fully 1½c in Virginia and everything is picked up from first hands, yet stock is scarce. All indications tend to confirm the belief that still higher prices will rule. Last year the market price fluctuated only ¼c from one harvest to the other, but, from present indications, this season's market will vary from 2 to 3 cents per pound.

Oranges—Little higher.

Lemons—Steady with prospect of higher prices very soon.

## Things Enjoyed by the Traveling Salesman.

Mark Munton, in Commercial Pilgrim.

A weary ride by freight train slow, through countries swept by snow or dust; the average citizen should surely know, to ride by rail or walk we must.

To arrive in a town with only one hotel, carry your own grips and find the landlord trying to produce warmth in an inactive body, over a sickly fire.

To find the sheets on your bed had been wrinkled without care by the nightly tossings of its previous occupants.

To find neither soap or towel in your room.

To find a hotel with window curtains eight inches short at one end, or no curtains at all. These windows, no doubt, should be cheery and glad some to the occupants of the room as they tend to let in the sunshine and light of Heaven as well as the glances from the passers-by.

To sit down to a five cent meal for fifty cents.

To leave a call at 7:30 and have the porter wake up every other person in the house by calling one unfortunate pilgrim at five.

To get into a hotel where the balmy winter breezes sift through your whiskers to the detriment of sleep.

To have the cream for you coffee of that consistency, that in diluting the last named beverage, you will see no material change in its color.

## Purely Personal.

A. Shook, the Coral druggist and grocer, was in town one day last week.

Dewey D. Hawes, general bookkeeper for the Putnam Candy Co., now serves the corporation in the capacity of Acting Treasurer.

James Cavanagh, who has acted as buyer and manager of the Patrons' Business Association, Limited, since its organization, a year ago, has taken the position of Cashier of the Lake City Bank. John Armstrong succeeds him as buyer and manager for the Business Association.

## Well Qualified.

President—Does this cashier come well recommended?

"No sir."

"Has he had a great deal of experience?"

"No, very little."

"Why did you suggest him then for the place?"

"Both feet are paralyzed."

## The Drug Market.

Gum opium is a little easier, on account of lack of demand and a lower primary market.

Morphia is unchanged.

Quinine is steady.

American saffron has advanced.

Turpentine is lower.

## The Smallest Man on Record.

Positively the "closest" man has been found. Some one asked him what time it was one day, and he answered: "Well it's half past three by my watch, but I guess I'm about a quarter of an hour slow by this time o' day." "Why don't you keep your watch right?" "Well, I can't afford to. I let it lose about half an hour a day." "What do you mean?" "Why, you see, I let it run a *teetle* slow so it won't wear out the main spring so much.

## Juvenile Philosophy.

Little Josie—What do you suppose all these holes are in the cheese for?  
Little Leah—Oh, I'd think you would know; its to let the smell out.

## Use Tradesman or Superior Coupons.

## FOR SALE, WANTED, ETC.

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

## BUSINESS CHANCES.

**FOR SALE—DRUG STOCK ON ONE OF** the best business streets. All new. Must be sold soon if at all. Address No. 677, care Michigan Tradesman. 677

**FOR SALE—A SMALL CLEAN STOCK OF** dry goods, notions and men's furnishing goods. Best location in city of Grand Rapids; sickness cause of selling. Address, J. C. care of Tradesman.

**FOR SALE OR EXCHANGE—STOCK OF** ladies' and gents' furnishing goods and notions. Will take part real estate. Address 604 Washington ave. N., Lansing, Mich. 678

**FOR SALE—\$3,000 OR \$4,000 STOCK OF** hardware well located; established 12 years. Sickness reason for selling. Also new store to rent or sell cheap. Will exchange for Southern California property. Also valuable real estate to sell. Address John C. McGowan, West Branch, Ogemaw county, Mich. 676

**FOR SALE—ONE OF THE FINEST GROCERY** and meat market combined, in Michigan. Best location in the city. Splendid trade. Reason for disposing of it, can't give it our personal attention. Address, quick, Lock Box 685, Ludington, Michigan. 675

**TO EXCHANGE—FOR STOCK OF CLOTH-** ing or boots and shoes, two good hard timber farms of eighty acres each. Thirty-five and seventy acres improved. Title clear. Address Thos. Skelton, Big Rapids. 680

**ELEGANT OFFER—IT'S NO TROUBLE TO** find drug stocks for sale but you generally "find a nigger in the fence." I have an elegant drug business for sale; stock about \$4,000; bright, clean and oldest established trade. Prominent location; brick building; stone walk; rent moderate; city 30,000; reasons for selling made known. Suit yourself about terms. Address quick, John K. Meyers, Muskegon, Mich. 670

**FOR SALE—IN ONE OF THE FINEST** towns of the State, a stock of clothing and furnishings. Will inventory about \$4,800. Only stock in town. Best of reasons for selling. No old stock. Address 654, care Michigan Tradesman. 654

**FOR SALE—WELL-SELECTED GROCERY** stock, located on a main thoroughfare. One of the oldest grocery establishments in the city, which has yielded good returns every year. For full particulars as to stock, terms and location, call on or address Amos S. Musselman, President Musselman Grocer Co. 659

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

## SITUATIONS WANTED.

**WANTED—SITUATION BY REGISTERED** pharmacist of 14 years experience. Thirty-two years of age. Strictly temperate. No. 1 references. W. J. Mills, Riverdale, Mich. 673

**WANTED—POSITION AS SALESMAN BY** unmarried man 24 years old; two and a half years in general store. Good stock-keeper. References. Address H., Box 33, Columbiaville, Mich. 671

## MISCELLANEOUS.

**ATTENTION TRAVELING MEN—TO BE** sold at sheriff's sale in a thriving town with best of railroad facilities, good schools, churches, etc., a fine modern residence complete with all conveniences such as gas, steam heat, water supply, bath, closets, etc., erected at a cost of \$8,000. Will probably be sold at less than one-half original cost. A rare opportunity for a traveler wishing a pleasant home in Central Michigan. Payment made easy. For information address, Real Estate, Box 397, Charlotte, Mich. 679

**IF YOU HAVE A STOCK OF MERCHAN-** dise involving from \$3,000 to \$6,000, and are not doing a satisfactory trade, address No. 674, care Michigan Tradesman, and you will learn something to your advantage. 674

**DRUG STORE TO RENT IN CHARLEVOIX.** The store was built in 1875 and has been in use as a drug store continually ever since that time. It has shelving, drawers, counters, dispensing counters all ready for a stock of goods and is centrally located. The opening for a good live druggist is unexcelled in Northern Michigan, and the rent moderate. Apply to G. W. Crouter, Charlevoix, Mich. 655

**WILL PAY CASH FOR STOCK OF GROCERIES** or general merchandise. Must be cheap. Address No. 657, care Michigan Tradesman. 657

**Wayne County Savings Bank, Detroit, Mich.**  
**\$500,000 TO INVEST IN BONDS**  
Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this bank. Blank bonds and blanks for proceedings supplied without charge. All communications and enquiries will have prompt attention. This bank pays 3 per cent. on deposits, compounded semi-annually.  
S. D. ELWOOD, Treasurer.



## GRAND RAPIDS GOSSIP.

Goodspeed Bros. succeed T. J. Lucas in the boot and shoe business at 88 Monroe street.

Frank Clark has opened a grocery store at Cedar Springs, purchasing his stock of the I. M. Clark Grocery Co.

P. Maas has opened a grocery store at New Groningen. The Olney & Judson Grocer Co. furnished the stock.

Klaas Tongers has opened a grocery store at 193 Logan street. The Ball-Barnhart-Putman Co. furnished the stock.

The Hester Machinery Co. has sold a 75 horse power boiler to John Bell & Son, the Nashville furniture manufacturers.

Mitchell & Gordon have embarked in the grocery business at Otsego. The stock was furnished by the I. M. Clark Grocery Co.

D. E. Munshaw has embarked in the grocery business at 857 Jefferson avenue. The stock was furnished by the I. M. Clark Grocery Co.

Cornelius Quint has opened a grocery store at the corner of Central and Fifth avenues. The I. M. Clark Grocery Co. furnished the stock.

Fernambucq Bros. have embarked in the grocery business at 632 North Coit avenue. The I. M. Clark Grocery Co. furnished the stock.

P. J. Pasma has purchased the grocery stock of O. Nelson, 357 Clancy street, and will continue the business. Mr. Pasma has been in the employ of J. L. Algier for the past four years.

Since their removal into the new factory, the Dodds Machine Works have found it necessary to increase their force about 50 per cent. and are putting in additional machinery for that purpose.

The Wilcox Heat-Light Co., which has been organized here during the past week with a capital stock of \$25,000, to conduct the manufacture of oil stoves and lamps, is looking for a suitable location.

Beebe & Bailey, manufacturers of solar and crayon portraits, have dissolved partnership. Will L. Beebe will continue the business at 16 Charles street and Geo. Bailey will embark in the same business in the Wilson block, corner Monroe and Ottawa streets.

John and Oren Walbrink, who have conducted a grocery store at 150 Ellsworth avenue, under the style of Walbrink Bros., have formed a copartnership with their father under the style of G. H. Walbrink & Sons, for the purpose of conducting the general business established by the senior partner at Allendale ten years ago. The new firm has also purchased the general stock of I. J. Quick, who has been engaged in general trade at Allendale Center for seventeen years, and will continue the business at the same location. The firm will thus conduct two stores within two miles of each other, discontinuing the Grand Rapids store so as to devote their entire attention to their Allendale establishments.

## Gripsack Brigade.

Happy H. Robertson "took in" President Cleveland's inauguration. B. J. Robertson covered his route in the meantime.

Big-hearted Wm. Boughton, who dispenses more substantial charity in the course of a year than many men do in the space of a lifetime, has recovered from a fortnight's tussle with la grippe, and will soon be out on the road with the samples of his new house.

The traveling men are telling a good story involving Abe Alexander, hardware dealer at Niles, Ohio, and a Cincinnati hardware salesman: Mr. Alexander was standing on the depot steps, watching the passengers get off a train, when the salesman rushed up to him and exclaimed, "Old man, I will give you fifteen cents to carry my grip over to Alexander's store." Mr. Alexander replied, "It's a bargain," and both went over to the store. When inside the traveler handed the fifteen cents to Mr. Alexander, which he took. The traveler then asked him to point out the proprietor, Mr. Alexander. "Here I am," said he, "is there anything more I can do for you?" The traveler, of course, apologized.

The writer knows of cases where men have been sent away who had *bona fide* bargains to offer. The traveling salesman, if he knows his business, and he generally does, is a well-posted man, and can give his entertainer "pointers" at all times even if he doesn't then succeed in selling him a bill. A respectable traveler knows that time is valuable, and does not consume one moment more than is necessary. He is often drawing a salary that greatly overshadows that of the man who sends him away unheard. Traveling representatives are the modern medium of intercourse between business houses and wide-awake business men who recognize this fact. They are, as a rule, the peer of their employers, and deserve the same treatment that would be accorded the head of the house were he to call in person. Keen and well-informed travelers mark these "smart" buyers, and frequently give them the "go-by," to the advantage of the traveler's employers and the better disposed class of buyers. A safe rule, always, is to remember that your own men are on the road, and that you expect decent treatment extended to them, and every gentleman is entitled to a courteous answer to a proper question.

Cincinnati *Spokesman*: "The divinity that doth hedge" is not only applicable to kings, but can well be applied to some buyers and other business men whose business it is to meet traveling representatives of firms who send their agents abroad to solicit trade. If conclusions were to be drawn from the treatment which some of these gentry accord visiting travelers, the common verdict would be that all representatives of houses other than those with which these lordly dignitaries happen to be connected are not worth bothering with. We write the word "happen" above in its true sense. These fellows happen to fall into their positions—their superiors who employ them seldom hear of their "high jinks" antics. They require a visitor to send in his card, cool his heels in an ante-room for from a half to several hours, and then deliver their message through a flunky whose manners (?) are aped from his lordly boss, the message often being positively insulting. They could just as well dismiss the agent in five seconds as to keep him indefinitely, thus giving him an opportunity to devote his time in other directions and

where he would be welcomed in a business manner. Representatives of the largest houses are not an exception to the rule laid down and practiced by these autocrats. They come in for their share of "cold shoulder" as well as the hired man of the most insignificant concern.

Portland *Press*: The successful and popular commercial traveler is a great story teller, and carries a full line of anecdotes, good and bad, in standard goods, and novel both, every trip, for his business is to interest men, and to lead them to look kindly upon him and his wares. While not denying that some of these tales have a breadth and freedom of expression reminding of the "merrie jests" jovial monks of old told in refectory, and troubadours and jongleurs in both cottage and hall—tales like those the pious Valois princes and promoters of heresy wrote for the edification of the men and women of the Sixteenth century—I demur to the idea, that they are generally vile. Almost all are humorous, to be sure, but though some be as rank as a bit of mouldy cheese, the most are as bright and clean as a newly scoured milk pan, and convey as wholesome stuff.

"Why don't I get up and give my seat in a car to a woman whom I happen to see standing after I am seated?" said a drummer the other day to a New York *Herald* man. "Well, I'll tell you frankly that it is due to the women. They become more illbred and bolder every year. They demand a courtesy as a right. They never think of looking at a car as it approaches to see whether it is full or not or whether it would be better to wait for the next. They just board the first to come along and look at the men deprecatingly if they do not rise at once. Personally I have often waited for four cars to find a seat. Then I hang on to it, except in the case of a woman with babies, or an elderly lady. I am a bachelor and propose to remain so until a woman thanks me for giving her my seat in a railway or horse car. To such a one I think I'd propose marriage at once. But, then, I'm going to be careful to whom I give up my seat. Pretty soon we men will have to surrender our seats in the theater to the woman who buys an entrance ticket. And why not? Your seat in the theater cost, perhaps, \$1.50, and your seat in the car cost only five cents. Still the principle is the same, and no woman with a proper sense of delicacy ought to accept anything from a stranger which costs money. What would a woman think at a postage-stamp window in the postoffice if a man ahead of her in the line turned around and said: 'Pardon me, madam won't you take my stamp?' Yet a stamp is only two cents."

## Will Handle Mirror Plates.

The Grand Rapids Glass Co. has been organized with a capital stock of \$25,000, of which \$5,000 is paid in, the stockholders being C. E. Whitecomb, Geo. H. Thirstin and S. A. Emery. The corporation will be officered as follows:

President—S. A. Emery.

Vice-President—Geo. H. Thirstin.

Secretary and Treasurer—C. E. Whitecomb.

The corporation has leased the upper floor of the building at 184 to 188 North Front street and put in the necessary machinery for beveling, polishing and silvering of glass for mirror plates. The venture is a new one for Grand Rapids, work of this character having previously

been done in New York, necessitating the expenditure of freight and a considerable loss of time in getting the plates to New York and back. There is every reason to believe that the enterprise will be a successful one, as the field is a good one, and the propagators have hearty assurances of support from most of the furniture factories here.

The Fife Lake Business Men's Association held a meeting a few evenings ago and voted to reorganize. A meeting will be held on Tuesday evening next for the election of officers.

## Use Tradesman Coupons.

## Unlike the Dutch Process



## No Alkalies

—OR—

## Other Chemicals

are used in the preparation of

W. Baker &amp; Co.'s

## Breakfast Cocoa,

which is absolutely pure and soluble.

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

W. BAKER &amp; CO., Dorchester, Mass.

## More Made

## More Sold

## More Smoked

Than any Other Cigar  
Michigan

## GEO. MOEBS &amp; CO.

## Celebrated Brands.

## Made on Honor!

## Sold on Merit!

## CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists  
GRAND RAPIDS

Written for THE TRADESMAN.

UNBLEACHED COTTONS.		" Arrow Brand 5 1/4		" 9 oz. 13 1/4		Everett, blue. 13 1/4	
Adriatic	6	" World Wide. 6	Andover		" brown 13	" brown 13 1/4	
Argyle	6	" LL 4 1/4	Beaver Creek AA. 10		" BB. 9	Haymaker blue. 7 1/4	
Atlanta AA	6	Full Yard Wide. 6 1/2	" CC		Lancaster		11 1/4
" H	6 1/2	Georgia A. 6 1/2	Boston Mfg Co. br. 7		Lawrence, 9 oz. 13 1/4		" No. 230. 13 1/4
" P	5 1/4	Hornet Width. 6 1/2	" d & twist 10 1/4		" No. 250. 11 1/4		" No. 280. 10 1/4
" D	6	Hartford A. 5	Columbian XXX br. 10		" XXX bl. 19		
" LL	5 1/4	Indian Head. 7					
Amory	6 1/2	King A. 5 1/4					
Archery Bunting	6 1/2	King E. C. 5 1/4					
Beaver Dam A A	5 1/4	Lawrence L L. 4 1/4					
Blackstone O. 32.	5	Madras cheese cloth 6 1/4					
Black Crow	6	Newmarket G. 5 1/4					
Black Rock	6	" B. 5					
Boot, AL	5 1/4	" N. 6 1/4					
Capital A	7	" DD. 5 1/4					
Cavanat V	5 1/4	" X. 6 1/4					
Chapman cheese cl.	5 1/4	Nohe R. 6 1/4					
Clifton C R.	6 1/4	Our Level Bee. 6 1/4					
Comet.	6 1/4	Oxford R. 6					
Dwight Star	6 1/4	Pequot. 7					
Clifton CCC	6 1/4	Solar. 7					
		Top of the Heap. 7					
BLEACHED COTTONS.							
A B C.	8 1/4	Geo. Washington. 8					
Amazon.	7	Glen Mills. 7 1/4					
Amsburg	7	Gold Medal. 7 1/4					
Art Cambric.	10	Green Ticket. 6 1/4					
Blackstone A A	7	Great Falls. 6 1/4					
Beats All	4 1/4	Hope. 7 1/4					
Boston	12	Just Out. 4 1/2 @ 5					
Cabot.	7 1/4	King Phillip. 7 1/4					
Cabot, %	6 1/4	" OP. 7 1/4					
Charter Oak.	5 1/4	Lonsdale Cambric. 10					
Conway W	7 1/4	Lonsdale. 2 1/4					
Cleveland	7 1/4	Middlesex. 2 1/4					
Dwight Anchor	8 1/4	No Name. 7 1/4					
" shorts.	8	Oak View. 6 1/4					
Edwards.	6	Our Own. 5 1/4					
Empire.	7	Pride of the West. 12					
Farwell.	7 1/4	Rosalind. 7 1/4					
Fruit of the Loom.	8 1/4	Sunlight. 4 1/4					
Fitchville	7	Utica Mills. 8 1/4					
First Prize.	7 1/4	Nonpareil. 10					
Fruit of the Loom %.	7	Vinyard. 8 1/4					
Fullmount.	4 1/4	White Horse. 6					
Full Value.	6 1/4	" Rock. 8 1/4					
HALF BLEACHED COTTONS.							
Cabot.	7	Dwight Anchor. 8 1/4					
Farwell.	8						
CANTON FLANNEL.		Unbleached.		Bleached.			
Housewife	5 1/4	Housewife Q.	6 1/4				
" B.	5 1/4	" S.	7 1/4				
" D.	6 1/4	" T.	8 1/4				
" E.	7	" U.	9 1/4				
" F.	7 1/4	" V.	10				
" G.	7 1/4	" W.	10 1/4				
" H.	7 1/4	" X.	11 1/4				
" I.	8 1/4	" Y.	12 1/4				
" K.	9 1/4	" Z.	13 1/4				
" L.	10						
" M.	10 1/4						
" N.	11						
" O.	12						
" P.	14 1/4						
CARPET WARE.							
Peerless, white.	18 1/2	Integrity colored.	20				
" colored.	20	White Star.	18				
Integrity	18 1/2	" colored.	20				
DRESS GOODS.							
Hamilton	8	Nameless.	20				
"	9	"	25				
"	10 1/4	"	27 1/2				
G G Cashmere.	20	"	30				
Nameless	16	"	32 1/2				
"	18	"	35				
CORSETS.							
Coralline.	\$9.50	Wonderful.	\$4.50				
Shilling's.	9.00	Brighton.	4.75				
Davis Waists.	9.00	Bortree's.	9.00				
Grand Rapids.	4.50	Abdominal.	15.00				
CORSET JEANS.							
Armory	6 1/2	Naumkeag satteen.	7 1/4				
Androscoegin.	7 1/4	Rockport.	6 1/4				
Biddeford.	6	Conestoga.	7 1/4				
Brunswick.	6 1/4	Walworth.	6 1/4				
PRINTS.							
Allen turkey reds.	6	Berwick fancies.	5 1/4				
" robes.	6	Clyde Robes.	6				
" pink & purple	6	Charter Oak fancies.	4 1/4				
" buffs.	6	DelMarine cashm's.	6				
" pink checks.	6	" mourn'g.	6				
" staples.	6	Eddystone fancy.	6				
" shirtings.	4 1/4	" chocolat.	6				
American fancy.	5 1/4	" robes.	6				
American indigo.	6 1/4	" sateens.	6				
American shirtings.	5	Hamilton fancy.	6				
Argentine Grays.	6	" staple.	6				
Anchor Shirtings.	5	Manchester fancy.	6				
Arnold	6 1/4	" new era.	6				
Arnold Merino.	6	Merrimack D fancy.	6				
" long cloth B. C.	8 1/4	Merrim'ckshirtings.	4 1/4				
" century cloth.	7	" Repp fur.	8 1/4				
" gold seal.	10 1/4	" robes.	6 1/4				
" green seal TR 10 1/4	10 1/4	Portsmouth robes.	6				
" yellow seal.	10 1/4	Simpson mourning.	6				
" serge.	11 1/4	" greys.	6				
" Turkey red.	10 1/4	" solid black.	6				
Ballou solid black.	5	Washington indigo.	6				
" colors.	5 1/4	" Turkey robes.	7 1/4				
Bengal blue, green,	5 1/4	" India robes.	7 1/4				
red and orange.	5 1/4	" plain T'ky.	8 1/4				
Berlin solids.	6 1/4	" X. 10	6				
" off blue.	6 1/4	" Ottoman Tur-	6				
" green.	6 1/4	key red.	6				
" Foulards.	5 1/4	Martha Washington	6				
" red %	7	" Turkey red %	7 1/4				
" %	9 1/4	Martha Washington	6				
" 4	10	" Turkey red.	9 1/4				
" 3-4X XX 12	12	Riverport robes.	5 1/4				
Cochecho fancy.	6	Windsor fancy.	6 1/4				
" madders.	6	" gold ticket	6				
" XX twills.	6 1/4	Indigo blue.	10 1/4				
" solids.	5 1/4	Harmony.	4 1/4				
TICKINGS.							
Amoskeag A C A.	13	A C A.	13				
Hamilton N.	7 1/4	Pemberton AAA.	16				
" D.	8 1/4	York.	10 1/4				
" Awning.	11	Swift River.	7 1/4				
Farmer.	8	Pearl River.	12 1/4				
First Prize.	10 1/4	Warren.	13 1/4				
Lenox Mills.	10 1/4	Conestoga.	16				
COTTON DRILL.							
Atlanta, D.	6 1/4	Stark A.	8				
Boot.	6 1/4	No Name.	7 1/4				
Clifton, K.	7	Top of Heap.	9				
GINGHAMS.							
Amoskeag.	7 1/4	Lancaster, staple.	7				
" Persian dress.	7 1/4	" fancies.	7				
" Canton.	8 1/4	" Normandie.	8				
" AFC.	10 1/4	Lancashire.	6 1/4				
" Teazle.	10 1/4	Manchester.	5 1/4				
" Angola.	10 1/4	Monogram.	6 1/4				
" Persian.	8 1/4	Normandie.	7 1/4				
Arlington staple.	6 1/4	Persian.	8 1/4				
Arasapha fancy.	6 1/4	Renfrew Dress.	7 1/4				
Bates Warwick staples.	6 1/4	Rosemont.	6 1/4				
Centennial.	10 1/4	Slaterville.	6 1/4				
Criterion.	10 1/4	Somerset.	7 1/4				
Cumberland staple.	5 1/4	Tacoma.	7 1/4				
Cumberland.	5	Toll du Nord.	10 1/4				
Essex.	4 1/4	Walash.	7 1/4				
Elfin.	7 1/4	" seersucker.	7 1/4				
Everett classics.	8 1/4	Warwick.	8 1/4				
Exposition.	7 1/4	Whittenden.	6 1/4				
Glenarrie.	6 1/4	" header dr.	8				
Glenarrie.	6 1/4	" indigo blue.	9				
Glenwood.	7 1/4	Wamsutta staples.	6 1/4				
Hampton.	6 1/4	Westbrook.	8				
Johnson Chalou cl.	7 1/4	"	10				
" indigo blue 9 1/4	9 1/4	Windermeer.	5				
" zephyrs.	16	York.	6 1/4				
GRAIN BAGS.							
Amoskeag.	10 1/4	Valley City.	15 1/4				
Stark.	20 1/4	Georgia.	15 1/4				
American.	16	Pacific.	13				
THRAPS.							
Clark's Mile End.	45	Barbour's.	88				
Costs' J. & P.	45	Marshall's.	88				
Holyoke.	22 1/4						
KNITTING COTTON.							
No. 6	White. 33	Colored. 38	No. 14.	White. 37	Colored. 42		
" 8.	34	39	" 16.	38	43		
" 10.	35	40	" 18.	39	44		
" 12.	36	41	" 20.	40	45		
CAMBRICS.							
Slater.	5	Edwards.	5				
White Star.	5	Lackwood.	5				
Kid Glove.	5	Wood's.	5				
Newmarket.	5	Brunswick.	5				
RED FLANNEL.							
Fireman.	32 1/4	T W.	22 1/4				
Tredmore.	27 1/4	FT.	32 1/4				
Cabot XXX.	30	J R F. XXX.	35				
Nameless.	27 1/4	Buckeye.	32 1/4				
MIXED FLANNEL.							
Red & Blue, plaid.	40	Grey S R W.	17 1/4				
Union R.	22 1/4	Western W.	18 1/4				
Windsor.	18 1/4	D R P.	18 1/4				
6 oz Western.	20	Flushing XXX.	23 1/4				
Union B.	22 1/4	Manitoba.	23 1/4				
DOMEST FLANNEL.							
Nameless.	8 @ 9 1/4	" 9 @ 10 1/4					
" 8 1/4 @ 10	12 1/4						
CANVASS AND PADDING.							
Slate.	Brown. 9 1/4	Black. 10 1/4	Slate.	Brown. 10 1/4	Black. 10 1/4		
9 1/4	9 1/4	9 1/4	10 1/4	10 1/4	10 1/4		
10 1/4	10 1/4	10 1/4	11 1/4	11 1/4	11 1/4		
11 1/4	11 1/4	11 1/4	12	12	12		
12 1/4	12 1/4	12 1/4	20	20	20		
DUCKS.							
Severin, 8 oz.	9 1/4	West Point, 8 oz.	10 1/4				
Mayland, 8 oz.	10 1/4	" 10 oz.	12 1/4				
Greenwood, 7 1/2 oz.	9 1/4	Raven, 10 oz.	13 1/4				
Greenwood, 8 oz.	11 1/4	Stark.	13 1/4				
Boston, 8 oz.	10 1/4	Boston, 10 oz.	12 1/4				
WADDINGS.							
White, doz.	25	Per bale, 40 doz.	\$3.50				
Colored, doz.	20	Colored	7.50				
SILKENS.							
Slater, Iron Cross.	8	Pawtucket.	10 1/4				
" Red Cross.	9	Dundie.	9				
" Best.	10 1/4	Bedford.	10 1/4				
" Best AA.	12 1/4	Valley City.	10 1/4				
L.	8 1/4	KK.	10 1/4				
G.	7 1/4						
SEWING SILK.							
Corticelli, doz.	35	Corticelli knitting,	per 1/2 oz ball. 30				
50 yd. doz.	40						
HOOKS AND EYES—PER GROSS.							
No 1 B 1/4 & White.	10	No 4 B 1/4 & White.	15				
" 2 "	12	" 8 "	30				
" 3 "	12	" 10 "	25				
No 2—10, M C.	50	No 4—15 F 3/4.	40				
3—18, S C.	45						
COTTON TAPE.							
No 2 White & B 1/4.	12	No 8 White & B 1/4.	20				
" 4 "	15	" 10 "	23				
" 6 "	18	" 12 "	26				
SAFETY PINS.							
No 2.	23	No 3.	36				
NEEDLES—PER M.							
A. James.	40	Steamboat.	40				
Crowley's.	1.35	Gold Eyed.	1.50				
Marshall's.	1.00						
TABLE OIL CLOTH.							
5—4.	2.25	6—4.	3.25	5—4.	1.95	6—4.	2.95
" 2 10 "		" 3 10 "					
COTTON TWINES.							
Cotton Sail Twine.	25	Nashua.	18				
Crown.	12	Rising Star 4-ply.	17				
Domestic.	15 1/4	" 3-ply.	17				
Anchor.	16	North Star.	20				
Bristol.	13	Wool Standard 4 ply 17 1/4	17 1/4				
Cherry Valley.	15	Powhattan.	18				
I X L.	18 1/4						



## THE ELEMENT OF PUSH.

It Is a Mighty Engine, but Often Misused.

The idea of push, of which so much is now heard, involves something more than activity. It contemplates the presence of a power that can not only maintain a steady progress on a level road with no unusual obstacles, but one that can also make its way in spite of obstacles. It is a power so far removed from the influence of sentimentalism as to respond with almost mechanical promptness and precision to the dictates of the judgment. Its methods of operation are direct rather than otherwise, and is undeviating in its course whether it infringes upon its possessor's or others' predilections. Its object is the accomplishment of the purpose toward which it is directed, and works its way without pity or remorse. It may be rapid or slow in its action, but it is incessant, and involves success or a total wreck.

Such a power is a mighty engine, but for its best employment it demands an engineer of no ordinary accomplishments. If the judgment be personified as the director of this agency, it is not difficult to determine the dominant qualities with which it must be endowed to fit it for a position of such importance. Prominent, if not foremost, among its requirements is a clear conception of the object to be attained. It may be remote and only to be reached by a series of efforts, but it must be clearly apprehended and constantly kept in view. When once fairly set in motion, the necessary consequences must be accepted without complaint or fastidious regret. The dust and noise of the machine must be forgotten in the zeal for achievement.

Like all other things of great value push has its dangerous counterfeits. Many have mistaken impudence for it, though it resembles the real thing only as brutality does purpose, or obstinacy does determination. Such a one mistakes a mule for a charger, and makes himself ridiculous with the probability of landing discomfited in a ditch. Others mistake for it what they call shrewdness, a term employed to cover trickery and an undervaluation of the intelligence and honesty of mankind, or a nauseating persistence that usually defeats its own ends. Failure, complete and inevitable, is stamped upon both, and all the base counterfeits that men employ.

But there are those who possess the power without the means of directing it. None can control it without the broadest education. Not that of schools merely, but that of the heart and of inwrought experience. This may be gained early, and often only in the severe school of adversity. It cannot be inherited. Its bright exemplars are to be found in all branches of life's activities, and whether it be a Gould, a Carnegie, Webster, Blaine, Spurgeon or Moody, it is push well directed toward a more or less lofty object that has made them what they are.

Andrew Jackson's "O. K."

Written for THE TRADESMAN.

Among business men in America the abbreviation, "O. K." is popularly used, by common consent, as expressive of the phrase, "all right." If A introduces B to C as "O. K." and C lets him have goods upon the strength of it, and B refuses to pay for the goods, A cannot dodge his responsibility in the transaction by claiming that, when he recommended him as O. K. he meant that he was an "Old Kicker." A literal construction of the abbreviation would certainly favor A, but, unless A could show that C had knowledge of the fact set up in defence, at the time the introduction was had, the universal ruling would be that when this abbreviation is used among business men, either orally or in writing, it has the effect, and attaches to itself the full legal consequences, of the phrase "all right." This is a striking example of the law of "custom" which is the origin of every established principle

of law embodied in the great code known as the Law Merchant. A well established principle of commercial law may always be easily traced back to a local custom somewhere, but the origin of the custom is generally clouded with more or less uncertainty. The origin of the "O. K." endorsement is no exception to the general rule. According to Seba Smith, the humorist, it originated with Andrew Jackson and grew out of the supposed illiteracy which his whig opponents attributed to him. As the story goes, Jackson supposed that "Oll Korrekt" was good orthography, and so he adopted the abbreviation "O. K." in certifying to the correctness of the official documents which passed through his hands. Whether this be true or not the Democrats adopted the letters O. K. as a sort of party cry and displayed them on their banners.

The Brooklyn Eagle's version is, that in early colonial days the best rum and tobacco were imported from Aux Cayes, in San Domingo. In time the idea became prevalent in the minds of the colonists, that every thing which came from Aux Cayes (pronounced O. K.) must be "all right." This theory, certainly, is a plausible one; yet the fact remains, that it did not come into general use as a commercial term until after Jackson's presidential campaign of 1828.

## They Want Clean Meat.

A bill has been introduced into the Legislature of Idaho, at the instance of many of the prominent physicians and meat dealers of the state, which requires that each county shall organize and maintain a board for the examination of butchers, and provides that no one shall kill food animals unless he holds a certificate from this board. A petition which accompanies the bill says that the inexperienced men employed to do the slaughtering allow so much blood to remain in the meat that its fermentation renders the meat unhealthful. It alleges also that these inexperienced men leave the hides on the meat for so long a time that certain unhealthy humors from it permeate the flesh, causing its consumers to be afflicted with unsightly pimples. It recommends the adoption by legislative enactment of the Jewish method of slaughtering food animals.

**HATCH CHICKENS BY STEAM**  
With the Improved Excelsior Incubator.  
Simple, Perfect, Self-Regulating. Thousands in successful operation. Guaranteed to hatch a larger percentage of fertile eggs at less cost than any other hatcher. Lowest priced first-class Hatcher made.  
GEO. H. STAHL, Quincy, Ill.

## When You Get Tired

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

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

## Hardware Price Current.

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

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

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

BLOCKS.		dis.
Ordinary Tackle, list April 1892	50	

CRADLES.		dis.
Grain	50	02

CROW BARS.		per lb
Cast Steel	5	

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

CARTRIDGES.		dis.
Rim Fire	50	
Central Fire	25	

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

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

CHALK.		dis.
White Crayons, per gross	13	12 1/2

COPPER.		dis.
Planished, 14 oz cut to size	per pound	23
Hick's, 14x52, 14x50	23	
Cold Rolled, 14x52 and 14x50	23	
Cold Rolled, 14x48	23	
Bottoms	23	

DRILLS.		dis.
Morse's Bit Stocks	50	
Taper and straight Shank	50	
Morse's Taper Shank	50	

DRIPPING PANS.		dis.
Small sizes, per pound	07	
Large sizes, per pound	6 1/4	

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

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

FILES—New List.		dis.
Diston's	60	10
New American	60	10
Nicholson's	60	10
Heller's	50	
Heller's Horse Rasps	50	

GALVANIZED IRON.		dis.
Nos. 16 to 30; 22 and 24; 25 and 26; 27	28	
List 12 13 14 15 16 17	17	
Discount, 60	dis.	50

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

KNOS—New List.		dis.
Door, mineral, jap. trimmings	55	
Door, porcelain, jap. trimmings	55	
Door, porcelain, plated trimmings	55	
Door, porcelain, trimmings	55	
Drawer and Shutter, porcelain	70	

LOCKS—DOOR.		dis.
Russell & Irwin Mfg. Co.'s new list	55	
Mallory, Wheeler & Co.'s	55	
Brantford's	55	
Norwalk's	55	

MATTOCKS.		dis.
Adze Eye	\$16.00, dis.	60
Hunt Eye	\$15.00, dis.	60
Hunt's	\$18.50, dis.	20 10

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

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

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

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

Base.		dis.
60	Base	10
30	05	25
40	10	25
20	15	35
16	15	45
12	15	45
10	20	50
8	25	60
7 & 6	40	75
4	60	90
3	1 00	1 20
2	1 50	1 60
1	1 50	1 60

FINE 3.		dis.
Case 10	60	
" 8	75	
" 6	90	
Finish 10	85	
" 8	1 00	
" 6	1 15	
Clinch 10	85	
" 8	1 00	
" 6	1 15	
Barrell 1/2	1 75	

PLANES.		dis.
Ohio Tool Co.'s, fancy	2 40	
Selota Bench	2 60	
Sandusky Tool Co.'s, fancy	2 40	
Bench, first quality	2 60	
Stanley Rule and Level Co.'s, wood	2 10	

PANS.		dis.
Fry, Acme	dis. 60—10	
Common, polished	dis.	70

RIVETS.		dis.
Iron and Tinned	40	
Copper Rivets and Butts	50—10	

PATENT PLANISHED IRON.		dis.
"A" Wood's patent planished, Nos. 24 to 27	10 20	
"B" Wood's pat. planished, Nos. 25 to 27	9 20	
Broken packs 1/4 c per pound extra		

HAMMERS.		dis.
Maydoie & Co.'s	25	
Kip's	25	
Yerkes & Plumb's	40	10
Mason's Solid Cast Steel	30c list	60
Blacksmith's Solid Cast Steel, Hand	30c 40	10

HINGES.		dis.
Gate, Clark's, 1, 2, 3	dis. 60	10
State	per doz. net,	2 50
Screw Hook and Strap, to 12 in. 1/4 14 and longer	3/4	
Screw Hook and Eye, 1/2	net	10
" " " 3/4	net	8 1/2
" " " 1	net	7 1/2
Strap and T	dis.	50

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

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

HOUSE FURNISHING GOODS.		dis.
Stamped Tin Ware	new list 75	
Japanned Tin Ware	25	
Granite Iron Ware	new list 33 1/2	10

WIRE GOODS.		dis.
Bright	70	10 1/2
Screw Eyes	70	10 1/2
Hook's	70	10 1/2
Gate Hooks and Eyes	70	10 1/2

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

ROPES.		dis.
Sisal, 1/2 inch and larger	9	
Manilla	13	

SQUARES.		dis.
Steel and Iron	75	
Try and Bevels	60	
Mitre	30	

SHEET IRON.		dis.
Nos. 10 to 14	Com. Smooth.	Com.
Nos. 15 to 17	4 05	3 05
Nos. 18 to 21	4 05	3 05
Nos. 22 to 24	4 05	3 15
Nos. 25 to 26	4 25	3 25
No. 27	4 45	3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		

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

SASH COIL.		dis.
Silver Lake, White A	list	50
" Drab A	"	55
" White B	"	50
" Drab B	"	55
" White C	"	35
Discount, 10		

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

SAWS.		dis.
" Hand	20	
Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dex X Cuts, per foot	50	
" Special Steel Dia. X Cuts, per foot	30	
" Champion and Electric Tooth X Cuts, per foot	30	

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

WIRE.		dis.
Bright Market	65	
Annealed Market	70—10	
Coppered Market	60	
Tinned Market	62 1/2	
Coppered Spring Steel	50	
Barbed Fence, galvanized	2 85	
" painted	2 40	

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

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

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

METALS.		dis.
Pig Tin.		dis.
Pig Large	26c	
Pig Bars	28c	

ZINC.		dis.
Outy: Sheet, 2 1/2 c per pound.		
600 pound casks.	6 1/2	
Per pound	7	

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## Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE  
Best Interests of Business Men.

Published at  
100 Louis St., Grand Rapids,  
— BY THE —

## TRADESMAN COMPANY.

One Dollar a Year, - Postage Prepaid.

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Communications invited from practical business men.

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

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

E. A. STOWE, Editor.

WEDNESDAY, MARCH 8, 1893.

## MONEY AND CONFIDENCE.

Since the relative values of gold and silver are subject to frequent fluctuations, as are those of all other marketable products, it is impracticable for the Government to establish any standard of comparative values that will constantly remain the same, without variation or change. It is as much out of the question to hope to establish a constant price for an ounce of gold, or an ounce of silver, as for a pound of pork or a bushel of wheat.

But what the government can do is to establish such confidence in its money as that this money will always command, for any legitimate purpose, the worth of the sum for which it calls. All that is required is that the government shall do that much, and it may issue gold, silver and paper at its pleasure. For ordinary practical purposes, when such confidence is assured, one sort of money is just as good as another. This confidence must be based on the complete and established ability of the United States government to make good all its financial engagements.

But the ability of the United States to make good all its financial engagements is undoubted, and that simplifies the money problem in a very great degree. It does not, therefore, make any difference what sort of money we have so long as any and every dollar of it will subserve all the practical purposes of a dollar. As for gold, there must be always in the treasury gold coin enough to satisfy the just demands of all to whom gold is due. Every person who has a right to demand gold from the treasury must be able to get it without the slightest difficulty. Just how much gold will be required to satisfy this requirement is a matter for the financiers of the government to settle, but the gold must be kept on hand. There can be no question about that.

With the gold contingencies provided for, silver and paper money will supply all other demands. The people at large do not want gold. So few of the merchants and tradespeople have handled any gold in a generation past that they do not have any proper knowledge of it,

and any attempt to use the yellow metal in the ordinary channels of trade will demonstrate that among the masses gold coin is not current or desirable. But everybody accepts silver dollars without a murmur, although paper is more desirable for handling in large amounts. People do not know and do not care what may be the relative values of given weights of gold and silver. What they do require is that when the United States Government puts forth a coin and stamps it as a dollar, it is a dollar for all practical purposes, and it must be so. If ever the Government shall make a gold dollar for the rich and a silver dollar for the poor, and the silver dollar is worth less than 100 cents, which is the value of the gold dollar, then the Government is simply swindling the people who create it as a Government. The entire matter of money is a matter of confidence. No country has got or can get gold enough to furnish a money supply. The gold is only a reserve fund. The balance of the money is based on confidence. When the people lose confidence in their Government money, then the Government is disgraced, like any other bankrupt.

## YOUTHFUL CRIMINALS.

The German Emperor has taken notice of the fact that there has been latterly a remarkable growth of crime among young persons of both sexes, and he has ordered an investigation into the causes. This investigation is to be conducted, not only by magistrates and police officials, but by teachers also.

Doubtless this alarming phase of demoralization is to be found in all countries of the first class in progress and civilization. While its causes are too complex to be defined in a few words, some of them are plainly obvious in the floods of vicious and immoral literature that are poured out from the press and spread broadcast at such low prices as to be within the reach of the poorest. Young persons with active imaginations and inquisitive minds are allowed access to these vicious books, that are made all the more dangerous by the inflammatory pictures which emphasize and accentuate their immorality. Books and periodicals of this sort are constantly seen displayed on the counters of the most respectable booksellers, and the evils for which this vile literature is responsible are many and far-reaching.

But even what claim to be the better class of publications for the young are not free from most blamable sensationalism. Their stories portray children of both sexes and of tender age, abandoning home and friends, wandering through the most savage and inhospitable regions, and engaging in adventures the most dangerous and daring and with the most complete success, thus gaining triumphs which would be well nigh impossible for the bravest and most experienced men. All these false pictures of life are capable of doing great harm to the youthful mind in a way that the stories of fairyland could never accomplish. It is bad enough for small boys to be educated by their story books into the belief that the summit of human ambition is to be a cowboy or an Indian fighter, or "Old Sleuth, the detective;" but when the literature that is placed in the hands of our youths brings them to courses of crime and depravity, then indeed the printing press becomes a curse instead of the blessing it was made for.

Whatever may be the demoralizing influences of the rage and struggle to gain wealth among the elders, the German Emperor need not go farther than the vicious and immoral literature of the day to find the cause of the extraordinary corruption of youth which he has observed. It promises to be a crying evil in other countries besides Germany.

## THE CAR COUPLER LAW.

After a delay lasting more than four years, the bill providing that all interstate railroads shall equip their cars with automatic couplers and continuous brakes, has finally passed Congress and been signed by the President.

The principal object of the law is to abolish the present crude style of car couplers used on freight trains in this country. The statistics of deaths and injuries caused by the railroads show that fully three-fourths of the total number of persons killed or injured by the railroads of the country are employees of the roads, and of these employees killed or injured, by far the greatest number receive their injuries in coupling cars.

It has long been evident that a proper regard for human life required the adoption of some coupling device which could replace the present crude and dangerous system. While some roads have made efforts to inaugurate a change, the movement has not been as general as it should have been, hence the appeal to Congress.

The law not only provides for automatic couplers, but for continuous brakes as well, as also driving-wheel brakes on the locomotives. That no injustice may be done to the railroads by forcing upon them a sudden change in existing systems, thereby putting them to great expense, the bill allows a period of five years within which to bring about the needed change in the equipment.

While the measure only applies to interstate carriers, there are so few roads which are not connected in some way with interstate traffic that the exemptions will necessarily be few, if any. If the law should bring about a reduction in the very heavy death and injury rate among railroad employees, as it is expected to do, it will have proven a most excellent measure.

## HOW TO MANAGE STRIKES.

In this country labor unions have proceeded upon the plan of the highway robber, "Less hours and more wages, or ruin your business." They say to the manufacturers, "Yield to our demands, or we will stop your factory; quitting work ourselves and preventing others from working." In England things appear to be done differently by labor unions especially by the Boilermakers' and Iron and Steel Shipbuilders' Society of Great Britain, according to the testimony of its secretary before Lord Salisbury's Labor Commission. Its membership embraces about 95 per cent. of all the workmen engaged in the trades represented in the union, and it has an excellent record for peaceful settlement of disputes with employers. For the past eleven years it has spent only a little more than 3 per cent. of its income in support of strikes, and has adopted the sensible principle of having its men keep on at work pending the settlement of any controversy over wages. It is said that sometimes a vessel is actually finished and at sea before the price paid for putting on her plates has been finally

determined. What is still more remarkable, the union undertakes to be peculiarly responsible for the good faith and good workmanship of its members. Thus, when ten men working on a vessel at Hartlepool, the contract for which called for speedy delivery, struck for higher wages, contrary to agreement, the union made good the difference to the firm and compelled the strikers to refund the money. So when contracts are left unfinished or work is botched, the union stands ready to make good the losses caused by dishonest or inefficient members, and looks to the offenders for reimbursement. If all unions went on such principles, it would make the millennium seem nigh at hand.

On another page will be found a sermon preached recently by Rev. Reed Stuart, of Detroit. While it may be impossible for us to accept some of his philosophical conclusions, we think all will admit the necessity for just such preaching. Many men whose private lives are blameless, are yet, in business, given to something very nearly resembling "sharp" practice. They would not "steal" a cent, but they generally manage to get hold of the best end of a bargain, leaving the other fellow to take care of himself. When the "Golden Rule" becomes the rule of life for the business man, and not merely, as is too often the case, something to be taught in the primary class in the Sunday school, and then forgotten, such sermons will cease to be a necessity, but not before.

## KATE FIELD ON FOOD SHOWS.

"I heartily approve of food shows. They bring into the great business of housekeeping the principle of the survival of the commercially fittest which pervades other worldly affairs. The proprietors of things eatable and drinkable have a chance to present their wares to the housekeeper and permit her to pass an unbiased judgment as to the merits of the exhibits. Where half a dozen similar articles of food are exhibited side by side the tendency is to compete by raising quality rather than by lowering prices. This is especially so when advertising is done by samples, as is coming to be an almost universal custom. The palate is an incorruptible judge on all questions of delicate flavor, and the temptation to sacrifice quality to price can best be overcome by making the slightest deterioration in quality apparent to the consumer. This is part of the beneficent work of the food show.

"Of course the cooking lectures do their share in the missionary work so sadly needed throughout the kitchens of the land. I was surprised to see, by the way, how many women with no direct or immediate interest in domestic affairs were drawn to hear Mrs. Rorer's lectures. Business women who will never get time to dally with saucepans and gridirons, chronic boarders who couldn't be hired to assume the cares of housekeeping, and pretty girls for whom the days of household responsibility are still far in the distance, thronged to learn the mysteries of puff-paste and cheese-straws as eagerly as to a matinee. Another thing that gave me pleasure in the Washington exhibition was to see that the rampant prohibitionism which excluded all alcohol—except, perhaps, that in ready-made mince meat—from the New York show was less powerful at the capital. One well-known firm made a very creditable exhibit of California wines, and another year will probably bring out a fair representation of one of the most promising of American industries."

Coffee is adulterated with chicory; and chicory with carrots, turnips and mangel-wurtzel. The deception will be complete when something is found to adulterate the mangelwurtzel with.



## Some Practical Suggestions to Country Dealers.

PAPER II.

Written for THE TRADESMAN.

One important feature of any business, whether wholesale or retail, is the keeping of a clear, correct and continuous account of all financial and commercial transactions. Some few are so fortunate as to be able to manage a large and profitable traffic with scarcely any attention to written accounts. As a rule, country dealers are apt to be too careless for their own interests in this respect. The volume of trade in a retail store in the country does not call for a high order of talent in bookkeeping; but many run to the opposite extreme, so that they are never sure of knowing the amount of purchases, sales or expenses for any given period. After a few months of this careless way of doing business, they have no means of estimating fairly their actual standing. It would be but little trouble to keep a plain account with customers in a book ruled with double columns, so that each entry would show, at any time, the full details of every transaction, whether of debt or credit. For convenience, a memorandum may be kept, posted daily if possible, so that a customer, calling for his account at any time may find it always ready, except the adding of totals. Accounts with those of whom goods are purchased should also be kept in the same way, merely entering the amount of each bill and filing invoices away for future reference. In addition, it pays to have a book wherein are recorded accounts of purchases and expenses. Then if the invoice be regularly taken at least once each year, a dealer can readily ascertain his true financial condition. For one who gives his business personal attention, another book, in the form of a permanent memorandum, may be added in which to condense the record of daily transactions. This takes two pages of journal size, ruled so that each double page will contain lines for a full month's record. Thus vertical lines may make space for each day's record of sales, purchases, cash received, cash paid, amount charged to account, expenses, discount given or received, together with any other record deemed desirable.

Having kept such memoranda for sixteen years, I find it an invaluable aid to a full understanding of results achieved. It requires some perseverance and self-denial to keep it full and complete in every detail; but the work may be made easier by transcribing each day's results in a small book and writing up the whole at the close of each month. Items of local interest may also be recorded as important events occur, which will be interesting to review in after years.

For want of some system of bookkeeping, many allow what semblance of accounts are commenced to grow, like the boy's diary, "small by degrees and beautifully less," causing leaks which, in the aggregate, amount to a large sum. Whether a man does a large business or a small one, it is best to know just how much or how little he is doing, in order that he may plan accordingly; otherwise, he will go on ignorant of how he stands financially, until the sheriff comes around and duly notifies him that bankruptcy with a big B has arrived.

After a year or so of commercial life, having taken many lessons in experience of human nature, it will be in order to

ask yourself some questions by way of review. If you have made mistakes from lack of knowledge, there may yet be the chance to profit by the lessons of the past. But you will find that circumstances change so often that the mistakes you are prepared by experience to avoid may never again occur in the guise in which they once appeared; instead, another phase of human nature may suddenly develop and capture your guileless soul on the blind side by a new stratagem or form of procedure. Thus the wheels of events will revolve year by year, ever giving you something to learn of a lower depth, as you have opportunities to gaze into the springs of human action, and quite as often something you may prefer to forget.

The men who will try your patience the most of all are not always customers. Those who have axes to grind at your expense are the ones that will try to wear away the grit of your resolution by the force of brazen importunity, and they will always appear at the most inopportune seasons. In such cases, you had better depend upon your intuition rather than upon argument for safety, for the latter they are prepared to meet and parry, but the ponderous force of a big "No" struck from the shoulder of conviction is the Columbiad that will prove irresistible.

To take a certain amount of capital and put it into goods is easy enough; but to get those goods back into the same value, plus a percentage that shall leave a balance in favor of the investment, is as difficult as three or four intervening factors can make it. If everything goes well, the double change can be repeatedly made, leaving a satisfactory increment to encourage the dealer; but insurance, expenses, losses through bad debts and dead stock use up more of the surplus profits than one would believe until he himself had given the experiment a fair trial. There have been places and times in the past where transmutations of that nature were commonly effected; but, in the present sharp competition all along commercial lines, the average small dealer will do well if he holds his own while in action and retires with his forces in good order.

Much is written of the causes of success in business, and various are the conclusions of writers. Some say that it is all owing to push, some say that it is all owing to plodding; others insist that audacity is the master of the situation. Of two or more dealers in any small place, one will usually lead in trade. But I am inclined to the opinion that the business of a town does not divide on any known lines. Whoever gets the largest share, it would be hard to tell just how it is done. Temperament goes a good way in setting the pace of a man's dealings with the public. After the novelty of a new stock of goods has worn off, trade will naturally gravitate to that dealer who meets the largest wants of the community, and who best fits into the angles, prejudices and weaknesses of customers.

Everything else being equal, trade will be divided according to the merits of the goods as they suit the necessities of buyers. The one who handles the largest variety of products in exchange will get the lion's share. Excessive and obtrusive politeness on the part of a dealer gains him no permanent custom. One needs to be only natural, attentive and always careful to show a spirit of fair-

*It's Cheap!**Not Coal, but***Molasses.**

We bought at the right time and will give you the benefit of our purchases. We brand them

**GOLD MEDAL**

The quality is right, the price is right, and it's dollars in your pocket to handle them.

# Ball Barnhart Putman Co.

**TELFER SPICE COMPANY,**

MANUFACTURERS OF

Spices and Baking Powder, and Jobbers of  
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1 and 3 Pearl Street,

GRAND RAPIDS

THE W. BINGHAM CO., Cleveland, O.,



Have had such flattering success in handling our Bicycles that they have bought our entire output for 1893. They have taken up all negotiations pending for the purchase of cycles, and we respectfully solicit for them the good will of our friends.

**THE YOST MFG. CO.,**

TOLEDO, OHIO.

ness to the point of satisfying every reasonable wish of a customer, and he will get his share of any trade that is worth the having. A few think that it is necessary to be always "cooking up some scheme" to keep the public excited or else business will fall off. Now that jobbers are active instigators of such methods, it is hard for an ambitious beginner to keep out of the current. An experiment or two will convince any reasonable man that the effects of guessing and prize schemes are short-lived and often followed by disagreeable reaction. The man who seeks to do a healthy business, fully meeting any rational demand but not overstimulating it, will find trade reach the most prosperous limits, and, in the long run, his bank balance will be on the right side of the ledger.

As most country dealers are much nearer their base of supplies than in former times, it is not so important now to buy in large quantities. The omnipresent drummer from reputable houses will keep you posted as to market changes, and his advice, supplemented by the price lists of the trade paper (to which you ought to be a constant subscriber), can safely be followed. But look out for the occasional traveler with a specialty, who assumes to know your needs and quotes how much your neighbor ten miles away has bought. He is the guerrilla of trade. Whether you give him an order in self-defense to silence his importunity or refuse outright, this is sure to be his first and last visit. Thank your lucky star if he leaves you scathless, but look out for the next one.

A chapter might yet be added to the suggestions above given, but the writer is well aware that experience soon makes advice a back number; besides, what is given may have come too late to be of use to some, and before it is needed by others. The commercial activities of the present day give little leisure for comparing methods or experience; yet a few outside of the whirl may possibly find worthy of their attention some of these practical suggestions.

S. P. WHITMARSH.

#### From the Front of the Counter.

From the Cincinnati Tribune.

The salesmen and saleswomen ought to be persons who have taken up the business of selling goods as a permanent employment and not a temporary resource, for only such persons who look for their advancement by increasing the value of their services will study the work they have to do, and give that close attention to details and exhibit that enthusiasm contagious to the buyer which will make them successful. The gaping, indifferent clerk who only thinks of making out his day, will never find persons looking for him when they come into the store. When the force is large the proprietor may cultivate enthusiasm and emulation among his clerks by daily or weekly drills and by liberal commendation of apt scholars.

Always some clerks should be women; in a country store with two clerks, one should be a woman. Her presence imparts an air of refinement to the store as to the parlor, contributes to decorous conduct and therefore to closer attention to business.

Some form of profit-sharing unquestionably tends to increase the efficiency of clerks. The feeling that they are a part of the concern, with a personal interest in its prosperity, promotes economy and efficiency on the part of all, and is better for the proprietor than increasing wages without profit-sharing. That the hours of business in retail stores are usually too long is recognized by the constant tendency in cities to

shorten them and increase the holidays, the tendency increasing with the growth of city and of business. If they were shortened an hour or two at each end, especially at the close of the day, by general consent in any community, no individual store would be any worse off. The same amount of goods would be sold, and the buyers would readily accommodate themselves to the custom of the place. It may be necessary in many places where there are large manufacturing interests to keep the stores open on Saturday evening to accommodate the laboring classes, but if this is done for their benefit until a late hour of one evening in the week, there is the more reason they should close at 5 or 6 on other evenings for the benefit of their fellow wage-workers, since the leisure class would have no difficulty in shopping during the day. It would be an interesting experiment in a city like Cincinnati to have all retail stores fix their hours for six months at from 8 a. m. to 5 p. m., and see if their sales did not keep up to their average. These suggestions are from the front of the counter, because anything that tends to lighten the labors and increase the efficiency of the clerks tends to make them more agreeable to their customers. The imperative qualifications of neat, not flash, dressing, of suavity and politeness without pertness, of enthusiasm for the goods offered without obtrusive pleading to buy, need not be dwelt on. And advertising—well, advertising is an art, and rather a fine art, and should be committed to the hand of a professor.

#### The Risks of Business.

Almost everybody wants to make money faster than he is making it. Almost everybody has heard of some person, perhaps of a good many, who have become rapidly rich. And so almost everybody who has not learned wisdom from experience is inclined to jump at almost any proposition which seems to promise large gains for small investments.

As an offset to this inclination I wish to impress on my readers, especially the young, the truth that as a rule, the risk incurred in any new enterprise will be at least equal to the prospective profits. If a business promises to return \$10 for every dollar's worth of capital and labor invested, the probability is as ten to one that the investor will lose what he puts into it instead of gaining anything. If it promises \$3 for one, the chances are three to one that he will lose his investment. This rule is, of course, not inviolable, but it is one that should be carefully kept in mind as a warning against incurring unknown risks in the hope of sudden enrichment. Moderate profits carefully handled are much safer, and in at least nine cases out of ten will produce a better result in the long run.

A poor man is not in a position to take risks, because he cannot afford to lose his money. And he has neither the business experience of the capitalist nor the means which the capitalist possesses of investigating the real merits of any proposed business scheme. Indeed, if the scheme were reasonably safe and promising the poor man would not be likely to get a chance at it at all, for the capitalists would snap it up before he got wind of it.

As there are exceptions to all rules, so in this matter there are cases in which the poor man comes out ahead, by some ingenious discovery or by the exercise of unusual business capacity. But such cases are comparatively rare under existing conditions, and for one case in which the poor man "strikes oil" there are thousands in which he sacrifices his small savings in the pursuit of a will-o'-the-wisp.

GEO. R. SCOTT.

CHAS. A. COYE,

Manufacturer of

## AWNINGS AND TENTS

HORSE AND WAGON COVERS

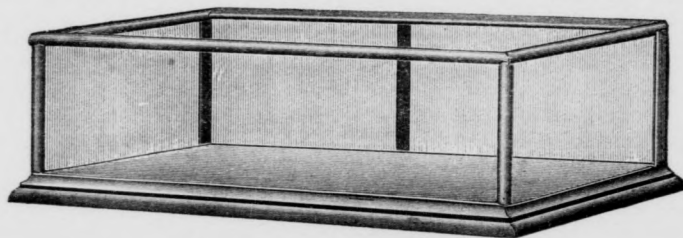
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FIRST-CLASS WORK ONLY.

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# 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.

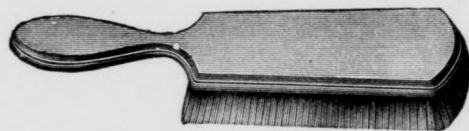
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## THE PUTNAM CANDY CO.

Grand Rapids Brush Co.,

Manufacturers of

## BRUSHES



GRAND RAPIDS, MICH.

Our goods are sold by all Michigan Jobbing Houses.

1893

## WHEELS!

1893

Agents Wanted

In unoccupied territory for

RAMBLERS, 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.

PERKINS & RICHMOND, 101 Ottawa St., Grand Rapids, Mich.



## MORALS AND BUSINESS.

"One Standard for the Master, Another for the Slave."

Rev. Reed Stuart preached a most excellent discourse in the Unitarian church, Detroit, on Sunday, Feb. 26, on "Morals and Business." The following is the text of the sermon:

The business man is also a working man. Either of the words, "work" or "business," may serve as a description of all the practical affairs of life. It may include all the pursuits and occupations. The answer to the inquiry why there should be so many diverse forms of business is found in the multiplied wants of life. Thus all pursuits arose, and each one is necessary and honorable. The scene presented is that of each working for the good of all. That which benefits the community must benefit the individual. It is now quite agreed that what is called morals has come along the slow path of development. No one knows how this perception of right came originally. It has certainly come, and is here in a large and impressive way. Everything must feel its pressure and everything must be judged by it.

Morals ought to fall upon all alike, but its beams are deflected and broken into colors and are unequally distributed. In the law of morals there is one code for the king and another for the subject. There is one for the genius and another for the ordinary man. Men have received one code of virtue and women quite another. The master has one standard and the slave another. It is reported that there is one code for the man as a member of a corporation and another for this man as a member of society. One for a man who is by a series of combinations impoverishing the oil-fields of Pennsylvania and adding a million dollars to his private fortune, and another for this same man endowing colleges. One for a man as manipulator of stocks and another for this same man as a member of a church. One for six days on "change," and one to be kept exclusively for use in the family pew one day of the week. There are more double personalities abroad in the land than that of Dr. Jekyll and Mr. Hyde.

We could not state this from personal knowledge, for our minds are not in possession of that kind of information which comes from experience upon this subject. It can only be stated from hearsay. But there is quite a widespread rumor that men, as partisan politicians, occasionally approve of things which they would not approve as patriots and high-minded citizens. During the three or four hours of eloquence and mock eloquence to which some of us were privileged to listen a few nights since there were many sentiments of the noblest character uttered. Some great questions were discussed in a broad, statesmanlike and patriotic way. These were those who declared in unmistakable terms that a high principle is the only thing worth contending for, and that politics must coincide with integrity and the noblest manhood. But applause was not withheld from one or two orators who fell far below this high standard. One must make allowance for the native passion which some men possess for making a sensation, and to whom the sound of laughter and applause when they are the central figure on a public platform is as dear as "sacramental wine to dying lips." But one orator continually strayed away from his theme to heap ridicule upon those who criticize the actions of their party, and try to place it in line with its greatest history, instead of in line with the majorities. He received the applause which he was seeking, but one wondered why the picture of Washington did not turn to the wall during the performance. Another speaker did not leave us to infer, but directly stated, that there is some work in politics which is unclean, and somebody must do it. He did not state that he is out of employment. Mark Twain said "he could not lie so he got Richardson to lie for him." Our orator probably could not soil his own conscience by doing the unclean work, but would employ somebody else who is not so scrupulous. Some speakers who were expected to en-

rich the occasion by their presence and words were unavoidably absent. Much regret was felt by many of the listeners, caused by this enforced absence of some. But in the minds of some this regret was, after a while, displaced by another kind of regret, namely, that the law of necessary absence was not large enough to include one or two others who were present. They may have added to their reputation as brilliant after-dinner orators, but they tried to do it at the expense of the conscience of their large audience.

Thus the law of morals is broken up into a hundred small forms to meet the demands of the occasion and the convenience of classes and individuals. Sometimes a stock of commodities is advertised to be sold in lots to suit the purchaser. The same kind of accommodating and commercial spirit is present in making a disposition of morals. No one need be embarrassed by having to take it all. He need not take any more than he can profitably use in his particular line of business. The broken and distributed sunlight makes a picture on the cloud so full of beauty that the child seeing it claps its hands in uncontained delight and the older hearts look in silent wonder. The dark and forbidding sky is glorified by it. Not so when right is broken and distributed. No child is delighted by it, for it helps form a part of the unhappiness of childhood. If the older hearts are silent when they see it, it is the silence of sadness rather than that of unutterable joy. It forms no bow of hope; it is more a background of despair. It does not glorify the cloud; it helps compose the blackness of the threatening cloud which lowers over so much of our beloved land.

The spectacle of a world so deeply engaged in its hundred honorable pursuits possesses an interest which must command every thoughtful mind. The ships sailing over all the seas; the trains rushing in every direction over the continent; the immense transactions in the financial centers of the world where millions of dollars follow the stroke of a pen; Dakota wheat and Iowa corn, in quantities to feed an empire, moving eastward, met by machinery of all kinds for planting and reaping and threshing, whose whirr would silence the roar of an elemental tempest, moving westward; the product of the gold and silver mines of Nevada, the iron and copper mines of Michigan, the coal mines of Pennsylvania being carried in all directions; drafts and bills of exchange more numerous and containing oracles of more definite meaning and momentous import than the sibylline leaves of the fable, are flying with the wind all over the world; the men behind the counters, at the desks, handling the tools, writing briefs, giving opinions, visiting the sick, writing books, teaching the youth, speaking in the churches—what an amazing scene of activity it all is! Surely the world is not slothful in business.

But how well is it obeying the second part of the injunction? In it all is it serving the Lord? Let the word "Lord" stand for the highest right that the mind can conceive, and let the test question be asked. Are we making all our toil of brain and hand serve that? In our effort to make the moral law and our business meet do we bring our business up to the law, or do we bring the law down and adjust it to our business? It would be libel to say that all business is corrupt and that it is divorced from righteousness. There are multitudes of people, from the man who lays the brick wall to those who help enact international laws who import conscience into their work. But we all wish there were many more than there are of this kind of person.

The pursuits are all honorable in themselves; but their honor consists in constantly referring all their transactions to the arbitration of the highest law known. Whoso does not do this, whatever his trade or profession, is so far dishonest. Duties grow out of relations, but there is something back of relations to which they must give an account. The agent of a corporation may have no choice. His duty may be to carry out instructions. But the corporation itself must give an account of itself and must show by what right it exists. The lawyer enforces a

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legal right; but what if the legal right be a moral wrong? Why should we talk about legal ethics, or medical ethics, or political ethics, or business ethics? Why not say simply human ethics? Can the lawyer do something which is right for him as a lawyer but wrong for him as a man? Can the doctor or the politician or the business man have a code of ethics which is good for him or his class, but bad for the public? Morals is the will moving toward the good of all. One whose method of conducting business is not beneficial to both parties in the transaction is immoral. The man who says "business is business and religion is religion" is a public enemy. A common thief might say that much. He who says "all is fair in politics" may be a friend to his party, but he is a foe to his country. Aaron Burr could have justified himself by that saying when he killed Hamilton and tried to form his empire in the Southwest. The man who builds up an immense private fortune at the expense of the public good is not a business man. He is a pirate. That is just what Capt. Kidd did. To levy a tax upon all consumers of coal beyond the bounds of legitimate profit for the producers is not business. It is robbery. It is feudalism in the nineteenth century; feudalism with the element of personal bravery omitted. Those old robber barons of the middle centuries had to have some personal courage to conduct their business for there was always some risk. A coward is equal to the task of marking a ton of coal that is worth \$5 up to \$6 when he sees that a million poor people must have it or freeze. There is some old doggerel which lingers in memory from boyhood which, alluding to this kind of person, says:

"But the ledger book on high,  
Will unfold it when he dies  
How he bought and how he sold;  
How he got and used his gold."

He need not wait for that future unfolding. He knows now enough to make him tremble at times if his conscience had not become atrophied from disuse and his motive vitiated by poisoning it with low business maxims. "Let the buyer beware," says the law. It is not my business, says the seller, to tell that my goods are adulterated, that the texture of this stuff is not what it pretends to be, that these stocks are worthless. Let him find it out for himself. All of which may be very shrewd and keen, but it is not very kind or noble. The thief does not tell his victim that he intends to rob him. He lets him find it out by experience. Society would be better off without either of these men. "Let the buyer beware," has been in active service long enough. It ought to be dishonorably retired, and "Let the seller beware," should come on duty for as long a period. "Every man takes care that his neighbor shall not cheat him. But when will the day come when he begins to care that he will not cheat his neighbor? Then all will go well. He will have changed his market cart into a chariot of the sun."

Our age, great in so many ways, should add a certain glory to its greatness. It should introduce a new religion. A religion not of Sabbath and church, alone, but of week day and of business place. It should infuse a new honor, a new honesty, a new regard for truth into our common life. It should find the moral law pressing down upon every calling alike with the same steadiness that the air presses upon palace and cottage, upon the granite and upon the rose. Beginning in pure morals, and having its first care for conduct, fast as need be it would add all the essential elements of religion. Churches would be erected; inspired bards would arise to write hymns for it: often prayer and praise would be heard issuing from those whose hearts had seen what depths of grandeur, what heights of beauty moral truth possesses. Its message to mankind would be: Ye are indeed workers; but something more than workers. Ye are workers who can think. Ye can pronounce such words as justice and truth and friendship. Lift up your thoughts. Think of what ye are. Cast your souls forward and see what awaits you. Know that when political parties have been broken and scattered; when all the

businesses of these stirring years have disappeared, when the great game of profit and loss into which life has been turned has been played out; when the reputations founded upon votes or wealth have all been forgotten, ye still shall be living in a world where right is the supreme law; and your imperishable honor will be that, while with diligent hand you wrought amid the affairs of earth, everything was done in harmony with that Power which was, which is and which shall forever be.

#### NOT AN UNMIXED EVIL.

Written for THE TRADESMAN.

That trusts, or combinations, are an unmixed evil the writer does not believe. That they work evil and cause great hardship at times cannot be disputed. But that is because of abuse.

The tendency of the times is towards combination—centralization; and there is no power on earth strong enough to successfully resist that tendency. States are combining; so are nations; so are individuals. It is natural—it is right. United Germany is the greatest military power in Europe. The disintegrated German states had no political standing among the nations of Europe.

One hundred dollars in the hands of one man has a greater purchasing power than the same amount divided between two men. And what is true of one hundred dollars is equally true of one million or one hundred million dollars.

Two men are engaged in the manufacture of a certain article or commodity. Each man has a capital of \$50,000. Two buildings, two sets of machinery, two sets of hands; separate advertising must be done for each concern, and drummers are drumming for both. Competition is keen; prices are low, profits small and growing smaller. It occurs to one man that these two establishments, which are both doing a good business, are yet making no money—why should they not combine? The proposition is made to the other man and accepted. One factory is closed, the other runs full time. Expenses are reduced all around, and the concern makes money. Of course, it is quite as easy for one hundred to combine as for two—it is the principle we are enunciating. It is a fact that combinations sometimes raise prices; it may even be true that such is the habit of combinations. But that is incidental, and does not necessarily follow the combination of capital. But capitalists are like the rest of us in this, at least, that they want to make the most of their opportunities.

We think it will be found to be true, however, that those combinations which have resulted in increased prices are the exception and not the rule; and, further, that a majority of them have already become defunct. It may be necessary, in some instances, to raise prices; but it is most unwise on the part of any manufacturer, or combination of manufacturers, to raise prices unless it is necessary. For the people will not buy an article the price of which is not "right."

DANIEL ABBOTT.

#### An Aluminum Violin.

Dr. Alfred Springer, of Cincinnati, has shown a new application of the metal aluminum. He has made a violin of it, and the instrument, which was given a public test at a concert before a number of musical experts, has been pronounced eminently satisfactory in the purity and sweetness of its tone. The maker said that 32 cents worth of aluminum sufficed for the construction of the instrument.

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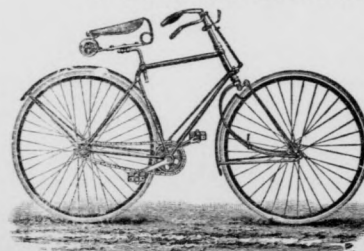
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## THE VALUE OF ORIGINALITY.

Written for THE TRADESMAN.

Originality is the genius of business. It is the touchstone of success. It is the lever which lifts a man out of the common rut and shields him from the numerous ill and difficulties which handicap the masses.

Genius is said to be a superior mental talent for producing new combinations of ideas. Everyone does not possess this superior talent. It is a special gift. Genius not only produces new ideas, but it formulates them into combinations and gives them practical effect. Genius is originality, but a man may be original to a marked degree and yet not be a genius. A man may possess a natural disposition to produce ideas of his own, yet lack the power to formulate and put them to practical use. Originality, therefore, is much more common in the world than ingenuity.

Originality and observation are twin sisters. One cannot originate a practical new idea without having observed the actual effects of existent ideas. Every successful business man is a keen observer. His strong individuality indicates a marked degree of originality in his make up. He keeps his finger constantly on the pulse of his business, and he allows no one to know as much about his own affairs as himself. He investigates for himself; and no theory, method, or mechanical improvement, which concerns his business, escapes his attention. The successful man of business observes things and originates ideas of his own, accordingly. When he acts upon another man's idea, it is because his own judgment endorses it; and should he tumble into the ditch by following an idea of his own, his originality will pull him out and place him on solid ground again. An inexhaustible reserve fund of originality is a more certain thing to rely upon than a gold mine—the latter may play out, while the former can never be overdrawn.

On every side of us we see the plodding masses following in the old rut, each contending with his neighbor for the scanty herbage within reach of the well-beaten pathway, while just beyond, on either side, are pastures fresh and green. Originality is the ladder which affords an escape from this old rut which is being worn deeper every day by a constantly increasing stream of plodding, groveling, mediocre humanity. These plodders are found in all kinds of business. They are not confined to the drawers of water and the bawlers of wood. We find them behind the counter in every branch of the retail trade—and their name is legion. They are struggling simply for bread, and many there be who fail to win it.

The man who would make a success of a business venture must leave the rank and file and get off the tread-mill. He must climb out of the rut. He must be a close observer, an originator of practical ideas, and an independent thinker. He must be able to clearly see a point, and then possess the executive ability to make it. He must possess sense enough to know that he cannot advance without breaking ranks.

The man who cannot produce an original idea of some kind runs a pretty good chance of losing his money, in these days, when he puts it into a retail mercantile business. The great majority fail, and so will such a man for the very

simple reason that he belongs to the majority. To do what others do is to expect what others get.

Originality is the key-note of all true progression. Every business man should sedulously cultivate observation, independent thought and investigation. Herein lies success. E. A. OWEN.

POLITICAL UNION WITH CANADA.  
PAPER II.

Written for THE TRADESMAN.

The people of this country are quite willing to admit that Canada would be benefitted by annexation, but cannot as readily see how this country is to be benefitted. And yet it can be shown, we think, that the United States would receive, at the least, fully as much as she would give. New fields of employment for the surplus capital and labor of this country would be opened. The labor market, especially, would be stimulated, and, instead of an influx of Canadian workmen into our already overcrowded labor centers, the development of the natural resources of the Dominion would draw the tide in the opposite direction. Much more might be said on this point, but the above must suffice.

The addition of so large an area (3,500,000 square miles) to our territory, while having the appearance, at first sight, of a "white elephant," would be of incalculable benefit. Millions of acres of the finest agricultural land in the world would be opened for settlement. The condition of this country, notwithstanding its immense area, is becoming somewhat congested, and it would in a few years be necessary to, not only regulate, but put a period to immigration—a misfortune to be deplored by every patriotic citizen. But with Canada united to this country the United States would soon be the granary of the world, for it is a well-known fact that it is only a question of a few years, when Europe, and much of Asia, will be compelled to draw their food supplies from this side of the Atlantic. It has only been by a close attention to the science of farming that many of the countries of Europe have succeeded in extracting anything from the soil at all; and, taking into consideration the crowded condition of these countries as to population—in some instances having an area no larger than one of our own States, with a population of between thirty and forty millions—it will be readily seen that agriculture, as a separate industry, must soon be abandoned. Their necessity will be our opportunity, and agriculture will become, as it ought, our leading industry and chief source of wealth. The two countries combined will have an area of almost 9,000,000 square miles (nearly 5,000,000,000 acres) a territory vast enough to support a population of 500,000,000, and still be "the world's storehouse."

The Canadians are the most law-abiding people in the world; and the addition to our population of six millions of such citizens could not but be beneficial. Respect for law and loyalty to the government are inherent qualities in the Canadian constitution, and we can well afford to learn from him in this direction. We might say much more, but have said enough at least to show that the benefits are not all on one side, as many people suppose. The United States would certainly "come out even" if she did not get the best of the bargain.

We have still the political differences between the two countries to consider, but these must be left for the present.

DANIEL ABBOTT.



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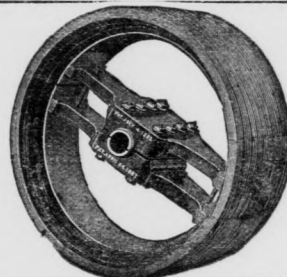
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**COMMUNISM, NOT PATERNALISM.**

Written for THE TRADESMAN.

An article in last week's TRADESMAN, under the above caption, deserves more than passing notice. The writer of the article has, apparently, determined in his own mind that "aggregation of capital and singleness of control" (!) is, no matter how beneficent the results, ("commercial tyranny") an evil to be deplored and combatted. Lexicographers tell us that "tyranny" is unlawful authority (government), cruelly exercised. An "aggregation of capital" exercises no authority—has none to exercise. It has power, but this each individual member of the "aggregation" would have "even if he were not a member of the "aggregation," just to the degree that he had money. Concede to the "aggregation" power to the extent of, say, \$50,000,000, and this gigantic "power" is employed, under "singleness of control," in the manufacture or production of a certain commodity or commodities, which before the formation of the "aggregation" had been produced by a number of individual manufacturers. Possessed of almost unlimited resources, the "aggregation" is able to employ the latest and most scientific mechanical appliances and workmen of the highest skill; it can take advantage of any and every circumstance that will enhance the value of its product to the consumer or enlarge its constituency of trade. Does it kill competition? Perhaps, but not necessarily. That is not what the people are concerned about, however; what they want is to get the article as cheaply as is consistent with a fair return to the manufacturers upon the money invested. It may be necessary to raise the price of the commodity somewhat; but, if the price is raised arbitrarily, the "aggregation" will be the only loser. These "aggregations of capital" may have been "conceived in greed," (by which the writer means, no doubt, the desire for money,) but we are all more or less greedy in the same direction, at least it is to be hoped that such is the case. The desire for money is the main-spring of all the great commercial and manufacturing enterprises of this and all other countries; it has discovered continents, explored wildernesses, planted colonies, builded cities, disemboweled old mother earth, civilized the savage, given to the world its richest treasures of art, science and mechanics, endured hardship and suffering; in short, it is the great energizing force behind the world's advancing civilization. So far from this desire being evil, it has been most beneficent in its results and is entirely commendable. Miserly greed is another thing, and is so utterly detestable and repulsive that the race is in no danger from it; it works its own cure.

So much for that. Then the writer of

the article quoted from wishes to know what the end is to be—"will it be a settled reign of commercial tyranny, or will it be a sudden and mighty flop to paternalism or governmental control?" He believes it will be the latter. The writer is, apparently, very much enamored of "paternalism," that is to say, what he considers paternalism to be. But Mr. Owen is mistaken in his conception of paternalism. It is very far from being a government of the people for the people; it is the very opposite of this. Webster defines paternalism as "the assumption by the governing power of a quasi-fatherly relation to the people, involving strict and intimate supervision of their business and social concerns, upon the theory that they are incapable of managing their own affairs." So that the adoption by the people of a paternal form of government would be a confession on their part of their inability to "manage their own affairs." Over 100 years ago the people of this country declared their ability and purpose to govern themselves, and they have been governing themselves ever since, with a degree of success which is astonishing when the obstacles they have encountered are considered.

We have to-day in this country the very form of government which seems so desirable to the writer of the article under criticism. Of course, it is not perfect; what human institution is? It assures to every man, however, "the right to life, liberty and the pursuit of happiness." There is no power, not even an "aggregation of capital," which can wrest from us that right. If we are oppressed or wronged by any man or "aggregation" of men, the remedy is in our own hands. Blatant demagogues, unscrupulous politicians, and even well-intentioned but unthinking newspaper writers may howl about the wrongs inflicted upon us by the money kings, the coal barons, the railway magnates, and other "aggregations of capital;" but, though misled for a time, the good sense of the people will re-assert itself, and they will estimate such ravings at their true value.

Whatever may be the wrongs under which we suffer from "commercial tyranny," paternalism (nor communism, which appears to be what Mr. Owen is contending for) would be no remedy at all, but simply a "jumping from the frying-pan into the fire." What is needed is simply an application of the principles which underlie our national constitution. No oppression can exist where these principles are active.

FRANK STOWELL.

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**GRAND RAPIDS, MICH.**

**INDUCEMENT**  
TO THE  
**RETAIL DRUGGISTS**  
AND  
**GENERAL STORES.**

**Do You Sell**  
**DIAMOND TEA?**

We want one live dealer in every city and town to handle and push 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. 25c 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 stamping your name on each package you will thus receive full benefit of the advertising.

It will pay hustlers to take advantage of this offer, before their competitors get ahead of 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.,  
Jobbers for Western Michigan.

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

Organized 1881.  
**DETROIT, MICHIGAN.**

**PYRAMID PILE CURE.**

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 we have hundreds of similar ones and could fill this paper with them if necessary.

**GENTLEMEN—**Your Pyramid Pile Cure is without an equal; it cured me in 30 days or a much shorter time. I waited 15 days or more to be sure I was cured before writing you, and can now say I have not the slightest trace of piles and am much 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 druggist will get it for you**

as he can obtain it from every wholesaler in Detroit, Chicago or Grand Rapids.

**La Grippe**

may attack but cannot overcome those protected by frequent use of



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

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

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

**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.



## Wholesale Price Current.

Advanced—American saffron, turpentine. Declined—Opium, opium, po.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R	60
Benzolcum German.	65 10	Aloes	50
Boric	30	" and myrrh.	50
Carbolicum	27 36	Arnica	50
Citricum	50 52	Asafetida	0
Hydrochloric	30 5	Atropine Belladonna.	60
Nitricum	10 12	Benzoin	60
Oxalicum	10 12	" Co.	50
Phosphoricum dil.	1 30 21 70	Sanguinaria	50
Salicylicum	1 30 21 70	Barosma	50
Sulphuric	1 30 21 70	Cantharides	50
Tannic	1 40 21 60	Capicum	50
Tartaric	30 23	Ca damon.	75
AMMONIA.		POTASSIUM.	
Aqua, 16 deg.	34 5	Bi Carb.	150 18
" 20 deg.	54 5	Bichromate	130 14
Carbonas	13 14	Bromide	35 30
Chloridum	13 14	Carb.	130 15
ANILINE.		Chlorate (po 35)	24 26
Black	2 00 2 25	Cyanide	50 55
Brown	80 21 00	Iodide	2 00 2 30
Red	45 50	Potassa, Bitart. pure.	27 30
Yellow	2 50 2 30	Potassa, Bitart. com.	2 15
BACCÆ.		Potass Nitras, opt.	80 10
Cubeae (po 50)	50 55	Potass Nitras.	70 9
Juniperus	80 10	Prussiate	28 30
Xanthoxylum	25 30	Sulphate po.	150 18
BALSAMUM.		RADIX.	
Copsiba	45 50	Aconitum	20 25
Peru	21 30	Althae	24 25
Terabin, Canada	45 50	Arum	12 15
Tolutan	35 50	Arum, po.	20 20
CORTEX.		Calamus	20 20
Abies, Canadian	18	Gentiana (po 12)	80 10
Cassia	11	Glycyrrhiza, (pv 15)	160 18
Cinchona Flava	18	Hydrastis Canaden.	2 30
Euonymus atropurp.	30	(po 35)	2 30
Myrica Cerifera, po.	20	Hellebore, Ala, po.	150 20
Prunus Virgin.	12	Inula, po.	150 20
Quillaja, grd.	10	Ipecac, po.	2 30 2 40
Sassafras	12	Iris plox (po 35)	35 40
Ulmus Po (Ground 15)	15	Jalap, pr.	50 55
EXTRACTUM.		Maranta, 1/4s.	150 18
Glycyrrhiza Glabra	24 25	Podophyllum, po.	75 80
" po.	33 35	" cut.	21 75
Haematox, 15 lb. box.	110 12	" pv.	75 80
" 1s.	130 14	Spigelia	35 38
" 1/4s.	140 15	Sanguinaria, (po 25)	2 30
" 1/8s.	160 17	Serpentaria	30 32
FERRU.		Senega	65 70
Carbonate Precip.	2 15	Similia, Officialis, H	2 40
Citrate and Quinia	2 30	Scilla, (po 35)	100 12
Citrate Soluble	2 80	Symplocarpus, Fost.	2 35
Ferrocyanidum Sol.	2 50	Valeriana, Eng. (po 30)	150 20
Solut Chloride	2 15	Ingiber a.	180 20
Sulphate, com'l.	2 7	Zingiber j.	180 22
FLOBA.		SEMIN.	
Arnica	180 20	Anisum, (po 30)	2 15
Anthem.	3 35	Aplum (graveleons)	120 15
Matricaria	40 50	Bird, is.	40 6
FOJIA.		Carul, (po 18)	80 12
Barosma	45 50	Cardamon	1 00 1 25
Cassia Acutifol, Tin.	25 28	Coriandrum	100 12
ivelly	35 50	Cannabis Sativa	34 24
" Aiz.	35 50	Cydonium	75 80
Salvia officinalis, 1/4s	150 25	Chenopodium	100 12
and 1/8s.	150 25	Dipteris Odorata	3 00 3 25
Ura Ursi	80 10	Foeniculum	2 15
GUMMI.		Foenugreek	2 8
Acacia, 1st picked	2 75	Lini	4 2 4 4
" 2d	2 45	Lini, grd. (bol 3/4)	4 2 4 4
" 3d	2 30	Lobelia	35 40
" sifted sort.	2 25	Pharlaris Canarian.	6 6 6 4
" po.	60 60	Rapa	60 7
Aloe, Barb. (po 60)	50 60	Sinapis Albu.	11 21 3
" Cape, (po 30)	2 12	Nigra	110 12
Socotri, (po 60)	2 50	SPIRITUS.	
Catechu, 1s, 1/4s, 1/8s,	2 1	Frument, W. D. Co.	2 00 2 50
16)	2 1	" D. F. R.	1 75 2 00
Ammoniac	55 60	Juniperis Co. O. T.	1 65 2 00
Asafetida, (po 35)	34 35	Saccharum N. E.	1 75 2 00
Benzoinum	55 60	Spt. Vinl Gall.	1 75 2 50
Camphore	35 40	Vini Oporto	1 25 2 00
Euphorbium po	35 40	Vini Alba.	1 25 2 00
Galbanum	2 50	SPONGES.	
Gamboge, po.	70 75	Florida sheeps' wool	2 25 2 50
Guaiacum, (po 30)	2 25	Nassau sheeps' wool	2 00
Kino, (po 10)	2 15	Velvet extra sheeps'	1 10
Mastic	2 30	wool carriage	85
Myrrh, (po 40)	2 40	Extra yellow sheeps'	75
Opil (po 2 9)	2 20 2 35	carriage	65
Shellac	30 35	Hard for slate use.	75
" bleached	33 35	Yellow Reef, for slate	1 40
Tragacanth	40 41 00	SYRUPS.	
HERBA—In ounce packages.		Acacia	50
Absinthium	25	Zingiber	50
Eupatorium	20	Ipecac	50
Lobelia	20	Ferri Iod.	50
Majorum	28	Aurant Cortes	50
Mentha Piperita.	23	Rhei Arom.	50
" Vir.	25	Similia Officialis.	50
Rue	30	Senega	50
Tanacetum, V.	22	Scilla	50
Thymus, V.	25	Scilla	50
MAGNESIA.		Tolutan	50
Calced, Pat.	55 60	Prunus virg.	50
Carbonate, Pat.	20 22	OLEUM.	
Carbonate, K. & M.	20 25	Absinthium	3 50 2 40
Carbonate, Jennings.	35 36	Amygdalae, Dulc.	45 75
OLEUM.		Amygdalae, Amarac.	8 00 2 85
Absinthium	3 50 2 40	Anisi	1 75 2 15
Amygdalae, Dulc.	45 75	Aurant Cortes	2 40 2 50
Amygdalae, Amarac.	8 00 2 85	Bergamit	3 25 2 30
Anisi	1 75 2 15	Caliput	60 65
Aurant Cortes	2 40 2 50	Caryophylli	85 90
Bergamit	3 25 2 30	Cedar	35 65
Caliput	60 65	Chenopodi	21 60
Caryophylli	85 90	Cinnamoni	1 00 21 10
Cedar	35 65	Citronella	35 65
Chenopodi	21 60	Conium Mac.	35 65
Cinnamoni	1 00 21 10	Copaiba	90 21 00
Citronella	35 65		
Conium Mac.	35 65		
Copaiba	90 21 00		

Morphia, S. P. & W.	1 70 21 95	Seidlitz Mixture	20	Lindseed, boiled	52	55
C. Co. S. N. Y. Q. &	1 70 21 95	Sinapis	20	Neat's Foot, winter	80	85
Moschus Canton.	2 40	" opt.	20	strained	39 1/4	45
Myristica, No. 1.	65 70	Snuff, Maccaboy, De	20	Spirits Turpentine	bbl. lb.	
Nux Vomica, (po 30)	2 10	Voes	20			
Os. Sepia	20 22	Snuff, Scotch, De. Voes	20			
Pepsin Saac, H. & P. D.	2 00	"	20			
Picls Liq, N. C., 1/4 gal	2 00	Soda Boras, (po 11)	20			
"	2 00	Soda et Potass Tart.	20			
Picls Liq., quarts	2 00	Soda Carb.	20			
" pints	2 00	Soda, Bi Carb.	20			
Pil Hydrarg. (po 80)	2 50	Soda, Ash	20			
Piper Nigra, (po 22)	2 1	Soda Sulphas.	20			
Piper Alba, (po 25)	2 3	Spts. Ether Co.	20			
Pix Burgun.	2 7	" Myrcia Dom.	20			
Plumbi Acet.	14 15	" Myrcia Imp.	20			
Pulvis Ipecac et opil.	1 00 21 20	Vini Rect. bbl.	20			
Pyrethrum, boxes H	1 30 14	"	20			
P. D. Co., doz.	21 25	Less 5c gal., cash ten days.	20			
Pyrethrum, pv.	30 35	Strychnia Crystal.	1 40 21 45			
Quassia	80 10	Sulphur, Subl.	24 34			
Quina, S. P. & W.	27 32	" Roll.	24 34			
" S. German.	19 14 23 33	Tamarinds	20			
Rubia Tincturum.	19 14 23 33	Terbenth Venice.	20			
Saccharum Lactis pv.	23 25	Theobromae	45 48			
Salicin	1 75 21 8	Vanilla	9 00 21 60			
Sanguis Draconis.	40 50	Zinci Sulph.	70 8			
Sapo, W.	12 12 14	OILS.				
" M.	10 12	Bbl. Gal				
" G.	15	Whale, winter	70 70			
		Lard, extra	1 10 1 15			
		Lard, No. 1	65 70			
		Linseed, pure raw	49 52			

## HAZELTINE &amp; PERKINS DRUG CO.

Importers and Jobbers of

## DRUGS

CHEMICALS AND

## PATENT MEDICINES

DEALERS IN

## Paints, Oils and Varnishes.

Sole Agents for the Celebrated

## SWISS VILLA PREPARED PAINTS.

## Full Line of Staple Druggists' Sundries

We are Sole Proprietors of

## Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

## WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for medicinal purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day we receive them. Send a trial order.

## HAZELTINE &amp; PERKINS DRUG CO.,

GRAND RAPIDS, MICH.





## SPICES.

## Whole Sifted.

Allspice	10
Cassia, China in mats	7
" Batavia in bund.	15
" Saigon in rolls	22
Cloves, Amboyna	12
" Zanzibar	12
Mace Batavia	80
Nutmegs, fair	75
" No. 1	70
" No. 2	60
Pepper, Singapore, black	10
" white	30
" shot	16

## Pure Ground in Bulk.

Allspice	15
Cassia, Batavia	18
" and Saigon	25
" Saigon	25
Cloves, Amboyna	18
" Zanzibar	18
Ginger, African	14
" Cochin	30
" Jamaica	22
Mace Batavia	7
Mustard, Eng. and Trieste	22
" Trieste	25
Nutmegs, No. 2	75
Pepper, Singapore, black	16
" white	24
" Cayenne	20
Sage	20

## "Absolute" in Packages.

Allspice	1/8
Cinnamon	1/8
Cloves	1/8
Ginger, Jamaica	1/8
" African	1/8
Mustard	1/8
Pepper	1/8
Sage	1/8

## SAL SODA.

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

## SAUERKRAUT.

Gold Medal	@ 25
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## SEEDS.

Anise	@ 12 1/2
Canary, Smyrna	6
Caraway	10
Cardamon, Malabar	90
Hemp, Russian	4 1/2
Mixed Bird	5 1/2
Mustard, white	10
Poppy	9
Rape	9
Cuttle bone	30

## STARCH.

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

## SNUFF.

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

## SODA.

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

## SALT.

100 3-lb. sacks	22 1/2
60 5-lb. "	2 00
28 10-lb. sacks	1 85
20 14-lb. "	2 25
24 3-lb. cases	1 50
56 lb. dairy in linen bags	32
28 lb. " drill	16 18

## Warsaw.

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

## Ashton.

56 lb. dairy in linen sacks	75
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## Higgins.

56 lb. dairy in linen sacks	75
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## Solar Rock.

56 lb. sacks	27
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## Common Fine.

Saginaw	90
Manistee	95

## SALERATUS.

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

## SOAP.

## Laundry.

Allen B. Wisley's Brands.	
Old Country, 80 1-lb.	4 00
Good Cheer, 60 1-lb.	3 90
White Borax, 100 1/2-lb.	3 60

Proctor & Gamble.	
Concord	3 45
Ivory, 10 oz.	6 75
" 6 oz.	4 00
Lenox	4 25
Mottled German	3 75
Town Talk	3 50

Jas. S. Kirk & Co.'s Brands.	
American Family, wrp d.	84 10
" plain	4 44

N. K. Fairbanks & Co.'s Brands.	
Santa Claus	4 75
Brown, 60 bars.	2 85
" 80 bars	3 50

Lautz Bros. & Co.'s Brands.	
Acme	3 65
Cotton Oil	5 75
Daisy	3 10
Marselles	4 00
Master	4 00

## Scouring.

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

## SUGAR.

To ascertain the cost of sugar laid down at any town in the Lower Peninsula, add freight rate from New York to the following quotations, which represent the refiners' prices:

Cut Leaf	\$5 31
Powdered	4 94
Granulated	4 56
Fine Granulated	4 56
Extra Fine Granulated	4 69
Cubes	4 94
XXXX Powdered	5 31
Confec. Standard A	4 56
No. 1 Columbia A	4 50
No. 5 Empire A	4 44
No. 6	4 37
No. 7	4 31
No. 8	4 25
No. 9	4 18
No. 10	4 12
No. 11	4 00
No. 12	3 87
No. 13	3 31

## SYRUPS.

Corn	
Barrels	24
Half bbls.	12

## Pure Cane.

Fair	19
Good	25
Choice	30

## SWEET GOODS.

Ginger Snaps	8
Sugar Creams	8
Frosted Creams	9
Graham Crackers	8 1/2
Oatmeal Crackers	8 1/2

## VINEGAR.

40 gr.	7 @ 8
50 gr.	8 @ 9

## WET MUSTARD.

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

## YEAST.

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

## TEAS.

JAPAN—Regular.	@ 17
Good	@ 20
Choice	@ 24
Choicest	@ 32
Dust	@ 10

## SUN CURD.

Fair	@ 17
Good	@ 20
Choice	@ 24
Choicest	@ 32
Dust	@ 10

## BASKET FIRED.

Fair	@ 18
Choice	@ 20
Choicest	@ 24
Extra choice, wire leaf	@ 40

## GUNPOWDER.

Common to fair	@ 25
Extra fine to finest	@ 50
Choicest fancy	@ 75

## OOLONG.

Common to fair	@ 23
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## IMPERIAL.

Common to fair	@ 23
Superior to fine	@ 30

## YOUNG HYSON.

Common to fair	@ 18
Superior to fine	@ 20

## ENGLISH BREAKFAST.

Fair	@ 18
Choice	@ 24
Best	@ 40

## TOBACCOS.

Fine Cut.	
Pails unless otherwise noted	

Hawatha	62
Sweet Cuba	36
McGinty	27
" 1/2 bbls.	25
Dandy Jim	29
Torpedo	24
" in drums	23
Yum Yum	28
1892	23
" drums	22

## Plug.

Sorg's Brands.	
Spearhead	41
Joker	29
Nobby Twist	40

## Scotten's Brands.

Kyo.	26
Hawatha	38
Valley City	34

## Finzer's Brands.

Old Honesty	40
Jolly Tar	32

## Smoking.

Catlin's Brands.	
Kiln dried	17
Grained Shower	19
Huntress	26
Meerschbaum	29

American Eagle Co.'s Brands.	
Myrtle Navy	40
Stork	30 1/2
German	15
Frog	33

## Banner Tobacco Co.'s Brands.

Banner	16
Banner Cavendish	38
Gold Cut	28

## Scotten's Brands.

Warpath	16
Honey Dew	25
Gold Block	30

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

Peerless	26
Old Tom	18
Standard	32

## Globe Tobacco Co.'s Brands.

Handmade	41
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## Leidersdorf's Brands.

Rob Roy	26
Uncle Sam	28 1/2
Red Clover	32

## Spaulding &amp; Merrick.

Tom and Jerry	25
Traveler Cavendish	38
Buck Horn	30
Flow Boy	30 1/2
Corn Cake	16

## OILS.

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

Eocene	8
Water White, old test.	@ 7 1/4
W. W. Headlight, 150°	@ 6 3/4
Water White	@ 6 1/4
Naptha	@ 7
Stove Gasoline	@ 6 3/4
Cylinder	@ 27
Engine	@ 13
Black, 15 cold test.	@ 8 1/2

## HIDES PELTS and FURS.

Perkins & Hess pay as follows:

HIDES.	
Green	2 1/2 @ 3 1/4
Part Cured	@ 4
Full	@ 4 1/2
Dry	@ 5
Kips, green	2 1/2 @ 3 1/2
" cured	@ 5
Calfskins, green	4 @ 5
" cured	@ 7
Deaconskins	10 @ 30
No. 2 hides 1/2 off.	

## PELTS.

Shearlings	10 @ 25
Lambs	25 @ 1 50

## WOOL.

Washed	10 @ 23
Unwashed	10 @ 20

## MISCELLANEOUS.

Tallow	5 @ 6
Grease butter	@ 2
Switches	1 1/2 @ 2
Ginseng	2 @ 2 75

## FURS.

Outside prices for No. 1 only.

Badger	50 @ 1 00
Bear	15 @ 25 00
Beaver	3 @ 60 00
Cat, wild	40 @ 50
Cat, house	10 @ 25
Fisher	4 @ 60 00
Fox, red	1 @ 60 1 50
Fox, cross	3 @ 60 00
Fox, grey	50 @ 21 00
Lynx	2 @ 60 00
Martin, dark	1 @ 60 00
" pale & yellow	50 @ 21 00
Mink, dark	40 @ 20 00
Muskat	03 @ 17
Opposum	15 @ 30
Otter, dark	5 @ 60 00
Raccoon	25 @ 90
Skunk	1 @ 60 00
Wolf	1 @ 60 00
Beaver castors, lb.	2 @ 60 00

## DEERSKINS—per pound.

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

## GRAINS and FEEDSTUFFS.

WHEAT.	
No. 1 White (58 lb. test)	66
No. 1 Red (60 lb. test)	66

## MEAL.

Bolted	1 40
Granulated	1 60

## FLOUR.

Straight, in sacks	3 60
" " barrels	3 80
Patent " sacks	4 60
" " barrels	4 80
Graham " sacks	1 70
Rye " "	2 00
Buckwheat, Rising Sun	5 50
" Walsh DeRoo	4 25
& Co's Pure	4 25

## MILLSTUFFS.

Less	
Car lots	quantity
Bran	\$16 00
Screenings	14 00
Middlings	17 00
Mixed Feed	18 50
Coarse meal	18 50

## CORN.

Car lots	47
Less than car lots	50

## OATS.

Car lots	33
Less than car lots	42

## HAY.

No. 1 Timothy, car lots	13 70
No. 1 " ton lots	14 00

## FRESH MEATS.

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

## Bologna.

Pork loins	@ 11 1/4
" shoulders	@ 10 1/4
Sausage, blood or head	@ 7 1/4
" liver	@ 7 1/4
" Frankfort	@ 9 1/2
Mutton	8 @ 9
Veal	7 @ 8

## FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

## FRESH FISH.

Whitefish	@ 9
Trout	@ 9
Halibut	@ 15
Ciscoes or Herring	@ 12
Bluefish	@ 10
Fresh lobster, per lb	20
Cod	@ 12
No. 1 Pickerel	@ 9
Pike	@ 8
Finnan White	@ 12 1/2
Shrimp	10
Red Snappers	12
Columbia River Salmon	15
Mackerel	15

## OYSTERS—CANS.

Fairhaven Counts	@ 37
F. J. D. Selects	@ 30
Selects	@ 25
Anchor	

## The Grocery and the Grocer.

From the Cincinnati Tribune.

"Cleanliness is next to godliness," and the truly conscientious grocer, steadily, gradually approaching the horizon of success, surely has found that old adage the cynosure of his prosperity. How inviting to the delicate sensitiveness of the epicure's stomach is a nice, clean, sweet-smelling grocery.

We have all, no doubt, entered one of those dingy little rooms, with, perhaps, a few windows that were intended to admit light, but to which nature had been permitted to hang curtains of dust, which, with the rain, commingled to compound its fabric; where "the man that tends store" sits lazily at the stove, smoking his pipe and wondering what is the matter with trade.

Well, I am going to enter that store to do my marketing; I am a stranger in town and looking for a desirable place to do my trading. I enter, but am I attracted by the sight before my eyes? The man lazily draws his feet down from the stove, adjusts his pipe to the corner of his mouth and pulls down his vest. "What can I do for you?" says he at length, but not until I have had time to take in my surroundings, the dark, dingy room, the musty, sickening odor arising from it all.

There, strewn upon the counter, are the onions and rhubarb and radishes and the spinach that were brought in yesterday, now withered, with a few fresh bunches of each thrown promiscuously on the top; the floor bespattered with dust, paper, quids of tobacco and cigar stumps. Brown, white and various colored wrapping paper and boxes of all sizes are scattered over the counters. The shelves have been neglected by the duster, and the goods irregularly "thrown" upon them: the canned goods and spice cans, that perhaps were once bright and attractive, now rusty and fly-specked. Under the coffee mill is a pile of coffee dust, dropped from time to time; a dirty, dusty display of canned goods in the front window. The broom hangs on its nail, and the busy little spiders

have woven a beautiful web from it to the ceiling, all of which proclaims the grocer a discouraged, unenterprising, negligent and indolent man. My stomach fails me!

"What do you want?" he repeats.

The sound of his voice awakens me from my reverie, and, saying I was only looking around, I step out into the sweet, refreshing atmosphere.

"Let me see; what was that advertisement I saw in the morning TRIBUNE, where a grocer named Jones came out in big letters, announcing a special sale of some new catsup? I'll find Jones' establishment."

"Hello! What's this?" I am attracted by a large glass case a few paces down the street. Arriving there, I find it is arranged with several wire shelves and beautiful fresh displays of green groceries nicely piled upon them; and from the top came a continuous spray of water from a perforated trough fed by a hose attachment with the water works. I glance at the sign above the door and I find it is John Jones. I look in at the window, and there, in beautiful and regular display, is the ketchup I saw advertised in the paper.

I enter, and immediately a bright-eyed, neatly dressed and smiling young man approaches me with a cheerful "Good morning, sir. May I wait upon you?" Again I find myself thinking.

What a contrast between the two stores, the one I had just left and the one I now entered. How clean the windows, admitting a cheerful flood of sunlight; the floor was evidently on the best of terms with the broom; the young clerks, flying to and fro, bright and cheerily, waiting upon the customers, that were continually coming and going. Everything was a marvel of cleanliness, and the goods, all in charming display, at once made such an impression on my stomach that my appetite soon returned.

"Are you being waited upon, sir?" says the clerk.

"I beg your pardon, young man," says I; "I would like to speak to Mr. Jones." Jones is called, and he quickly responds

from behind the railing of his neat little office.

After exchanging the usual courtesies I tell him I wish to become a customer, and when I have presented my references, etc., we fall to talking.

"Mr. Jones, you have a model store," I venture. "Yes, I think so, too, Mr. — and I am proud of it, and my clerks and the steady increase in the number of customers, but I have had to work hard and persevere through all the perplexities that arise in every groceryman's career. I have had to overcome much discouragement and throw aside this thing of worrying, and I have learned how to compete with my fellow grocers in many ways, and, Mr. —, do you know wherein I found the secret of my success?"

"Well, I can readily guess—but go on; this is interesting to me."

"Above all things I keep my store and its contents clean. When I commenced business I selected the most mannerly, industrious young men for clerks.

"I taught them first of all the necessity of keeping everything clean; to dust the shelves, counters and stock thoroughly daily. To keep counters clean of packages, papers, twine, etc., and to have places for all these things, to replenish the displays whenever anything was sold from them, to wash out the butter chest daily with hot water and keep the butter nicely shaped on clean plates, to keep the cheese box well cleaned, and always close it when not in use. I pay them from \$10 to \$15 per week, according to the merit of their work. I expect them to all be at the store by 7 o'clock every day and one each week to come at 6 o'clock to open. I have taught them to greet a customer as soon as possible after he enters the store, to help him in deciding what he wants; that is, to always be ready to show him some new article we may have taken into our stock, or anything the clerk thinks would be a novelty to him. I never would have a crabbed, lazy, unwilling old fellow in my employ. I am very particular about having the goods delivered as soon after

the order is left as possible, and whenever I wait upon a customer it is in such a way that I will expect to see him in my store as a purchaser again. I never misrepresent my goods. To tell the truth about them I have found the best policy, and that I have always told my clerks. And upon these and many other little points I base the cause of my success."

"I can easily see the truth in all you say, Mr. Jones. By the way, what is this new ketchup you are advertising?"

"A very fine article, Mr. —. But, let me tell you, right there is another great factor that figures in the success of a grocery man. I have tried all manner of ways of advertising, and I find that when I come out in big letters in the paper, simply announcing a specialty for a week, say, at a time, and display the same goods I advertise in a conspicuous place in my store, I find that the most successful way. Anything to get the people to the store, you know, and we can show them what we have. The paper advertisement simply presses the button, you know, and we do the rest."

I ate a hearty supper that night of the good things I bought from Jones, and I envied him his success.

So, if in 1893 we commence and give our groceries, as well as ourselves, a complete overhauling, get the best young fellows for clerks, take heart and stop worrying, but work with a will that soon will overcome discouragement, and, in other words, look to this man Jones as a guide, we will find our sales much increased in 1894.

Loren Day, whose plaster mill at Grandville has been destroyed by fire three times within twenty-eight months, has nearly completed the erection and equipment of a new mill, 36x47, with a warehouse 50x140, and an ironclad engine room, 24x38 feet in dimensions. Mr. Day expects to begin the manufacture of land and calcined plaster in the new mill in about two weeks.

# WALL PAPER

Merchants can make 30 to 50 per cent. selling wall paper on our plan, which is to

## Sell From Samples.

We Ship Goods same day order is received, so you need buy only what you sell and make

## NO INVESTMENT.

Our Sample Books contain over 400 patterns and represent a stock of \$5,000 to \$6,000. We ask \$5.00 for sample books including a nice display rack and when you have sent orders amounting to \$50.00 we

## Refund the Money

paid for samples and Rack. We will send a few samples from these books free, with full particulars to Merchants. You can make \$6.00 to \$12.00 every day this spring selling our wall paper.

# ALFRED PEATS, Wall Paper Merchant

136-138 W. Madison St., CHICAGO.

30-32 West 13th St., NEW YORK.





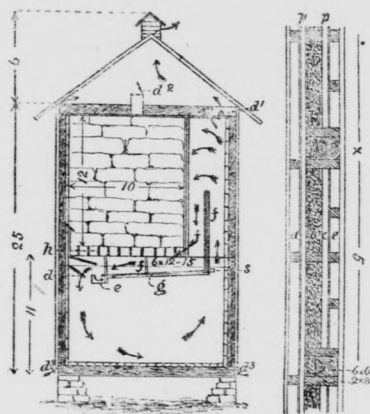
## COLD STORAGE.

## Economical Refrigeration for the Country Merchant.

Country merchants are frequently at a great disadvantage in having no storage facilities, and in being unable, for that reason, to hold their perishable products, such as fruits, potatoes, butter, eggs, etc., to take advantage of a rising market. Some system, simple in construction, cheap, yet possessing all the essentials necessary to secure the required refrigeration, would be a great boon to the merchant.

In order to ensure the preservation of these perishable products, pure, cold air is required, cooled to a temperature of from 34 to 38 degrees Fahr. Poultry and fresh meats can be kept for two or three weeks; butter, eggs and lard from three to eight months; apples, according to variety and condition, from five to ten months; pears, two to three months; grapes from two to six months; berries and cherries, two to four weeks; peaches, four to six weeks; green corn, two to four weeks; squash, four to eight weeks; cabbage and turnips, eight to nine months; potatoes have been kept for several years without deterioration. It will readily be seen what an advantage cold storage would give the man who has these articles to sell.

We submit the following plan of a cold storage warehouse, of small dimensions, which has the merit of being cheap, convenient, and well adapted to the purpose:



The outside measurement of the building, of which the above is an interior sectional view, is 16x20 feet; from the foundation (which should be of stone) to the top of the ice chamber is 25 feet; the height of the ice chamber, from floor to ceiling, is 12 feet, and its width 12 feet, leaving a space four feet wide the full length of the chamber, for the circulation of air. The floor under the ice is arranged with openings to permit the air, cooled by contact with the ice, to descend into the storeroom below. No water must be allowed to accumulate, and, therefore, the floor must be so constructed as to carry off all meltage water. Openings or flues in the empty space in the ice chamber permits the warm air from the storage room to ascend to the chamber above, where it is cooled and purified by contact with the ice, when it again descends to the storage room, thus keeping up circulation. No sawdust is used in storing ice in a cold storage warehouse, as it would prevent the air coming in contact with the ice. The darts in the diagram show the general direction of the air while in circulation. No air must be

permitted to enter from the outside, and the drains to carry off the water must be trapped for the same reason. There should be but one entrance to the storeroom, and a vestibule built over that, with closely fitting doors. But two windows are necessary, and these should be fitted with three sashes each, with an air space between. Dampers in the sill (marked *dd* in the cut) provide for the entrance of air from the outside, and can be opened and closed at will, thus regulating the temperature. Openings from the ice chamber into the loft, and from thence through the ventilator in the roof, complete the circulation.

The diagram to the right is a section of the wall. The first space, (*a*) to the left, is filled with air. The dampers in the sill open into this air chamber. The next space (*b*) is filled with sawdust, packed in between walls of matched lumber. The outer surface of these walls may be covered with waterproof paper. Dead air spaces (*c*) complete the wall. These dead air spaces are so arranged as to permit of the free circulation of air so that the heat imparted by the sun is dissipated. The openings into the dead air spaces must be tightly closed during damp weather. The sawdust is, by this means, kept perfectly dry, and no dampness can penetrate to the ice chamber, the air of which must be kept free from moisture.

The above are the essential features of an economical and convenient cold storage warehouse of moderate dimensions. It is not necessary to erect a separate building although that is preferable. Any convenient place will do, always remembering that connection must be maintained with the outer air for free circulation. A house of the dimensions given will hold about forty tons of ice, enough for the requirements of the average merchant who handles farm produce. The plan is susceptible of indefinite enlargement.

THE TRADESMAN will be glad to furnish its readers any further information on this subject at any time.

## A Weekly Half-Holiday.

GRAND RAPIDS, March 1—I notice in your last issue, in the report of the meeting of the Retail Grocers' Association, that Mr. E. White introduced the subject of a weekly half-holiday for retail grocers. There is not one good reason why they should not have it. The idea that stores must be kept open every Saturday night until 11 o'clock for the accommodation of people who can just as well do their trading Saturday forenoon, or some other day in the week, is too absurd to be entertained by any sensible person. It is barbarous as well. It allows merchants and clerks no time for recreation or self-improvement, and condemns them to a life of unremitting toil. No time whatever is allowed them for the cultivation of the amenities of life, but, like the beast of burden, they must simply work, and eat, and sleep.

In the city of Toronto, Canada, where the writer lived for some years, all of the larger, and many of the smaller, retail establishments close at 1 o'clock on Saturday during the summer months; and, as the wholesale houses and manufacturing establishments close at 12 o'clock, the benefits of the Saturday half-holiday are all but universal in the city. The results have been eminently satisfactory, both as to efficiency of service rendered during the remainder of the week, and also financially. The people generally have not only accepted the new condition of things, but are heartily in favor of it. On Saturday afternoon the street cars and ferries running to the numerous public gardens and parks and summer resorts are crowded with people seeking relief and relaxation from the

heat and dust and hurrying anxieties of the city. Monday morning, refreshed and invigorated, they return to the store, or office, or workshop, in a condition to render assiduous and intelligent service to both employer and customer. The credit for this must, however, be given to a number of public-spirited philanthropic ladies of the city, who agitated and petitioned, coaxed and threatened, until, finally, they carried their point. "When a woman will, she will, you may depend on't; and when she won't, she won't, and there's an end on't."

What Toronto has done for her working people, Grand Rapids can and ought to do. It is a simple matter; let the city merchants be carefully canvassed, the benefits of the movement plainly stated, and their good sense and benevolence will do the rest. That the people generally will favor the movement is a foregone conclusion. There may be some dealers who will refuse to close, but it would not be a difficult matter to show them in which direction their interest lay—let the people refuse to deal with a man who will not perform this simple act of justice to his clerks and himself. The warm season is rapidly approaching, and now is the time to act. A vigorous, united movement, and the result is assured. It is certainly worth the effort. More anon. BYSTANDER.

Learning how to make money is not so important as learning how to make good use of it.

## FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President.

Geo. W. GAY, Vice-President.

Wm. H. ANDERSON, Cashier.

Jno. A. SEYMOUR, Asst. Cashier.

Capital, \$300,000.

## DIRECTORS.

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

## MICHIGAN CENTRAL

"The Niagara Falls Route."

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

Arrive. Depart  
10:00 p.m. Detroit Express 6:55 p.m.  
4:30 p.m. Mixed 7:00 a.m.  
10:00 a.m. Day Express 1:21 p.m.  
6:00 a.m. Atlantic and Pacific 10:45 p.m.  
1:00 p.m. New York Express 5:40 p.m.  
\*Daily. All others daily, except Sunday.  
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.

Parlor cars leave for Detroit at 6:55 a.m.; returning, leave Detroit at 4:40 p.m., arriving at Grand Rapids 10:30 p.m.

Direct communications made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)  
Tickets on sale at Union Ticket Office, 67 Monroe street and Union Depot.

## DETROIT, GRAND HAVEN &amp; MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Ave.

EASTWARD.				
Trains Leave	No. 14	No. 16	No. 18	No. 22
G'd Rapids, Lv	6:50am	10:20am	3:25pm	11:00pm
onia, Ar	7:45am	11:25am	4:27pm	12:42am
St. Johns, Ar	8:30am	12:17pm	5:20pm	2:00am
Owosso, Ar	9:05am	1:20pm	6:05pm	3:10am
E. Saginaw, Ar	10:50am	3:45pm	8:00pm	6:40am
Bay City, Ar	11:30am	4:35pm	8:37pm	7:15am
Flint, Ar	10:05am	3:45pm	7:55pm	5:40am
Pt. Huron, Ar	12:05pm	5:50pm	8:50pm	7:30am
Pontiac, Ar	10:53am	3:05pm	8:25pm	5:37am
Detroit, Ar	11:50am	4:05pm	9:25pm	7:00am

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

\*Daily. +Daily except Sunday.

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

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 22 Wagner Sleeper.  
Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 13 Wagner Parlor Buffet car.

JAS. CAMPBELL, City Ticket Agent, 23 Monroe Street.

## Grand Rapids &amp; Indiana.

Schedule in effect January 29, 1893

TRAINS GOING NORTH.			
Arrive from Leave going		South.	
For Traverse City and Saginaw	6:45 a.m.	7:20 a.m.	
For Traverse City & Mackinaw	9:00 a.m.	1:10 p.m.	
For Cadillac and Saginaw	2:30 p.m.	4:15 p.m.	
For Petoskey & Mackinaw	8:10 p.m.	10:10 p.m.	
From Chicago and Kalamazoo	8:35 p.m.		
Train arriving from south at 6:45 a.m. and 9:00 a.m. daily. Others trains daily except Sunday.			
TRAINS GOING SOUTH.			
Arrive from Leave going		North.	
For Cincinnati	6:30 a.m.	7:00 a.m.	
For Kalamazoo and Chicago	10:05 a.m.	10:05 a.m.	
For Fort Wayne and the East	11:50 a.m.	2:00 p.m.	
For Cincinnati	5:15 p.m.	6:00 p.m.	
For Kalamazoo & Chicago	10:40 p.m.	11:20 p.m.	
From Saginaw	11:50 a.m.		
From Saginaw	10:40 p.m.		
Trains leaving south at 6:00 p.m. and 11:20 p.m. m. runs daily; all other trains daily except Sunday.			

## SLEEPING &amp; PARLOR CAR SERVICE.

7:20 a.m. train has Parlor Car to Travers City.  
1:10 p.m. train has parlor car Grand Rapids to Petoskey and Mackinaw.  
10:10 p.m. train—Sleeping car Grand Rapids to Petoskey and Mackinaw.  
SOUTH—7:00 a.m. train—Parlor chair car Grand Rapids to Cincinnati.  
10:05 a.m. train—Wagner Parlor Car Grand Rapids to Chicago.  
6:00 p.m. train—Wagner Sleeping Car Grand Rapids to Cincinnati.  
11:20 p.m. train—Wagner Sleeping Car Grand Rapids to Chicago.

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

Lv Grand Rapids 10:05 a.m. 3:00 p.m. 11:20 p.m.  
Ar Chicago 3:55 p.m. 8:00 p.m. 6:50 a.m.  
10:05 a.m. train through Wagner Parlor Car.  
11:20 p.m. train daily, through Wagner Sleeping Car.  
Lv Chicago 7:05 a.m. 3:10 p.m. 11:45 p.m.  
Ar Grand Rapids 2:30 p.m. 8:35 p.m. 6:45 a.m.  
3:10 p.m. through Wagner Parlor Car. 11:45 p.m. train daily, through Wagner Sleeping Car.

## Muskegon, Grand Rapids &amp; Indiana.

For Muskegon—Leave. From Muskegon—Arrive  
6:55 a.m. 10:00 a.m.  
11:25 a.m. 4:40 p.m.  
5:30 p.m. 9:05 p.m.

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

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

## CHICAGO

NOV. 20, 1892

## AND WEST MICHIGAN RY.

## GOING TO CHICAGO.

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

## RETURNING FROM CHICAGO.

Lv. CHICAGO 9:00am 5:25pm \*11:15pm  
Ar. GR'D RAPIDS 3:55pm 10:40pm \*7:05am  
TO AND FROM BENTON HARBOR, AND ST. JOSEPH  
Lv. G. R. 8:50am 1:25pm \*11:35pm  
Ar. G. R. \*6:10am 3:55pm 10:45pm

## TO AND FROM MUSKEGON.

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

## TRAVERSE CITY, MANISTEE &amp; PETOSKEY.

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

## THROUGH CAR SERVICE.

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

## DETROIT,

JAN. 22, 1893

## LANSING &amp; NORTHERN R. R.

## GOING TO DETROIT.

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

## RETURNING FROM DETROIT.

Lv. DET. 7:45am \*1:30pm 6:05pm  
Ar. G. R. 12:55pm \*5:25pm 10:30pm

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

Lv. G. R. 7:20am 4:15pm Ar. G. R. 11:50am 10:40pm

## TO LOWELL VIA LOWELL &amp; HASTINGS R. R.

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

## THROUGH CAR SERVICE.

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

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

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

## VIA D. L. &amp; N.

Lv. Grand Rapids at 7:15 a.m. and 1:00 p.m.  
Ar. Toledo at 12:55 p.m. and 10:30 p.m.

## VIA D. L. &amp; M.

Lv. Grand Rapids at 6:50 a.m. and 3:25 p.m.  
Ar. Toledo at 12:55 p.m. and 10:30 p.m.

Return connections equally as good.  
W. J. H. BENNETT, General Pass. Agent,  
Toledo, Ohio.

### "Where Is That Car?"

Last week THE TRADESMAN presented the poetical wail of a Northern Michigan druggist who bemoaned the non-appearance of his favorite drummer, whose usually regular visits were sadly interfered with by the frequent severe storms incident to the present winter season. THE TRADESMAN herewith presents the wail of a lumberman, J. Bruff Ware, who sends the following rhythmic appeal to Simon Pure Swartz:

"Where is that car?" I can but guess—  
And this you well should know,  
For say not they—our only hope—  
"Delay all caused by snow."

When will this snow—This "Angel white"  
Skip out and leave our State?  
For not till then, as I believe,  
Will cars perambulate.

Go ask Jack Frost or April Fool  
Or even Uncle Sam  
But do not ask, I pray of you,  
Another railroad man.

They know as much, of everything  
As ordinary men  
But this your car, they cannot move  
Nor can they tell you when.

Shall we not hope, with Democrats,  
March 4 will usher in  
A plan so great, all troubles cease  
And joys will just begin?

Then snow will melt—and cars run straight  
And we receive each day  
Some loaded cars, or else—perhaps!  
They will demurrage pay.

Exalted thought! Oh, sanguine hope!  
The millenium will come!  
Then they to others will do.  
As now to them 'tis done.

### MEN AND MONEY.

Great soldiers are put at the head of great armies. True and able men are wanted badly at the head of some of our railways and other large corporations. Ordinary men should not be in charge of national affairs where the interests are so vast. Boys shouldn't be sent to market. For thirty years the Reading Railroad property has been in the hands of second-class men. The present management is the most disappointing of all. By a combine, extra prices were secured for coal all through this severe winter, and interest was declared on the income bonds. People in England and America were thus assured that the road was doing well, and bought freely of all the Reading securities. It is the unexpected that happens, however. Without a day's warning this great property is placed in the hands of a receiver, and the receivers (which is all wrong), are the very men who played the trick. These men went poking their nose into territory occupied by giants. When the nose was well in, it received a whack which drew the blood. My sympathy is with the innocent holders who were induced to hold the paper by the flattering stories of the insiders. The benefit to be derived from this whole bad story is to have nothing whatever to do with securities in the hands of such loose, reckless managers. Know your men or you'll lose your money.

Another matter on the same line. We have a treaty with Canada by which both flags have equal rights in the canals of each. Canada allowed a rebate to her own people and called that equal. We applied to the Canadians a little of their own medicine; they first squealed but quickly rectified their dishonesty. The public man in Canada who has been guilty of this trickery ought to be degraded from office. Why will not all public men learn that fair play is a jewel and that its violation breeds trouble.

Because of large imports, gold shipments and general good trade, money is in better demand throughout the country.

The reports come in that some banks here and there, like those across the water, are holding gold back. This is likely enough, but the banker who figures for a premium on gold and declines interest for his stockholders is walking backwards and sure to fall into a pit. In the past decade we have been discounting our own paper, and so our credit, like the merchant who does that, stands the highest. Every owner of money on all the money markets of the world is on the lookout for more of the U. S. paper. The flurry in Reading, New England and Northern Pacific has disturbed our money market and sent a chill all over Europe. But that will soon be ancient history, and we shall go on again as usual. Notwithstanding the heavy decline in these securities, there have been no failures.

GEO. R. SCOTT.

### The Hardware Market.

No changes of any importance have occurred during the past week.

Wire Nails—According to all the newspaper reports we read, the manufacturers have gotten together and advanced prices, and also made a change in the list of advances. Just what has been done, we cannot say; but we hope to give more particulars in next week's issue.

Barbed Wire—While no advance has been published, all mills are holding firmer and jobbers are getting from 5 to 10 cents better prices than earlier in the year. The indications are that wire will be scarce and better prices will prevail.

Sugarmakers' Supplies—As sugarmaking time has nearly arrived, the demand has commenced for goods in that line. The following prices seems to be ruling:

10 qt. I. C. sap pails.....	\$14 00
10 qt. I. X. sap pails.....	16 50
Galvanized sap pans.....	12 up
Black sap pans.....	9 up
No. 1 Post's Eureka Spouts.....	2 25 per 100
No. 2 Post's Eureka Spouts.....	1 50 per 100
Anchor spouts.....	80 per 100

Rope—Sisal rope is stronger, owing to a scarcity of sisal fiber. Manilla is weaker—why, no one seems to know.

### Knew Her Mother's Weakness.

Policeman—Well, my little dear, if you can't tell me your mother's name, or where she lives, how are we to find her?  
Little Girl (lost while out shopping)—Jes put me in a store window, and mamma'll be sure to see me.

### PRODUCE MARKET.

Apples—Russets command \$2.50 per bbl and Baldwins and Spys \$2.75 @ \$3, according to quality.

Beans—Buyers now pay \$1.60 @ \$1.85 for country picked, holding city picked at \$1.90 @ \$2.10 per bu.

Butter—No change. Dealers pay 20c for choice dairy, holding at 22c. Creamery commands 25 @ 26c.

Cabbage—75c to \$1 per doz. More plentiful than last week and quality good.

Celery—20 @ 25c per doz. bunches.

Cider—13 @ 15c per gal.

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

Eggs—Have dropped during the past week, dealers paying 16 to 18c and selling for 18c. The indications are that they will drop still lower with the advent of warmer weather.

Green Stuff—Grand Rapids forcing lettuce is in adequate supply at 18c per lb. Pleplant commands 4c per lb. and radishes 40c per doz.

Honey—Not so plentiful as a few weeks ago. Clover stock is held at 13c.

Onions—Dealers pay \$1.25 and hold at \$1.50 per bu.

Parsnips—40c per bu.

Potatoes—No change in the market, 65c being the prevailing price. Five hundred carloads passed through here on the G. R. & I., last week going south for seed. It was the largest quantity that ever passed through here in one week.

Squash—Very scarce.

Turnips—35c per bu.

PRITHEE, GENTLE SIR, why the smile of sweet contentment that o'er thy face like softest breath from Arabi steals, softening the lines of care that erstwhile marred thy beauteous countenance? Hast found a gold mine? Nay, lad, 'tis a simple thing that pleases me and simple ye may think me to be so moved to joy and mirth. This morn I found

## The Davis Corkscrew,

And the thought that the stubborn and rebellious cork will now yield readily its grasp upon the bottle's neck makes me glad indeed.

The DAVIS CORKSCREWS are the best screws in the market when ease of extraction are considered. The long handle forms a lever by means of which the most tightly fitting cork can be pulled out. "Hold the bottle, the puller will do the rest."



## The New Way.

SEE HOW EASY I PULL  
THE CORK WITH THE PATENT  
DAVIS POCKET  
LEVER  
CORK SCREW



# FOSTER-STEVENSON & CO.

MONROE ST.

## The King of Salesmen.

### ALL SHREWD MERCHANTS USE THEM.

To what can we refer but coupon books, which are now in use by hundreds of Michigan merchants and are invariably giving excellent satisfaction? If you wish to adopt the system, why not buy at headquarters, thus patronizing a house which has a larger output than all other coupon book makers in the country combined?

TRADESMAN COMPANY,

Grand Rapids, Mich.



# Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

## Spring & Company.

# P. STEKETEE & 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 gingham and satines.  
A fresh new line of white goods, Nainsooks in  
checks and stripes and Victoria lawns.

Embroidery from 1½c per yd. to 50c

Mail orders receive prompt attention.

# VOIGT, HERPOLSHEIMER & CO., WHOLESALE

## Dry Goods, Carpets and Cloaks

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

Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

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

# BARCUS BROS.,

MANUFACTURERS OF CIRCULAR



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

## Saw Repairing

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

MUSKEGON,

MICHIGAN.

# BEANS

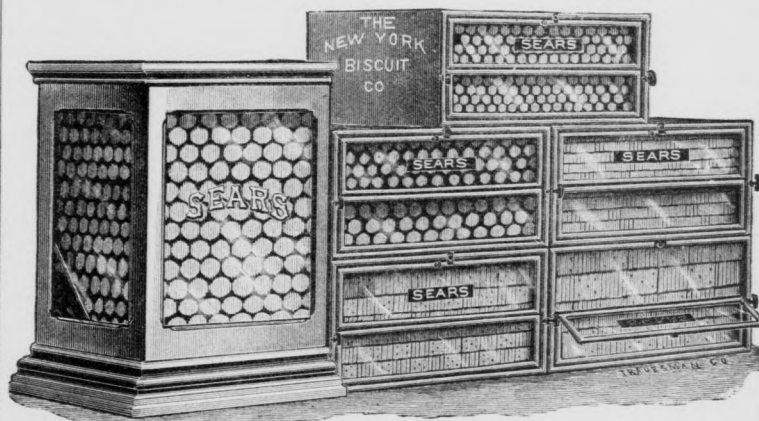
If you have any beans and want to sell,  
we want them, will give you full mar-  
ket price. Send them to us in any  
quantity up to car loads, we want 1000  
bushels daily.

W. T. LAMOREAUX CO.,

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

Cracker Chests.

Glass Covers for Biscuits.



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

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

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

## NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

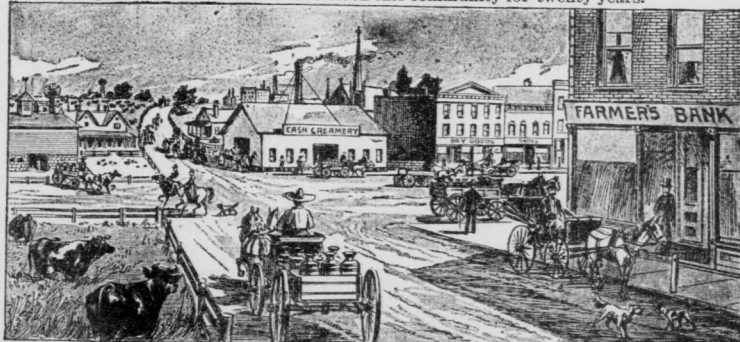
THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.



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



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

# H. LEONARD & SONS,

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

## VELOCIPEDES TRICYCLES, STEEL AND WOOD EXPRESS WAGONS.

If you have not received our spring catalogue write for one with price of the following goods.



This is undoubtedly the easiest running, the most handsome and best finished tricycle in the market. The new coil spring seat has proven a complete success. The frame is black japanned. The wheels have oval iron tires bright tin plated.

- No. 1 has 22 inch rear wheels for girls from 4 to 7 years of age.
- No. 2 has 26 inch rear wheels for girls from 7 to 10 years of age.
- No. 3 has 30 inch rear wheels for girls from 10 to 15 years of age.

### GEM TRICYCLE.

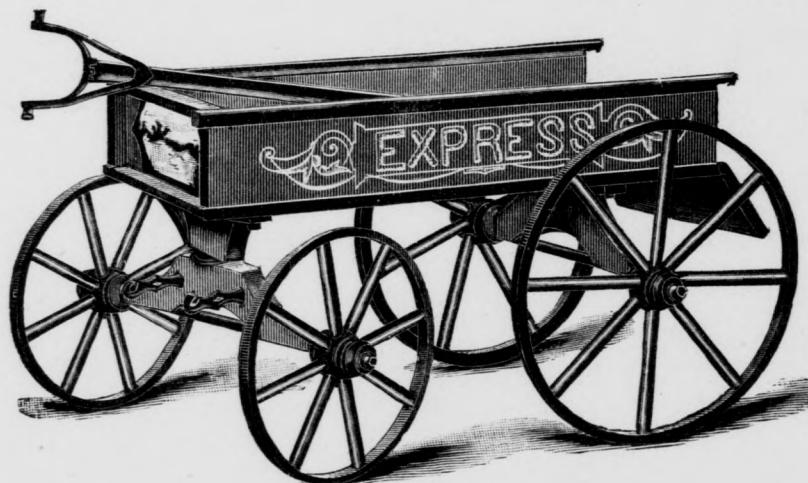
- No. 1 has 20 inch rear wheels for girls from 3 to 7 years of age.
- No. 2 has 24 inch rear wheels for girls from 7 to 11 years of age.
- No. 3 has 28 inch rear wheels for girls from 11 to 14 years of age.
- No. 4 has 32 inch rear wheels for girls from 14 to 18 years of age.

### NEW STEEL EXPRESS WAGONS.



We wish to call the attention of the trade to our steel body Express wagons with round corners. The box is constructed of the best quality of sheet steel, bent over a steel rod which gives it all the strength that is required to make it durable. The gear is made of the best quality of malleable iron, except the axles which are of the best quality of cold rolled iron, with malleable nuts which turn forward. The wheels are steel wire retinned. We guarantee this to be the best finished and strongest boys' express wagon on the market.

Bodies.	Wheels.	Crate.	No. 0.	Bodies.	Wheels.	Crate.
No. 04, 4x11 in.	6 & 9 in.	1/2 doz.	No. 0, 12x24 in.	8 & 12 in.	1/2 doz.	
No. 03, 10x20 in.	7 " 10 in.	1/2 "	No. 1, 13x28 in.	10 " 16 in.	1/2 "	
No. 02, 11x22 in.	8 " 11 in.	1/2 "	No. 2, 14x31 in.	12 " 18 in.	1/2 "	
			No. 3, 15x33 in.	14 " 20 in.	1/2 "	



This is the best line of boys' Wood Express Wagons made. The wheels are very strong and durable. The largest sizes have the adjustable malleable iron tongue draw, the 5th wheel, welded tires on wheels, and are nicely striped and painted.

No.	XX bodies are	9x18, size of wheels	6 and 8 inches.
No. X	"	10x20, "	8 " 10 "
No. 0	"	12x24, "	10 " 14 "
No. 1	"	12x25, "	10 " 14 "
No. 2	"	13x26, "	10 " 14 "
No. 3	"	13x26, "	10 " 14 "
No. 4	"	13x26, "	10 " 14 "
No. 5	"	14x28, "	12 " 15 "
No. 6	"	14x28, "	12 " 15 "
No. 7	"	15x30, "	12 " 16 "

For prices of wagons  
See pages 31, 32, 33,  
No. 110 Catalogue.

### IMPROVED STEEL VELOCIPED.



The frames of our velocipedes are made of wrought steel and all the castings are malleable iron finished in the best japan. The wheels have oval iron tires, bright tin plated.

No.	front wheel	Rear wheel
No. 1,	16 in.	14 in.
No. 2, "	20 in.	16 in.
No. 3, "	24 in.	18 in.
No. 4, "	26 in.	18 in.
No. 5, "	28 in.	18 in.

We can also furnish this same line with rubber tire if desired. Write for prices