The Michigan Tradesman.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 26, 1890.

THE DRUMMER.

THE NEXT TOWN.*



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God sent His messages to the world, He did not put them into print, but into life. Pitiable is ipated the advanced methods of this bustling commercial century when He pro-posed in the working of this world for God to do it through representative men, that she uld go everywhere and travel for God to do it through representative men, that she uld go everywhere and travel for the truth and its interests. So, it is a huge mistake, friends, this idea that has somehow forced itself into circulation, that business and religion cancel each other. A most sheer and utter mistake, for Leave tracks them as identical eave tracks them as identical some loss of the source of the for Jesus treats them as identical. It is passing strange how opinion on

this point has gone askew. The mass of worldly men seem to deem it an axiom that every hour devoted to religion is an hour subtracted from business; and it is extremely unfortunate that many adhermany waters cannot wash away. ents of churches act as though they thought it true that whatever time is absorbed by the secular care of life be-longs to another region than that of religion. Neither is right. These two great divisions of life are hemispheres. Yet it is the way of the world to picture the church as either a nursery for fledglings, or an infirmary for weaklings; to treat the Bible not as a character manual. brimful of helpfulness for the snarls and snares of everyday life, but to be shelved with the medicine chest or locked up with the insurance policy; to regard the minister as a cross between a man and a woman; to look upon Sunday, not as a well-spring of holy suggestion, but as a day for lounging in bed a little longer; for donning the best suit of clothes; for shining the boots with an extra polish. The way of the world is to put the seal of its approval only upon such substantials as hard cash and high living, to hail as its masters the caterer, or the tailor, or the banker, as though men were nothing more than food con-sumers, or clothes screens, or money pouches, and to waive aside Christianity as unworthy the attention of a man of business, as a something good, perhaps, in theory, but as rare a reality as a white crow, or a black swan; usually as gen-uine as Uriah Heap's humility. The world at large is becoming thoroughly imbued with the idea that, whatever may be the sphere of religion, it does not pertain to the market place; that, as apblied to everyday affairs of life, its prin-iples are visionary and impracticable that creeds are cobwebs spun by super stitious fancy; that dogmas are "such stuff as dreams are made of," and that they bear no relation to the matter of fact, bread and butter world of everyday work. From whatever source such coneptions may have had their birth, they are flatly inconsistent with Christ's idea of religion. According to him it was the development of manhood, of sagacity as well as spirituality. He demanded of His followers the same qualities that are needed by the man who would do well the work of the world. Disciples of Christ must possess the identical traits of character with which the successful business man of the nineteenth century must be endowed. The same aims are proposed to both. The same summons to The words are just as simple as the cup of an acorn. They hold a germ idea that is like oak seed, that has become a nursling of the centuries, and that, with the next towns."

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is to reach men through men. When result, honoring to his God, helpful to brow. He waits to welcome back the foolish boy that, prodigal of his splendid God sent His messages to the world, He did not put them into print, but into life. When God spoke, the word became flesh and dwelt among us. Men heard God's word with the eye more than with the ear. They beheld the glory of the Father full of grace and of truth. The lever neint for methed area and the wrinkle and the glory the methed the wrinkle and the wrinkle and the lever the wrinkle and the wrinkle and the wrinkle and the methed the wrinkle and the wrinkle and the wrinkle and the per that the spectable. He will not turn away from point from which God moves the earth, is not thought, but heart. So, when Christ would exhibit to men His method of religious work, He defines it as bus-Christ would exhibit to men His method of religious work, He defines it as bus-iness—personal dealing between men. Nineteen hundred years ago, that young tradesman, as he then must have seemed, hailing from a hill-locked hamlet in North Galilee, one of the most out of the way corners in the whole world, antic-the define the difference of a grain. One thing is worse the furnaces of indignation to a seven-vision for every need of any soul. It stirs help is from the reach of His help is from the avenue to the alley; from the parlors of wealth to the attics of poverty; from counting-room and office to dive and rough of grain. One thing is worse. There is a spectacle that may well fan the furnaces of indignation to a seven-vision for every need of any soul. The fold heat. It is to see a young man helped down, to watch him initiated into which is the crowning honor of a busevil by those who have taken their de-gree in the lodges of Satan; to perceive want of the world.

> heal (soul scars are always hard to heal); plied to his blood until it seeths as though his veins ran with hell broth; to see some low jest launched into his mind that shall leave upon him a trail of blackness like smut from the nit that (coodly aim is in inself insufficient That blackness, like smut from the pit, that Goodly aim is in itself insufficient. That

> must be coupled to goodly method for Even when one is wrestling against the pursuing it. This note strikes a chord wanting allies of sin, who help to hold to all else, men remain sensitive to what him down. Have you read how the Calliope, the English war ship, fought its way out from the island harbor where the tempest menaced destruction? They Thieves have their character codes. Their standards of personal intercourse ecame convinced on board the vessel that they must go grinding on the reef, are square and straight, according to or force an escape to the open sea. their own conception of what is right-All the other ships in the fleet had tried it, angled and direct. No man is so lax that and, unequal to the effort, baffled, land-he is not rigid upon some point. The locked, were beating themselves to frag-ideas of Christ and the world match the fierce tides that swept in shore, and the basis of th the terrific blasts that were driving land-ward, the Calliope made one desperate the very core of a religious life.

effort to pass through the gateway of the reef. It was a battle for life. Down in trade. Small potatoes persist in violatthe machine rooms, in dark and smoke, ing the law of gravitation, and work grimy with soot, dripping with sweat, their way to the bottem of the barrel. engineer and stoker fed the furnaces and plied the engines. Every pound of pressure was put on. The needle of the steam gauge was run straight up to dan-ure but thirty inches. Samples look ger point, and past it. Upon the reeling and pitching deck above, staggered the becomes mixed with baking powder, and crew, unable to stand upright before the violence of the gale, scarcely able to see substituted for butter, and dudes for for the blinding spray. At first, the men. As school children, we used to splendid vessel only quivered, and stood write in our copy books, "Honesty is the still. All power working, she was just held in poise by the storm. A moment childish things, and exchanged school later she gained a foot or two, and then a fathom. Most terrible was the strug-often write. "All is grist that comes to

gle, but she kept on winning fathom by this mill." fathom straight up into the storm. As In religion there are similar failures. she passed the flagship of the American fleet that had just been trying to execute Faith is adulterated. Character is coun-terfeited. Much spirituality is shoddy. the same manœuver of escape, and had oftentimes the world points with scorn failed, the boys in blue cheered her lust-at church members, and cries, "Lo, here ily. Said the British press, "That was the noblest shout that ever rang from any deck." It was the doomed saluting the saved. Have you never seen a sight to saved. Have you here set a sight to hears of a trade transmitter with only and says, ship and the storm? Have you never seen some poor, sin-battered wreck string every energy with a tense and Men have insisted to me that in their store that the store the store the store the store the store the store the s quivering resolve, kindle every power business, on the whole, those that they with a heart-sick longing after holiness, have had to be most on their guard and plunge into battle with the despera-tion of despair, against the surging bil-arraignment of the church by the world against were members of churches. This lows of evil passions and the surging blasts of stormy temptations? What the flaws of the Christian are exaggersound of cheers to encourage him who struggles against such frightful odds? is too greedily seized upon, as a sort of proposed to both. The same summons to duty sounds for each—"Let us go into He is not hurrahed. He is hooted. He Note the phases of character which are implied in this call to work the next towns: is not nerved by sympathy. He is ham-strung by contempt. With an infamous known of a want of harmony between

things, is spreading ever wider its majes

tic branches, and rearing ever higher its sublime head, while the short lived gento spread it far and wide. He planned erations bloom and fade at its foot. That and toiled to carry it to the utmost dis brief word of Christ was the solution of a very fascinating question, a question that has woven its mystic spells about the mightiest of men, the most ancient. the most modern of all questions, the question of world control. That sentence contained Jesus' answer to this great conundrum of the ages. The war- His foot was always sandaled for a for rior kings of Greece and Rome had striven, in field and forum, to work the problem out, but they found the world

was not to be won by mere statecraft or generalship. There was that in human-ity which eluded the edge of the sword and baffled the wiles of the politician. do, men who believe that they have something to do for the bettering of the In the schools of Greece, and in the sem-inaries of Judea, thought power was reworld, and dread nothing so much as the failure to do it.

sorted to and relied upon as the imperial force that should sway the scepter of the planet; but the failure of mere intellect-in al power to satisfy the conditions of the in the subtly-woven meshes of philos-ophy's net. There was that in humanity that cried out unhelped, after reason had Seripture and commerce recognizes any in flat seried series and interest, and foreclose in use of the subtly-woven meshes of philos-ophy's net. There was that in humanity in the subtly-woven meshes of philos-ophy's net. There was that in humanity in the subtly-woven meshes of philos-ophy's net. There was that in humanity in the subtly-woven meshes of philos-ophy's net. There was that in humanity in the subtly-woven meshes of philos-ophy's net. There was that in humanity in the subtly-woven meshes of philos-ophy's net. There was that in humanity in the subtly-woven meshes of philos-ophy's net. There was that in humanity in the subtly-woven meshes of philos-ophy's net. There was that in humanity in the subtly-woven meshes of philos-ophy's net. There was that in humanity in the subtly-woven meshes of philos-ophy's net. There was that in humanity in the subtly-woven meshes of philos-ophy's net. There was that in humanity is that cried out unhelped, after reason had Seripture nor commerce recognizes any is the present the physical series and interest, and foreclose is subtly work is not the spirit of the present is not the spirit series and interest, and foreclose is subtly work is not the spirit of the spirit series and interest, and hope is salan, and life becomes bitter, it is no less true, that such is not the spirit of the rown.'' If it be so, that the abnormal and inflated operations of the present sorted to and relied upon as the imperial force that should sway the scepter of the that cried out unhelped, after reason had provided her uttermost reliefs. To read aristocracy of idleness. They know no soever believeth in Him should not per-day in commerce have a tendency provided her uttermost reliefs. To read this "riddle of the painful earth" was patent of nobility, save that of helpful-

1. It is addressed to men of High Aim. Jesus had good news to tell. He burned two back into the death shades from Sabbath day will warrant their ignoring

which he would fain escape. religious practices on any other day. They invite, and merit, unsparing scorn.

and toiled to carry it to the utmost dis-tance, and to the most people. His en-tire life energy was condensed into the one effort to spread blessing among as many as He could possibly reach. Burn-ing with desire, His eye was ever on the next town. Tireless in His effort to help, His foot was always sandaled for a for-ward step. For the best doing of any life work, there is need of an infusion of this same spirit. There is call for men aggressive and progressive, for go-ahead men, who look not so much at that which has been done as at that which is yet to do, men who believe that they have If to blight another's life be the worst or that which is pure and holy. The their dealings with the poor and the fin-moment you devote yourself to such a life of help you are in line with God. You are dopting the policy of the Bible. You are doing that for which the Lord Very the point of the the life of the second seco

provided her uttermost reliefs. To read this "riddle of the painful earth" was here to robility, save that of helpful-is but have everilasting life." You must be work the world for God. He had come work the world for God. He had come to control the human heart, if it were possible, by influences that time could not exhaust nor place confine. Deep thoughted, He grasped the complex and avorking man and do work that is god. New four dalk e center upon the idea that there is no place for drones in this busy hive of the world. Every man must be a working man and do work that is god. New four an one more so than this intricate conditions of the problem. Heart-kindled, with loyalty to God and love to men, He meant business. Keen igma. He proclaimed that the secret of the conquest of the world was by going for it in person, taking it town after town, and bringing humanity, man by man, into contact with living, loving mets. Science work, "sid the Christ. "Whatsoever your hand, findeth to dö, do it with your ingit." is dis sumens to his disciples. That plan of Christ bespeaks His kin-the alone is in accord with Christ. "Work and mental, n's life shall yield a rich and splendid "sets to have every capacity with with his life shall yield a rich and splendid "set share every capacity with which his life shall yield a rich and splendid "set share commercial Travelers' Association." For the beginning, his life shall yield a rich and splendid "set share commercial Travelers' Association." For the church, his life shall yield a rich and splendid to the computer and commercial Travelers' Association." For Travelers' Association." For the church, his life shall yield a rich and splendid to work as a contact the church, his life shall yield a rich and splendid tor Michigan Commercial Travelers' Association." ish but have everlasting life." You may have found much fault with the Bible, and upon its pages may be written many have ceased to be regarded as persons,

The Michigan Tradesman

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AMONG THE TRADE.

GRAND RAPIDS GOSSIP. Hester & Fox have lately sold sawmill

outfits to H. Geeds, of Fremont, and Seth Watrous, of West Troy. E. S. Rose has engaged in the grocery

business near Cedar Springs. I. M. Clark & Son furnished the stock.

Frank H. Zuch, of Lebanon, Pa., will open a notion and fancy goods store at 15 South Division street, about April 1.

The Michigan Can Manufacturing Co. has given the sole agency of its goods in Kentucky to Bridgeford & Co., of Louisville.

J. P. Deegan & Co. have leased the store adjoining their grocery store at 802 South Division street and will add a line creased their capital and have begun the of dry goods and boots and shoes.

The Wilson-of-Sand-Lake drug stock, which was bid in at assignee's sale by the legal representative of Rosenthal & Sons, of Cincinnati, was subsequently orders better dispatch. purchased by the Hazeltine & Perkins Drug Co. for \$650.

No one need infer from the item in last week's paper that Henry J. Vinkemulder proposes to abandon his grocery business are in Washington using their influence on South Divison street, as such is not in securing legislation of a retaliatory his intention. While he will have an character in the event of the Canadian interest in the new Grandville store, his father will manage that end of the busibe made in this direction. ness.

The Pomerov & Lawton grocery stock was sold by Assignee Turner, Saturday, to Hawkins, Perry & Co. for \$633. It had been appraised at \$1,025. The acand the work of mining and hauling to counts, which had been appraised at market will soon begin. W. L. Webber, \$341, were sold to E. A. Munson for \$80. who is interested in the coal fields, esti-The real estate, on which there is a mortmates that there are 15,000,000 tons gage for \$6,000, was sold to Julius Housealready in sight. The importance of this man for \$475. After deducting the ex deposit to the business and manufacturpenses of the failure from the amount ing industries of Saginaw can hardly be realized - \$1,188 - the creditors, whose overestimated. It is expected to give claims aggregate \$4,894.35, will probably Saginaw a tremendous boom. receive 7 or 8 cents on the dollar.

AROUND THE STATE.

Reed City-D. F. Lewis has sold his bakery to C. Buob.

Battle Creek-Biers & Murray succeed turned to this city. Jos. F. Martindale, of the office force E. Halsenberg in the meat business. of W. J. Gould & Co., is covering the

Hancock-S. Emery & Son have sold their dry goods stock to W. H. Mason. Ironwood-Smith Bros. are succeeded in the bazaar business by W. E. Smith.

East Saginaw - G. Happ succeeds Kremer & Happ in the grocery business. Hastings - W. H. Meyers succeeds F. G. Beamer in the restaurant business

train at Greenville. A gash was cut in North Adams-Smith & Crisp succeed the knee clear to the bone, which is slow Corey & Shepard in the meat business. Big Rapids-The second-hand store of in healing.

Stillwell & Son has been closed on at tachment.

Davison-Wm. H. Foote and Seth Mc Bratney will shortly open a new hardware store. Hart-Jas. K. Flood has sold his dry plaster quarries and gas works be sold to

goods stock to A. E. Mateley, late of Kalamazoo.

East Saginaw-Miller & Marksey succeed Frey & Wicklein in the wholesale notion business.

Kalamazoo-I. M. Mittenthal succeeds Mittenthal Bros. in the wholesale and retail fruit and confectionery business.

Saginaw-A. W. Achard & Sons have merged their hardware business into a stock company under the style of the Saginaw Hardware Co.

Tustin-Lindstrom & Lovene, genera" W. J. Gould & Co., has severed his condealers, will dissolve partnership April nection with Crusoe Bros., of Flint, and 1. It is understood that Mr. Lindstrom resumed his old position.

Martin-L. P. Van Deselde has sold 300 STRONG. the Monitor mill property to Redpath & Campbell, who will use it for storage List of Traveling Men Working for Grand Rapids Houses.

room, taking possession of the premises April 1. The following is believed to be a cor Herrison-Neff & Prestel's shingle rect list of the traveling men who work mill. north of this place, was burned a for Grand Rapids houses. If any errors week ago. They have begun the buildhave crept into the list or there are any ing of a new mill. They haul the prodomissions, the same will be gladly cor-

uct to Harrison, and have stock sufficient rected in a subsequent issue: to keep the mill in operation several Z. E. Allen-Geo. Gardner, W. R. Reynolds, J. J. Crone. D. M. Amberg-Samuel Newman, N. B.

vears. East Saginaw-Articles of incorpora-Carpenter. tion for the Asher Lumber Co., of this Ball-Barnhart-Putman Co.-J. Evans, D. S. Haugh, B. F. Parmenter, C. M. McLain, Robert Hanna, Geo. McWillcity, were filed last week at Lansing, the capital stock being \$100,000. George F. iams, Anthony J. Quist. Belknap Wagon & Sleigh Co.—D. W. Cross, of this city, and the Asher brothers, of Ford, Ky., are interested, operat-

Gripsack Brigade.

his recent illness, at Kalamazoo, and re-

trade of Frank Tilden while the latter is

Frank Tilden, traveling representative

for W. J. Gould & Co., of Detroit, is still

confined to his home at Vernon on ac-

count of the accident to his knee which

he recently received in alighting from a

Little Doing in Stocks.

There is little doing in either bank,

nanufacturing or general stocks just at

present, owing to the active demand for

noney in other directions. Should the

the syndicates now negotiating for the

properties, much money would be in the

market for investment, which would ab-

sorb all the most available offerings. The

option given on the gas works expires

March 1, but it is generally thought the

bonus put up by the prospective pur-

chasers will be forfeited and the nego-

Purely Personal.

J. F. Crusoe, formerly credit man for

tiations fall through.

laid up at home.

Herbert A. Filler has recovered from

ing a mill at the place named. Wm. A. Berkey Furniture Co.-L. D. Berry, Fred Hills, Chas. E. Berkey, Geo. S. Knapp, Geo. B. Stoddard. Marquette-The old planing mill firm of S. Bice & Sons has been re-organized Berkey & Gay Furniture Co.—O. N. Bugbee, R. W. Corson. S. K. Bolles &. Co.—Chas. Ellis, Geo. as Bice, Pendill & Co. They have in-

W. Thayer, Jr., Willis P. Townsend. erection of a new building to give them A. E. Brooks & Co.-Wm. B. Edmunds better facilities. The new mill will be Geo. McKay, Henry Dawley. O. E. Brown Milling Co.—Bert Luton. of stone, 70x135 feet in dimensions. This Brown & Sehler-Frank E. Brown, E. new mill, in addition to their former

plant, puts them in shape to give their G. Warner. Bunting & Davis-C. H. Cornell. Cappon & Bertsch Leather Co.-C. C. Harley, R. T. Scott, E. E. Woodford, Saginaw-Hon. R. A. Loveland, of the Emery Lumber Co. and the Saginaw N. H. Adams, J. Haefner. Chase Bros. Piano Co.—Geo. E. Bolt-wood, O. C. Clock, J. H. Campbell, L. C. Lumber & Salt Co., who is largely inter-

ested in Canada pine, and Judge Edget Banghart. John Christenson-Hi. Madden I. M. Clark & Son-J. E. Ireland, H. A. Hudson, Jas. A. Massie, Sam B. Taylor, Chas. R. Smith, Wm. Vanderveer, Jas. G. authorities maintaining the export duty Cloyes. on saw logs. A determined effort is to

Cummings & Yale-J. B. McInnis, Fred E. DuBois.

Curtiss & Co.—Frank H. White, O. A. Perry, O. C. Shultz. East Saginaw-Rich deposits of bituminous coal of an excellent quality have W. C. Denison-E. F. Snyder, N. W. been discovered near Sebewaing, on Sagi-Barker. naw bay, thirty-six miles from this city, Wm. Drueke-G. F. Covell, Charles Drueke

E. Fallas-Fred L. Fallas.

F. R. Miles, Harvey B. Baxter.

Frey Bros.-Geo. Gute.

Covell.

C. W. Peck.

Pendergast.

W. R. Mayo.

A. A. Barber.

Fowler & Taylor-M. D. Weeks.

Knew His Business.

Folding Chair & Table Co.-W. S. Emery, W. A. Sammonds, Geo. L. With-ers, B. B. Elliott, Fred. Kemnitz, John "You may have noticed," said the cigar man, "that I gave the customer B. Logan, A. J. Davidson. Foster, Stevens & Co.—A. D. Baker who just left, a ten-cent cigar and the one who preceded him a five-center, alhe wanted."

B. Grady-D. J. Buckley, H. L. Grand Rapids Brush Co .- C. S. Paine Grand Rapids Chair Co.-J. R. Shelley, Grand Rapids Felt Boot Co.-John Grand Rapids Fruit and Produce Co. Grand Rapids Furniture Co.-J. C.

More. L. C. Stow. Rapids Manufacturing Co.-Grand for it D. H. Moore, A. T. Davis. Grand Rapids Packing & Provision Co. -Chas. S. Robinson, John Garvey, Jr. Grand Rapids Parlor Furniture Co.-A. F. Esmay, A. W. Slack, J. O. Shelley. Grand Rapids Refrigerator Co.-A. D. Hewett, Geo. M. Lovelock, S Engel, A.

W. Bond Grand Rapids School Furniture Co.-E. K. Fassett, Frank M. Bemis, Seth E. Wells, J. L. Waite, E. S. Phillips, M. H. Pletcher, G. M. N. Parker, D. Witmer,

Gunn Hardware Co.-A. H. Nichols W. K. Manley. Wm. Hake—Frank J. Wilmes. Hawkins, Perry & Co.-A. S. Doak, W. F. Blake, Greg. Luce, Will Camp-

bell, D. E. McVean, John Brummeler. Hazeltine & Perkins Drug Co.-L. M Mills, C. Crawford, A. W. Peck. Hirth & Krause-A. B. Hirth.

Jennings & Smith-W. H. Jennings E. N. Morgan, J. T. Avery, S. V. De Graff. W. R. Keeler-W. A. McWilliams. Alex. Kennedv-John Green.

Kent Furniture Manufacturing Co. Chas. W. Disbrow, W. H. Daniels, S. Luther, W. H. Smith Kortlander & Murphy-R. D. McGann.

A. Kuppenheimer-A. Kuppenheimer Kusterer Brewing Co.-John Sparks Adolph Kusterer. Lemon & Peters-Herbert Baker, Man-

Wm. Sears & Co.-S. A. Sears, Alonzo MICH. COMMERCIAL TRAVELERS Seymour, H. B. French, C. F. Ballard. Sligh Furniture Co.—E. M. Mills, P. F. Markoff, S. G. Estabrook, D. B. Stark-

wather, E. Rochat, G. F. Keck, Jno. H. Lewis. Spring & Company-Frank Kelly, J. Finkler.

Standard Oil Co.-R. J. Coppes, E. H. Poole, F. L. Palmer, D. W. Parker. P. Steketee & Sons—F. J. Michmer shuizen, E. O. Phillips, B. Dasker.

Stow & Davis Furniture Co.-W. E. Bond. F. Luther.

E. G. Studley-R. B. Kellogg, W. Y. Barclay.

M. L. Sweet-R. W. Reynolds, W. H. Chapin. Telfer Spice Co. — "Dick" Warner.

Peter Lankester, "Dick" Savage, Claude D. Freeman. The Tradesman Company - S. A.

Sheldon, M. J. Wrisley. M. H. Treusch & Bro.—Frank T. Blakeslee, J. J. Hann, Geo. Franklin, Henry Meyers, Emanuel Treusch. Universal Tripod Company - R. J. G. B. Lewis, O. N. Bugbee, S. Luther, F. R. Foster, W. M. Campbell. Valley City Milling Co.—G. H. Jacobs, Geo. S. Escott. C. G. A. Voigt & Co.—Edward C. Man-

gold, Wm. H. Sigel. Voigt, Herpolsheimer & Co.—Ralph Blocksma, Ed. Pike.

Voigt Milling Co.-A. L. Braisted. Waddell Manufacturing Co.-T. G. elleck. Wallin Leather Co.-Van. A. Wallin.

Peter Weirich Brewing Co. - Chas stahr. Welch Folding Bed Co.-A. A. Barber

Widdicomb Furniture Co.-Chas. W ones, A. A. Barber, T. C. Langley, F. W. Powers. Winchester & Daniels-J. C. Mulford,

W. C. Winchester. Worden Furniture Co.-W. E. Faring A. W. Chappell, John K. Milligan, J. K. Specht, P. J. Klingman, Chas. P. Limbert.

F. A. Wurzburg & Co.—Chas. G McIntyre, Ellis Phillips, C. D. Bennett.

though neither told me what priced weed

"Yes, I noticed it. Why?" "From long experience behind the how case of a store," continued the

cigar man, "we become able to tell by the general appearance and make-up of a man what kind of cigars he smokes. I can size a man up the moment he comes in the door, and hand him out the box. when he calls for a cigar, without ever asking him how much he wants to pay You see, it isn't business policy to ask a man what priced cigar he wants. If he is in the habit of buying a cigar for ten or fifteen cents, he is insulted if you mention a cheaper cigar to him. He

thinks you ought to know him better than to suggest such a thing. Then, again, if he is a smoker of five-cent eigars and you say five or ten to him, he will take the ten, although he doesn't want it, sooner than have you think he can't afford it."

The Proper Way.

"Any arsenic ?" softly asked the little voman, as the druggist came forward with his usual retail smile.

"Yes'm." "I'd like a quarter's worth, please." "Yes'm. How are you going to administer it ?"

"Why—why, on cheese or bread, suppose. Isn't that the general way?" "Some give it in coffee."

"Why, rats don't drink coffee, do they ?" "Oh! it's for rats, eh? Then chees

is the proper thing."

Two Strings to His Bow.

"No, William," she said, coldly, with a sidelong glance to note the effect of her words. "I cannot be your wife. You trade; best Tradesman smoke and you sometimes drink. I have registered a vow not to marry a man who



Condition of Membership of M. C. T. A The following letter from M. J. Matthews, Secretary-Treasurer of the M. C. T. A., is of interest to the members and explains itself:

DETROIT, Feb. 22, 1890. Editor Michigan Trades

perfect.

good profits.

Notwithstanding the cry of hard times and the reported depression in business the members of the M. C. T. A. have promptly responded to the call of Assess ment No. 1, for 1890. The following shows the present state

of membership:

New members added to date.

There are several applications on file for the consideration of the Board of Trustees at their next regular meeting,

which will be held March 1. M. J. MATTHEWS.

Secretary-Treasurer. ---FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for wo cents a word the first insertion and one cent ord for each subsequent insertion. No advertise ment taken for less than 25 cents. Advance payment BUSINESS CHANCES.

BUSINESS CHANCES. FOR SALE - CLEAN STOCK OF DRY GOODS situated in good trading point; will inventory abour \$2,000; sales for past three years, \$38,000; reason for selling, owner has other business; also double store and dwelling for rent at \$15 per month. M. S. McNit Byron Center, Mich. 559

Byron Center, Mich. 559 FOR SALE OR EXCHANGE-TIMBER LANDS IN Oregon. Address No. 592, care Tradesman. 592 WANTED-TO EXCHANGE A FARM OF 90 ACRES for a stock of groceries; value of farm, \$3,600. Address K. R., Box 39, Mason, Mich. 591

Address K. R., Box 39, Mason, Mich. 591 TOR SALE—THE FUNITURE AND LEASE OF THE best-paying small hotel in Southern Michigan. Address S. H., Foster, Clayton, Mich. 590 TOR SALE—HARDWARE STORE, DOING GOOD business: have good reason for selling out; only one hardware store in the phace; for any one looking for a location, I think they would be well pleased. In-quire of L. C. Cronkhite, Edmore, Mich. 589 TODE SALE - MILL DRY GOODE BUSINESS AT FOR SALE-SMALL DRY GOODS BUSINESS A Muskegon. Address No. 593, care Tradesman. 593 FOR SALE-AT ONCE, CLEAN STOLK OF DRY goods, boots and shoes, hats and caps, gents' fur-nishing goods in a good town of 2,000 population; two railroads; low rent and insurance; waterworks; stock about \$8,000: can be reduced to \$5,000; if yon want a clean, nice business, look this up; will not want to sell after April 1. Address No. 582 care Tradesman. 582 after April 1. Address No. 582 care Tradesman. 582 RARE CHANCE TO BUY THE ONLY DRUG STORE in Central Michigan railroad town of nearly 400, with fast-growing farming country; stock and fixtures invoice 81.309; half cash, balance on easy payments; good new fixtures; only drug, book, stationery, wall paper, paint and jewelry stock in town; splendid opening for young man; good reasons for selling. If you wantit, address for particulars, L. Mills, 568 Wealthy Ave., Grand Rapids, Mich. 578 TOR SALE-GOOD CLEAN STOCK OF MERCHAN-rent cheap; surrounded by splendid farming country; on Cinclinati, Wabash & Michigan Railway. Address H. U. Rapp, Berrien Center, Mich. 588 DHOTOGRAPH, ALSO GROCERY ROOMS AT UALON

H. U. Rapp, Berrien Center, Mich. Name DHOTOGRAPH, ALSO GROCERY ROOMS AT UAAOJ City, Mich., to rent; will exchange property; also brick, sash, door and bind mill at Coldwater, Mich. also farm and resident property in Kansas, Dakot and Nebraska; all good property. Chas., T. Alien Battle Creek, Mich. 585 DO RENT-STORE AND LIVING ROOMS ON MAIN

TO RENT-STORE AND LIVING ROOMS ON MAIN thoroughfare; first-class location for groceries hardware, lime or feed store; also, for sale, broken line of groceries, with fixtures. O. W. Petiti, 25 Canal St., Grand Rapids. FOR SALE – DRUG STOCK IN CORNER BRICK store; good location; terms easy, will exchange for city property or good farm. C. L. Wilson, Adm., Saranac, Mich. 583

saranac, Mich. 583 **FOR SALE-\$5,000 STOCK OF HARDWARE, STOVES** furniture and crockery, with full stock of tools for tin, water and gas jobs; a bargain for cash or part cash and time; low rent for building. Lock box 73 Breenville, Mich. 571.

WANTED-TO EXCHANGE FARM OF 120 ACRES O village property for stock of goods, hardwar preferred. Address No. 573, care Michigan Tradesmar

573. FOR SALE-HARDWARE STOCK, INVENTORING about \$4,000, doing a very prosperous business about \$4,000, doing a very prosperous business reduce the stock to suit purchaser; best of reaso selling. Address A. L. Paine & Co., Reed Cit

IF YOU WANT TO EXCHANGE YOUR STOCK O goods for a farm, large or small, write to No. 563 563 $\begin{array}{c} \mbox{results} {\bf results} \mbox{results} {\bf results} \mbox{results} \mbo$

MISCELLANEOUS.



Our line of fancy chevoits and domets range from \$4.50 to \$7.50 per dozen. The styles are exquisite, all the new patterns and pleasing combinations of handsome coloring. We should like to have you ask us to send you, at our

expense, samples of our line, that you can compare them with your present goods and see the difference in every way. Will you?

to UI

Made means a great deal. It means that extra care is taken

in the cut; that great pains throughout is required in the

stitching; that every portion of the work must receive the

closest attention; that the garment when completed shall be

You do not often get these qualities in the shirts you buy.

It is just that fact that gives us (Michigan Overall Mfg.

Our shirts are immense in size. Large enough to fit a

These qualities, when combined in a well-made, neatly-

fashioned garment, make shirts that sell--sell easily and at

We not only try to turn out a perfect shirt, but we DO.

Co., Ionia, Mich.) such a trade on our shirts.

double-breasted man, and fit him easily, too.

Long, wide, ample, three big things in a shirt.



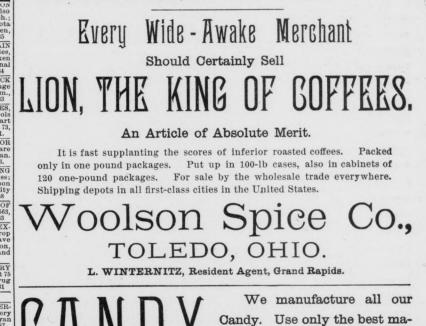
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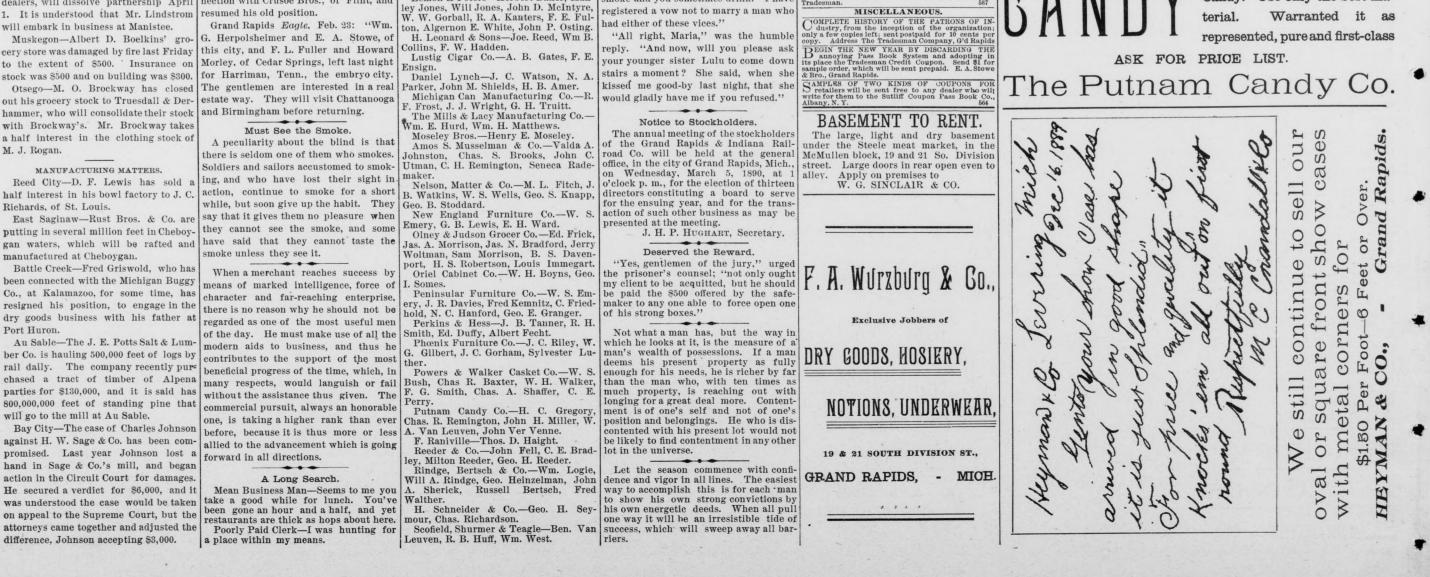
Merchants,

YOU WANT THIS CABINE**T**

Thousands of Them

Are in use all over the land. It does away with the unsightly barrels so often seen on the floor of the average grocer. Beautifully grained and varnished and put together in the best possible manner. Inside each cabinet will be found one complete set of castors with screws.





ASSOCIATION DEPARTMENT.

Michigan Business Men's Association.

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Michigan Business Jata President-C. L. Whitney, Muskegon. First Vice-President-M. C. Berwood, Allegan. Becordary-E. A. Stowe, Grand Rapids. Treasurer-H. W. Parker, Owesso. Treasurer-H. W. Parker, Owesso. Executive Board-President; Frank Wells, Lansing; Erecutive Board-President; S. B. Biain, Lowell Trank Hamilton, Traverse City; N. B. Biain, Lowell Chas. T. Bridgeman, Flint; O. F. Conklin, Grand

Frank Hamilton, Traverse (Uty, N. Dokklin, Grand Brank, Hamilton, Traverse (Uty, N. Dokklin, Grand Chasda, Secretary. Ommittee on Insurance-O. F. Conklin, Grand Rap Ommittee on Irade Interesta-Frank Hasilton, Trav Committee on Trade Interesta-Frank Hasilton, Trav Committee on Trade Interesta-Frank Hasilton, Trav Committee on Insurance Interesta-Frank Hasilton, Trav Committee on Trade Interesta-Frank Hasilton, Trav Committee on Interesta-Frank Hasilton, Trav Committee on Interestation of Interestat

erse City: Greenville Greenville. Dommittee on Transportation—C. T. Bridgeman, Flint; M. C. Sherwood, Allegan; A. O. Wheeler, Manistee. Jommittee on Building and Loan Associations—N. B. Blain, Lowell; F. L. Fuller, Cedar Springs; P. J. Con nell, Muskacza. bian, Huskegen. Local Secretary-Jas. H. Moore, Saginaw. Official Organ-THE MICHIGAN TRADESMAN. The following auxiliary associations are oper-ting under charters granted by the Michigan usiness Men's Association No. 1-Traverse City B. M. A. t. J. W. Milliken: Secretary, E. W. Hastings No. 2-Lowell B. M. A. President, D. G. Look; Secretary, A. H. Tultte. No. 3-Sturgis B. M. A. President, H. S. Church; Secretary, Wm. Jorn No. 4-Grand Rapids M. A. President, E. J. Herrick; Secretary, E. A. Stor No. 5-Muskegon B. M. A. Secretary, C. L. Whitney. No. 6-Alba B. M. A. President, F. W. Sloat; Secretary, P. T. Baldwin President, F. W. Stoat; Secretary, F. I. baldwin No. 7-Dimondale B. M. A. President, T. M. Sloan; Secretary, N. H. Widger President, T. M. Sloan; Secretary, N. H. Widger. No. 8-Eastport B. M. A. President, F. H. Thursten; Secretary, Geo. L. Thursten President, F. H. Thursten, Secretary, Geo. L. Thur No. 9-Lawrence B. M. A. President, H. M. Marshall; Secretary, J. H. Kelly. nt, H. M. Marshall, Springs B. M. A. President, W. J. Clark; Secretary, A. L. Thompson. No.11-Kingsley B. M. A. President, H. P. Whipple; Secretary, D. E. Wynkoop. No. 12-Quincy B. M. A. No. 12-Quincy B. M. A. No. 12—Quincy B. M. A. President, Edson Blackman; Secretary, W. H. Lockerb; No. 13—Sherman B. M. A. President, H. B. Sturtevant; Secretary, W. J. Austin. No. 10 - Sherman B. M. A.
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President, Wm. Moore; Secretary, A. J. Cneeses. e.e. No. 30-Oceana B. M. A. No. 30-Oceana B. M. A. sebrough President, Thos. J. Green; Secretary, A. G. Fle No. 32-Coopersville B. M. A. President, W. G. Barnes; Secretary, J. B. Wats W. G. Barnes; Secretary, J. B. Watson. No. 33-Charleveix B. M. A. L. D. Bartholomew; Secretary, R. W. Kane ent, L. D. Bartholomew; Secretary, R. W. Ka No. 34-Saranac B. M. A. ent, H. T. Johnson; Secretary, P. T. Williams. No. 35-Bellaire B. M. A. President, H. M. Hemstreet; Secretary, C. E. Densn President, H. M. Hemstreet; secretary, C. E. Densmort No. 36-Ithaca B. M. A. President, O. F. Jackson; Secretary, John M. Everder President, O. F. Jackson; Secretary, John M. Every No, 37-Battle Creek B. M. A. President, Chas. F. Bock; Secretary, E. W. Moore. No, 38-Scottville B. M. A. President, H. E. Symons: Secretary, D. W. Higgins. No, 39 -Burr Oak B. M. A. Postdent W. S. Willer; Secretary, F. W. Sheldon. President, W. S nt, W. S. Willer; Secretary, F. W. Sheld No. 40-Eaton Rapids B. M. A. President. C. No. 41-Breckenridge B. M. A. President, C. H. Howd No. 42-Fremont B. M. A. President, Jos No. 43-Tustin B. M. A. President, Frank No. 44-Reed City B. M. A. President, E. B. Martin; Secretary, W. H. Smith No. 45-Hoytville B. M. A. President, D. E. Hallenbeck; Secretary, O. A. Halladay No. 46-Leslie B. M. A. sident, Wm. Hutchins; Secretary, B. M. Gould No. 47-Flint M. U. President, W. C. Pierce; Secretary, W. H. Graham President, W. C. Pierce; Secretary, W. H. Gran No. 48-Hubbardston B. M. A. President, Boyd Redner; Secretary, W. J. Tabor No. 49-Leroy B M. A. President, A. Wenzell; Secretary, Frank Sm No. 50-Manistee B. M. A. President, A. O. Wheeler: Secretary

No. 51-Cedar Springs B. M. A. No. 52-Grand Haven B. M. A. President, A. S. Keuzie; Secretary, F. D. Vos. No, 53-Bellevue B. M. A. President, Frank Phelps; Secretary, A. E. Fitzgerald. No. 54-Douglas B. M. A.

than all the profits we have made on P. of I. Gossip. It is stated that Eli Lyons, the Altona spices and fishhooks for a twelvemonth. general dealer, will decline to renew his We are conscious of as persistent effort, present contract with the P. of I. as square, honest and as wise economy as

Bloomingdale correspondence Kalama- the average P's of I. have used. Really, zoo Telegraph: "Patrons of Industry have the farmers much to complain of? lodges are still being organized near Those who have bought just what they here, but your correspondent fails to see, could pay for and no more can certainly as yet, anything accomplished to benefit keep the wolf from the door. How would they like to exchange places with the farmer."

the village smith, mechanic or merchant? Governor Luce was level headed, as usual, when he declined an invitation to Let them try it and they will know once attend the State convention of the P. of when they did not let well enough alone. I., to be held at Flint this week. It is We have let sympathy get the better of safe to assert that the Governor takes judgment in hundreds of cases with these little stock in the P. of I. movement, as people, during the last ten years, and he was familiar with the grange movetheir accounts are running yet and, doubtment when it was temporarily led off on less, will run to all eternity, unless they the same tangent fifteen years ago. run against the corner of the universe on Ed. O. Wood, for several years travelare balanced by death or deadbeatism."

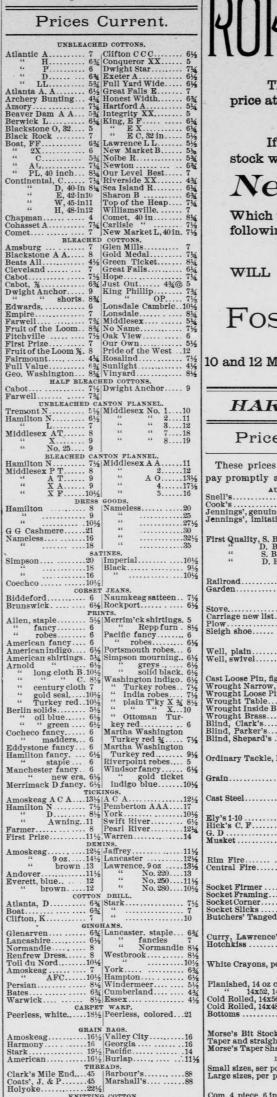
ing representative for W. J. Gould & Co., Condition of the Country. of Detroit, but now on the road for This is a country where nothing is sta-Hackett, Carhart & Co., of New York, tionary in which there is any possibility was in town a couple of days last week. of development. Look at our lines of Mr. Wood takes to the clothing line as settlement and see how they have gone naturally as a duck takes to water and is

building up a trade that will stick by forward; look at the growth of great him as long as he cares to manipulate a cities farther and farther from the seaboard; look at the progress which goes dozen trunks. on everywhere and in everything. Manu Davison Index: "The drummer is a far-seeing man. He taketh not kindly facturing and commercial business will change its locations, and no power can to P. of I. stores. The reason of it is he prevent it. In the West and in the South, is well posted as to how the P. I. movethere are opportunities in natural advanment is to end. It is his business to be tages and in the growth of population, posted, and he generally is much more so which are changing the base of operathan the average newspaper man. He tions alike for manufacturers and merhas long ago seen the Mene, Mene, Tekel, chants. The next census will show most all over the walls of the P. of I. organsurprising statistics in regard to these ization, and he steereth clear of them, matters. It will be found that the manufor well he knows that not many moons facturing interests, in states where they will pass e'er that organization will be have not been important heretofore, are numbered among the things that were. now very great and quite sufficient to in-You can't hoodwink the drummer." fluence the action of the people in their Manton Tribune: "The P's of I. held political views. Cotton manufacturers meeting at Waugh's Hall last Saturday. have long since recognized that there Some of our business men were invited must be a steady advance of this branch to call and express themselves before the in the South, and now the iron manufacassembly, and we believe some accepted turers of Pennsylvania and New Jersey the invitation. Others were approached see, in the same section, a strong rivalry on the '10 per cent. above cost' scheme at for their industry. We are constantly their places of business, but not a man in told of the jobbing business which has the city could be found who wanted to grown up in Chicago and other do business on the Patrons' plan. If western cities. It cannot, for a some of the 10 per cent. men will demonmoment, be doubted that cities and strate how a man can pay his taxes of 4 sections are grasping at business of per cent., labor 4 per cent., insurance 2 every kind which has been controlled at per cent., and keep up the hundred and the East, and the power to hold and exone other items of expense connected pand it is based on both an abundance of with the mercantile business, on 10 per capital and the most far-reaching entercent. above cost, they will at once have prise. But there is another remarkable a prosperous order." fact; in this country change-progres

Nixon & Hubbell, of Clio, write as sion-a new thing-a new base-does not follows: "In the issue of THE TRADESmean ruin, as it would in some others. MAN for November 20, 1889, a communi-The elevated railroads have not destroyed cation appeared, coming from a Clio merthe surface roads of New York, which it chant, in regard to our selling goods to was anticipated they would do. The the Patrons of Industry under contract, electric light has not ruined the gas com and asking that our names be placed in panies, which was predicted. Business the list of P. of I. dealers. It was no which has been lost to this city by westdifficult matter to guess the name of the ern enterprise has been made up in one party who penned the article mentioned, way and another. New avenues of trade, as it was a repetition of the numerous new lines and the constantly increased other 'kicks' he has made since he first wants of a country growing in populabegan doing business here. Inasmuch tion beyond all precedent-these keep as he was interested in the matter up a state of activity under whatever enough to inform you that we had conchanging circumstances may occur. tracted, it affords us great pleasure to be Changing trade and manufacture proable to reciprocate the favor at this time mote enterprise in American comunities, and to ask you to drop our firm name for the industry and intelligence of the from the list and substitute that of John people always see new opportunities W. Hurd. This same man was present which are generally better than the old. at the meeting of Clio merchants referred It is quite necessary, however, for those to in his article and signed the agreeengaged in business to keep a constant ment with the rest of us to have nothing and sagacious outlook, so that they may to do with P. of I. contracts; and while not be taken unawares by the changes we plead guilty to violation of the agreewhich may affect their interests. ment, we would like to say this much in --defense of ourselves: We took the con-

Historical Item. tract as an experiment for three months, Grandpa, do vou

The P. of I. Dealers. Dry Goods. The following are the P. of I. dealers who had not cancelled their contracts at last accounts : Adrian-Powers & Burnham, Anton Wehle, L. T. Lochner, Burleigh Bros. Atlantic Allendale-Henry Dalman. Almont-Colerick & Martin. Altona-Eli Lyons Assyria-J. W. Abbey. Bay City-Frank Rosman & Co. Belding—L. S. Roell. Big Rapids—W. A. Verity, A. V. Young, Shankweiler & Co., Mrs. Turk, J. K. Sharp, A: Markson. Blissfield—Jas. Gauntlett, Jr. Brice-J. B. Gardner. Bridgeton-Geo. H. Rainouard. Burnside-Ino, G. Bruce & Son. Capac-H. C. Sigel. Carson City-A. B. Loomis, A. Y. Ses Casnovia-John E. Parcell. Cedar Springs-John Beucus, B. A. Fish, B. Tripp. Charlotte-John J. Richardson, Daron Comet. msburg & Smith, J. Andrews, C. P. Lock, F. H. Goodby. Chester-P. C. Smith. Chippewa Lake—G. A. Goodsell. Clio—John W. Hurd. Conklin—Wilson McWilliams. Coral-J. S. Newell & Co. Dorr-Frank Sommer. Dushville-G. O. Adams. Deerfield-Henry W. Burghardt. Eaton Rapids-Knapp & Rich, H. Kosithek & Bro. Evart-Mark Ardis, E. F. Shaw, Stev ns & Farrar, John C. Devitt. Cabot... Farwell Fenwick-Thompson Bros. Flint-John B. Wilson. Flushing-Sweet Bros. & Clark. Fremont-J. B. Ketchum, W. Harmon Gladwin-John Graham, J. D. Sanford, as. Croskery. Gowan-Rasmus Neilson. Grand Ledge-A. J. Halsted & Son. Hamilt Middle Grand Rapids-Joseph Berles, A. Wil-zinski, Brown & Sehler, Volmari & Von Hart-Rhodes & Leonard. Hersey—John Finkbeiner. Hesperia—B. Cohen. Howard City - O. J. Knapp, Herold Bros., C. E. Pelton. Hubbardston-M. Cahalen. Imlay City-Cohn Bros. Jackson-Hall & Rowan. Kalamo-L. R. Cessna. Coechco Kent City-M. L. Whitney. Laingsburg-D. Lebar. Lake Odessa-Christian Haller & Co., . F. Colwell & Son, Fred Miller. Lakeview-H. C. Thompson, Andrew All & Bro. Langston-F. D. Briggs. Lansing-R. A. Bailey, Etta (Mrs. Israel) Glicman. Lapeer-C. Tuttle & Son, W. H. Jen nings. Lowell-Patrick Kelly. McBride's-J. McCrae. Maple Rapids—L. S. Aldrich. Marshall—W. E. Bosley, S. V. R. Lep-per & Son, Jno. Butler. Richard Butler, John Fletcher. Mecosta-Parks Bros. Milan-C. C. (Mrs. H. S.) Knight. Millbrook—T. O. (or J. W.) Pattison. Millington—Chas. H. Valentine. Milton Junction—C. A. Warren. Morley—Henry Strope. Mt. Morris-H. E. Lamb. J. Vermett & Son, F. H. Cowles. Mt. Pleasant-Thos. McNamara. Nashville-Powers & Stringham, H. M Newaygo-W. Harmon. North Dorr-John Homrich. Ogden-A. J. Pence. Olivet-F. H. Gage. Onondaga—John Sillik. Orono—C. A. Warren. Potterville-F. D. Lamb & Co. Reed City-J. M. Cadzow. Remus-C. V. Hane. Richmond-Knight & Cudworth. Riverdale-J. B. Adams. Rockford-B. A. Fish. Sand Lake-Brayman & Blanchard, Frank E. Shattuck & Co. Shepherd-H. O. Bigelow. Sheridan-M. Gray. Shultz-Fred Otis. Sparta-Dole & Haynes Springport-Powers & Johnson, Well ngton & Hammond. Stanton-Fairbanks & Co., Sterling &



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61/4	ROPE !	ROPE!
5734		gh and advancing, and the
634 514 5	price at present is as follow SISAL -	- 13c pound.
51/4 51/2 51/2		- 16c pound. these prices, we have in
5% 6% 7 4%	stock what is called	Dene
514 834 714	New Proc	
81/4 71/2 71/2	Which we guarantee is equated following sizes and quote:	
7	1-4, 5-16, 3-8 - 7-16 and 5-8 -	- 9 1-2c pound. - 9c pound.
71/4 71/4 73/4	WILL YOU TRY IT?	
7½ 0½ 8¼ 5¼	Foster, Ster	vens & Co
7½ 8 5½	Wholesale	,
7½ 1½ 3½		33, 35, 37, 39 and 41 Louis St.,
9	HARDWARE.	MAULS. dis. Sperry & Co.'s, Post, handled
	Prices Current.	Coffee, Parkers Co.'s Malleables 40 "P. S. & W. Mfg. Co.'s Malleables 40 "Landers, Ferry & Cl., k's 40
9		MoLASSES GATES. dis. Stebbin's Pattern
2 31/2 71/2	These prices are for <i>cash buyers</i> , who pay promptly and buy in full packages. AUGUBS AND BITS. dis.	Enterprise, self-measuring
6 0 5	Snell's	Wire nails, base
7½ 0 2½ 5	AXES. First Quality, S. B. Bronze	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
01/2 91/2 01/2	" S. B. S. Steel	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
71/2	Railroad	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
61/2 5 81/2	Garden net 30 00 BOLTS. dis. Stove. 500 10 Carriage new list. 70 Plow. 40&10 Sleigh shoe. 70 BUCKETS. 800	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$
6 6½ 6 6½	BUCKETS. Well, plain	Finish 10
6½ 6½ 6½		" 9 100 00
7½ 7½ 8½ 0	Wrought Loose Pin	Chio Tool Co.'s, fancy
6 7½	BUTTS, CAST. dls. Cast Loose Pin, figured	Sciota Bench
9½ 5 6½	Ordinary Tackle, list April 17, '85 40 CRAPLES.	Stanley Rule and Level Co.'s, wood
01/2	Graindls. 50&02 CROW BARS. Cast Steelper 10 5	Iron and Tinned. 40 Copper Rivets and Burs. 50 PATENT FLANISHED IRON. 50 "A" Wood's patent planished, Nos. 24 to 27 10 20 20
$2\frac{1}{2}$ 7 $0\frac{1}{2}$ $6\frac{1}{2}$	CAPS.	"A" Wood's patent planished, Nos. 24 to 27 10 20 "B" Wood's pat, planished, Nos. 25 to 27 9 20 Broken packs ½c per pound extra. RoPEs. Sisal, ½ inch and larger
21/4 4 11/2	G. D	Sisai, 22 inch and larger 13 Manilla 16 Steel and Iron 75 Try and Bevels 60 Mitre 20
21/2 31/2 3	Rim Fire	Mitre
1½ 0½ 7½	Socket Firmer	Silser Holo, Com. Smooth, Com. Nos. 10 to 14. Com. \$\$4.20 \$\$3 10 Nos. 15 to 17. 4.20 \$\$10 \$\$10 Nos. 18 to 21. 4.20 \$\$20 \$\$10 Nos. 22 to 24. 4.20 \$\$20 \$\$20 Nos. 22 to 24. 4.20 \$\$25 \$\$25 Nos. 27. 4.60 \$\$45 \$\$45 All sheets No. 18 and lighter arms 20 to be \$\$45 \$\$45
7 0 6¾	Socket Slicks	Nos. 22 to 24 4 20 3 25 Nos. 25 to 26 4 40 3 35 No. 27 4 60 3 45 All sheets No. 18 and lighter, over 30 inches wide not less than 2 10 extra
7 81/2 81/2 01/2	Curry, Lawrence's	wide not less than 2-10 extra SAND PAPER. List acct. 19, '86
6% 6% 5%	White Crayons, per gross	"White B" 50 "Drab B" 50
434 4½	" 14x52, 14x56, 14x60 26 Cold Rolled, 14x56 and 14x60 26 26 Cold Rolled, 14x48 26 26 Bottoms 27 27	Solid Eyes
6	Cold Rolled, 18X48	SAWS. dis. "Hand
4	Morse's Taper Shank. 40 DRIPPING PANS. 50 Small sizes, ser pound. 07 Large sizes, per pound. 6½	" Champion and Electric Tooth X Cuts. per foot
18 18	ELBOWS. Com. 4 piece. 6 indoz. net 75	Steel, Game
ed.	Corrugated	Mouse, choker

	President, Thomas B. Dutcher; Secretary, C. B. Waller.	tract as an experiment for three months,	Tommy-Grandpa, do you remember	Traverse City-John Wilhelm, S. C.	KNITTING COTTON.	Com. 4 piece, 6 indoz. net 75	Oneida Community, Hawley & Norton's 70
	No. 55-Petoskey B. M. A.	from October 26, hoping to unload a	Dunior in energies .	Darrow, D. D. Paine.	White. Colored. White. Colored.	Corrugateddis. 20&10&10	Mouse, choker
	President, C. F. Hankey; Secretary, A. C. Bowman.	lot of goods that could not be sold other-	Grandpa-Oh, yes, my child, I remem-	Trufant—I. Terwilliger.	No. 6 33 38 No. 14 37 42 " 8 34 39 " 16 38 43	Adjustabledis. 40&10	Mouse, delusion
	No. 56-Bangor B. M. A. President, Silas DeLong; Secretary, Geo. Chapman.	wise, as the trade was leaving Clio and	ber him very distinctly.	Vassar-McHose & Gage.	1^{11} 10	EXPANSIVE BITS. dis.	Bright Market
	No. 57-Rockford B. M. A.		A pause.		1236 41 2040 45	Clark's, small, \$18; large, \$26	Annealed Market
-	resident. Geo. A. Sage; Secretary, H. S. Holden.	going to neighboring towns. At the ex-	"Grandpa, you are a great deal older	Wheeler-Louise (Mrs. A.) Johnson,	CAMBRICS.		Coppered Market 60
•	No. 58-Fife Lake B. M. A.	piration of the three months, we were glad	than I am, ain't you?"	H. C. Breckenridge.	Slater 4 ³ / ₄ Washington 4 ³ / ₄ White Star 4 ³ / ₄ Red Cross 4 ³ / ₄	FILES—New List. dis.	Tinned Market
	President, L. S. Walter; Secretary, C.C. Plakely.	to give it up, because the Patrons vio-		White Cloud-J. C. Townsend, N. W.	Kid Glove 4% Lockwood 4%	Disston's	Barbed Fence, galvanized 4 00
	No. 59-Fennville B. M. A.		UT	Wiley.	Newmarket 436 Wood's 436	Nicholoon's COLIO	" painted 3 40
	President F. S. Raymond: Secretary, A. J. Capen.	lated the contract every day by going to	member George Washington ?"	Whitehall-Geo. Nelson, John Haver-	Edwards 4½ Brunswick 4%	Heller's 50	WIRE GOODS. dis.
	No. 60-South Boardman B. M. A. President, H. E. Hogan; Secretary, S. E. Neihardt.	other stores to trade when they could buy	member deorge washington .	kate.	Fireman	Heller's Horse Rasps 50	Bright
	No. 61-Hartford B. M. A.	cheaper. We have had no quarrel with		Williamston-Thos. Horton.	Creedmore $27\frac{1}{2}$ FT $32\frac{1}{2}$	GALVANIZED IRON.	Hook's
	President, V. E. Manley; Secretary, I. B. Barnes.		Ile was rositive.		Talbot XXX	Nos. 16 to 20; 22 and 24; 25 and 26; 27 28	Gate Hooks and Eyes
	No. 62-East Saginaw M. A.	the Patrons of Industry and wanted to	Tom-What is the date to-day, Jack?	Good-Bye to the P. of I.	Nameless		WPENCEPS die
	President, Jas. H . Moore; Secretary, C. W. Mulholand.	sell them goods, but could not do bus-	Jack—This is the 15th.	GOOD-Bye to the r. or r.	MIXED FLANNEL.	Discount, 50&10 GAUGES. dis.	Baxter's Adjustable, nickeled
	No. 63-Evart B. M. A.	iness on 15 per cent. profit and make any	Tom-Sure it isn't the 14th?		Red & Blue, plaid40 Grey S R W	Stanley Rule and Level Co.'s	Coe's Genuine
	President, C. V. Priest; Secretary, C. E. Bell.		Jack-Yes, positive. On the first of	merchants who have been under contract	Windsor 181/ D R P	HAMMERS.	Coe's Patent, malleable
	No, 64-Merrill B. M. A.	money. You will confer a favor on us	January I got a bank for my little boy		6 oz Western	Maydole & Co.'sdis. 25	MISCELLANEOUS. dis.
~	President, C. W. Robertson; Secretary, Wm. Horton.	by discontinuing our names in your list	and determined to put a cent into it		Union B	Kip'sdis. 25	Bird Cages
	No. 65-Kalkaska B. M. A. President, Alf. G. Drake; Secretary, C. S. Blom.	of P. of I. dealers."	every day for a year, and on no account	overboard :	Nameless 8 @ 9½ " 9 @10½		Pumps, Cistern
	No. 66-Lansing B. M. A.	of F. of I. dealers.	every day for a year, and on no account	Bellevue-John Evans.	" 8½@10 " 12½	Mason's Solid Cast Steel	Casters, Bed and Plate50&10&10
	President, Frank Wells; Secretary, Chas. Cowles.	A Dushville patron of THE TRADESMAN	Tom-Well!	Blanchard-L. D. Wait.	CANVASS AND PADDING.	Mason's Solid Cast Steel	Dampers, American 40
	No. 67-Watervliet B. M. A.	writes as follows: "The P. of I. cyclone	a come in contra	Cedar Springs-L. A. Gardiner.	Slate. Brown. Black. Slate. Brown. Black.	HINGES.	Forks, hoes, rakes and all steel goods 65
	President, W. L. Garrett; Secretary, F. H. Merrifield.	•	Jack-Ar, I opened to to-day-short,	Chapin-J. I. Vanderhoof.	$9\frac{1}{10}$ $9\frac{1}{2}$ $9\frac{1}{2}$ $9\frac{1}{4}$ 13 13 13 13 $10\frac{1}{4}$ $10\frac{1}{4}$ $10\frac{1}{4}$ 15 15 15	Gate, Clark's, 1, 2, 3dis.60&10	METALS.
	No. 68-Allegan B. M. A.		you know-and there was just 15 cents	Clio—Nixon & Hubbell.	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	Stateper doz. net, 2 50 Screw Hook and Strap, to 12 in. 4½ 14 and	PIG TIN.
	President, H. H. Pope; Secretary, E. T. VanOstrand.	time, not one of our village merchants	in it.	Dimondale—Elias Underhill.	11/2 $11/2$ $11/2$ $12/2$ $12/2$ 20 . 20 20	longer	Pig Large
	No. 69-Scotts and Climax B. M. A. President, Lyman Clark; Secretary, F. S. Willison.	would contract with the P's of I., so they		Fremont-Boone & Pearson.	DUCKS.	Screw Hook and Eye, ½net 10	Pig Bars 280
	No. 70-Nashville B. M. A,		A state savings bank is being organized		Severen, 8 oz 91/2 Greenwood, 8 oz111/2	"" " " %net 8½	ZINC.
	President, Wm. Boston; Secretary, Walter Webster.	took their trade principally to other		Grand Rapids-F. W. Wurzburg, Van	Mayland, 8 oz11 West Point, 8 oz	" " " ½net 7½	Duty: Sheet, 2½ c per pound. 600 pound casks
	No. 71-Ashley B. M. A.	towns having the store of their dictation.	in Hancock. It will have a capital stock	Driele & Kotvis, John Cordes.	WADDINGS.	Strap and Tdis. 70	Per pound
	President, M. Netzorg; Secretary, Geo. E. Clutterbuck.	On the first day of January last, more	of \$100,000 and will be in operation in	Harvard-Ward Bros.	White, doz 20 Per bale, 40 doz \$7 25	HANGERS. dis.	SOLDER.
	No, 73-Belding B. M. A.		about thinty days	Howard City-Henry Henkel.	Colored, doz25	Barn Door Kidder Mfg. Co., Wood track 50&10	1/2@1/2
-	President, A. L. Spencer; Secretary, O. F. Webster.	than half of the farmers of this township	about thirty anyot	Kent City-R. McKinnon.	SILESIAS. Slater, Iron Cross 8½ Pawtucket	Champion, anti-friction 60&10	Extra Wiping
11	No. 74-Davison M. U. President, J. F. Cartwright; Secretary. C. W. Hurd.	were members of P. I. lodges. About		Lowell-Chas. McCarty.	" Red Cross 9 Dundie	Kidder, wood track 40	solder in the market indicated by private brands
	No. 75-Tecumseh B. M. A.	January 15, Geo. B. Adams, general	VISITING BUYERS.	Millington-Forester & Clough.	" Best 10½ Bedford	Pots 60	vary according to composition.
	President, Oscar P. Bills; Secretary, F. Rosacraus.		H Van Noord, Jamestown B Gilbert & Co., Moline John De Vries, Jamestown F J Pomeroy, Lisbon	Minden City-I. Springer & Co., F. O.	" Best AA12½ Valley City10½	Kettles	ANTIMONY.
	No. 76-Kalamazoo B. M. A.	dealer, contracted with them for ninety	H Brownyard, Lake A & E Bergy, Caledonia	Hetfield & Son.	Coraline	Spiders	Cooksonper pound 16 Hallett's ii 13
	President, S. S. McCamly; Secretary, Chauncey Strong.	days, at what rate per cent. your corre-	J Raymond, Berlin G F Cock. Grove Sampson & Drury, Cadillac	Nashville-Powers & Stringham.	Shilling's 9 00 Brighton 4 75	Gray enameled	TIN-MELYN GRADE.
	No. 77-South Haven B. M. A.	spondent cannot state. Brother Adams		Olivet-F. H. Gage.	SEWING SILK.	HOUSE FURNISHING GOODS. Stamped Tin Warenew list 70&10	10x14 IC, Charcoal 6 60
	President, E. J. Lockwood; Secretary, Volney Ross.		Maston & Hammond, J M Cloud, Cadillac	Otisco-G. V. Snyder & Co.	Corticelli, doz85 twist. doz42 Corticelli knitting, per ½02 ball30	Japanned Tin Ware	14x20 IC, " 6 60
	No. 78-Caledonia B. M. A. President, J. O. Seibert; Secretary, J. W. Saunders.	is just now enjoying the boom which has	J Reddering, Drenthe Ezra Brown, Englishville	Ravenna-R. D. Wheeler.	50 vd. doz42	Granite Iron Warenew list 33% &10	10x14 IX, "
	Ne. 79-East Jordan and So. Arm B. M. A.	everywhere characterized the early stages	H Johnston, Shelby D H Meeker, Perrinton	Rockford—H. Colby & Co.	HOOKS AND EYES-PER GROSS.	HORSE NAILS.	Each additional X on this grade, \$1.75.
	President, Chas. F. Dixon; Secretary, L. C. Madison.	of P. I. contracts. The rest of us are	John Kamps, Zupthen Geo DVanVranken Cadillac	St. Louis—Mary A. Brice.	No 1 Bl'k & White10 No 4 Bl'k & White15	Au Sabledis. 25&10@25&10&05 Putnamdis. 05	TIN-ALLAWAY GRADE.
	No. 80-Bay City and W. Bay City R. M. A.				$\begin{array}{cccccccccccccccccccccccccccccccccccc$		10x14 IC, Charcoal 6 00
	President, F. L. Harrison; Secretary, Lee E. Joslyn.	trying to pay our taxes, insurance and	E S Botsford, Dorr John Graves, Wayland W H Struik, Forest Grove H S Barron, Forest Grove	Sand Lake—C. O. Cain.	PINS	Northwestern dis. 10&10 KNOBS-New List. dis.	14x20 IC, " 6 00
	No. 81-Flushing B. M. A.	other unavoidable expenses while this	WR Lawton, Berlin WH Hicks, Morley	Sparta-Woodin & Van Wickle.	No 2-20, M C 50 No 4-15, F 31/240	Door, mineral, jap. trimmings 55	10x14 IX, "
	President, L. A. Vickery; Secretary, A. E. Ransom.	organized boycott of all who do not train	Smallegan & Pickaard, S M Geary, Maple Hill	Springport-Cortright & Griffin.	" 3-18, S C45	Door, porcelain, jap. trimmings	14x20 IX, " 7 50 Each additional X on this grade \$1.50.
	No. 82-Alma B M. A.		John Damstra, Gitchell Eli Runnels, Corning	Sumner-J. B. Tucker.	COTTON TAPE.	Door, porcelain, plated trimmings	ROOFING PLATES
	President, B. S. Webb; Secretary, M. E. Pollasky.	to the dictation of the P's of I. continues.	N F Miller, Lisbon E E Hewitt, Rockford DenHerder & Tanis, John Gunstra, Lamont	Williamston-Michael Bowerman.	No 2 White & Bl'k12 No 8 White & Bl'k20 "4"15" 10"23	Drawer and Shutter, porcelain	14x20 IC, " Worcester 6 00
	No. 83-Sherwood B. M. A. President, L. P. Wilcox; Secretary, W. R. Mandigo.	The rank and file of the P's of I. are not	Vriesland DO Watson, Coopersville		" 6 "18 " 12 "26	LOCKS-DOOR. dis.	14x20 IX, " " 7 50
	No. 84-Standish B. M. A.		I C Benhow, Hartford R B Gooding Son Gooding		SAFETY PINS.	Russell & Irwin Mfg. Co.'s new list 55	20x28 IC, "" " 12 50 14x20 IC, " Allaway Grade
	No. 84-Standish B. M. A. President, P. M. Angus; Secretary, D. W. Richardson.	very largely to blame, but the organizers	M Harhoar & Bro Oakland Rutgers & Tien Graafschan	· An Anti-Capitalist.	No 2	Mallory, Wheeler & Co.'s	14x20 IX, " " " " " 6 75
	No. 85-Clio B. M. A. President, J. M. Beeman; Secretary, C. H. May.	have peddled stereotyped lies every-	S H Ballard, Sparta S Cooper, Berlin	The Anarchist paced Fifth Avenue, His brow was black and grim;	NEEDLES-PER M.	Branford's	20x28 IC, " " " " … 11 00
	President, J. M. Beeman; Secretary, C. H. May. No. 86-Millbrook and Blanchard B. M. A.	where. The terrible robber profits that	Herder & Lahuis, Zeeland A Steketee, Holland A M Church, Englishville G Stone, Lowell	He thought of the wrongs that capital	A. James		20x28 IX, " " " " … 14 00
	President, T. W. Preston; Secretary, H. P. Blanchard.	merchants make on spices, fishhooks,	W MoWilliame Conklin I M Wolf Hudsonvillo	Had heaped on his and him.	Crowely's1 35 Gold Eyed1 50	Stanley Rule and Level Co.'s 70	BOILER SIZE TIN PLATE.
	No. 87-Shepherd B. M. A. President, H. D. Bent; Secretary, A. W. Hurst.		C Ditaly & Co Comparia D I Cido Vant City	And to show his scorn for the lust of gold	Marshall's100	Adze Eve MATTOCKS.	14x28 IX
-	President, H. D. Bent; Secretary, A. W. Hurst.	etc.! Now, we have lost more clear	G Ten Hoor Forest Grove G H Remington Bangor	Down town he quickly sped, To spend a dollar for lager beer,	TABLE OIL CLOTH. 5-42 25 6-43 25 5-41 95 6-42 95	Hunt Eye	14x56 IX, for No. 8 Boilers, } non nound
	No. 88-Ovid B. M. A. President, J. A. Andrews; Secretary, L. D. Cooley.	money on three barrels of sugar best told	J Van Den Bosch, Zeeland H P Sibole, Breedsville	And pay for a ten-cent bed.	"2 10 "3 10	Hunt's \$18.50, dis. 20&10.	14x60 IX, " " 9 "] per pound 9%
	- tondent, e. at and one, sectoring, at 21 coordy.						

Stanwood-F. M. Carpenter.

The Michigan Tradesman

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WEEKLY JOURNAL DEVOTED TO THE Retail Trade of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

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WEDNESDAY, FEBRUARY 26, 1890.

ness life. SOME ELEMENTS OF SUCCESS. Most people are anxious to make the task, and by what means to accom- anomalies of the age. If David Ward

the persons they propose to instruct. careers. This class of people are of the crafty kind and seek to take advantage of the the Kent Circuit Court, last week, should universal desire for riches to increase their own private gain.

The avenues to wealth or competence successful journeying in them depends almost entirely upon our own efforts. There seems to be a prevailing belief among most young men - which, although natural, is, nevertheless, an error

and should be corrected-that success is no more true than the old adage that nored, appears to be growing, the Mich-"history repeats itself." History records igan Dairymen's Association having resimilar events, but they invariably occur on a plane above or below the status of more emphatic language than before. the first chronicled event; either an ad- The Michigan Business Men's Association vance or a retrograde. So, in business should now come to the rescue and satpursuits we should never adopt another isfy the people of the State that the men man's methods unless we can definitely who handle the food products of the them. The base and bed rock foundation having those products pure and wholeto success in any business lies first in some. thoroughly knowing it; not in an imperfect and superficial manner, but in being master of it in all its ramifications and bearings. To this knowledge add push and unabated attention to business, and

age follows youth. Another fault common to youth which should be discountenanced is the desire not to be expected; but, if it does occur, it is much more probable to be the foracquiring for himself a competence at system during the past twelve months the age of forty-five. The grounds for than during any five years preceding. man from the age of twenty-five to forty-

spring and fall elections.

DAVID WARD'S EXAMPLE.

in the Detroit papers to the effect that might have wished that this boast were David Ward had endorsed his son's paper better founded, yet the good sense of the for a large amount, that gentleman felt country applauded the answer, which impelled to send a general denial to the compelled the withdrawal of the offer. press, in the course of which he said: Now, as to the statement that I en- ment, if they were free to express their dorsed my son's note for about a million dollars, I desire to state that I have never endorsed any note or had my own en dorsed during my fifty-one years of busi-

to stimulate them to do their duty by That a man worth many millions dolmoney; not usually for the "love of pelf lars—variously estimated at from \$10,000,- the country which employs them. Nor for itself," but for "the glorious privi- 000 to \$35,000,000-should be able to are the defects of this or any other lege of being independent," as Robert carry on extensive business operations department such as will be remedied in Burns, the poet, puts it. The great for half a century without either endors- the smallest degree by such a stimulus. question, however, which bothers the ingothers' papers or seeking endorsement It is not the employes who degrade and average human brain is how to go about at others' hands is certainly one of the deteriorate the public service, but the plish the desired result? We have all could maintain such a record, it would at their disposal as the spoils of a party see and West Virginia which are consid- must be more than that. I know it is." known persons who are ever ready to seem as though men of smaller financial victory and who dismiss competent puboffer suggestions and point out the road caliber, doing but a fraction of the busi- lie servants to make room for people of by which wealth is to be attained. Usu- ness transacted by the veteran woods- no experience who have political claims. ally, such men are no more successful in man, could avoid the rock of endorsing, The best reward for faithful service is the battle for the Almighty Dollar than which has wrecked so many promising the assurance of retention in place.

> The verdict against A. A. Weeks, in be a warning to dealers who are inclined

Sentiment in favor of a Food Commisdepends on following the methods of sioner, to enforce the laws relating to food a false face. Despite all precautions some successful man. This conviction adulterations which are now totally ig- taken for the health of the people, in affirmed its demand of a year ago in see some way to amend or improve upon commonwealth are heartily in favor of

While the merchants of Ohio and New York are bending every energy to secure the enactment of laws which will enable them to facilitate the collection of their success will follow as inevitably as old accounts, the merchants of Michigan are gradually getting into a position where they can do without the fostering arm of the law. The cash system is gaining for enormous wealth. Such a result is ground so rapidly, in both city and country, that it begins to look as though the time was coming when the credit tune of some one who started with the system would be abolished altogether. view of making a competence. The only safe and sane thought for a young man The past year has witnessed a revolution in public sentiment on this subject, more and untried. A business that has re-placed 25 per cent. of honest pro-duction cannot be easily abolished. We is to start with the determination of merchants having abandoned the credit must have the hearty co-operation of our

belief in the success of such an effort are Postmaster General Wanamaker's sioner, the convention adopted the folsustained by all of our experiences and recommendation that post office buildings lowing resolutions: can be counted upon with more certainty should be erected in large towns at govthan the probability of life in a healthy ernment expense will meet with general mission has been in operation for nearly approval everywhere. He argues that a year, under good and economical manfive. But, it is well to bear in mind that the successful ones must be an actival the successful ones must be, as noticed there are free delivery offices, because dairy industry of the State and for the

methods to believe that the anti-protec- to have exhibited the most gentlemanly tion party has made an alliance which deportment during each year. The Princedealers should not make statements to will bring many votes to its altar at the ton youths declined to enter into any their creditors or the mercantile agencies such competition and informed Mr. which they cannot substantiate, as the ough and accurate book-keeping cannot

Jerome that they all professed to be gen- law recognizes such statements as bind- be overestimated. I saw, very recently, tlemen. And, although there have been ing as written statements made by the

follows:

Anecdote of the Old Gentleman.

white pine lands in Michigan.

A statement having recently appeared times when the friends of Princeton debtor over his own signature. Some of David Ward's Possessions-

Probably the employes of the Departopinion, would make much the same reply to Mr. Wanamaker's offer. If they failure. To set such rumors at rest, he are in any sense good citizens, not to say gentlemen, they require no gold medals

people above them, who treat the places and black walnut lands in East Tennes

Some Benefits of State Inspection of Food Products.

At the recent annual convention of the Wisconsin Dairymen's Association, the State Food Commission, in the course of have ruled that statements made to mer- a lengthy report, uttered the following

The people, unwittingly, have helped on the present condition of things, with reference to fraudulent products, by detakes the public into his confidence in this manner, and just what motive lies behind the procedure, THE TRADESMAN manding cheap goods. Everything, from molasses, expressed from corn instead of is unable to fathom. A friend of the family tells THE

cane, to sturgeon steaks cut off for smoked halibut, is presented to us under TRADESMAN a story which serves to show the foxy character of the old genevery home there is an insidious enemy, tleman. and its name is "Food Adulteration." His favorite son, Henry Clay, wanted a single dose of alum, as found in baking tract of pine owned by the father, and powder, is not harmful, but repeated it asked the price he put upon it. causes death. America has been in good position to catch the spurious goods from the Old World which the laws at ply home will not allow to be sold. Several

"How long will you give me to look it states are waking up. New York colover ?" enquired the son. lected \$9,000 last year in fines for adul-"Two weeks," replied the old gentleteration. A vast quantity of oleo is used an-nually in Wisconsin, and this means over man, laconically.

The son took a woodsman with him a million dollars handled outside the and spent several days in estimating the State that should belong to the farmers. It can only be stripped of its power by obliging manufacturers to make it look pine on the tract. Before the two weeks expired, he returned to Pontiac and inlike itself and not like an honest product formed his father that he had concluded that has, by hard, patient work, acquired a reputation. Are we to allow a Chicago

to take the pine at the price named. corporation to drive our flocks from the "Oh, I sold that piece a week ago," fields and our farmers off their own lands? was the father's reply. "I got \$60,000 Shall the people of Wisconsin show more favor to a Chicago oleo factory than to a for it."

Wisconsin citizen ? Our Legislature says, "No." The greed of gain warps The innermost thoughts of the son at this time or the observations he subsequently made to THE TRADESMAN'S informant would astonish the old gentledo well what is done. The laws are new man, were he to know them. and untried. A business that has re-

Wanamaker's Postal Telegraph Plan. The ideas of Postmaster General the introduction of a bill in the House, By way of expressing appreciation of prepared by him, to establish a "limited the work undertaken by the Commispost and telegraph service" as a bureau

offices in places where the free delivery took advantage of it. system now exists or may be established postal telegraph stations, together with WHEREAS, The Dairy and Food Com-WHEREAS, It is for the interest of the provides that the Postmaster General, there are the successful ones make by, as hores and actu-above, masters of their business and actu-there are tree intervery onces, because and phase with the people of this common wealth that this Commis-sion shall have free and fair play to cor-there are tree intervery onces, because and actu-there are tree intervery onces, because and the people of this common wealth that this Commis-sion shall have free and fair play to corthere is in it, because, without this neces-sary combination, one must be prepared

The moral of the circumstance is that **RECORD EVERY TRANSACTION.** Written for THE TRADESMAN The value to one's business of thor

a statement made by an old lawyer who claimed to have looked into the affairs of several hundred insolvent concerns at different times during his professional career, and in but one instance had ac-The recent reports in the daily press curate accounts been kept.

regarding the failure of one of David Not long ago, one of our customers, a Ward's sons appears to have made the passably truthful man, related the folveteran woodsman fearful that someone lowing incident:

might think that he is involved in the The merchant with whom he had done most of his business for years was very sent the papers a general denial of the lax in his methods. Time after time had report, accompanying the same with a our man (Smith) discovered errors in brief statement as to his possessions, as settlement, and as they were always in his (Smith's) favor, he knew that they I own a tract of coal land in West Virwere not the mistakes of a dishonest ginia that I have been offered \$1,200,000 for, but declined the offer. I also own man. But, once upon a time, he called another tract of equal value in the same for his account and the merchant told

mines, and a large tract of oak, poplar "Three-fifty ?" said "Three-fifty !" said Smith, "why, it ered valuable. I still own in Wisconsin some \$400,000 or \$500,000 worth of white all I have charged, anyway. If you "Well," replied the merchant, "that is pine, and am much the largest owner of know what you got, we'll settle as you I also

own in the Lower Peninsula between say." 60,000 and 70,000 acres of hardwood "I "I don't know exactly what I have and and other valuable properties. had," said Smith; "but I now think of There is no mortgage or other incum- S6 for a barrel of flour."

\$6 for a barrel of flour." brance upon any of the above-mentioned properties, so far as I am aware, and I So Smith paid his account, and told out of debt. Now, I don't own but the merchant that after that he should very little money, as my heavy taxes and expect him to charge everything bought running expenses eat that up. Neither do I own any bonds or mortgages. on credit, and that he (Smith) should never again pay for a single thing that It is not often that the "richest man in was not properly booked.

Michigan," as he is frequently called, The merchant said, "All right," and time went on.

At the next settlement, Smith paid his bill without a kick, took a receipt in full for all demands to date and then smiled in ghoulish glee at the merchant.

"How much do you suppose I got the start of you on that deal ?" he asked, as he carefully placed the folded receipt in his pocketbook.

"Why, I guess, none at all. I've charged everything lately. Am sure I "Forty thousand dollars," was the rehave.'

> "Well, I'm glad that you're satisfied," replied Smith, "for I don't expect to pay you anything more. I told you before that I shouldn't settle for any more goods that weren't charged." "If I have forgotten anything, for

goodness sake, what is it ?" "Well," said Smith, "there was a little

matter of forty bushels of seed wheat that---

"Great Scott!" exclaimed the merchant, "so there was. Anything else ?" "Not that I know of."

"It's all right, Smith. It's all right. I don't want you to pay for that wheat. It will be a good lesson for me, and after this I shall charge what people get and as soon as they get it, if I have to wade through blood to do it."

I do not argue from this that the act of Smith in chiseling his merchant out of Wanamaker are at last made plain by thirty or forty dollars was commendable, or one worthy of imitation; but, by this shiftless method of keeping his accounts, of the department. It makes all post- the merchant left an opening and Smith

Accurate book-keeping inspires confithose in any other places where, in the judgment of the Postmaster General, the merchant who has succeeded in estabwants of the public may be supplied un-der the operation of the bill. It further gains in time over the man who keeps gains in time over the man who keeps

STEKETEE & SONS. **P**.

Wholesale Dry Goods.

The state

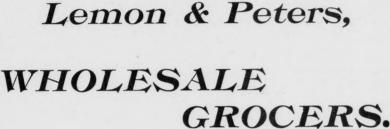
Our new line of fancy prints are all in stock for coming season. Allen's, Hamilton, Washington, Indigo, Merrimac, Simpson's, Garner's, plain and satine styles.

Also our new imported fine Satines in new colors and patterns. Dress Ginghams, Seersuckers and Fancy Flannels, Zephyrs, Toile du Nord, Amoskeag, A. F. C., Cotton Hosiery, Underwear, Overshirts, Jackets, Overalls, Pants.

A large line of Notions, Neckwear, Windsor Ties, Etc. Correspondence solicited.

We Import All Our Fancy Buttons and Laces.





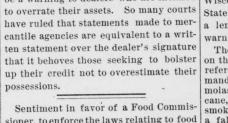
SOLE AGENTS FOR

Lautz Bros. & Co,'s Soaps, Niagara Starch,

Amboy Cheese,

GRAND RAPIDS.





are not secret ones but open to all, and cantile agencies are equivalent to a writ- warning:

A POLITICAL ALLIANCE.

P. of I. movement:

The organization of the Patrons of Industry is progressing very rapidly in this county. In nearly every township a lodge has been instituted. This order is, elected by the direct vote of the people. as we understand it, organized to fight trusts and monopolies. At their meet-constitution, however desirable that trusts and monopolies. At their meet-ings, the discussions tend to show up the constitution, however desirable that in the jewelry business by H. H. Tillafoundation of these trusts, i. e., the pro- change may be. The best of reasons paugh. tective tariff, in its true light as antag. must be given, and the subject agitated onistic to the true interests of the farmer until popular sentiment is overwhelmand workingman. Republican papers at ingly in favor of the change. There the order of the trusts, are fighting these the order of the trusts, are fighting these organizations and saying many bitter things about "hawbuck statesmen," but the constitution so that the Senators the Constitution so that the Senators to R. G. Dun & Co., claiming that he had things about "hawbuck statesmen," but the constitution of the direct vote of the shall be elected by the direct vote of the shall be elected by the direct vote of the people, but the reason most frequently ities of \$4,200, making his net worth wish abundant success to the P. of I. urged is hardly sufficient. It is not suffi-

that arrangements have been made with argued, prevent a millionaire politician the "grand officers" of the P. of I. to resuld find to inter short of the Senate. He ferred his real estate to his wife, avowwithdraw all organizers of the Republican persuasion and substitute therefor persons of recognized ability in depersons of recognized ability in de-nouncing trusts and monopolies; that a number of lecturers are shortly to be sent out by the Committee, under the members of the state legislature. There apparent auspices of the "grand association." to attempt to wean the farmer vote from the party of protection.

THE TRADESMAN is acquainted with several editors of Democratic papers who have received letters from the Committee, advising them to support the move- necessarily be downed by the change dement in every possible way, which may manded.

paper, in any sense of the term, but it the offer of Mr. Jerome of a prize for the ant, who must now pay the amount of woolen mill here, and will remodel, impossesses enough knowledge of political Princeton student who was ascertained the judgment and costs, or go to jail.

proceeding would reduce the surplus and protect honest manufacturers against all clearly whiten upon interview of the brane barry whiten and without the state of dropped into any letter box or postoffice. hundreds of towns throughout the their shelves and then counting the exceed ten cents to a point within the their shelves and then counting the contained the following reference to the hundreds of towns throughout the

There is a growing demand that the adulterated goods under whatever name

Morrice-O. C. Whitney is succeeded

Be Careful in Making Statements. About two years ago A. A. Weeks, who was then engaged in general trade \$10,000 worth of property and had liabilabout \$5,800. On the strength of this tioned authority that the P. of I. move-cient, because the object aimed at statement, T. H. Hinchman & Sons, of On December 29, 1888, Weeks transwould find it just about as easy to buy edly to secure her for an alleged indebt-

the nomination from the delegates to the edness of \$2,700-although such a claim As the statement of the assignee

showed Weeks was insolvent, both at the higher. They run a much greater. risk time he made the assignment and the than mere delegates to a party conven- time he made the statement to Dun & divine service began. He was aption. They are in a position to be called Co.-albeit he had claimed to have proached by the organist, who whispered, capias, alleging fraud on the part of the

defendant. The case was tried in the

account for the unanimity of the Demo- Mr. Wanamaker's offer of gold medals Kent Circuit Court last week, and was cratic pres in its treatment of the P. of I. to the employes of the Postoffice Depart- stubbornly contested on both sides, re-THE TRADESMAN is not a political ment who make the best record recalls sulting in a verdict against the defend- Ont., have purchased the plant of the

postal telegrams of twenty words. Wm. C. Williams. A. S. Brooks. WILLIAMS, SHELEY & BROOKS having purchased all the right, title and interest of the other partners composing the firm of Farrand, Williams & Co., "My boy, if you

WILLIAMS, SHELEY & BROOKS,

manded by the law, and to especially pro-tect the consumers of dairy goods against dispatch is sent, and not to exceed the rest of the sector twenty-five cents for any distance under 1,300 miles. For distances in excess thereof, the charge is left to the discre- (and I have actually known of one or

> ion is to be made for the sending of money orders by wire as soon as arrangements can be made under the proposed paid out and taken in-and who does it

> law, for not more than double the rates intelligently and in a systematic manner, now charged for domestic money orders, in addition to double the charge for out shead out ahead.

Change in Firm Name. A. Sheley.

tioned authority that the P. of I. move-ment has been quietly adopted by the Democratic State Central Committee; tinue the business "at the old stand" as successors of the old firm. All accounts due the old firm are payable to Williams, Sheley & Brooks and will run on without

interruption. A continuance of favors

Successors to Farrand, Williams & Co.

It All Depends. A Texas clergyman, who at a former period of his life had gambled a little, the fellow until the latter declared that was absorbed in thought just before he had sampled all the stock in the estab lishment before stealing this particular firkin.

referring to the opening hymn:

Marlette-S. H. & J. W. Dorman, two practical woolen mill men of Mitchell, prove and enlarge it.

WEDNESDAY, FEBRUARY 26, 1890.

THE NEXT TOWN CONTINUED FROM FIRST PAGE.

for renting properties without question as to the moral issue of their lease, to those who may convert them integes in the commercial life of business practice form a natural alliance. tories of spiritual ruin, verily, they have their reward. Mark them, if you will. God has his eye upon them, too. But do fect realization. not judge Christianity by spoiled samnot judge Christianity by sponded sam-ples. Do not decide what apostleship is by a Judas, any more than you would wish men to decide what business is by a bucket-shop. Remember that the ideal method. Hore, Christ set hore were were which Jesus Christ set before men was that they should be honest clear through, front and back; honest in their devotion to the honor of God and the good of men, though it proved the worst policy, though it cost toil and tears, though pros-gathering place of men and things, a perity should flee and distresses thicken; though the world should turn there. upon them the shoulder of its chilling scorn, and bestow upon them as their only portion, opposition and rejection. again, business and religion are as one in recognizing the fact that he alone relish. makes a success of life who so invests and scatters her brightest bounties. But his years that he earns the right to have the grandeur of the city is a cloak of

be treated accordingly. Jesus, in the best sense of the word, was a tactician. With unequaled felicity He adjusted the means to the end. Rural regions and Where discarded in Judea. To Capernum He made appeal after one fashion; to Jerusalem, in another. When He came the soul lies open unarmed to the adin contact with Rabbi Nicodemus, He vances of sin. Opportunity plays into the hands of evil as the lonely hours master in Israel. When by the wayside wear on. Midnight on earth is mid-noon is the plays of the hands of evil as the lonely hours wear on the hands of evil as the lonely hours wear on the hands of evil as the lonely hours wear on the hands of evil as the lonely hours wear on the hands of evil as the lonely hours wear on the hands of evil as the lonely hours wear on the hands of evil as the lonely hours wear on the hands of evil as the lonely hours wear on the hands of evil as the well He talked with the gossipy woman of Samaria, He was as homespun in His speech as a next door neighbor. He gauged accurately His blundering, boy-ish, big-hearted disciples, and taught Lust hovers at every corner, weaving her

with accordingly. The acuteness of the commercial traveler has passed into a proverb. Most admirable, from the pro-fessional point of view, is the quickness with which he reads humanity, detects the selling qualities of goods and grasps and works the best methods of pressing them upon the customer. He is wide awake, all awake, and has the faculty of waking up every one else. He is sur-charged with that Protean power which the Apostle Paul declared was one of the master secrets of his own success in religious work. He has mastered the art of becoming "all things to all men." That tongue-worn phrase does not mean that one should become so witless in creed and shiftless in deed that he never amounts to much of anything to any one It is an inspired italicizing of the worth of genuine business tact in Christian character; that sharpening of experience concerning secular life; that quickening of insight into human nature, which you to do it. A master in politics-of course

of insight into human nature, which you business men acquire from grinding against the world. Paul's life was like that of his Master, a practical illustra-tion of this principle. When he addressed then, he is smirched! A leader in society -then his raiment is flecked! Successful in business-then there are chapters in his career that will not bear light! Athenians he spoke as a rhetorician in polished Greek, and embellished his periods with poetic quotations. When he faced the rustic dwellers in Lystra hood, by the grace of God, can be kept spotless. There are men to-day, upon and Derbe, he chose a text within the horizon of his hearers, and talked of the landscape and the weather. Never would whose hearts are as virgin pure as when he have committed the error of a disin boyhood they kneeled at their mother's There are merchants that have day, who, preaching by special appoint-ment in the chapel at Vassar College, their for handled vast fortunes and never soiled ment in the chapel at Vassar College, stood before that "rose bud garden of girls" and announced as his text, "I that have won the highest honors of the state, and not a leaf of their laurels is write unto you, young men, because you are strong." Text and treatment should if possible shoot closer to the target than withered with a bribe. Men can keep themselves unspotted from the world "Where is your fortress now?" said a that. The homilizing of that hour was as of one who beateth the air. Blunders band of robbers that had decoyed outside barnacle the keel of the church's proghis defences and captured a great gen ress. A perpetual Pentecost of common sense is needed to ensure her spiritual Striking his breast, he cried. eral. ress. The citadel of the human will, "Here!" efficiency. Not of the world, she is never-theless in the world and for the world. garrisoned by a simple faith, and a clear conscience toward God and man, is im-pregnable. But defence is not easy. To

that point, that quickness of perception that choice of language, that pithy per-sistence in argument that is so conspicu-ous a feature in the commercial life of issue of their lease, to convert them into fac-tact, for the world of business, spiritu-

4. "Let us go into the next towns."

look upon the face of death. There is grandeur in the sight and miniature world. Art loves to dwell there. Business resorts thitherward. The collision of minds, the shock of ideas Life becomes intense and full of ished. Pleasure wears her richest robe lives.

his years that he earns the right to have written above the resting place of his dust, "Here lies an honest man." 3. "Let us go into the next towns." This call implies the possession of Tact. Each city is an individuality, and must be treated accordingly. Jesus, in the tead accordingly according to have the grandeur of the city is a cloak of danger. Beneath this brilliant, bustling surface, dire temptations lie in ambush. They mass themselves with special power about the commercial traveler, unpro-tected by the bulwark of home shelter; removed from the strong shielding of tender affection; unsustained by the girdorder to charge. With a ringing cheer those brave fellows rushed straight up a ing of social sympathy. When the veils of night begin to fall about a great city, and the shutters go up on the windows of When the veils metropolitan districts were each dealt with after their kind. Galilean methods business, and the trade marts are all against a breast work manned by seventy deserted, and the only apology for men. issue was not doubtful. They were mowed down, dashed back, slain to the last man. It was a custom for the tribe with whom they fought to strip the dead bodies of their conquered foes, and, if they were high officials, to bind their wrists with a red cord, a token of highest in the pit. Then are all the kennels of uncleanness open, and all the packs of dignity. When the army came, eleven vice unleashed. Bloated Bacchus goes bodies were found upon the mountain side, a red cord around every wrist. Lust hovers at every corner, weaving her siren spells. Chance. with card and dice, In business success, the prime factor is tact. Every "next town" and next cus-tomer must be read, translated, and dealt with accordingly. The acutement of the fuence, and the heart throbs with They were only a handful of men from the rank and file, but they won the badge of heroes. Their foes had deemed them a constellation of chieftains. ism that is playing everywhere about it and the being begins to quiver under the lowliest life here, to-day, slumber the elements of heroic grandeur. The Pa-tience, that plods on in the beaten track baleful charms of sin, as an electromete vibrates in the thunder storm. For the of right; the Conscience, that neither toil nor irial can swerve from the pole of is a fierce, hot pleasure in sin. The Bibl never disguises it, always allows for it, always emphasizes it. Were there no truth; the Fidelity, that can instill great pleasure in draining the mantling and earnestness into little duties; the Sympathy, that lends a hand to another's creaming wine cup, none would barter manhood for drink. Were there no pleas-ure in the rattle of dice and the clink of burden, even when one's own heart is overweighted — these all are nobility, upon the underside. God looks at things from the underside. To His eye, these simple forces, as they are deployed upon oin, none would play ducks and drake with money and morality at the gaming table. Were there no pleasure in the mere nerve thrill of sensual gratification the hidden battle-plain of the heart, may merit a crown more glorious than the none would sink humanity into animality and wallow in the swinish sty of Epi urus

Character must be strung with spiritual nerve, if it is to be kept unspotted from the world. Men have almost come to Make much of your life. emphasis of being, not on obtaining your rights, but on performing your duties, believe that it is impossible for anyone which is only another name for the rights of others. Live not for the applau men, but for the "well done" of Christ Live not to amass wealth, but to enrich the world. Jesus lived not for what He in his career that will not bear light! the world. Jesus lived not for what he "Impossible to keep unspotted from the world!" Never give that falsehood cur-rency. Nail it to the counter. Man-hood, by the grace of God, can be kept whatever be the next town that we shall make, be it some stopping place here, or that staying place over yonder, let us earnestly strive in the spirit of Christ, eek to set the prose of our daily life to the rhythm of him who sang: "I live for those who love me

Eleven against seventy.

For those who know me true, For the Heaven that smiles above me And waits my coming to, For the cause that lacks assistance, For the wrongs that need resistance For the future in the distance, For the good that I can do."

Armsby on Drummers. The year is yet too young to have made a showing on the markets, but the uni-versal verdict is that stocks in the jobpers' hands were never so small. There is no breaking of prices and as soon as the knights of the

The Michigan Tradesman wepnespay, FEBRUARY 26, 1890. journeys with you, and He alone can How Postage Stamps are Prepared. Crockery & Glassware ennoble existence, cultivate companion-ship with Him. A great sculptor who starch, or rather its dextrine, which is had for years been engaged in producing acted upon chemically and then boiled, a statue of Jesus, was asked to make forming a clear, smooth, slightly sweet one of Diana. He said, "I cannot; my mind is saturated with the face that for mixture. Each sheet of stamps is taken separately, placed upon a flat board, and edges covered with a light metal ame. Then the paste is smeared on years has been hovering in thought be-its edu fore me. I can chisel nothing now that frame. is less sublime." Think about Him as you travel from place to place. Work in partnership with Him. The uplift of placed on a pile with others to dry. His constant presence in your thought Great care is taken in the manufacture you will refuse to let it down to lower less. This gratifying fact has been conlevels. Think much of the mystery of His Divine love for you. Think of the made by an eminent chemist. After the gumming, another pressing in the hydraulic press follows. Then another majesty of His purposes of help for all men. Think of the splendor of His promises; of the exhaustless riches of His grace; of the solemn faithfulness of counting-in fact, stamps are counted no less than thirteen times during the pro-

His warnings. Think of all He suffered to save you from your sins. Think of cess of manufacture. The sheets are then cut in half, each portion containing what a crown His teachings and His love 100 stamps, this being done by girls with have put upon human live. He alone ordinary hand shears. Next follows the can unfold to you the worth of being. The main reason perhaps that most of us perforation, which is performed by ma-chinery. The perforations are first made do not attain to larger things is that we in a perpendicular line, and afterward in a horizontal line. Another pressing have a belittling ideal of life. But he in a horizontal line. Another pressing who spends his time with Christ will follows—this time to get rid of the gain an ever deepening sense of the raised edges on the back of the stamps latent grandeurs of existence.

made by the dies, and this ends the man-Immense possibilities are stored in all ufacture. A separate apartment is de-voted to the picking and sending off the stamps to different postoffices. It will In the mountain fastnesses of Spain during the Peninsular War, a squad of soldiers, eleven privates with a be seen by this account that any absurd sergeant, became seperated from their regiment. As they were scrambling up clean properties of postage stamps is utthe steep slopes, a signal from the com-mander to return was mistaken for an terly without foundation.

British Fuel Scarce and High.

Supplies and prices of fuel for manufacturing purposes are attracting attention in England. In view of an undoubted The scarcity of fuel, some have contended that the enhanced price would bring its own cure by stimulating production, but the present outlook is apparently for continued high rates for coal. To solve, if possible, the question of fuel supply, demand and prices, the *Ironmonger* has sent enquiries to leading British collieries The general tenor of the replies is that the present coal prices, high as they are, are fully warranted by the demand, which is in excess of the supply, some correspondents placing the excess as high as 35 per cent. No increase in supplies is thought probable. The open ing of new mines is necessarily slow, and So it ever is. The commonplace is only undeveloped sublimity. In the the scarcity of skilled labor is a further impediment. The existing mines appear to be working to their full capacity. The Ironmonger says that the effect of the recent advances in miners' wages has actually been to reduce production. The supply of coke is not equal to the demand, and in this trade also the demand for higher wages is a disturbing feature. On the continent the price of fuel has also advanced with, so far as known, little or no gain in the production.

Western Michigan. Send

for our wholesale price



LAMP BURNERS

WE SHALL BE PLEASED TO SEND ANY NUMBER OF ANY DENOMINATION OF BOOKS. AT REGULAR PRICE, AS A TRIAL ORDER.

BLIVEN & ALLYN,

maintain its battlements unbreached merits the rebuke which, nineteen centuries ago, she invited from the Master, when He said that the children of this world were wiser than the children of world were wiser than the children of light. Her purposes will succeed because they are practical, and not simply be-cause they are pious. Every church should master the science of moral mechanics. we have the science of moral mechanics. We do No church will go of itself. Its enterprises will not advance merely because they are praiseworthy, any more than a worship the Lord thy God, and Him only would drag a train without shalt thou serve."

At the core then, religion and business fire or track, because its boiler was full of holy water. Good motives stand still without good methods. A square stick cannot be fitted to a round hole, even High aim and high tone, tact and nerve, cannot be fitted to a round hole, even figh and and indiverse tact and herve, though the attempt be made with singing and prayer. A story is told of a man who fell into a river through the ice. A fence rail was hastily thrust out to him. After catching it two or three times and losing his hold, he shouted, "Turn the stick around, you are giving me the ice end." The parable is pertinent. Too hear the old familiar words ringing with often the church presents the world with the "ice end." Men go slipping off be-cause there is a failure to discern and over into that abiding place which is employ the best practical modes of reachacross the frontier line of eternity; to be those whom we seek to attract. no longer a traveler, but to become a Church aisles and corridors should be worked as traveling men work a city. A congregation should be measured as a salesman sizes up his customer. Every timbers of some car? Will you be member of the Christian church should snatched from the earth in some awful keep as wakeful an eye to his Father's rush of flame, or sink out of this life bebusiness as the man who is representa-tive of vastly less important affairs. Let death come stealing up in the lonely keen-witted head-pieces be geared with Christian heart power, and the worth of city, or will you manage to reach home Through such living mechanisms alone before you start out upon the last trip? Through such living mechanisms alone can the gospel be brought fully to bear upon the need of the world. In certain directions a minister is handicapped. Men are seldom genuine in his presence. At his approach they mask and pose. But you, friends, can deliver, on the road, sermons that will thrust home to many hearts more effectively than any speech uttered in the pulpit. You can reach andiences in the street and store that give a special emphasis: "Let us go audiences in the street and store that give a special emphasis: "Let us go will sit complacently untouched in the into the next towns." One there is You can uphold the truth with- who stands ready to make all life's been the captain of a whaler.

grip get fairly at work again orders will commence flowing in, and we think that we shall see a trade for the first six months of this year far in advance of a ONION SETS. which the tempter launched his fiery not mean that trade would not continue were they withdrawn from the field; business was done before their advent in the commercial world, and would be again done were they withdrawn, but is there any of us that wants to go back to the old semi-annual visits of the country merchants with the big purchase of stock to last until the next trip and six months credit to go with it? No, the world has moved onward, and short credits, almost daily purchases and an army of salesmen carrying the markets to the doors of the merchants are the results, and instead of merchants are the results, and instead of being a necessary evil, as they are fre-quently called, they are a necessary blessing. They are as a class a keen, upright set of educators. We don't believe that there is either an employer or customer that will not admit cheerfully that they can gather many an item of valuable information from their travelers. As a rule, they are good judges of credit, and you will most always find in a failure that the houses that have the best traveling men lose the least money, and last, but not least, they are a set of royal good fellows. We know the newspapers love to write them up as men with cheeks of brass and ears of tin and eyes of steel and while traveling men are not all angels, yet there is no profession where it pays better to be a gentleman both in dress and address than theirs, and to-day the slovenly or impudent traveling men, (if there are any such) would soon find

> Could Paddle, Anyway. Tommy (after a whipping)-Say, pa,

did you ever go to sea? Father-No. Why?

Tommy-I thought vou must have



GROCERIES.

How to Keep Certain Food Products In Good Condition.

There are few grocers who do not carry in stock certain kinds of merchandise which are more or less subject to some deterioration and loss by exposure to the air, heat, cold, moisture or by contact with other articles possessing communicable odors. When this state of affairs occurs, it generally becomes a source of annoyance to the grocer, who, either from a lack of knowledge required for the care of the articles in question or of the methods of preventing their contamination, stops carrying them in stock, or else does his utmost to restrict their sale as far as it is possible without too much loss to himself or inconvenience to his customers. By following the few simple suggestions which I shall give, the grocer will not only be able to keep his stock in prime, fresh and attractive condition for a considerable time, but also be enabled to derive a substantial benefit therefrom, which can be accomplished by a little timely and persistent labor and, in many instances, without much expense.

of the fish absorbing oxygen from the air, and can, to a great degree, be pre-vented by keeping the fish under the brine and tightly covered. The brine must be poured off and fresh, strong brine be used to replace it every week or time and a faw bandfuls of rock or Lixtwo, and a few handfuls of rock or Liverpool salt added to make the fish retain their natural color. The brine used must, in every instance, be sufficiently strong to float an egg or potato partly out of the water. Brine can be made expeditiously with dairy or Liverpool salt, but when, from economical or other reasons, rock salt is used, it must be prepared some time before using, either by heating or by gradually allowing it to dissolve. When the latter is decided on, getting a start.

Roasted and ground coffees, ground spices in bulk or paper packages, cocoas the salt is to be placed in a suitable vessel or barrel filled with water and occasionally stirred to aid solution. The more salt used, the sooner is the brine ready for use. Whenever any brine is be obtained either ready made or made ready for use. Whenever any brine is removed from the barrel, more water and to order in every conceivable form and variety of decoration. salt are to be added, so as to keep a stock on hand ready for use. The following

Rice, sago, tapioca and similar far-inaceous products are to be stored in either clean barrels or bins; in the latter, method of displaying salt fish of this description is one that I have personally tried and which I can highly recommend. have them lined with tin. It makes an attractive exhibit and ex-Table salt, especially in small sacks, poses only a small quantity of fish: On

table, stand, counter or other device, in an empty sugar barrel or box with a suitable cover. By placing quicklime in arrange a series of glassware, crockery or agateware dishes, of any desired the same storage room with salt, it will depth, with the different kinds of fish absorb the moisture in the air and keep u keep in stock-one or more of each the salt dry.

you keep in stock—one of ninte of exposed kind—the least possible number exposed being the object to be attained. The fish Chocolates, figs, dates, citron and other peel and dried fruits should be kept in a glass showcase. to be returned to their respective glass showcase. By using a self-measuring molasse

barrels at closing time every evening, unless previously disposed of, and the are, all the loss and the disgusting filth of the old method of drawing syrup are done away with, making the operation show that, if a man wants to rise in the dishes are to be frequently cleaned. By following this method, the dirty-looking barrels can be kept in the cellar or fish a "joy forever." room and so much more room and clean-Wool, Hides, Tallow and Furs.

liness will be obtained in the store. The full barrels of fish that have not been opened must be occasionally filled with brine through the bung holes and the position changed, that is, after standing on one end for some time they must be

Dried salt fish, such as codfish, must be kept covered in a cool, moist place. If you handle much of this commodity, also of the pickled kind, it would be very advantageous to have a separate cellar or room specially arranged for their storage, which must embrace the following essentials: It must be in a cool, dark while some lots are held strongly 2 to 3 cents above the market, the general tone by sprinkling the floor with brine, or else keep the brine in open vessels in differstronger. dried fish, and will also keep it from get-ting fired ?? When the the ting "red." When the above conditions indifferent buyers, scanning selections are impossible, the dried fish can be kept and condition very closely. Trade is in good order by covering with sacks in fair.

brine and renewing the application frequently.

be placed over the top.

done once a day, at least, and will keep the butter in good and clean condition. Lard, olive oil, nuts, flour, meals, crackers and similar articles must be ship to Those Who Rise in Life. kept from proximity with any of the above-mentioned or other odorous sub-The trouble with most men who have ideas is that they do not know anybody stances, to prevent disagreeable conse-Flour must be kept in a dark, quences. dry, cool place, having a free access of

upon whom to unload them. This is why most mechanics with improvements upon machinery, farm laborers with new thoughts about crops, stock and cultivaair and an even temperature. A room lined on the inside with tin or zine, with tion, clerks who have thought out ways in which their employers' line of bus-iness might be increased, never make to give him a hand." the edges carefully soldered, would be the acme of perfection, as it can be kept sweeter and cleaner than one composed

GET ACQUAINTED.

anything out of their new ideas. of wood, in the crevices of which particles of flour are apt to collect, and, from cles of flour are apt to contect, and, nom the impossibility of removing them, they ultimately become musty and breed weevil, which are afterward communi-cated to the flour in storage. If a room of this kind is out of the question, the next best thing is a stand made of strong

boards in the shape of a table, raised about two feet from the floor, having the legs, sides and top covered with sheet trades" (as he had), "but if you don't

iness might be increased, never make anything out of their new ideas.
iness might be increased, never make anything out of their new ideas.
iness might be increased, never make anything out of their new ideas.
iness might be increased, never make anything out of their new ideas.
iness might be increased, never make anything out of their new ideas.
iness might be increased, never make anything out of their new ideas.
iness might be sure to get along."
iness may ou'll be sure to get along."
The writer followed this advice, and the consequence is that he has nothing to grumble about.
''My boy,'' said the old gentleman, ''P ve taught you half a dozen different trades'' (as he had), ''but if you don't get acquainted with anybody but the good fellows who work alongside of you, you never will get ahead. Look at provide the luxury of an increase in daily regiption the luxury of an increase in daily regiption the imagines he is in a fair way to ruin his legitimate trade on the very articles never any the per bol.
iness might be increased in fair own congregations hever know when to start a revival of the low of the per bol.
iness might be increased in fair way to ruin his legitimate trade on the very articles the per bol.
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iness might be increased in fair way to ruin his legitimate trade on the very articles the per bh.
iness might be sure to start a revival of the per bh.
iness might be sure to start a revival of the per bh.
iness might be sure to start a revival of the per bh.
iness might be sure to start a revival of the per bh.
iness might be sure ton start arevival of the per bh.</l tin or zinc, with the edges well soldered, tin or zinc, with the edges were solutioned, get acquainted with anybody but the for the above-mentioned reasons. It will likewise prevent rats and mice from get-ting at the flour, provided the stand is placed some distance from convenient update distance from convenient placed some distance from convenient for the above-mentioned reasons. It will placed some distance from convenient for the above-mentioned reasons. It will placed some distance from convenient for the above-mentioned reasons. It will placed some distance from convenient for the above-mentioned reasons. It will placed some distance from convenient for the above-mentioned reasons. It will placed some distance from convenient for the above-mentioned reasons who work alongside of you, you never will get ahead. Look at peo-ple in our own town and you'll see what for the above-mentioned reasons who don't get for the abov acquainted with anybody but other preachers and their own congregations are a constant source of trouble, from their liability to become oily, rancid and rusty when the barrels are opened and the contents exposed for sale. This is occasioned by the fatty or oily particles of the fish absorbing oxygen from the air, and can, to a great degree, be prelength of time. Olive oil, flavoring ex-tracts, olives, fruits in glass or canned, He was right. The more I looked

must be kept in a cool place where the sun cannot strike them. Hams, bacon and other smoked and around, in compliance with his advice, the more I saw that he knew what he

marked, should be hung up in a cool, dark, dry place. Cheese, after being cut, should be kept in an air-tight safe lined with tin. This will keep the cheese from becoming moulder or dry. The the cheese from becoming will keep the cheese from becoming mouldy or dry. The whole cheese kept in storage should be placed on shelves,

down. I used to do house painting. Several house-painters, men of better brains than mine, have succumbed to "painters" onlie? and devit herem whet whet whet was separately, and brushed and turned over colic" and don't know what else to fall every few days, to prevent the cheese from rotting, or the "cheesemites" from back upon for a living. I used to plant corn at twenty-five

cents a day beside a big-brained fellow who hated to see human hands do slowly in bulk or paper packages, teas, crackers and the like should, in every instance, be what might quickly be done by machin-ery. He devised a corn planter. He kept in tin canisters or boxes, which can was not on familiar terms with anyone outside of his own set, which was that of common farm laborers. He talked his idea to them, they talked it to others,

and, finally, it was talked about in the presence of a quick-witted fellow, who quickly patented it in his own name. The real inventor swore and talked a great deal when he heard of this. One can be kept clean and dry by placing it day, a square, wide-awake man who had some money asked the poor fellow why he hadn't come to him.

"Because I didn't know you well enough," said the unhappy inventor. "It's nobody's fault but your own," said the wide-awake man. "Men of

All this doesn't mean that you should

world, he ought to get acquainted more with the people with whom he wants to associate or do business. It does not The sales of wool have been small the mean that you should force yourself upon past week. Marufacturers have sold some man of affairs and demand that he some worsted and piece goods. Such interest himself in your ideas, but that buyers take a little wool at fair prices, ing acquainted with such men about you but those using the lower grades canvass as seem more successful than yourself.

price, which they are sure to get before the rounds among the dealers are made. Incess plans which you may have, are a man of good stuff, if you want them to be in condition to listen to you when you While some lots are held strongly 2 to 3 want to get financial support for any

business project. In the small towns and in the rural situation and only ventilated from the is to sell. The market can be said to be is to sell. The market can be said to be districts, this advice is easy enough to follow. True, everybody knows everyvery irregular, with foreign some body, and a man, no matter how poor, who doesn't know everybody worth know

ent parts of the room. This will prevent excessive evaporation of brine from the market at a low price, apparently to stay has only himself to blame. In the cities and large towns, it is not so easy to form acquaintances, but the fault is not with

PRODUCE MARKET that they didn't know, either; that they Dealers hold winter fruit at \$2,250 didn't envy him his luck, for he was always a good fellow and had never for-gotten how to feel brotherly to a work-

\$2.50 per bbl., Beans-Dealers pay \$1.25 for unpicked and \$1.30 for picked, holding at \$1.60 per bu. Beets-40c per bu. Butter-There is no improvement in the mar-ket and no prospect of any improvement. While fancy grades of creamery and dairy are scarce and in active demand, low grades are common as mud and about as sluggish and useless, so far as business is concerned. ingman. Next, I asked the leading capitalist of the town, who said: "Why, he not only has brains—as lots of our men have—but he's man enough to use them. God bless him! I wish usiness is concerned. Buckwheat Flour—\$4 per bbl. fo there were a dozen more just like him.

Instead of being content to stay down at the bottom of the ladder and grumble, Cabbages—\$5@\$6 per 100. Cheese—Fair stock of full crean

11@12c. Cider-9@10c per gal. Cooperage-Pork barrels,\$1.25; pr

per peck (7 qts.) box. Turnips-30c per bu.

PROVISIONS

The Grand Rapids Packing and otes as follows: PORK IN BARRELS. Mess, new. Alas, for Jones! The stuff he is making Mess, new. Short cut. Extra clear, pig, short cut. Extra clear, heavy. Clear, fat back. Boston clear, short cut. Clear back, short cut. Standard clear, short cut, best. Standard clear, short cut, best. Mams, average 20 lbs. where, and the only way he can come out even is to advance the price of his special sale stock. Here is where the curses come home to roost. None of his old 16 lbs.... 12 to 14 lbs picnic best h " best boneless.... Breakfast Bacon, bonele Dried beef, ham prices... Long Clears, heavy.... Briskets, medium..... light LARD-Kettle Rendere consumer does not think he is paying too Tierces much for his goods until some simpleton Tubs..... 50 lb. Tins..... proposes to sell them cheaper. After that, they may be given to him and he LARD-Refined. Tierces 30 and 50 lb. Tubs.

 It have a sneaking feeling that he is
 30 and 50 lb. Tubs.

 will have a sneaking feeling that he is
 31b. Pails, 20 in a case.

 being cheated. There are hundreds of
 31b. Pails, 20 in a case.

 the necessities of life being sold to-day
 10 lb. Pails, 6 in a case.

 by our grocers on which they realize
 20 lb. Pails, 4 in a case.

 by our grocers on which they realize
 50 lb. Cans.

 little or no profits, simply because someone has insisted on making these goods
 Extra Mess, warranted 200 lbs...

 leaders somewhere in the dim past.
 SAUSAGE_Fresh and Smo

 Keep Books.
 Pork Sausage_Fresh and Smo

 will have a sneaking feeling that he is being cheated. There are hundreds of

Pork Sausage..... Ham Sausage..... Tongue Sausage..... Frankfort Sausage.

Blood Sausage.

0 .	FRESH MEATS.	W
nted to	Swift and Company quote as follows:	
attea to	Beef, carcass 41/2@ 6	A
esman.	" hind quarters	B
d that	" fore "	
a chiac	" ribs 7 @ 7½	
ad not	" tongues @10	С
him to	Hogs @ 5 Bologna @ 5	C
attend	Pork loins	
l gone,	" shoulders @ 5	P
ok over	Sausage, blood or head	
	" liver	
could	Mutton @8	
To his		
, indi-	OYSTERS and FISH.	M P
twice.	F. J. Dettenthaler quotes as follows:	S
just at	FRESH FISH.	S
nd Mr.	Whitefish	Ĩ
After	Trout	
l to the	Halibut @15	
	Haddies @ 7	
?" Mr.	Ciscoes @ 6	N
	OYSTERS—Cans. Fairhaven Counts	S
	Selects	-
ebster.	F. J. D.'s @20	G
ks. If	Anchors	C
d have	Standards @16 Favorites @14	Ē
d bill."	OYSTERS-Bulk.	E
a bill,	Standards @\$1 15	
	Selects. @ 1 50 Clams @1 50	F
ed and	Scrimps	S
e could	Scallops @1 50	
	Horseradish @ 75	H
to keep	Shell oysters, per 100	1
howing		1
	CANDIES, FRUITS and NUTS.	1
be an	The Putnam Candy Co. quotes as follows:	1

STICK.

Wholesale Price Current.

The quotations given below are such as are ordinarily offered cash buyers who pay promptly and buy in full packages.

Strange Contraction			
in the mar- ement. While	APPLE BUTTER. E. J. Mason & Co.'s goods 6	DRIED FRUITS-Citron.	SHOE POLISH. Jettine, 1 doz. in box
ry are scarce re common as less, so far as	AXLE GREASE. Frazer's \$2.60		SODA.
or New York	Aurora	DRIED FRUITS-CUITAILS. Zante, in barrels @ 5% " in less quantity @ 6%	Boxes
	BAKING POWDER.		TEAS.
am commands	Absolute, ½ lb. cans, 100811 75 " ½ lb. " 50810 00 " 1 lb. " 50818 75	Turkey 5 6 5½ Bosna 6 64 64 California 8 @10 0	Fair
roduce barrels	" 11b. " 508.18 75 Acme, ½ 1b. cans, 3 doz 75 " ½ 1b. " 2 " 150 " 11b. " 2 " 150 " 11b. " 1 " 3 00 " bulk 20 Our Leader, ½ 1b. cans 45 " 11b. " 160 " 11b. " 160	DRIED FRUITS-Peel. Lemon	JAPAN-Regular. Fair
a fair demand	" 1 lb. " 1 " 3 00 " bulk 20	Lemon	sun cured. Fair14 @15
e held at 8@	Our Leader, 1/1b. cans 45 "1/21b. " 90	Farina, 100 lb. kegs	Good
iggisii. Deal-	Telfer's, 1/2 lb. cans, doz 45	Macaroni, dom 12 lb box 60 "imported @ 9½	Good
ngs and hold	Telfer's, ¼ lb. cans, doz 45 " ½ lb. " " 85 " 1 lb. " " 150 BATH BRICK.	Pearl Barley 2½@ 2¾ Peas, green @1 10	BASKET FIRED. Fair @20 Choice
, \$4.35 per bu.; bu an comb com-	English, 2 doz. in case 80 Bristol, 2 75 American. 2 doz. in case 70	Sago, German @ 6½ Tanjoca fi'k or p'rl 6@ 7	Choice
b.	American, 2 doz. in case 70 BLUING. Dozen Mexican, 4 oz 30	Wheat, cracked @ 5 Vermicelli, import @10	GUNPOWDER.
dealers freely \$1.25. Spanish	Mexican, 4 oz	" domestic @60 FISH-SALT.	Common to fair25 @35 Extra fine to finest50 @65 Choicest fancy75 @85
50-lb. case.		Cod, whole 5 @ 6 " boneless 6½@ 7½	IMPERIAL.
he same, deal- n demand.	No. 2 Hurl 1 75 No. 1 "	Halibut	Superior to fine40 @50
ommands \$4.50	No. 2 Carpet	"Holland, bbls 12 00	YOUNG HYSON. Common to fair18 @26 Superior to fine30 @40
commands \$1	Common Whisk	" Scaled	001.0374
	BROOMS. No. 2 Hurl. 1 75 No. 1 " 200 No. 2 Carpet. 2 25 No. 1 " 2 50 Parlor Gem. 2 75 Common Whisk. 90 Fancy 1 20 Warehouse. 2 75 BUTTERINE 8UTTERINE	Orlange 10 PARINACEOUS GOODS. 04 Farina, 100 lb. kegs 04 Hominy, per bbl. 300 Macaroni, dom 12 lb box. 60 "imported	Common to fair
	Warenouse. 2 10 BUTTERINE Dairy, solid packed	Trout, ½ bbls	Fine to choicest55 @65 ENGLISH BREAKFAST. Fair25 @30
Provision Co.	" rolls 13 Creamery, solid packed 13½	White, No. 1, ½ bbls5 50@5 75 "12 lb. kits1 00	Fail
10 50	" rolls	" Family, ½ bbls	monianas Alass
10 50 10 50 12 00 12 00 11 50	Hotel, 40 lb. boxes. 10½ Star, 40 3½ Paraffine 12 Wicking 25	GUN POWDER. 5 25	TOBACCOS-Plug. S. W. Venable & Co.'s Brands. Nimrod, 4x12 and 2x1237 Reception, 22-5x12, 16 oz36 Vinco 126 41/ to 25
12 00	Wicking	Half kegs	Reception, 22-5x12, 16 oz36 Vinco, 1x6, 4¼ to 1b
11 30 12 00 12 00 12 00 0 or Plain.	Clams. 1 lb, Little Neck1 20 Clam Chowder, 3 lb2 10	Harris HERBS. Sage	Neception, 22:5x12, 16 02
or Plain. 8½	Cove Oysters, 1 lb. stand1 10 " 2 lb. "1 90	JELLIES. E. J. Mason & Co.'s goods 6	Trinket, 3x9, 9 oz
	Lobsters, 1 lb. picnic1 75 " 2 lb. "2 65	Line Chicago goods	Jas, G. Butler & Co.'s Brands, Something Good
6½ 	" 1 lb. Star	No. 1	Peach Pie 38 Wedding Cake, blk 38 "Tobacco" 38
	Clams, 1 lb, Little Neck	Pure. 30	TOBACCOS-Fine Cut.
5¾ 6 6	" 3 lb soused	Calabria	Hiawatha
ed 6¾	Salmon, 1 lb. Columbia	MATCHES.	Our Leader
	Sardines, domestic 1/48 5	MATCHES. MATCHES. No. 9 sulphur. 260 Anchor parlor. 170 No. 2 home 100	Our Leader
	Sardines, domestic 14s	13xport parlor	1101 109, 2 02
61/	Trout, 3 lb. brook 2 60 CANNED GOODS-Fruits.	MOLASSES. Black Strap	
6% 	Apples, gallons, stand	New Orleans good 94(298	8 2, per hundred
		" choice	
7 60 7 00 8 50 noked.	Damsons	Ontentari barrels, se extra OATMEAL. Muscatine, Barrels Half barrels 0 "Cases 215@2.25 POLLEP DATES	counts: 200 or over 5 per cent.
noked. 8 50	Gooseberries 1 00 Grapes Green Gages 1 15@1 33	"Half barrels3 00 "Cases2 15@2 25 ROLLED OATS	1000 "
	Peaches, vellow, stand1 75@1 8	Muscatine, Barrels @5 75	VINEGAR. 40 gr
	" seconds 1 10@1 4 " Pie 1 11 Pears 1 22	" Cases2 15@2 25 01L,	\$1 for barrel MISCELLANEOUS.
	Pincennles 10001 b	Michigan Test 94	Cocoa Shells, bulk 5 PAPER & WOODENWARE
	Quinces	Water White	
	wnortleberries	Medium	lows: Straw
llows:	CANNED VEGETABLES. Asparagus, Oyster Bay	"** 2 b01	" Light Weight200 Sugar
$\begin{array}{c} 5140 & 614 \\ 3140 & 614 \\ 3140 & 4 \\ 8140 & 9 \\ 7 & 0 & 714 \\ 0 & 0 & 10 \end{array}$	CANNED VEGETABLES. Asparagus, Oyster Bay	" T. D. full count 75 Cob. No. 3	Hardware
	" Stringless, Erie 9 " Lowis' Boston Baked 14		
@ 5	Corn, Archer's Trophy10 " " Morn'g Glory 10 " " Early Golden.10	Carolina head	" No. 24 TWINES.
634@ 7 			0011011, 10. 2
	" soaked	0 Japan	Sea Island, assorted 40
	" " sifted1 65@1 8 " French, extra fine1 5	- C 24 package	No. 6 "
SH.	Mushrooms, extra fine2 1 Pumpkin, 3 lb. Golden@1 0 Succotash, standard90@14	0 24 packages 10 5 Common Fine per bbl	WOODENWARE. Tubs. No. 1
llows:		$\begin{array}{cccccccccccccccccccccccccccccccccccc$	WOODENWARE, Tubs, No. 1. 7 00 "No. 2. 6 00 "No. 3. 5 00 Pails, No. 1, two-hoop. 1 50 "No. 1, two-hoop. 1 50 "No. 1, three-hoop. 1 50 "Clothespins, 5 gr. baxes. 60 Bowls, 11 inch. 1 00 "1 3." 1 35
@ 8 ¹ / @ 8	Squash 1 1 Tomatoes, Red Coat 95@1 0 Good Enough95@1 0	O ASILOII DU. Dags	Pails, No. 1, two-hoop 1 50 "No. 1, three-hoop 1 75
	" stand br 95@1 0	0 Warsaw " " 35	Bowls, 11 inch 1 00
····· @ 7 @ 6	CHEESE. Michigan Full Cream 11½@12	SALERATUS.	" 15 " 2 00 " 17 " 275
	Sap Sago16 @165 CHOCOLATE-BAKER'S.	" Dwight's Com	assorted, 17s and 19s 2 50
@20 @18	German Sweet	8 " pure 514	Baskets, market 40
@16 @14	Cocoa	8 Our Leader 434 SEEDS.	""""""""""""""""""""""""""""""""""""
@\$1 1	DIGHIGHTEN CITY	Coroway 9	" " No.2 6 25 " No.3 7 25
@ 1 5 @1 5	0 " 200 "	Hemp	2 " splint " No.1 3 50 " " " No.2 4 25 " " No.3 5 00
(@15	0 CHICORY.	Anise	GRAINS and FEEDSTUFFS
1 00@1 5 	2) CONFEE_Green		TThito
d NUTS.	Rio, fair. @20 "good	French Rappee, in Jars	All wheat bought on 60 lb. test. FLOUR.
as follows:	" fancy, washed @23	SOAP. Detroit Soap Co.'s Brands. Superior	Ari witcas bugit of no in. test. FLOUR, Straight, in sacks
	" golden	Superior	5 Patent " sacks 5 20 " barrels 5 40
	Mexican & Guatemala 22 @23 Peaberry	Mottled German	0 Bolted 100

The advice which Daniel Webster gave to a neighbor of his, in the following anecdote, might be followed with advantage by many people. Indeed, the reader will be likely to think that it might have heap followed to new people advector belogna, thick..... been followed to very good advantage by Mr. Webster himself. On one occasion, a man presen

to give him a hand."

Mr. Webster a bill for payment. "Why, Mr. N—," said the state "it seems to me that I have paid bill."

Keep Books.

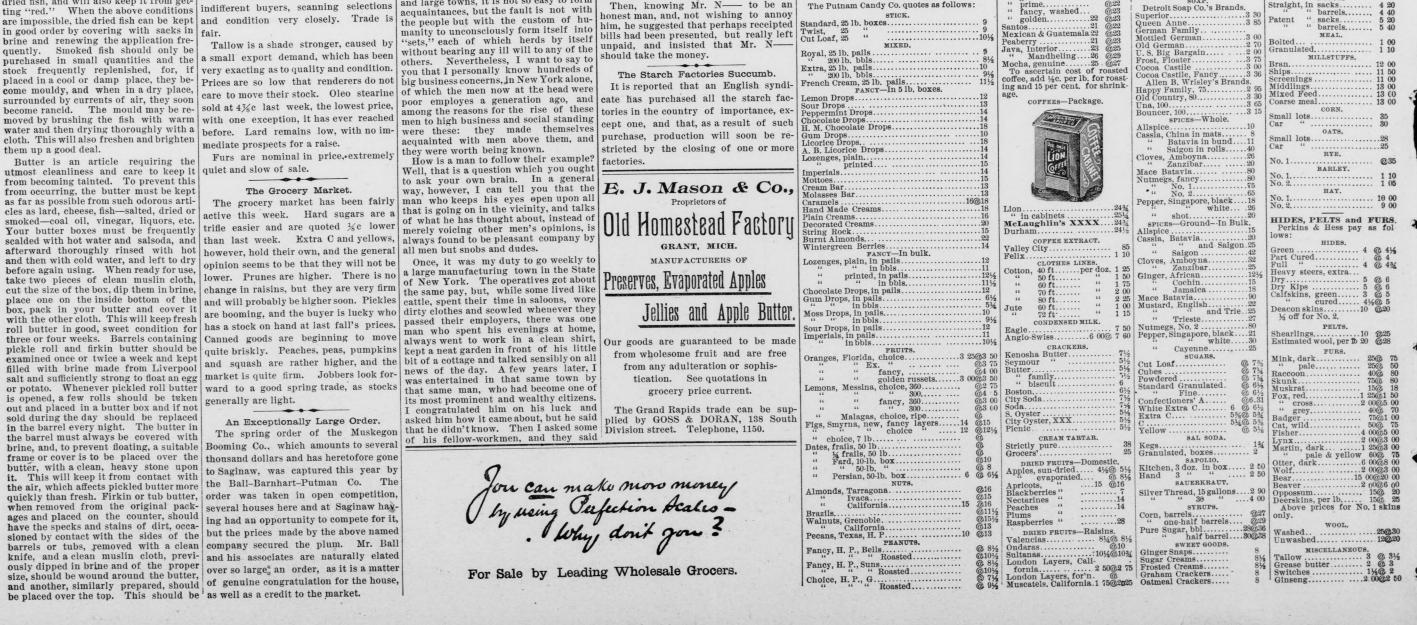
Mr. N-- protested that it has been paid, and Mr. Webster told call in a few days and he would to the matter. After the man had Mr. Webster asked his clerk to loo a quantity of bills and see if he find a receipt for the amount. surprise two receipts were found, cating that the bill had been paid In due time Mr. N- called, j the dinner hour, as it chanced, a Webster invited him in to dine.

the meal was over, they proceeded business in hand. "Mr. N—, do you keep books a Webster inquired.

"No," was the reply. "I thought so," sa said Mr. W "Now, I advise you to keep book you had kept books you would known that I had this receipte (showing him one).

Mr. N- was greatly surprise ortified and apologized as best h for his mistake. "Yes, it is always a good plan

books," continued Mr. Webster, s him the second receipt. Then, knowing Mr. N---- to



Drugs # Medicines.

State Board of Pharmacy. ne Year-Ottmar Eberbach, Ann Arbor. wo Years-Geo. McDonald, Kalamazoo. hree Years-Stanley E. Parkini, Orosso. our Years-Jacob Jesson, Detroit. resident-Jacob Jesson, Detroit. resident-Jacob Vernor, Detroit. Scamuror-Geo. McDonald, Kalamazoo. Mestings during 1890-Grand Rapids, March 4 and 5; ar Island, July 1 and 2; Marquette, Aug. 13 and 14; ansing, Nov. 5 and 6.

Lansing, Nov. 5 and 6. Michigan State Pharmaceutical Ass'n. President-Frank Inglis, Detroit. First Vice-President-F. M. Alsdorf, Lansing. Sec'd Vice-President-Henry Kephart, Berrien Springs Third Vice-President-Jas. Vernor, Detroit. Becretary-H. J. Brown, Ann Arbor. Treasurer-Wm Dupont, Detroit. Executive Committee-C. A. Bugbee, Cheboygan; E. T. Webb, Jackson; D. E. Frall, East Saginaw; Geo. Mc-Donald, Kalamazoo; J. J. Crowley. Detroit. Next Meeting-At Saginaw, beginning third Tuesday of September, 1890.

Grand Rapids Pharmaceutical Society. esident, J. W. Hayward, Secretary, Frank H. Esco President, J. W. Hayward, Secretary, Frank Grand Rapids Drug Clerks' Association. President, F. D. Kipp; Secretary, Albert Brower. Detroit Pharmaceutical Society ent. J. W. Allen: Secretary, W. F. Jackma

Muskegon Drug Clerks' Association. sident, C. S. Koon; Secretary, J. W. Hoyt.

Why Rich Men's Sons Nearly Always Fail.

"Hundreds of young men of fine natmiserable failures in life merely because they have rich parents," said one of the oldest and most successful wholesale merehants in the city, the other day. "If they were thrown upon their own re-sources from the start, many of them would not only succeed in a monetary ural ability and thorough education make miserable failures in life merely because would not only succeed in a monetary would not only succeed in a monotonic sense, but would become worthy and in-fluential citizens. As it is, the majority through whom he could work it to the adulteration has since been done bere fail, simply because they lack incentive. Over thirty years ago I started in bus-Over thirty years ago I started in bus-iness with scarcely any capital, but with plenty of courage and energy, and a firm resolution to accumulate enough to place my family in comfort in my old age. Never allowing myself to forget this object for a moment, I have succeeded beyond my most sanguine hopes. Now have a son who recently graduated at a prominent institution of learning. In-stead of selecting a profession, he looks forward to a life of activity in a mercan-tile pursuit, and has commenced works as an assistant shipping clerk in my estab-lishment. The work is hard and the pay small, but as he masters the business he small, but as he masters the business he will advance. After a while he will earn his way through the various departments to a desk in the counting room. It may take several years, but the practical knowledge thus gained is essential to a successful business career, and, besides, successful business career, and, besides, it is a knowledge obtained only by such work. Of course, I could have placed him in the counting room at first at a good salary, but this would not have given him the necessary experience, nor have enabled him to obtain the independence and self-reliance that comes with a battle to the strong, neither yet bread to thorough mastery of business. In the years to come that boy will have a knowlyears to come that boy will have a knowl-edge of business that will always find but time and chance happeneth to them him employment should financial reverses all. come. But, as a rule, financial reverses

never come to men with such a training. If rich fathers would encourage their If rich fathers would encourage their sons to work through such an experience, they would see the day when their sons would hese the day when their sons they would see the day when the sons the day when the sons the day when the day when the day they would see the day when their sons would bless them for it. Idleness will ruin any young man."

Developing Genius. Ralph Waldo Emerson

Genius unexerted is no more genius than a bushel of acorns is a forest of oaks. There may be epics in men's brains, just as there are oaks in acorns, but the tree and book must come out before carrying a passenger to New York. we can measure them. urally recall here that class of grumblers and wishers who spend their time in longing to be block there there there in the second seco longing to be higher than they are, while they should be employed in advancing sailor, either—but, one day, I made up themselves. How many men would fain go to bed dunces and wake up Solomons! skill were all the capital I had and that themselves. How many men word that skill were all the capital 1 had and go to bed dunces and wake up Solomons ! skill were all the capital 1 had and in some I must get my living out of them in some I took months of thinking and who sow dunce seed, vice seed, laziness seed, usually get a crop. They who sow wind reap a whirlwind. A man of mere "capacity undeveloped" is only an or-"Capacity undeveloped" is only an organized day dream, with a skin on it. A flint and a genius that will not strike fire there were any passengers or not. I are no better than wet junkwood.

A Passenger Rebuked.

A Florida steamer got into a dense fog while on her way down the river. A bury some of the other fellows—owners the captain, who was at the wheel, and asked why they had stopped. "Too much fog; can't see the river," the word "contriving" has an ugly the motives of a certain daily in a paighbor.

How to Make Money.

There is an old saying which reads nus: "Lay even a snake's head away A Drug House Employs a Turk to Mix thus: seven years and you'll find a good use for it, if you turn it over once a week in the meantime." I don't advise you to act accordingly

as far as snakes' heads are concerned, but there is a wealth of good sense in the feeling that prompted this odd saying. It means that you will find use for any thing, no matter how insignificant and

"turn it over;" that is, he did not set a Turkish workman who was an adept at

here. best advantage. Most people are a good deal like him. monest work which requires the least you should think frequently and long, all over and all around, about any property cause someone you know has more property or quicker wits.

Right here let me wedge in a verse of Scripture, which is worth rolling over in your mind a great many times:

"The race is not to the swift, nor the the wise, nor yet riches to men of under-

Your time and chance will come Keep your brains ready to make the best while your head is full of something else, you may make up your mind that you are going to get left.

Old Commodore Vanderbilt used to tell a good story that bears on this point:

We very nat- wasn't much money, but money was so

follow.

there were any passengers or not. I made a good many trips alone, but, in the course of time, my boat became a recognized ferry. It was the starter of my line of ocean steamers and all the money I made afterward. I've helped to ADULTERATED OPIUM

the Drug with Other Substances.

From the New York Trib The sale of adulterated opium is causing no little stir among the druggists of this city. It has been suggested that the Board of Health be called upon to take some action to stop the practice, while

unless you find some way of using it. General Fremont, the famous "Path-finder," used to tell a pathetic story of a miner who starved to death on the rich-Fremore at the rest of the story of a starved to death on the rich-ferior article look like a first-class one. Fremore at the story of a starved by their success the firm her the story of whisky ducts for article look like a first-class one.

Aceticum

The head of the firm which is putting Boracic Carbolicum vdrochlor Nitrocum Oxalicum Phosphorium dil. Salicylicum Sulphuricum.... Tartaricum. Aqua, 16 deg. 18 deg.

Carbonas . Chloridum Black... Brown. Red....

sale druggists. Mr. McKesson, of McKesson & Robbins, said to a reporter Yellow of the Tribune: "I know that a firm here Cubeae (po. 1 60..... has been adulterating opium, because I had some of it analyzed and found it to Juniperus Xanthoxylum ... be below the standard required by the United States government. While we

lopaiba have not lost any customers because the Peru.... Terabin, Canada Tolutan firm sells adulterated opium cheaper than we can sell ours, which is of the standard quality, yet considerable trouble CORTEX. has been caused us. I do not think that, Abies, Canadian ...

because some opium is used viciously, it Cassiae Cinchona Flava is a good thing to adulterate it. When a Euonymus atropur Myrica Cerifera, po Prunus Virgini.... Quillaia, grd..... physician prescribes the drug, he expects certain results. If the medicine is weaker than he thought it was, his cal-culations are set at naught." safra Ulmus Po (Ground 12) Another source of danger from the use EXTRACTUM.

of the inferior article was pointed out. If the physician finds that the ordinary discrete the ordinary discre Haematox, 15 lb. box. dose does not produce the desired re-sult, on account of the adulteration of the drug, he increases it. The prescrip-tion may be renewed by a different drug-Carbonate Precip.... Citrate and Quinia... Citrate Soluble... Ferrocyanidum Sol. Solut Chloride... Sulphate, com'l..... gist, who would, perhaps, have on hand opium of a first-class quality. In a case

like this, serious consequences might In the meantime, the druggists are much disturbed over the subject, but it is not likely that they will be able to take any steps to prevent the sale of the Anthemis Matricaria adulterated drug until the State Pharma-

ceutical Society holds its regular meet-Barosma Cassia Acutifol, Tin-nivelly Alx. Salvia officinalis, ¹/₄s ing, which will not be until next fall. Caustic Criticism of an Honest Editor.

m the Davison Index A P. of I. friend of ours raises some

objections to our publishing matters con-cerning the order which are not compli-Acacia, 1st picked... ["] 2d " ["] 3d " ["] sifted sorts... mentary to it—which, by the way, troubles the "rest on 'em." He wishes us to let up on them, if from no other motive than that of "policy." This we consider as kind on his part, yet at the same time we must decline to act upon " po Aloe, Barb, (po. 60). Cape, (po. 20)... Socotri, (po. 60). Ehu, 1s, (1/2 s, 14 1/4 s, Cate 16) Amn his suggestion. Our policy is, and ever will be, to uphold the right and denounce Assafœtida, (po. 30) the wrong. We consider the P. I. move-Camphoræ..... Euphorbium po ment, from its very inception up to date, unrighteous and misleading; therefore, it comes within our province to raise our small voice against it. As regards the dualacum, (po. 55) Kino, (po. 25).....

A Novel Project.

ACIDUM.

AMMONIA

ANILINE.

BACCAE.

BALSAMUM.

18... 1/28... 1/48...

FERRUM.

pure

FLORA.

FOLIA.

GUMMI.

Accacia Zingiber

Ipecac... Ferri Iod

800

ura Ursi.....

enzoicum

When it was stated some weeks since in the newspapers that the building of a in the newspapers that the building of a milk pipe line from a point in New York State to New York City was projected, there was a rather general smile, and the matter was treated as a joke. The projectors were, however, it seems, in sober earnest. A company with a capi-tal of \$500,000 has, it is announced, been formed, at Middletown, N. Y., for the nurness of constructing such a line some pharmacists favor bringing the purpose of constructing such a line. state of affairs is made by the consumers matter before the State Pharmaceutical The proposed method of forwarding the of eggs, but the proprietors of more anabout once a week, on an average, as I go through this world and notice how people remain poor because they don't improve the advantages within their reach. Having an advantage is no good unless you find some way of using it. General Fremont, the famous "Path.

miner who starved to death on the rich-est vein of gold-bearing rock that ever had been discovered in the mineral belt of the Far West. There was plenty of gold in the rock—it made twenty fortunes afterward — but the discoverer didn't know how to get it out, and he was not the kind of man who realized that his brains were given to him to he used so ferior article look like a first-class one. Encouraged by their success, the firm be-from the blue grass regions and beer everyone who is conscientious, pains-taking and resolute, and will not desert

From the Pittsburg Dispatch. It is painful to learn that the last ex- him, whatever may be the fate of his ample of pernicious activity in the line exertions in other respects.

Wholesale Price Current.

Advanced-Borax-(po), Cuttle Fish Bone. Declined-Gum Opium-(po), Cloves-(po 120 160 500 2800 330 80 80 330 . 80 . 150 Carb..... Chlorate, (po. 18)..... po Capsici Fructus, af... 20@ 25@ 15@ 20@ 10@ 16@ 25 30 20 25 50 12 18 Arum, po. Galamus... 400 5 Gentiana, (po. 15)... 110 13 Glychrrhitza, (pv. 15)... 120 14 Hydrastis Canaden, (po. 45)... 2 0062 25 Inula, po... 2 5063 00 Jalapa, pr... Maranta, ½5. Podophyllum, po... 1 5562 00 Rhef... German 46 Corks, list, dis. per ayllun. cut.... Spigelia anguir ..1 85@2 00 8@ 10 25@ 30 nguinaria, (po 25). 70@ @1 45@ 40@ Serpentaria. Senega Similax, Officinalis, H 30 50 45 " M Scillae, (po. 35)...... Symplocarpus, Fœti-dus, po........ Valeriana, Eng. (po.30) " German... Ergota, (po.) 60. Flake White... Galla... Gambier... Gelatin, Cooper... Zingiber a..... Zingiber j..... SEMEN. Anisum, (po. 20). . . Apium (graveleons). Bird, 1s..... Bird, 1s.... Carui, (po. 18)... Cardamon..... Corlandrum..... Cannabis Sativa. 33@ 11@ 13@ 14@ 16@ ipterix Odorate enugreek, po. Lini Lini, grd, (bbl. 4)... Lobelia.... Pharlaris Canarian.... Rapa Sinapis, Albu... '' Nigra. 1%@ Lycop Macis SPIRITUS. Frumenti, W., D. Co..2 00@2 50 "D. F. R....1 75@2 00 75@2 00 10@1 50 75@1 75 Juniperis Co. O. T. 75@3 50 75@2 00 75@6 50 25@2 00 25@2 00 10@ Saacharum N. E.. Spt. Vini Galli.... Vini Oporto Vini Alba..... 25@ 35@ 10@ SPONGES. Florida sheeps' wool @1 2 00 Co.... Picis Liq, N. C., ½ gal 1 10 doz Picis Liq., quarts ...
 1 10
 Picis Liq., quarts
 G1 00

 85
 pints
 G1 70

 91
 Hydrarg, (po. 20)
 G 50

 61
 Piper Nigra, (po. 22)
 G 18

 75
 Piper Alba, (po 55)
 G 35

 76
 Piper Alba, (po 55)
 G 35

 71
 Pulwis Ipecac et opil..1
 10G1 20

 Prethrum, boxes H
 & C.P., doz
 G 35

 60
 Quassiae
 G 444

 50
 Yerthrum, pv
 303
 35

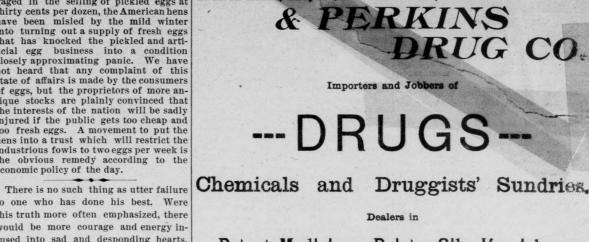
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 G 34
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 Salacin
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 35

 60
 Salacin
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 36
 Grass sheeps' wool car riage Hard for slate use.... Yellow Reef, for slate use 0 50 55 35 0 SYRUPS.



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@2 00 @1 00

DECORATION

F. J. WURZBURG, Wholesale Agent,

GRAND RAPIDS.

of ruinous overproduction is presented

Patent Medicines, Paints, Oils, Varnishes. Sole Agents for the Oelebrated Pioneer Prepared Paints.

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WEATHERLY'S MICHIGAN CATARRH REMEDY.

We have in stock and offer a full line of

Whiskies, Brandies,

HAZELTINE

Cins, Wines, Rums.

DRUG CO.

191

We are Sole Agents in Michigan for W. D. & Co., Henderson County, Hand Made Sour Mash Whisky and Druggists' Favorite Rye Whisky.

We sell Liquors for Medicinal Purposes only. We give our Personal Attention to Mail Orders and Guar antee Satisfaction. All orders are Shipped and Invoiced the same day we receive them. Send in a trial order. Hazeltine & Perkins Drug Go., GRAND RAPIDS, MICH. CURE WHITE LEAD L& COLOR WORKS 11 67 DETROIT, LATEST ARTISTIC A sure cure for the Russian Malady is SHADES @ 40 70@ 75 @ 10 32@ 35 selling like Hot Cakes. OF FOR Order a sample dozen of your jobber. Interior Price \$8 per doz. Or sent prepaid to any AND part of the U.S. on receipt of \$1 or six for \$5. EXTERIOR

"La Grippe" Medicine Co. 252 Grandville Ave., GRAND RAPIDS. - -MICH.

BANK

Him

by

him Shoe

E

POLISHINA LIQUOR & POISON RECORD Auranti Cortes.... Rhei Arom.... Similax Officinalis replied the cautious captain. COMBINED. Salacin Sanguis Draconis Santonine Sapo, W..... M.... plied the cautious captain. "But," said the tourist, "you can see people who are underhanded and tricky, but it doesn't necessarily mean anything to the order, they do not concern us. If you but it doesn't necessarily mean anything to the order, they do not concern us. If you shellac sound. It often is used to describe Co... (TRADE MARK REGISTERED.) Acknowledged to be the Senega Scillae but it doesn't necessarily mean anything have watched it closely, you will also the captain, "but until of the sort. The inventor is contriving have noticed that it has not said anything Tragacanth 35 35 Best on the Market. the stars overhead.' Co. The Best Furniture Finish in the Market. Specially adapted for Pianos, Organs and Hard Woods. Tolutar E. A. STOWE & BRO., GRAND RAPIOS Seidlitz Mixture. Sinapis..... the boilers burst, we are not going that when trying to find a method of making Prunus virg HERBA-In ounce packages in its favor, outside of the communicaeasier some kind of work; so is a priest way tions sent to it for publication. But that Absinthium Eupatorium TINCTURES. Sinapis. Gopt.... Snuff, Maccaboy, De Voes. Snuff, Scotch, De. Voes Soda Boras, (po. 13). Soda carb..... Soda, Carb..... Soda, Bi-Carb..... Soda, Sulphas. Spts. Ether Co The passenger went to bed. or preacher, rabbi or teacher, when he tries to win some bad man from his evil journal can stultify itself and ignore that Aconitum Napellis R. Polishina will remove grease and dirt, and will add a lustre which for beauty belia. Majorum Mentha Piperita "Vir tries to win some bad man from his evil ways. General Sheridan, for whom the lusion to the honest toilers of the soll, RELIABLE FOOI For Infants and Invalids THE MOST and durability cannot be excelled. Polishina is clean and easy to use, as full directions accompany each bottle. Aloes. ways. General Sheridan, for whom the lusion to the nonest toners of the solution whole nation mourned, was essentially a for the sake of a "10 per cent." or two contriving man. He used to say that he that it imagines it will get by patting Before They Quarreled. and myrrh. NGE'S Arnica Asafœtida Atrope Belladonna. Benzoin "Why, darling, what can be the matter ith these onions !" he ejaculated, as he Rue... wasn't half as smart as some of his vour order on the back; that is no reason Thymus, classmates—he knew he wasn't; but why the *Index* should follow such a bad cetum, V. FOOD with th Polishina is put up in LARGE BOTTLES pushed back his plate. The young wife burst into tears. MAGNESIA. Co. Twenty-five Cents. some other people knew that, during the war, while some of these smart fel-our friend is intended to mean that if Calcined, Pat..... Carbonate, Pat Carbonate, K. & M... Carbonate, Jenning5. Polishina market. Try it, and make your old furniture look fresh and new. Sanguinaria. "There, 1 told the grocer they smelt Spts. Ether Co Barosma Cantharides. Myrcia Dom..... Myrcia Imp..... Vini Rect. bbl. awful! And I soaked them in that nice our friend, is intended to mean that if @2 @2 lows were sleeping or joking, Sheridan lows were sleeping or joking, Sheridan was thinking hard—contriving or trying to contriving source way to make the level best to crush you !' That is an-Cardamon.... "Co cologne vou bought me since vesterday Polishina is for sale by all Druggists, Furni ture Dealers, Grocery and Hard WAYNE COUNTY SAVINGS DETROIT, MICH. to contrive some new way to make the best possible results with the force he of the workings of this great do-good or-morning, too !" @21 OLEUM. 500,000 TO INVEST IN BONDS Absinthium Amygdalae, Dulc... Amydalae, Amarae. .5 00@5 5 Castor @1 10 234@ 334 234@ 3 234@ 3 . 28@ 1 .. 28@ 1 .. 50@ ..9 00@16 ... 7@ Issued by cities, counties, towns and school dis-tricts of Michigan. Officers of these municipali-tics 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 inquiries will BEWARE OF IMITATIONS. . 45@ 75 .8 00@8 25 .1 90@2 00 Traveling Post Office. der-to try and throttle the press. Cinehona FOR SALE WHOLESALE The Berlin postmaster has just inaugu-Grant was another contriving man. Co. Right here we wish to state to you that Auranti Cortex. Columba rated a very practical post office. Large postal carriages, from ten o'clock in the called him stupid, but his adjutant-gen- what we have written or may write re-HAZELTINE & PERKINS DRUG CO., 25 Conium 00 Cubeba... 40 Digitalis 65 Ergot... 75 Gentian 40 " Co Bergamii Cajiputi Caryophylli Cedar morning till seven in the evening, trav-erse the whole city and serve both as was red-hot at the front, Grant would sit individual members, but at the organiza-GRAND RAPIDS, MICH, .1 35@1 40 . 35@ 65 January, 1890. S. D. ELWOOD, Treasurer. Zinci Sulph. letter boxes for receiving the mail and as post offices in which employes classify on the ground, listen to all reports that OILS. lopodii
 75
 Gen...

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 Guica

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 " ammon

 3130
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 316 50
 Hyoscyamus

 1061
 Iodine

 100
 Iodine

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 " Colori
 . @1 .1 35@1 Whale, winter Lard, extra..... Lard, extra.... Linseed, pure raw... Lindseed, boiled Neat's Foet, winter strained Spirits Turpentine.... PAINTS. Red Venetian Ochre, yellow Mars... " Ber Putty commercial Bbl. Ga Begin the New Year Right! 0 35@ 20@1 and stamp the letters as they are thrown in. They are thus ready to be forwarded issue an order that would speedily im-By using the "Complete Business Register," the best arranged book for keeping a record of Daily, Weekly and Monthly Sales, Expenditures, etc. Call at "The Tradesman" office and inspect SUSPENDED! 45 61 64 Your order did all the harm it was on their arrival at the central station. Nearly an hour is thus gained in the transmission of the mail matter. So were Sherman and Joe Johnston; if they hadn't been, the war would still be rechthito etc. Can a the books. 50 49 bbl nltheria Ferri Chloridum E. A. STOWE & BRO., Grand Rapids. Kino Lobelia. Myrrh. Nux Vomica. Opii "Camphorated. "Deodor. eranium, ounce ossipii, Sem. gal oing on. Don't fear that to be contriving is to 1% 20 20 20 going on. CINSENC ROOT. uniperi... The Drug Market. Quinine is firm with good demand. Opium is somewhat easier. Borax is scarce and advancing in price. Gum Putty, commercial "Better PECK BROS., Wholesale Druggists GRAND RAPIDS. Auranti Cortex... 13@1 75@8 70@7 camphor is very firm. Cuttle fish bone follow that you are trying to get some good intentions, has employed the bar rcia, ounce Quassia . Rhatany barous means that this P. of I. have has advanced. Cloves have declined. Castile soaps are advancing. Malaga olive oil is higher. The Proceedings Out. Secretary Brown informs THE TRADES-The trying to get full value out of whatever that all business is gambling or theft-petence without injuring any other man. Turn your business over in your mind other man's money away from him; you cis Liquida, (gal.,35) Cassia Acutifol NELLERRO Hig " white Whiting, white Span... White, Baris American White, Paris American Whiting, Paris Eng. cliff Co Serpentaria . nium. By 'olutan . eratrum Veride. it dare not give publicity as to its Sassafras. officers—as is stated regarding the lodge here—then one of two things exists— either the officers themselves are ashamed to be known as such outside of the state of the officers. MAN that the printed proceedings of the Michigan State Pharmaceutical Association with the state of the state Stepeotyper JE TTIN Photos Zinc Engraving 40@ 00 15@ Michigan State Pharmaceutical Associa- light on all sides of it. Warranted ot to Thicken, The P. & B. cough drops give great either the officers themselves are ashalled to be known as such outside of the order, or their workings will not bear an honest Bichroms Bromide. LEO LEADS SLUCS, BRASS RULE tion are now out and will be mailed to D&METAL FURNITURE MINDLE ERIEST GRAND RAPIDS MICH. MARTELL BLACKING 15@ 13@ 37@ all the members of the Association before ing. See que ate satisfaction. the end of the week.

The Michigan Tradesman

What Woman Can Do

ured to Order the slightest trouble of reasoning on it, and no sane man can do that. Six of them can talk at once and get along first-rate, and no two men can do that. She can safely shek fifty pins in her reas while he is wetting in the star in th can come to a conclusion without

Wines

How Tob

them.

genuine

the can safely sick fifty pins in her ass while he is getting one under his

She is cool as a cnoumber in half a dozen tight dresses and skirts, while a man will sweat and fume and growl in one loose shirt.

one loose shirt. She can talk as sweet as peaches and cream to the woman she hates, while two men would be punching each other's heads before they had exchanged ten words. the corrise the provide the states and the states into the street. It is not an unpleasant perfume in anywise. It seems an odd combination of flowers, mixed drinks the corrise the street are strong perfume every the corridor and even down the stairs into the street. It is not an unpleasant perfume in anywise. It seems an odd combination of flowers, mixed drinks the corrise the street are strong perfume every the corrise the street are strong perfume every the corridor and even down the stairs into the street. It is not an unpleasant perfume in anywise. It seems an odd combination of flowers, mixed drinks

She can throw a stone with a curve that would be a fortune to a base ball class bar-room and a tobacconist had pitcher. She can say "No" in such a low voice

that it means "Yes." She can sharpen a lead pencil if you

She can sharpen a lead pencil if you give her plenty of time and plenty of pencils. She can dance all night in a pair of shoes two sizes too small for her, and en-

shoes two sizes too small for her, and enjoy every minute of the time.

She can appreciate a kiss from her husband seventy-five years after the marriage ceremony is performed.

She can go to church and afterward tell you what every woman in the congregation had on, and in some rare instances can give you some faint idea of what the text was. She can walk half the night with a

colicky baby in her arms without once expressing the desire of murdering the infant.

She can-but what's the use? A woman can do anything or everything and do it well.

She can do more in a minute than a man can do in an hour, and do it better. She can drive a man crazy for twentyfour hours, and then bring him to par-adise in two seconds by simply tickling him under the chin, and there does not live that mortal son of Adam's misery who can do it.

A Talk About Eggs.

From the New York Sun

A man busily engaged in holding eggs before a candle attracted the attention of a reporter the other evening. An interview was the result . "What are you doing ?" was the result :

dent families buy cracked eggs, and they are as good as any eggs not cracked, but they must be used within twenty-four dozen saloons in this city. There are ours." "Is that not an old-fashioned way of hours

testing eggs ?"

"Yes; but experience proves it to be the best, and it is quick. An expert can the best, and it is quick. An expert can handle 30,000 eggs a day. It has been tried to test eggs by water. A good egg will sink and a bad egg will float, but you cannot find a speckled egg that "What makes speckled eggs?" "What makes speckled eggs?" a way."

way." "What makes speckled eggs ?" "Lying in one position. An egg should not be left many days in one position. If an egg is turned every day, it will keep a long time. An experiment was keep a long time. An experiment was lon. That's twenty cents a bottle and once tried by D. H. Dennis, president of less than a cent a drink on an average. once tried by D. H. Definis, president of ress than a central of the autifue of an average, the base of the base o

any mustard at all, and a good pepper, cinnamon or ginger without a lot of those fore they get upon the tables of the best hotels?

spices in the stuff. In flavoring extracts, "It takes about four days, becaus science is knocking the natural fruits out they are bought in bulk in the country, and must be carefully assorted before altogether. In that compartment we have essences of pear, vanilla, quince, being placed on the market."

being placed on the market." "How are imported eggs kept from spoiling on a voyage?" "They are carefully watched and turned. They come in cases easy to handle, and an expert soon learns to handle them quickly. It adds about a quarter of a cent a dozen to the cost, but we can pay that and the freight and yet sell the eggs that come from France and centrated lemonade. orangeade. sarsasell the eggs that come from France and centrated lemonade, orangeade, sarsa-

THE LAIR OF THE . ADULTERATOR. place actually exists, and the nefarious traffic is actually conducted above described. We could there, as and Liquors could give precise locality, but it is the policy of the Analyst to expose such frauds, and d Extracts are Manufact not to advertise them.

Have You an Office in Your Store

The selling end of your store is prob bly all right. Your clerks are undoub edly polite and anxious to please. stock is probably kept in perfect order. The windows shine with elbow grease. cession of customers. On the second The floor is spotless in its cleanliness. floor is a vast room cut up by partitions into queer little dens. Clerks rush busily about, invoices come and go and Your show-cases are polished until they shine like the faces in a Sabbath schoo at Christmas time. But how about the busily about, invoices come and go and prosperity seems to hover about the place. There is a strong perfume everyoffice end? Have you any office to which you can retreat for a little private busi-ness chat upon occasion? Is there any particular place in your store to which all your clerks do not have free access? Are not your papers scattered about without order, and can you, at a mo ment's notice, put your hand on any bill you have received during the past six formed a copartnership. Lured proba-bly by this perfume, a reporter found months? We hope that you have a neat his way, during last month, into the place. As he entered, a clerk came forlittle office, and that you are as system atic in caring for it as we would like you to be, but we are, nevertheless, going to preach to you about the necessity of hav-ing such a place and tell what should him and the reporter was long and far the taken a provide the reporter was long and far the following conversa-son from the following conversa-is so arranged, if possible, without sacrificdiscover from the following conversa-tions held on several different occasions: "Business," he said, "was never beting light and space, that it would be screened from public view. Here we would receive all traveling men, and so far as possible look at the samples. ter. We supply, you see, all the men who manufacture cheap, imitation or adulterated goods, and there are lots of affairs of the head of the house, in which These hard times help our trade. could be systematically arranged the cor respondence, bill-files, letter-files, price People want everything cheap, so that the dealer who sells an imitation article can undersell an old fogy rival who only handles straight goods. Take tobacco, lists, catalogues and other papers which can undersell an old fogy rival who only handles straight goods. Take tobacco, for instance. In that compartment we have extract of Havana No. 1 and No. 2, Turkish elixir and opium flavor. I take this piece of tissue paper, sprinkle a drop of the extract on it, roll it up and there you have a cigarette equal to the Honradez. Try it." one may need at any moment to secur some desired information. The desk should permit of locking, and the pro-prietor should teach the clerks to look upon it as his special property, and that it is not to be disturbed by them. We it is not to be disturbed by them. We cannot speak too strongly of the import ance of preserving the catalogues sent by manufacturers and jobbers. Though The reporter tried, as directed, and they may not seem to contain informa-tion which is useful to you to-day, they was surprised at the result. The smoke was remarkably like that of the best

Havana tobacco, and with nine of ten users of the weed would be considered as They will save you from saying a great many "I don't knows" to your custom-ers. The bill files are of great import-"Our largest business." continued the dealer in adulterants, "is in the liquor line. With French spirits and color as a bill has survived its usefulness when the basis, I can make you any liquor you want with our extracts. Here are the paid. It will frequently prove valuable, however, to re-order by, or to settle some point on which memory is not to be essences of Old Tom, London Dock, Swan, Holland and Schiedam gins, the Ine light shines through it. I can see at a glance whether it is cracked or speckled or spoiled. If it is cracked, I set it aside to be sold at a low price. Bakers and confectioners and some pro-dent families how confectioners and some protrusted. It will often save embarrassing discussions with wholesalers if you pre-serve copies of all orders. With the able office furniture to be had, this feat-ure of the store can be made a comfort dials and liquors. To make Old Tom, I take a teaspoonful of French spirits, one of water, three drops of glucose syrup and two drops of the extract. That

Excessive Traveling Charges. The Michigan Legislature at its last ssion had before it a measure of interest to traveling men, to restrict the charges on sleeping cars. The bill passed and brandy aged and free from fusel oil. one House and would probably have gone But there are a great many, especially through the other if the railroad comamong manual laborers, who like it fresh panies had not been active in securing its defeat. It was proposed by this meas ure to limit to \$1.50 the charge that could be made for the use of a sleeping car for one night.

The report of the Interstate Commerce Commission furnishes ample evidence of the need of a reduction in sleeping car cent rye which beats a torchlight procession. It's cheap, too, and stands an It appears that the Pullman Palintelligent dealer in only a dollar a galrates. ace Car Company gets three cents a mile for each one of its cars run over the line lon. That's twenty cents a bottle and of a railroad, and in addition gets whatever other profits it can make out of the passengers. The stock of this company amounts to nearly \$20,000,000, and repre sents a large amount of "water." year, the company earned 20 per cent. on that stock, and in addition it has an

accumulated surplus of \$12,552,000. The Interstate Commission well states that there might be a material reduction in the charges and still very reasonable profits remain to the company. It says that the railroad companies can themselves be held responsible for these ex-cessive charges, as any railroad company voluntarily using a car in its business in legal contemplation makes the car its own for all the purposes of rates and of safe carriage. It cannot escape its duty to charge only reasonable rates on the ground that its cars may not be property, and what is true of the Pull-man Company, according to the Commission, is true of other private car companies, including the Wagner Car Company. On many of the trains which are the most desirable to travel in there are no other cars, and a passenger is compelled to pay these excessive rates or else re main at home or travel on a slower train The Legislature ought to step in and compel a reduction of these excessive rates, and the Interstate Commerce Com-mission ought to do its share in compelling a reduction of charges on interstate business. Sleeping cars have become a necessity to the public, and there is no reason why companies should be permitted to charge these excessive rates.



on the grocer's part the goods sell themselves, bring purchas ers to the store, and help sell less known goods.

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS



Having stood the test of time and the battle of competition and come off victorious, we have no hesitation in recommending to the trade our line of

Our Leader Cigars, Our Leader Smoking, Our Leader Fine Cut,

Our Leader Baking Powder, Our Leader Saleratus, Our Leader Brooms.

WHICH ARE NOW

LEADERS IN In hundreds of stores throughout the State. If you are not handling these goods send in sample order for the full line and see how your trade in these goods will increase.

I. M. CLARK & SON. CURTISS & CO., WHOLESALE Warehouse. Paper TWINE, LATH TWINE, HAY BINDEBS' TWINE, WOOL

ROPE. ETC.

Grand Rapids, Mich.



MANUFACTURERS AND JOBBERS IN

Germany much cheaper than we can sell parilla and root beer. A pound of our western eggs, and some think they are better. We can get them here in about sliced fine, will make two barrels of lemond a good a twelve days from France. England also onade, and a good lemonade, too. You gets many eggs from Germany and want to be careful, though. If the lemon and raspberry extracts are not made by and raspberry extracts are not made by first-class chemists, they are apt to un-

A Good Rule But Hard to Follow.

dergo some funny changes and become oil of turpentine, or something just as "I always make it a point," remarked a leading jobber the other day, "to reply to every communication of a business nature addressed to me. It doesn't mat-

bad. I came very hear being poisoned myself that way one day. "Where do all these goods come from? Well, pretty much from everywhere. Formerly they were all made in France; but now Germany, England and this country have gone heavily into the busi-ness. Germany beats them all, though. ter what it is about, provided only that it is couched in civil language. I do this because courtesy requires that I should; but, aside from that, I find, also, that it is good policy. Time and again in my life I have been reminded by newly secured customers that I was remembered through correspondence opened with me years correspondence opened with me years correspondence opened with me years before, and many orders have come to me through this passing and friendly acquaintance with people. On the other hand, I have known plenty of business men whose disrespectful treatment of

men whose disrespectful treatment of correspondents has been bitterly remembered and repaid with compound interest. Silence is the meanest and most con-temptuous way of treating anybody who wishes to be heard and to hear, and re-sentment is its answer every time."

It is a great mistake to set up our own standard of right and wrong and judge people accordingly. It is a great mistake to measure the enjoyment of others by our own; to expect uniformity of opinion in this world; to look for judgment and experience in youth; to endeavor to mold all dispositions alike: not to yield to immaterial trifles; to look for perfec-to chocolate extract, I could make two hunto immaterial trifles; to look for perfec-tion in our own actions; to worry ourselves and others with what cannot be remedied; not to alleviate all that needs alleviation, as far as lies in construction of the selves of t

drops.

A Good Business Quality. com the Shoe and Leather Revie

People sometimes make the mistake of "Who are our customers? Manufac-turers, spice mills, soda water men, tosupposing that courtesy is a quality specially fitted for the drawing-room, and of very small practical value any where else. Those who act on this prinbacco factories, rectifiers, confectioners, druggists, grocers and liquor dealers. They all want it kept dark, and when we ship goods they are always carefully packed, and there's no sign outside or ciple are guilty of one of the most stu-pid blunders that can be made. Courtesy

packed, and there's no sign outside or seldom inside of what they are, or where they come from. It wouldn't do for a man who advertises 'absolutely pure ex-tracts,' to be seen buying or handling our goods. In fact, they're so careful that they hardly ever come here them-selves, but do their business by mail. Is there much money in the business? Well, if I could make a good, passable are stores in every locality to which peo-ple go because they receive such cour-teous attention; there are other stores which people avoid because they are treated with such abruptness and indifnot to make allowances for the infirmi-ties of others; to consider everything impossible which we cannot perform; to believe only what our finite minds can thes of others, to consider everything impossible which we cannot perform; to believe only what our finite minds can grasp; to expect to be able to understand everything, but the greatest of all mis-takes is to live only for time. It pays to handle the P & B. cough drops. It is doubly rough, because it is very hard to prove to our customers, scientific-dishonest goods. No, thanks. I'd subject our difference between honest and dishonest goods. No, thanks. I'd subject our customers, scientific-dishonest goods. No, thanks. I'd subject our customers, scientific-ally, the difference between honest and striking success in business simply be-customers, scientific-ause of the kindliness of his spirit and the courtesy of his manner. Honesty and ability, without courtesy, lose a good deal of their effectiveness in everyday business life.



