

The Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 26, 1890.

NO. 336.

AWNINGS



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MUST be efficient and PRACTICAL. The best of references furnished upon application. Our

Normal Department is in charge of experienced teachers of established reputation. Satisfactory

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Remus, Mich., Jan. 20, 1890.

Martin's Middlings Purifier Co., Grand Rapids, Mich.

Gentlemen—The roller mill put in by you last August has run from twelve to fifteen hours every day since it started and is giving entire satisfaction.

Your Purifier and Flour Dresser are dandies. I have used nearly all the best purifiers and bolting machines made, and can say yours discounts them all.

Any miller who intends making any change in his mill will save money to use your machines, for they can do the work.

Yours truly,

D. L. GARLING.



Apples,

Potatoes,

Onions.

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BARNETT BROS., Wholesale Dealers, CHICAGO.

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If in want of Clover or Timothy,

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send or write to the

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Cooking a Specialty.

FRANK M. BEACH, Prop.

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A Gentleman's TABLE:

All goods bearing the name

of Thurber, Whyland

& Co. or Alexis

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THE DRUMMER.

Who is it reaches forth his hand, As though he's glad to see me, and Would like to get some of my bread? The drummer.

Who bets one dollar I will not take Five boxes of "Star" on the contract fake, And enters the order "on the make"? The drummer.

Who cheers me up when trade is bad? Who posts me on the latest fad? Who tells me it will pay to ad? The drummer.

Who sells me goods I do not need? Who gives me a first-class feed? Who wants me his advice to heed? The drummer.

Who tells me stories pure and true? Who asks for money not yet due? Who answers my complaint with "pooh"? The drummer.

THE NEXT TOWN.*

"And he said unto them, Let us go into the next town."—Mark 1: 38.

In the name of Westminster Church—Welcome to every member of the Michigan Commercial Travelers' Association, who worship here this morning!

The monument of one of England's treasured dead bears this inscription:

"The Inn of a Traveler on the way to Jerusalem." The legend is one of rare beauty. It marks the tomb as only the tarrying place of the lifeless dust which it enshrines. But with equal aptness might this motto be inscribed upon these walls, within whose sheltering enclosure so many in the full pulse of vigorous life are now assembled. There are those of us who regard this church as an inn for travelers through the world, toward the glorious city of God which is beyond. It gives us heartily pleasure to greet our friends here at our own hearth-side. We keep open house. Our latch string is always out, and for every comer there waits a place and a welcome within. We have builded and we hold this spiritual home of ours, not for ourselves only, but for the sake of all who will neighbor with us, for all who may cross its threshold to seek whatever of shelter and of suggestion it can yield. We rejoice, today, to come into contact with the men who, by their thrift and their sagacity and their untiring energy, are doing so much to weave the web of our State's material prosperity; who are doing so much to apparel our city with commercial honor and prestige. We would have been glad if the day of your visit had been one of sun-lit sky and smiling earth. But, though somber mists may cloak the world without, if there be any radiance in cordial feeling, or any glow in genuine sympathies, we will make it golden bright here beneath our roof tree; and, friends, if we are found wanting in any point of good cheer or warm-hearted hospitality, it certainly will not be for lack of good-will. I speak what I do know, when I say that from the youngest to the oldest of our people, we are all glad to see you here to-day, and glad shall we ever be to see you here at any time.

It is our habit, when we meet on Sundays, to talk over something bearing upon everyday experience, and to try to get light upon dark questions, to get courage for hard battles, to find food for the soul's hunger and balm for his hurts, and with the help of God's Spirit, and from the view-point of God's Scripture, to gain some fresh outlook into life that will help us to live life better. This morning we shall try to run down some of the thoughts that are started by the suggestion which Jesus made to his disciples, when He said, "Let us go into the next town."

A very homely sentence, that, but a very weighty thought is carried by it. 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 nursing of the centuries, and that, striking its roots deep into the heart of things, is spreading ever wider its majestic branches, and rearing ever higher its sublime head, while the short lived generations bloom and fade at its foot. That 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 warrior 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 humanity which eluded the edge of the sword and baffled the wiles of the politician. In the schools of Greece, and in the seminaries of Judea, thought power was resorted to and relied upon as the imperial force that should sway the scepter of the planet; but the failure of mere intellect—power to satisfy the conditions of the mighty problem became lamentably apparent. The world refused to be snared in the subtly-woven meshes of philosophy's net. There was that in humanity that cried out unhelped, after reason had provided her uttermost reliefs. To read this "riddle of the painful earth" was the mission of Jesus. He was here to 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 thought, He grasped the complex and intricate conditions of the problem. Heart-kindled, with loyalty to God and love to men, He meant business. Keen-visioned, He pierced to the simple and divine solution of the Sphinx-like enigma. 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 personality.

That plan of Christ bespeaks His kinship with God. He learned that method from His Father. God's method always

is to reach men through men. When God sent His messengers 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 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 business—personal dealing between men. Nineteen hundred years ago, that young tradesman, as he 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, anticipated the advanced methods of this bustling commercial century when He proposed in the working of this world for God to do it through representative men, that should 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 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 adherents of churches act as though they thought it true that whatever time is absorbed by the secular care of life belongs 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, but 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 substantial 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 consumers, 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 genuine 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 principles are visionary and impracticable; that creeds are cobwebs spun by superstitious 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 conceptions may have had their birth, they are fatally 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 is uttered for each—"Let us go into the next town."

Note the phases of character which are implied in this call to work the next town:

1. It is addressed to men of High Aim. Jesus had good news to tell. He turned to the far and wide. He planned and toiled to carry it to the utmost distance, and to the most people. His entire life energy was condensed into the one effort to spread blessing among as many as He could possibly reach. Burning with desire, His eye was ever on the next town. Tireless in His effort to help. His foot was always sandaled for a forward 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 something to do for the bettering of the world, and dread nothing so much as the failure to do it.

Said a foreigner once to an American: "Where is your aristocracy here in America? Where is your class of men that never did any work, and whose fathers before them never did any work?" "Oh, we have them," was the reply, "but we call them tramps." Neither Scripture nor commerce recognizes any aristocracy of idleness. They know no patent of nobility, save that of helpfulness. The Christian and the business world alike 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 good. Religion secretes the very life forces, which business demands and expends. Her dogmas are storage batteries of character. Her faiths root in facts and fruit in acts. Scripture might be inscribed with the motto which Aristotle prefixed to one of his treatises: "This volume is not so much for knowledge as for action." "My Father worketh and I work," said the Christ. "Whatsoever your hand findeth to do, do it with your might," is His summons to his disciples. He alone is in accord with Christ who seeks to have every capacity with which he may be stored, physical and mental, no less than moral, so wrought out that his life shall yield a rich and splendid

result, honoring to his God, helpful to his fellow-men.

Pitiable is it to see a life deteriorate; to see that clear glow of innocence that halos the brow of youth grow dim and disappear; to see the eye lighted with the flame of an unholy fire; to mark upon the features, as though lined with a pencil, the wrinkle and the leer that betray the meanness and vulgarity that are becoming tenants of the soul. It stirs pathos to its depths to see a life spend-thrift of its splendid possibilities, sinking step by step to lower levels, relaxing its fineness and becoming coarse of fiber and rough of grain. One thing is worse. There is a spectacle that may well fan the furnaces of indignation to a seven-fold heat. It is to see a young man helped down, to watch him initiated into evil by those who have taken their degree in the lodges of Satan; to perceive him introduced to stage after stage in the craft and mystery of vice; to see him led where, in street parlance, he shall "see the lions," and where the smiting of their terrible paws shall leave scars in his soul that shall be hard to heal (soul scars are always hard to heal); to see the torch of vile suggestion applied to his blood until it seethes as though his veins ran with hell broth; to see some low fellow launched into his mind that shall leave upon him a trail of blackness, like smut from the pit, that many waters cannot wash away.

Even when one is wrestling against the overthrow of evil, there are seldom wanting allies of sin, who help to hold him down. Have you read how the Caligone, the English war ship, fought its way out from the island harbor where the tempest menaced destruction? They became convinced on board the vessel that they must go grinding on the reef, or force an escape to the open sea. All the other ships in the fleet had tried it, and, unequal to the effort, baffled, land-locked, were beating themselves to fragments on the pitiless bar. In face of the fierce tides that swept in shore, and the terrific blasts that were driving landward, the Caligone made one desperate effort to pass through the gateway of the reef. It was a battle for life. Down in the machine rooms, in dark and smoke, grimy with soot, dripping with sweat, 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 danger point, and past it. Upon the reeling and pitching deck above, staggered the crew, unable to stand upright before the violence of the gale, scarcely able to see for the blinding spray. At first, the splendid vessel only quivered, and stood still. All power working, she was just held in poise by the storm. A moment later she gained a foot or two, and then a fathom. Most terrible was the struggle, but she kept on winning fathom by fathom straight up into the storm. As she passed the flagship of the American fleet that had just been trying to execute the same maneuver of escape, and had failed, the boys in blue cheered her lustily. Said the British press, "That was the noblest shout that ever rang from any deck." It was the doleful saluting the saved. Have you never seen a sight to remind you of that grapple between the ship and the storm? Have you never seen some poor, sin-battered wreck struggling every energy with a tense and quivering resolve, kindle every power with a heart-sick longing after holiness, and plunge into battle with the desperation of despair, against the surging billows of evil passions and the surging blasts of stormy temptations? What sound of cheers to encourage him who struggles against such frightful odds? Cheers are meager. Sneers are legion. He is not hurrahed. He is hoisted. He is not nerved by sympathy. He is hamstrung by contempt. With an infamous ingenuity, persistent effort is exerted to weaken all endeavor, to relax every resolution and to thrust the struggling fugitive back into the dark shades from which he would find escape.

If to blight another's life be the worst of things, is it not the best of things to be helpers of our fellow-men? Is there more splendid business than that of helpfulness; the steadying of a man that wavers between right and wrong; the putting stamina into the fellow that weakens under temptation; the sustaining of those that would sink if it were not for the sympathetic engirding of some friendly arm; the inciting by word and deed of earnest endeavors after a victory over evil, and after the pursuit of that which is pure and holy. The moment you devote yourself to such a life of help you are in line with God. You are adopting the policy of the Bible. You are doing that for which the Lord Jesus Christ laid down His life on Calvary. God may not have been much in your thoughts, but the one mighty purpose that has ever burned in the heart of Him who sitteth upon the throne is how to help this poor race that is smitten with sin. And "He so loved the world that He gave His only begotten Son that whosoever believeth in Him should not perish but have everlasting life." You may have found much fault with the Bible, and upon its pages may be written many a hard saying and a mysterious teaching, but it proclaims some things simple and some things deep, and none more so than this—it reveals the truth that this world is atmosphere with divine affection. You may never have accepted Christ as your Savior, but you can scarcely withhold your homage to Him as the world's helper. Above the wailing, wretched masses of humanity rises His serene form with an open-armed, wistful, inexhaustible readiness to alleviate all human ill. In His heart there is a place for the neglected gamins of the street. With him is pardon and purifying for the poor Magdalen, victimized by man's brutality, ostracized by man's heartless respectability. He has rescue for the guilt-stained criminal, even in at the eleventh hour, when the death damp beads the

brow. He waits to welcome back the foolish boy that, prodigal of his splendid heritage, with rags for robes, and penitence as his only possession, turns his tired footsteps toward the house he had forsaken. Nor is His mercy withheld from the sinners that, according to the verdict of the world, are eminently respectable. He will not turn away from the godlessly moral, the "faintly faultless, icily regular, splendidly null." 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 den. His grace runs the gamut of earthly want. With Him there is provision for every need of any soul. The essence of a Christ-like life is that which is the crowning honor of a business life, the bringing of help to the want of the world.

2. "Let us go into the next towns." That call is for men of High Tone. Jesus pushed His work by presenting it in person. Most men can read manhood. There are no credentials like those which are written upon brow and bearing. The principle of personal intercourse was insisted upon by Christ, because those who saw and heard could not fail to recognize, in spite of the provincial patois and rustic dress, the accent of truth and the atmosphere of honesty. Goodly aim is in itself insufficient. That must be coupled to goodly method for pursuing it. This note strikes a chord that is universally responsive. Callous to all else, men remain sensitive to what they call personal honor. Those who take no stock in creeds claim to invest only the more extensively in character. Thieves have their character codes. Their standards of personal intercourse are square and straight, according to their own conception of what is right-angled and direct. No man is so lax that he is not rigid upon some point. The ideas of Christ and the world match again. A keen sense of honor is the vertebral column of the business character. And a heart-deep loyalty to principle is the very core of a religious life.

The age is characterized by tricks of trade. Small potatoes persist in violating the law of gravitation, and work their way to the bottom of the barrel. All-wool fabrics get more of their material from the plantation than from the pasture. Yard wide stuffs often measure but thirty inches. Samples look more attractive than the goods. Alum becomes mixed with baking powder, and chicory with coffee. Oleomargarine is substituted for butter, and dudes for men. As school children, we used to write in our copy books, "Honesty is the best policy;" now that we have put away childish things, and exchanged school things for day books and ledgers, we too often write, "All is grist that comes to this mill."

In religion there are similar failures. Faith is adulterated. Character is counterfeited. Much spirituality is shoddy. Oftentimes the world points with scorn at church members, and cries, "Lo, here are men professing to be religious! They condescend to meanness in trade that we would never yield to." When the world hears of a trade transaction with Christians, it winks knowingly and says, "Take care that you are not cheated. What shrewd ones these Christians be!" Men have insisted to me that in their business, on the whole, those that they have had to be most on their guard against were members of churches. This arraignment of the church by the world is somewhat overdone. The slips and the flaws of the Christian are exaggerated. The break-down of the believer is too greedily seized upon, as a sort of reflex compliment to the unbeliever. But where there is so much smoke, there must be some fire. Instances have been known of a want of harmony between profession and practice. There are some people who seem to think that a conventional regard for religious rites on the Sabbath day will warrant their ignoring religious practices on any other day. They invite, and merit, unsparing scorn. Let them be pilloried at the cross-roads of public contempt. If men are found whose religion is all on tongue and skin, and not in heart and blood, let the world smite them, if it will, hip and thigh. Scripture is against them. The church is wounded by them. They betray Christ with a kiss. The Master has scourged them. The hypocrite was the one target against which He launched the woes of His holy abhorrence. If it is true that there are members of churches who, in their dealings with the poor and the unfortunate, close their eyes to sympathies and charity, and, looking only to legal rights and business principles, squeeze out rents and interest, and foreclose mortgages, and insist on forfeitures, though the heart aches, and hope is slain, and life becomes bitter, it is no less true, that such is not the spirit of Christianity, the spirit that "suffereth long and is kind" and that "seeketh not her own." If it be so, that the abnormal and inflated operations of the present day in commerce have a tendency to separate employer and employee, until the mass of wage-workers have ceased to be regarded as persons, and are looked upon merely as hands, it is just as emphatically true that such an attitude receives no slightest countenance from Scripture. A fine figure, that, which we have substituted for the Scripture conception of workmen. Hands! "Four fingers and a thumb," quaintly says some one, "to get as much out of and put as little in as one can, from the master's standpoint." And from that of the employee, "four fingers and a thumb to pick up just as much and let go just as little as one can." From the beginning, the Bible regarded every man as a servant of God, and all His servants are souls. In Bible vocabulary the humblest cash boy is a soul, and the wealthiest capitalist nothing greater. If there are men who, by hiring pews in the church,

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 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 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 on South Division street, as such is not his intention. While he will have an interest in the new Grandville store, his father will manage that end of the business.

The Pomeroy & Lawton grocery stock was sold by Assignee Turner, Saturday, to Hawkins, Perry & Co. for \$633. It had been appraised at \$1,025. The accounts, which had been appraised at \$341, were sold to E. A. Munson for \$50. The real estate, on which there is a mortgage for \$6,000, was sold to Julius Houseman for \$475. After deducting the expenses of the failure from the amount realized—\$1,188—the creditors, whose claims aggregate \$4,894.35, will probably 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 E. Halsenberg in the meat business.

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. H. Hupp succeeds Kremer & Hupp in the grocery business. Hastings—W. H. Meyers succeeds F. G. Deamer in the restaurant business. North Adams—Smith & Crisp succeed Corey & Shepard in the meat business. Big Rapids—The second-hand store of Stillwell & Son has been closed on attachment.

Davidson—Wm. H. Foote and Seth McBratney will shortly open a new hardware store.

Hart—Jas. K. Flood has sold his dry goods stock to A. E. Mateley, late of Kalamazoo.

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

Kalamazoo—J. 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, general dealers, will dissolve partnership April 1. It is understood that Mr. Lindstrom will embark in business at Manistee.

Muskegon—Albert D. Boelkins' grocery store was damaged by fire last Friday to the extent of \$500. Insurance on stock was \$500 and on building was \$300.

Otsego—M. O. Brockway has closed out his grocery stock to Truesdell & Derhammer, who will consolidate their stock with Brockway's. Mr. Brockway takes a half interest in the clothing stock of M. J. Rogan.

MANUFACTURING MATTERS.

Reed City—D. F. Lewis has sold a half interest in his bowl factory to J. C. Richards, of St. Louis.

East Saginaw—Rust Bros. & Co. are putting in several million feet in Cheboygan waters, which will be rafted and manufactured at Cheboygan.

Battle Creek—Fred Griswold, who has been connected with the Michigan Buggy Co., at Kalamazoo, for some time, has resigned his position, to engage in the dry goods business with his father at Port Huron.

Au Sable—The J. E. Potts Salt & Lumber Co. is hauling 500,000 feet of logs by rail daily. The company recently purchased a tract of timber of Alpena parties for \$130,000, and it is said has 800,000,000 feet of standing pine that will go to the mill at Au Sable.

Way City—The case of Charles Johnson against H. W. Sage & Co. has been compromised. Last year Johnson lost a hand in Sage & Co.'s mill, and began action in the Circuit Court for damages. He secured a verdict for \$6,000, and it was understood the case would be taken on appeal to the Supreme Court, but the attorneys came together and adjusted the difference, Johnson accepting \$3,000.

Martin—L. P. Van Deselde has sold the Monitor mill property to Redpath & Campbell, who will use it for storage room, taking possession of the premises April 1.

Harrison—Neff & Prestel's shingle mill, north of this place, was burned a week ago. They have begun the building of a new mill. They haul the product to Harrison, and have stock sufficient to keep the mill in operation several years.

East Saginaw—Articles of incorporation for the Asher Lumber Co., of this city, were filed last week at Lansing, the capital stock being \$100,000. George F. Cross, of this city, and the Asher brothers, of Ford, Ky., are interested, operating a mill at the place named.

Marquette—The old planing mill firm of S. Bice & Sons has been re-organized as Bice, Pendill & Co. They have increased their capital and have begun the erection of a new building to give them better facilities. The new mill will be of stone, 70x135 feet in dimensions. This new mill, in addition to their former plant, puts them in shape to give their orders better dispatch.

Saginaw—Hon. R. A. Loveland, of the Emery Lumber Co. and the Saginaw Lumber & Salt Co., who is largely interested in Canada pine, and Judge Edget are in Washington using their influence in securing legislation of a retaliatory character in the event of the Canadian authorities maintaining the export duty on saw logs. A determined effort is to be made in this direction.

East Saginaw—Rich deposits of bituminous coal of an excellent quality have been discovered near Sebawaing, on Saginaw bay, thirty-six miles from this city, and the work of mining and hauling to market will soon begin. W. L. Webber, who is interested in the coal fields, estimates that there are 15,000,000 tons already in sight. The importance of this deposit to the business and manufacturing industries of Saginaw can hardly be overestimated. It is expected to give Saginaw a tremendous boom.

GRIPSACK BRIGADE.

Herbert A. Filler has recovered from his recent illness, at Kalamazoo, and returned to this city.

Jos. F. Martindale, of the office force of W. J. Gould & Co., is covering the trade of Frank Tilden while the latter is laid up at home.

Frank Tilden, traveling representative for W. J. Gould & Co., of Detroit, is still confined to his home at Vernon on account of the accident to his knee which he recently received in alighting from a train at Greenville. A gash was cut in the knee clear to the bone, which is slow in healing.

Little Doing in Stocks.

There is little doing in either bank, manufacturing or general stocks just at present, owing to the active demand for money in other directions. Should the plaster quarries and gas works be sold to the syndicates now negotiating for the properties, much money would be in the market for investment, which would absorb 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 purchasers will be forfeited and the negotiations fall through.

Purely Personal.

J. F. Crusoe, formerly credit man for W. J. Gould & Co., has severed his connection with Crusoe Bros., of Flint, and resumed his old position.

Grand Rapids Eagle, Feb. 23: "Wm. G. Herpolsheimer and E. A. Stowe, of this city, and F. L. Fuller and Howard Morley, of Cedar Springs, left last night for Harrison, Tenn., the embryo city. The gentlemen are interested in a real estate way. They will visit Chattanooga and Birmingham before returning.

Must See the Smoke.

A peculiarity about the blind is that there is seldom one of them who smokes. Soldiers and sailors accustomed to smoking, and who have lost their sight in action, continue to smoke for a short while, but soon give up the habit. They say that it gives them no pleasure when they cannot see the smoke, and some have said that they cannot taste the smoke unless they see it.

When a merchant reaches success by means of marked intelligence, force of character and far-reaching enterprise, there is no reason why he should not be regarded as one of the most useful men of the day. He must make use of all the modern aids to business, and thus he contributes to the support of the most beneficial progress of the time, which, in many respects, would languish or fail without the assistance thus given. The commercial pursuit, always an honorable one, is taking a higher rank than ever before, because it is thus more or less allied to the advancement which is going forward in all directions.

A Long Search.

Mean Business Man—Seems to me you take a good while for lunch. You've been gone an hour and a half, and yet restaurants are thick as hops about here. Poorly Paid Clerk—I was hunting for a place within my means.

300 STRONG.

List of Traveling Men Working for Grand Rapids Houses.

The following is believed to be a correct list of the traveling men who work for Grand Rapids houses. If any errors have crept into the list or there are any omissions, the same will be gladly corrected in a subsequent issue:

Z. E. Allen—Geo. Gardner, W. R. Reynolds, J. J. Crone.

D. M. Amberg—Samuel Newman, N. B. Carpenter.

Ball-Barnhart-Putnam Co.—J. B. Evans, D. S. Haugh, B. F. Parmenter, C. M. McLain, Robert Hanna, Geo. McWilliams, Anthony J. Quist.

Belknap Wagon & Sleigh Co.—D. W. Johns.

Wm. A. Berkey Furniture Co.—L. D. Berry, Fred Hills, Chas. E. Berkey, Geo. S. Knapp, Geo. B. Stoddard.

Berkey & Gay Furniture Co.—O. N. Bugbee, R. W. Corson.

S. K. Bolles & Co.—Chas. Ellis, Geo. W. Thayer, Jr., Willis P. Townsend.

A. E. Brooks & Co.—Wm. B. Edmunds, Geo. McKay, Henry Dawley.

O. E. Brown Milling Co.—Bert Luton, Brown & Schler—Frank E. Brown, E. G. Warner.

Bunting & Davis—C. H. Cornell.

Cappon & Bertsch Leather Co.—C. C. Harley, R. T. Scott, E. E. Woodford, N. H. Adams, J. Haefner.

Chase Bros. Piano Co.—Geo. E. Boltwood, O. C. Clock, J. H. Campbell, L. C. Banghart.

John Christenson—Hi. Madden.

I. M. Clark & Son—J. E. Ireland, H. A. Hudson, Jas. A. Masie, Sam B. Taylor, Chas. R. Smith, Wm. Vanderveer, Jas. G. Cloyes.

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

Curtiss & Co.—Frank H. White, O. A. Perry, O. C. Shultz.

W. C. Denison—E. F. Snyder, N. W. Barker.

Wm. Druke—G. F. Covell, Charles Druke.

E. Fallas—Fred L. Fallas.

Folding Chair & Table Co.—W. S. Emery, W. A. Sammonds, Geo. L. Withers, B. B. Elliott, Fred Kennitz, John B. Logan, A. J. Davidson.

Foster, Stevens & Co.—A. D. Baker, F. R. Miles, Harvey E. Baxter.

Fowler & Taylor—M. D. Weeks.

Frey Bros.—Geo. Gute.

H. B. Grady—D. J. Buckley, H. L. Covell.

Grand Rapids Brush Co.—C. S. Paine, C. W. Peck.

Grand Rapids Chair Co.—J. R. Shelley, A. A. Barber.

Grand Rapids Felt Boot Co.—John Pendergast.

Grand Rapids Fruit and Produce Co.—W. R. Mayo.

Grand Rapids Furniture Co.—J. C. More, L. C. Stow.

Grand Rapids Manufacturing Co.—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.—S. Doak, W. F. Blake, Greg. Luce, Will Campbell, D. E. McVein, 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 Graf.

W. R. Keeler—W. A. McWilliams.

Alex. Kennedy—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.

Leon & Peters—Herbert Baker, Manley Jones, Will Jones, John D. McIntyre, W. W. Gorbail, R. A. Kanters, F. E. Fulton, Algernon E. White, John P. Osting, H. Leonard & Sons—Joe Reed, Wm B. Collins, F. W. Hadden.

Lustig Cigar Co.—A. B. Gates, F. E. Ensign.

Daniel Lynch—J. C. Watson, N. A. Parker, John M. Shields, H. B. Amer.

Michigan Can Manufacturing Co.—R. F. Frost, J. J. Wright, G. H. Truitt.

The Mills & Lacy Manufacturing Co.—Wm. E. Hurd, Wm. H. Matthews.

Moseley Bros.—Henry E. Moseley.

Amos S. Musselman & Co.—Valda A. Johnston, Chas. S. Brooks, John C. Utman, C. H. Remington, Seneca Rade-maker.

Nelson, Matter & Co.—M. L. Fitch, J. B. Watkins, W. S. Wells, Geo. S. Knapp, Geo. B. Stoddard.

New England Furniture Co.—W. S. Emery, G. B. Lewis, E. H. Ward.

Olney & Judson Grocer Co.—Ed. Frick, Jas. A. Morrison, Jas. N. Bradford, Jerry Wolman, Sam Morrison, B. S. Davenport, H. S. Robertson, Louis Immegart.

Cabinet Co.—W. H. Boyns, Geo. I. Somes.

Peninsular Furniture Co.—W. S. Emery, J. R. Davies, Fred Kennitz, C. Friedhold, N. C. Hanford, Geo. E. Granger.

Perkins & Hess—J. B. Tanner, R. H. Smith, Ed. Duffy, Albert Fecht.

Phoenix Furniture Co.—J. C. Riley, W. G. Gilbert, J. C. Gorham, Sylvester Luther.

Powers & Walker Casket Co.—W. S. Bush, Chas. R. Baxter, W. H. Walker, F. G. Smith, Chas. A. Shaffer, C. E. Perry.

Putnam Candy Co.—H. C. Gregory, Chas. R. Remington, John H. Miller, W. A. Van Leuven, John Ver Venne.

F. Raniville—Thos. D. Haight.

Reeder & Co.—John Fell, C. E. Bradley, Milton Reeder, Geo. H. Reeder.

Rindge, Bertsch & Co.—Wm. Logie, Will A. Rindge, Geo. Heinzelman, John A. Sherick, Russell Bertsch, Fred Walther.

H. Schneider & Co.—Geo. H. Seymour, Chas. Richardson.

Seofield, Shurmer & Teagle—Ben. Van Leuven, R. B. Huff, Wm. West.

Wm. Sears & Co.—S. A. Sears, Alonzo Seymour, H. B. French, C. F. Ballard.

Slight Furniture Co.—E. M. Mills, P. F. Markoff, S. G. Estabrook, D. B. Stark-walker, 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. Stetekete & 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. Barelay.

M. L. Sweet—R. W. Reynolds, W. H. Chaplin.

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. Ferris, L. G. Waldron, J. P. Olmstead, 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. Mangold, Wm. H. Sigel.

Voigt, Herpolsheimer & Co.—Ralph Blocksm, Ed. Pike.

Voigt Milling Co.—A. L. Braisted.

Waddell Manufacturing Co.—T. G. Selleck.

Wallin Leather Co.—Van. A. Wallin, Peter Weirich Brewing Co.—Chas. Stahr.

Welch Folding Bed Co.—A. A. Barber.

Widdicombe Furniture Co.—Chas. W. Jones, 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, P. P. Limbert.

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

Knew His Business.

"You may have noticed," said the cigar man, "that I gave the customer who just left, a ten-cent cigar and the one who preceded him a five-cent, although neither told me what priced weed he wanted."

"Yes, I noticed it. Why?"

"From long experience behind the show 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 for it. You see, it isn't business policy for 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 cigars 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 woman, 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, I 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 cheese 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 smoke and you sometimes drink. I have registered a vow not to marry a man who had either of these vices."

"All right, Maria," was the humble reply. "And now, will you please ask your younger sister Lulu to come down stairs a moment?" She said, when she kissed me good-by last night, that she would gladly have me if you refused."

Notice to Stockholders.

The annual meeting of the stockholders of the Grand Rapids & Indiana Railroad Co. will be held at the general office, in the city of Grand Rapids, Mich., on Wednesday, March 5, 1890, at 1 o'clock p. m., for the election of thirteen directors constituting a board to serve for the ensuing year, and for the transaction of such other business as may be presented at the meeting.

J. H. P. HUGHART, Secretary.

Deserved the Reward.

"Yes, gentlemen of the jury," urged the prisoner's counsel; "not only ought my client to be acquitted, but he should be paid the \$500 offered by the safe-maker to any one able to force open one of his strong boxes."

Not what a man has, but the way in which he looks at it, is the measure of a man's wealth of possessions. If a man deems his present property as fully enough for his needs, he is richer by far than the man who, with ten times as much property, is reaching out with longing for a great deal more. Contentment is of one's self and not of one's position and belongings. He who is discontented with his present lot would not be likely to find contentment in any other lot in the universe.

Let the season commence with confidence and vigor in all lines. The easiest way to accomplish this is for each man to show his own strong convictions by his own energetic deeds. When all pull one way it will be an irresistible tide of success, which will sweep away all barriers.

MICH. COMMERCIAL TRAVELERS' ASSOCIATION.



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 Tradesman:

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 Assessment No. 1, for 1890.

The following shows the present state of membership:

Membership, as reported Jan. 1, 1890.....528
Deceased and beneficiary claims paid in Jan. 2.....528

New members added to date.....14
Total membership to date.....540

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 two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisement taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—CLEAN STOCK OF DRY GOODS, groceries, boots and shoes and hardware, situated in good trading point; will inventory about \$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. McKittrick, Byron Center, Mich.

SOME ELEMENTS OF SUCCESS.

Most people are anxious to make money; not usually for the "love of pelf for itself," but for "the glorious privilege of being independent," as Robert Burns, the poet, puts it. The great question, however, which bothers the average human brain is how to go about the task, and by what means to accomplish the desired result? We have all known persons who are ever ready to offer suggestions and point out the road by which wealth is to be attained. Usually, such men are no more successful in the battle for the Almighty Dollar than the persons they propose to instruct. This class of people are of the crafty kind and seek to take advantage of the universal desire for riches to increase their own private gain.

The avenues to wealth or competence are not secret ones but open to all, and 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 depends on following the methods of some successful man. This conviction is no more true than the old adage that "history repeats itself." History records similar events, but they invariably occur on a plane above or below the status of the first chronicled event; either an advance or a retrograde. So, in business pursuits we should never adopt another man's methods unless we can definitely see some way to amend or improve upon them. The base and bed rock foundation to success in any business lies first in 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 success will follow as inevitably as old age follows youth.

Another fault common to youth which should be discontinued is the desire for enormous wealth. Such a result is not to be expected; but, if it does occur, it is much more probable to be the fortune of some one who started with the view of making a competence. The only safe and sane thought for a young man is to start with the determination of acquiring for himself a competence at the age of forty-five. The grounds for belief in the success of such an effort are sustained by all of our experiences and can be counted upon with more certainty than the probability of life in a healthy man from the age of twenty-five to forty-five. But, it is well to bear in mind that the successful ones must be, as noticed above, *masters of their business and actuated by determination to push it for all there is in it*, because, without this necessary combination, one must be prepared to take the position of a subordinate and might as well fall into line one time as another.

A POLITICAL ALLIANCE.

The Allegan Democrat of last week contained the following reference to the 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, as we understand it, organized to fight trusts and monopolies. At their meetings, the discussions tend to show up the foundation of these trusts, i. e., the protective tariff, in its true light as antagonistic to the true interests of the farmer and workman. Republican papers at the order of the trusts, are fighting these organizations and saying many bitter things about "hawback statesmen," but we believe education is what the people need, hence we hail with pleasure and wish abundant success to the P. of I.

The TRADESMAN has it on unquestioned authority that the P. of I. movement has been quietly adopted by the Democratic State Central Committee; that arrangements have been made with the "grand officers" of the P. of I. to withdraw all organizers of the Republican persuasion and substitute therefor persons of recognized ability in denouncing trusts and monopolies; that a number of lecturers are shortly to be sent out by the Committee, under the 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 movement in every possible way, which may account for the unanimity of the Democratic press in its treatment of the P. of I.

The TRADESMAN is not a political paper, in any sense of the term, but it possesses enough knowledge of political

methods to believe that the anti-protection party has made an alliance which will bring many votes to its altar at the spring and fall elections.

DAVID WARD'S EXAMPLE.

A statement having recently appeared in the Detroit papers to the effect that David Ward had endorsed his son's paper for a large amount, that gentleman felt impelled to send a general denial to the press, in the course of which he said:

Now, as to the statement that I endorsed my son's note for about a million dollars, I desire to state that I have never endorsed any note or had my own endorsed during my fifty-one years of business life.

That a man worth many millions of dollars — variously estimated at from \$10,000,000 to \$35,000,000 — should be able to carry on extensive business operations for half a century without either endorsing others' papers or seeking endorsement at others' hands is certainly one of the anomalies of the age. If David Ward could maintain such a record, it would seem as though men of smaller financial caliber, doing but a fraction of the business transacted by the veteran woodsman, could avoid the rock of endorsing, which has wrecked so many promising careers.

The verdict against A. A. Weeks, in the Kent Circuit Court, last week, should be a warning to dealers who are inclined to overrate their assets. So many courts have ruled that statements made to mercantile agencies are equivalent to a written statement over the dealer's signature that it behooves those seeking to bolster up their credit not to overestimate their possessions.

Sentiment in favor of a Food Commissioner, to enforce the laws relating to food adulterations which are now totally ignored, appears to be growing, the Michigan Dairymen's Association having reaffirmed its demand of a year ago in more emphatic language than before. The Michigan Business Men's Association should now come to the rescue and satisfy the people of the State that the men who handle the food products of the commonwealth are heartily in favor of having those products pure and wholesome.

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 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 ground so rapidly, in both city and country, that it begins to look as though the time was coming when the credit system would be abolished altogether. The past year has witnessed a revolution in public sentiment on this subject, more merchants having abandoned the credit system during the past twelve months than during any five years preceding.

Postmaster General Wanamaker's recommendation that post office buildings should be erected in large towns at government expense will meet with general approval everywhere. He argues that such buildings ought to be erected where there are free delivery offices, because the rent now paid in such places is greater than is justified by the amount of business done, and because in many cases it is almost impossible to obtain buildings suitable for post office purposes. The people generally will say "amen" to this proposition, as such a proceeding would reduce the surplus and furnish employment to local laborers in hundreds of towns throughout the country.

There is a growing demand that the members of the United States Senate be elected by the direct vote of the people. It is not an easy matter to change the constitution, however desirable that change may be. The best of reasons must be given, and the subject agitated until popular sentiment is overwhelmingly in favor of the change. There may be many good reasons for amending the constitution so that the Senators shall be elected by the direct vote of the people, but the reason most frequently urged is hardly sufficient. It is not sufficient, because the object aimed at would not be reached. The election of Senators by direct vote would not, as argued, prevent a millionaire politician from buying a seat in the Senate. He would find it just about as easy to buy the nomination from the delegates to the convention of his party, and the necessary votes afterward at the general election, as to buy his election from the members of the state legislature. There are fewer of the latter, but they "come" higher. They run a much greater risk than mere delegates to a party convention. They are in a position to be called to account. Detection is political suicide for them. Boodlers in politics will not necessarily be downed by the change demanded.

Mr. Wanamaker's offer of gold medals to the employees of the Postoffice Department who make the best record recalls the offer of Mr. Jerome of a prize for the Princeton student who was ascertained

to have exhibited the most gentlemanly deportment during each year. The Princeton youths declined to enter into any such competition and informed Mr. Jerome that they all professed to be gentlemen. And, although there have been times when the friends of Princeton might have wished that this boast were better founded, yet the good sense of the country applauded the answer, which compelled the withdrawal of the offer. Probably the employees of the Department, if they were free to express their opinion, would make much the same reply to Mr. Wanamaker's offer. If they are in any sense good citizens, not to say gentlemen, they require no gold medals to stimulate them to do their duty by the country which employs them. Nor are the defects of this or any other department such as will be remedied in the smallest degree by such a stimulus. It is not the employees who degrade and deteriorate the public service, but the people above them, who treat the places at their disposal as the spoils of a party victory and who dismiss competent public servants to make room for people of no experience who have political claims. The best reward for faithful service is the assurance of retention in place.

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 a lengthy report, uttered the following warning:

The people, unwittingly, have helped on the present condition of things, with reference to fraudulent products, by demanding cheap goods. Everything, from molasses, expressed from corn instead of cane, to sturgeon steaks cut off for smoked halibut, is presented to us under a false face. Despite all precautions taken for the health of the people, in every home there is an insidious enemy, and its name is "Food Adulteration." A single dose of alum, as found in baking powder, is not harmful, but repeated it causes death. America has been in a good position to catch the spurious goods from the Old World which the laws at home will not allow to be sold. Several states are waking up. New York collected \$9,000 last year in fines for adulteration.

A vast quantity of oleo is used annually in Wisconsin, and this means over a million dollars handled outside the State that should belong to the farmers. It can only be stripped of its power by obliging manufacturers to make it look like itself and not like an honest product that has, by hard, patient work, acquired a reputation. Are we to allow a Chicago corporation to drive our flocks from the fields and our farmers off their own lands? Shall the people of Wisconsin show more favor to a Chicago oleo factory than to a Wisconsin citizen? Our Legislature says, "No." The greed of gain warps men's souls; the day of judgment, however, is at hand. We must go slow and do well what is done. The laws are new and untried. A business that has replaced 25 per cent. of honest production cannot be easily abolished. We must have the hearty co-operation of our citizens in this great work.

By way of expressing appreciation of the work undertaken by the Commissioner, the convention adopted the following resolutions:

WHEREAS, The Dairy and Food Commission has been in operation for nearly a year, under good and economical management; and

WHEREAS, It is for the interest of the dairy industry of the State and for the good health and prosperity of the people of this commonwealth that this Commission shall have free and fair play to correct whatever adulterations are practiced by dishonest manufacturers of food products; therefore,

Resolved, That this Association most heartily co-operates with the Commission in all efforts to carry out the law and to protect honest manufacturers against those within and without the State of Wisconsin who make and sell food products below the standard of purity demanded by the law, and to especially protect the consumers of dairy goods against adulterated goods under whatever name they may be called.

Morrice—O. C. Whitney is succeeded in the jewelry business by H. H. Tillapaugh.

Be Careful in Making Statements.

About two years ago A. A. Weeks, who was then engaged in general trade at Grattan, made a voluntary statement to R. G. Dun & Co., claiming that he had \$10,000 worth of property and had liabilities of \$4,200, making his net worth about \$5,800. On the strength of this statement, T. H. Hinchman & Sons, of Detroit, and several jobbers at this market gave Mr. Weeks a line of credit.

On December 29, 1888, Weeks transferred his real estate to his wife, avowedly to secure her for an alleged indebtedness of \$2,700—although such a claim was not embodied in his statement of liabilities to Dun & Co.—and assigned his stock on the same day.

As the statement of the assignee showed Weeks was insolvent, both at the time he made the assignment and the time he made the statement to Dun & Co.—albeit he had claimed to have cleared \$3,000 in the meantime—Messrs. Hinchman & Sons caused his arrest on a capias, alleging fraud on the part of the defendant. The case was tried in the Kent Circuit Court last week, and was stubbornly contested on both sides, resulting in a verdict against the defendant, who must now pay the amount of the judgment and costs, or go to jail.

The moral of the circumstance is that dealers should not make statements to their creditors or the mercantile agencies which they cannot substantiate, as the law recognizes such statements as binding as written statements made by the debtor over his own signature.

Some of David Ward's Possessions—Anecdote of the Old Gentleman.

The recent reports in the daily press regarding the failure of one of David Ward's sons appears to have made the veteran woodsman fearful that someone might think that he is involved in the failure. To set such rumors at rest, he sent the papers a general denial of the report, accompanying the same with a brief statement as to his possessions, as follows:

I own a tract of coal land in West Virginia that I have been offered \$1,200,000 for, but declined the offer. I also own another tract of equal value in the same State. I own three red hematite iron ore mines, and a large tract of oak, poplar and black walnut lands in East Tennessee and West Virginia which are considered valuable. I still own in Wisconsin some \$400,000 or \$500,000 worth of white pine, and am much the largest owner of white pine lands in Michigan. I also own in the Lower Peninsula between 60,000 and 70,000 acres of hardwood lands and other valuable properties. There is no mortgage or other incumbrance upon any of the above-mentioned properties, so far as I am aware, and I am out of debt. Now, I don't own but very little money, as my heavy taxes and running expenses eat that up. Neither do I own any bonds or mortgages.

It is not often that the "richest man in Michigan," as he is frequently called, takes the public into his confidence in this manner, and just what motive lies behind the procedure, THE TRADESMAN is unable to fathom.

A friend of the family tells THE TRADESMAN a story which serves to show the foxy character of the old gentleman.

His favorite son, Henry Clay, wanted a tract of pine owned by the father, and asked the price he put upon it.

"Forty thousand dollars," was the reply.

"How long will you give me to look it over?" enquired the son.

"Two weeks," replied the old gentleman, laconically.

The son took a woodsman with him and spent several days in estimating the pine on the tract. Before the two weeks expired, he returned to Pontiac and informed his father that he had concluded to take the pine at the price named.

"Oh, I sold that piece a week ago," was the father's reply. "I got \$60,000 for it."

The innermost thoughts of the son at this time or the observations he subsequently made to THE TRADESMAN's informant would astonish the old gentleman, were he to know them.

Wanamaker's Postal Telegraph Plan.

The ideas of Postmaster General Wanamaker are at last made plain by the introduction of a bill in the House, prepared by him, to establish a "limited post and telegraph service" as a bureau of the department. It makes all post-offices in places where the free delivery system now exists or may be established postal telegraph stations, together with those in any other places where, in the judgment of the Postmaster General, the wants of the public may be supplied under the operation of the bill. It further provides that the Postmaster General, with the concurrence of the Secretary of the Treasury and of the Attorney General, may sign contracts for ten years with any telegraph company for the furnishing of lines or the transmission of dispatches. Dispatches are to be prepaid with ordinary stamps to the words "postal telegram" are clearly written upon the blank and dropped into any letter box or postoffice. The charge for twenty words is not to exceed ten cents to a point within the same state as the office from which the dispatch is sent, and not to exceed twenty-five cents for any distance under 1,300 miles. For distances in excess thereof, the charge is left to the discretion of the Postmaster General. Provision is to be made for the sending of money orders by wire as soon as arrangements can be made under the proposed law, for not more than double the rates now charged for domestic money orders, in addition to double the charge for postal telegrams of twenty words.

Change in Firm Name.

Wm. C. Williams, A. S. Brooks, A. S. Brooks, SHELLEY & BROOKS, having purchased all the right, title and interest of the other partners composing the firm of Farrand, Williams & Co., have changed the name of the firm to Williams, Shelley & Brooks and will continue the business "at the old stand" as successors of the old firm. All accounts due the old firm are payable to Williams, Shelley & Brooks and will run on without interruption. A continuance of favors is solicited.

WILLIAMS, SHELLEY & BROOKS, Successors to Farrand, Williams & Co.

It All Depends.

A Texas clergyman, who at a former period of his life had gambled a little, was absorbed in thought just before divine service began. He was approached by the organist, who whispered, referring to the opening hymn: "What shall I play?" "What kind of a hand have you got?" responded the absent minded clergyman.

Marlette—S. H. & J. W. Dorman, two practical woolen mill men of Mitchell, Ont., have purchased the plant of the woolen mill here, and will remodel, improve and enlarge it.

RECORD EVERY TRANSACTION.

Written for THE TRADESMAN.

The value to one's business of thorough and accurate book-keeping cannot be overestimated. I saw, very recently, 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 accurate accounts been kept.

Not long ago, one of our customers, a passably truthful man, related the following incident:

The merchant with whom he had done most of his business for years was very lax in his methods. Time after time had our man (Smith) discovered errors in settlement, and as they were always in his (Smith's) favor, he knew that they were not the mistakes of a dishonest man. But, once upon a time, he called for his account and the merchant told him that it was \$3.50.

"Three-fifty?" said Smith, "why, it must be more than that. I know it is."

"Well," replied the merchant, "that is all I have charged, anyway. If you know what you got, we'll settle as you say."

"I don't know exactly what I have had," said Smith; "but I now think of \$6 for a barrel of flour."

So Smith paid his account, and told the merchant that after that he should expect him to charge everything bought on credit, and that he (Smith) should never again pay for a single thing that was not properly booked.

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 have."

"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 thirty or forty dollars was commendable, or one worthy of imitation; but, by this shiftless method of keeping his accounts, the merchant left an opening and Smith took advantage of it.

Accurate book-keeping inspires confidence between buyer and seller, and the merchant who has succeeded in establishing a reputation for this sort of thing gains in time over the man who keeps his accounts on loose slips in the till. Customers pay their bills without question and seldom ask for itemized statements. Yet the gain in this way sinks into insignificance when compared with the advantage of knowing all about one's own business. Many more store-keepers than one would imagine reckon their resources by looking over the stock on their shelves and then counting the change in their pantaloons pockets.

He who keeps his accounts on a cellar door may apparently succeed for a time, (and I have actually known of one or two such who died rich) but, in the end, he who books everything—bought, sold, paid out and taken in—and who does it intelligently and in a systematic manner, is bound, all things being equal, to come out ahead.

Forty years ago, my father entered the employ, as clerk, of an old merchant, a man who knew business forty years before that, and he received from this sage the following axiom, which has descended as an heirloom to me:

"My boy, if you have anything to charge and the store is on fire, make your entry first and then put out the blaze."

GEO. L. THURSTON.

A Depraved Palate.

From the American Grocer.

A judge up in Utica, who prides himself on his thorough knowledge of the grocery trade, had up before him, recently, the case of a poor devil charged with stealing a firkin of butter. The judge was disposed to be lenient with the fellow until the latter declared that he had sampled all the stock in the establishment before stealing this particular firkin.

"H'm; let me see the butter!" said his Honor, forthwith applying some to his lips. The whole court-room watched the proceedings with intense interest and saw the judge make a wry face as he fairly shouted:

"Twelve months!"

"Twelve months!" said the prisoner's counsel, "what for?"

"Total depravity, sir! I ought to have made it ten years at hard labor."

P. STEKETEE & SONS,

Wholesale Dry Goods.

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

Also our new imported fine Satines in new colors and patterns. Dress Gingham, Seersuckers, 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.

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GRAND RAPIDS, - MICH.

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and all kinds of Produce.

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Reference: FIRST NATIONAL BANK, Chicago.

MICHIGAN TRADESMAN, Grand Rapids.

SHIPPERS CAN SAVE TIME AND TROUBLE BY USING BARLOW'S PATENT SHIPPING BLANKS.

Sample Sheet of Prices BARLOW BROS. GRAND RAPIDS, MICH.

THE NEXT TOWN.

Imagine that they in any measure atone for renting properties without question as to the moral issue of their lease, to those who may convert them into factories of spiritual ruin, verily, they have their reward. Mark them, if you will. God has his eye upon them, too. But do not judge Christianity by spoiled samples. 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 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 prosperity should flee and distresses thicken; honest, though the world should turn upon them the shoulder of its chilling scorn, and bestow upon them as their only portion, opposition and rejection. Here, again, business and religion are as one in recognizing the fact that he alone makes a success of life who so invests 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 best sense of the word, was a tactician. With unequalled felicity He adjusted the means to the end. Rural regions and metropolitan districts were each dealt with after their kind. Galilean methods were discarded in Judea. To Capernaum He made appeal after one fashion; to Jerusalem, in another. When He came in contact with Rabbi Nicodemus, He discoursed in the learned phrase of a master in Israel. When by the wayside 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, boyish, big-hearted disciples, and taught them just as they were able to bear it.

In business success, the prime factor is tact. Every "next town" and next customer must be read, translated, and dealt with accordingly. The acuteness of the commercial traveler has passed into a proverb. Most admirable, from the professional point of view, is the quickness with which he reads his goods, and grasps 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 surcharged 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 word of genuine business tact in Christian character, that sharpening of experience concerning secular life; that quickening 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 illustration of this principle: When he addressed Athenians he spoke as a rhetorician in polished Greek, and embellished his periods with poetic quotations. When he faced the rustic dwellers in Lystra and Derbe, he chose a text within the horizon of his hearers, and talked of the landscape and the weather. Never would he have committed the error of a distinguished pulpit orator of the present day, who, preaching by special appointment in the chapel at Vassar College, stood before that "rose bud garden of girls" and announced as his text, "I write unto you, young men, because you are strong." Text and treatment should if possible shoot closer to the target than that. The homilizing of that hour was as of one who beateath the air. Blunders barnacle the keel of the church's progress. A perpetual Pentecost of common sense is needed to ensure her spiritual efficiency. Not of the world, she is nevertheless in the world, and for the world. The day should come when she no longer 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 light. Her purposes will succeed because they are practical, and not simply because they are pious. Every church should master the science of moral mechanics. No church will go of itself. Its enterprises will not advance merely because they are praiseworthy, any more than a locomotive would drag a train without 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 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 often the church presents the world with the "ice end." Men go slipping off because there is a failure to discern and employ the best practical modes of reaching those whom we seek to attract. 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 member of the Christian church should keep as watchful an eye to his Father's business as the man who is representative of vastly less important affairs. Let keen-witted head-pieces be geared with Christian heart power, and the worth of any life is indefinitely multiplied. 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 audiences in the street and store that will sit complacently untouched in the pews. You can uphold the truth with-

out inviting the sneer that you are indulging in professional talk for the sake of pay. Religious work demands for its successful achievement just that edge, that point, that quickness of perception, that choice of language, that pithy persistence in argument that is so conspicuous a feature in the commercial life of the present day. Church principles and business practice form a natural alliance. The call of the hour for the church is tact, for the world of business, spirituality. In proportion as these two blend, Jesus' idea of religion gains a more perfect realization.

4. "Let us go into the next towns." That is a summons for men of Nerve. The "next town" always meant to Jesus a new danger. Journeying was to him running the gauntlet of ever increasing peril. At last, a proposal to go to another town to look upon the face of death.

There is grandeur in the sight and thought of a great city. It is a splendid gathering place of men and things, a miniature world. Art loves to dwell there. Business resorts thitherward. The collision of minds, the shock of ideas, charges the atmosphere with intellectual ozone. Thought becomes keen and polished. Life becomes intense and full of relish. Pleasure wears her richest robes and scatters her brightest bounties. But 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, unprotected by the bulwark of home shelter; removed from the strong shielding of tender affection; unsustained by the gridding of social sympathy. When the veils of night begin to fall about a great city, and the shutters go up on the windows of business, and the trade marts are all deserted, and the only apology for home is the room in hotel or boarding house, the soul lies open unarmored to the advances of sin. Opportunity plays into the hands of evil as the lonely hours wear on. Midnight on earth is mid-noon in the pit. Then are all the kennels of uncleanness open, and all the packs of vice unleashed. Battered Bacchus goes reeling through the streets. Seductive Lust hovers at every corner, weaving her siren spells. Chance, with card and dice, plies all her deadly lures. The very atmosphere becomes sultry with evil influence, and the heart throbs with a palpitating response to the malign magnetism that is playing everywhere about it, and the being begins to quiver under the baleful charms of sin, as an electrometer vibrates in the thunder storm. For there is a fierce, hot pleasure in sin. The Bible never disguises it, always allows for it, always emphasizes it. Were there no pleasure in draining the mantling and creaming wine cup, none would barter manhood for drink. Were there no pleasure in the rattle of dice and the clink of coin, none would play ducks and drakes with money and morality at the gaming table. Were there no pleasure in the mere nerve thrill of sensual gratification, none would sink humanity into animality and wallow in the swinish sty of Epicureanism.

Character must be strung with spiritual nerve, if it is to be kept unspotted from the world. Men have almost come to believe that it is impossible for anyone to do it. A master in politics—of course, 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! "Impossible to keep unspotted from the world!" Never give that falsehood currency. Nail it to the counter. Manhood, by the grace of God, can be kept spotless. There are men to-day, upon the highest eminences of social life, whose hearts are as virgin pure as when in boyhood they knelt at their mother's knee. There are merchants that have handled vast fortunes and never soiled their fingers with the rust of a single tainted dollar. There are politicians that have won the highest honors of the state, and not a leaf of their laurels is withered with a bribe. Men can keep themselves unspotted from the world. "Where is your fortress now?" said a band of robbers that had decoyed outside his defenses and captured a great general. Striking his breast, he cried, "Here!" The citadel of the human will, garrisoned by a simple faith and a clear conscience toward God and man, is impregnable. But defense is not easy. To maintain its battlements unbreached there is need for nerve like that of Him who in desert solitudes and city throngs was armored with but one thought—how to finish the work which God had given him to do. The secret of successful defense against the wiles of evil is the legend on the shield of Christ, against which the tempter launched his fiery darts in vain—"It is written, Thou shalt worship the Lord thy God, and Him only shalt thou serve."

At the core then, religion and business are one. The same traits of character are demanded for success in either. High aim and high tone, tact and nerve, are essentials in church as in commercial life. It would be well for you to stock up with those qualities. When you pack for the next trip, see it that you are well supplied with them. Do not fail to keep on hand a goodly store of them, until that fateful hour, when you shall hear the old familiar words ringing with a strange new meaning into your ears, "Let us go into the next town!"

As to the abiding place which is across the frontier line of eternity; to be no longer a traveler, but to become a dweller in that unknown country. Where will that call find you? Will it find you pinned beneath the splintered timbers of some car? Will you be snatched from the earth in some awful rush of flame, or sink out of this life beneath the cold and stormy wave? Will death come stealing up in the lonely room of a far away hotel, in some strange city, or will you manage to reach home and say "good-bye" to the dear ones before you start out upon the last trip of it, you need not puzzle much. That final journey will be much of a piece with all the journeys that you make. You are going to go out of the world very much as you have been going through the world. There is just one thing about it, though, you ought to notice. There is one word in our text to which you should give a special emphasis: "Let us go into the next towns." One there is who stands ready to make all life's

journeys with you, and He alone can make the trip with you into that life which is to follow this. If you would ennoble existence, cultivate companionship with Him. A great sculptor who had for years been engaged in producing a statue of Jesus, was asked to make one of Diana. He said, "I cannot; my mind is saturated with the face that for years has been hovering in thought before me. I can chisel nothing now that is less sublime." Think about Him as you travel from place to place. Work in partnership with Him. The uplift of His constant presence in your thought will so submerge and elevate your life that you will refuse to let it down to lower levels. Think much of the mystery of His Divine love for you. Think of the 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 His warnings. Think of all He suffered to save you from your sins. Think of what a crown His teachings and His love have put upon human life. He alone can unfold to you the worth of being. The main reason perhaps that most of us do not attain to larger things is that we have a belittling idea of life. But he who spends his time with Christ will gain an ever deepening sense of the latent grandeur of existence.

Immense possibilities are stored in all lives. In the mountain fastnesses of Spain during the Peninsular War, a squad of soldiers, eleven privates with a sergeant, became separated from their regiment. As they were scrambling up the steep slopes, a signal from the commander to return was mistaken for an order to charge. With a ringing cheer those brave fellows rushed straight up a dizzy, rocky trail, and hurled themselves against a breast work manned by seventy men. Eleven against seventy. The issue was not doubtful. They were moved 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 dignity. When the army came, eleven bodies were found upon the mountain side, a red cord around every wrist. 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.

So it ever is. The common place is only undeveloped sublimity. In the lowliest life here, to-day, slumber the elements of heroic grandeur. The Patience, that plods on in the beaten track of right; the Conscience, that neither toll nor ural can swerve from the pole of truth; the Fidelity, that can instill great earnestness into little duties; the Sympathy, that lends a hand to another's 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 given, are the hidden battle-plain of the heart, may merit a crown more glorious than the honor which garlands those valiant eleven, who sleep in the crypts of the Pyrenees.

Make much of your life. Put the emphasis of being, not on obtaining your rights, but on performing your duties, which is only another name for the rights of others. Live not for the applause of men, but for the "well done" of Christ. Live not to amass wealth, but to enrich the world. Jesus lived not for what He could get out of the world, but for what He could get into it. Life's givings are life's only savings. As, therefore, we pass the threshold of the opening year, 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, seek to set the prose of our daily life to the rhythm of him who sang:

"I live for those who love me,
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 universal verdict is that stocks in the "jobbers' hands" were never so high. There is no breaking of prices and as soon as the army made up of the knights of the 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 year ago. What an influence this tireless army of hard working, energetic, traveling men have upon commerce! How quick it feels their action or inaction! We do 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 it is there any of us that want to go back to the old semi-annual visits of the dem of 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 being a necessary evil, as they are frequently 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 rather 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 themselves without either house or customer.

Could Paddle, Anyway.

Tommy (after a whipping)—Say, pa, did you ever go to sea?

Father—No. Why?

Tommy—I thought you must have been the captain of a whaler.

How Postage Stamps are Prepared.

As soon as they emerge from the hydraulic press, postage stamps are gummed. The paste is made from clear starch, or rather its dextrine, which is acted upon chemically and then boiled, forming a clear, smooth, slightly sweet mixture. Each sheet of stamps is taken separately, placed upon a flat board, and its edges covered with a light metal frame. Then the paste is smeared on with a large whitewash brush, and the sheet is laid between two wire racks and placed on a pile with others to dry. Great care is taken in the manufacture of this paste, which is perfectly harmless. This gratifying fact has been conclusively proved by analysis recently made by an eminent chemist. After the gumming, another pressing in the hydraulic press follows. Then another counting—in fact, stamps are counted no less than thirteen times during the process of manufacture. The sheets are then cut in half, each portion containing 100 stamps, this being done by girls with ordinary hand shears. Next follows the perforation, which is performed by machinery. The perforations are first made in a perpendicular line, and afterward in a horizontal line. Another pressing follows—this time to get rid of the raised edges on the back of the stamps made by the dies, and this ends the manufacture. A separate apartment is devoted to the picking and sending off of the stamps to different postoffices. It will be seen by this account that any absurd rumor concerning the poisonous or unclean properties of postage stamps is utterly 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 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 opening of new mines is necessarily slow, and 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.

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—AND—
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See quotations in another column.
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|--|--------|
| No. 0 Sun | 38 |
| No. 1 | 38 |
| No. 2 | 38 |
| Tabular | 75 |
| LAMP CHIMNEYS.—Per box. | |
| 6 doz. in box | 1 85 |
| No. 0 Sun | 2 00 |
| No. 1 | 2 00 |
| No. 2 | 2 00 |
| No. 0 Sun, crimp top | 2 25 |
| No. 1 | 2 40 |
| No. 2 | 3 40 |
| XXX Flint | |
| No. 0 Sun, crimp top | 2 60 |
| No. 1 | 2 80 |
| No. 2 | 3 80 |
| Pearl top | 3 70 |
| No. 1 Sun, wrapped and labeled | 4 70 |
| No. 2 Hinge | 4 70 |
| La Bastic | 1 25 |
| No. 1 Sun, plain bulb, per doz. | 1 50 |
| No. 1 crimp, per doz. | 1 35 |
| No. 2 | 1 60 |
| STONEWARE.—AKRON. | |
| Butter Crocks, per gal. | 06 1/4 |
| Jugs, 1/2 gal., per doz. | 75 |
| " 1 " " " " " " | 80 |
| Milk Pans, 1/2 gal., per doz. (glazed 60c) | 85 |
| " 1 " " " " " " | 90c |

HARDWOOD LUMBER.
The furniture factories here pay as follows for dry stock, measured merchantable, mill culls out:

| | |
|--|-------------|
| Basswood, log-run | 13 00/15 00 |
| Birch, log-run | 15 00/16 00 |
| Birch, Nos. 1 and 2 | 22 00 |
| Black Ash, log-run | 14 00/16 00 |
| Cherry, log-run | 25 00/40 00 |
| Cherry, Nos. 1 and 2 | 60 00/65 00 |
| Cherry, Cull | 12 00 |
| Maple, log-run | 12 00/13 00 |
| Maple, soft, log-run | 11 00/13 00 |
| Maple, Nos. 1 and 2 | 23 00 |
| Maple, clear, flooring | 25 00 |
| Maple, white, selected | 25 00 |
| Red Oak, log-run | 30 00/32 00 |
| Red Oak, Nos. 1 and 2 | 35 00/38 00 |
| Red Oak, 1/2 saved, 6 inch and up w'd 38 | 30 00/32 00 |
| Red Oak, 1/2 saved, regular | 35 00 |
| Red Oak, No. 1, step plank | 35 00 |
| Walnut, log-run | 25 00 |
| Walnut, Nos. 1 and 2 | 75 00 |
| Walnut, cull | 25 00 |
| Grey Elm, log-run | 12 00/13 00 |
| White Ash, log-run | 14 00/16 00 |
| White Oak, log-run | 30 00/32 00 |
| White Oak, 1/2 saved, Nos. 1 and 2 | 42 00/43 00 |

Nelson, Matter & Co.,
—FOR—

Furniture.
See what they can do for you.

TIME TABLES.

Grand Rapids & Indiana.
In effect Nov. 17, 1889.

| TRAINS GOING NORTH. | |
|--|-----------|
| Train | Arrive. |
| Traverse City & Mackinaw | 9:30 a m |
| Traverse City & Mackinaw | 3:15 p m |
| From Cincinnati | 8:50 p m |
| From Cadillac (Mixed) | 6:30 p m |
| GOING SOUTH. | |
| Train | Leave. |
| Cincinnati Express | 7:15 a m |
| Port Wayne Express | 12:50 p m |
| From Mackinaw & Traverse City | 6:00 p m |
| From Cadillac | 9:50 a m |
| Train leaving for Cincinnati at 6 p. m. and arriving from Cincinnati at 9:30 p. m., runs daily, Sundays included. Other trains daily except Sunday. | |
| Sleeping and Parlor Car Service: North—7:10 a. m. and 4:10 p. m. trains have sleeping and parlor cars for Mackinaw City. South—7:15 a. m. train has chair car and 6 p. m. train Pullman sleeping car for Cincinnati. | |

Muskegon, Grand Rapids & Indiana.
In effect Nov. 10, 1889.

| Leave. | |
|---|-----------|
| 7:00 a m | 10:15 a m |
| 11:15 a m | 3:45 p m |
| 5:40 p m | 8:45 p m |
| Leaving time at Bridge street depot 7 minutes later. | |
| Through tickets and full information can be had by calling upon A. Almquist, ticket agent at depot, or Geo. W. Munson, Union Ticket Agent, 67 Monroe St., Grand Rapids, Mich. | |

C. L. LOCKWOOD, Gen'l Pass. Agent.

Detroit, Grand Haven & Milwaukee.

| GOING WEST. | |
|---|-----------|
| Train | Arrives. |
| Morning Express | 12:50 p m |
| Through Mail | 4:10 p m |
| Grand Rapids Express | 10:40 a m |
| Night Express | 6:40 a m |
| Mixed | 7:30 a m |
| GOING EAST. | |
| Train | Leave. |
| Detroit Express | 6:50 a m |
| Through Mail | 10:10 a m |
| Evening Express | 3:35 p m |
| Night Express | 10:30 p m |
| Daily, Sundays excepted. | |
| Detroit Express and Evening Express have parlor cars attached and make direct connections in Detroit for all points East. | |
| Morning express and Grand Rapids express have parlor cars attached. Night express has Wagner sleeping car to Detroit, arriving in Detroit at 7:30 a. m. | |
| Through railroad tickets and ocean steamship tickets and sleeping car berths secured at D. G. H. & M. Ry. office, 25 Monroe St., and at the depot. | |
| JAS. CAMPBELL, City Passenger Agent. | |
| JOS. W. LOUD, Traffic Manager, Detroit. | |

Toledo, Ann Arbor & Northern.
For Toledo and all points South and East, take the Toledo, Ann Arbor & North Michigan Railway from Owosso Junction. Sure connections at above point with trains of D. G. H. & M. and connections at Toledo with evening trains for Cleveland, Buffalo, Columbus, Dayton, Cincinnati, Pittsburgh, Creston, Orville and all prominent points on connecting lines.
A. J. PAISLEY, Gen'l Pass. Agent.

MICHIGAN CENTRAL
"The Niagara Falls Route."

| DEPART. | |
|--|-----------|
| Detroit Express | 6:45 a m |
| Mixed | 6:55 a m |
| Day Express | 11:50 a m |
| Atlantic & Pacific Express | 10:45 p m |
| Night Express | 1:45 p m |
| Daily. | |
| All other daily except Sunday. | |
| Sleeping car run on Atlantic and Pacific Express trains to and from Detroit. | |
| Parlor car run on Day Express and Grand Rapids Express to and from Detroit. | |
| FRED M. BAILEY, Gen'l Agent, 25 Monroe St. | |
| G. S. HAWKINS, Ticket Agent, Union Depot. | |
| GEO. W. MUNSON, Union Ticket Office, of Monroe St. | |
| G. W. RUSSELL, G. P. & T. Agent, Chicago. | |

BLIVEN & ALLYN,
Sole Agents for the Celebrated
"BIG F" Brand of Oysters.
In Cans and Bulk, and Large Handlers of OCEAN FISH, SHELL CLAMS and OYSTERS. We make a specialty of fine goods in our line and are prepared to quote prices at any time. We solicit consignments of all kinds of Wild Game, such as Partridges, Quail, Ducks, Bear, etc.
H. M. BLIVEN, Manager. 63 Pearl St.

WM. SEARS & CO.,
Cracker Manufacturers,
37, 39 and 41 Kent St., Grand Rapids.

Wall Paper and Window Shades.
House and Store Shades Made to Order.
NELSON BROS. & CO.,
68 MONROE STREET.

BUILT FOR BUSINESS

Do you want to increase your trade in a safe way?
Do you want to do your customers justice?
Do you want the confidence of all who trade with you?
Would you like to rid yourself of the bother of "posting" your books and "patching up" pass-book accounts?
Did you ever have a pass-book account foot up and balance with the corresponding ledger account, without having to "doctor" it?
Do not many of your customers complain that they have been charged for items they never had, and is not your memory a little clouded as to whether they have or not?
Do you not want pay for all the small items that go out of your store, that yourself and clerks are so prone to forget to charge?
Then why not adopt a system of crediting that will abolish all these and a hundred other objectionable features of the old method, and one that establishes a CASH BASIS of crediting?
A new era dawns, and with it new commodities for its new demands; and all enterprising merchants should keep abreast with the times and adopt the

Tradesman Credit Coupon Book,
Which is now in use by over 5,000 Michigan merchants, in every case giving the most unqualified satisfaction.

PRICE LIST.

| | | | |
|--------------------------------|--------|-------------------------------------|-------------|
| \$ 2 Coupons, per hundred..... | \$2.50 | SUBJECT TO THE FOLLOWING DISCOUNTS: | |
| \$ 5 " " "..... | 3.00 | Orders for 200 or over..... | 5 per cent. |
| \$10 " " "..... | 4.00 | " " " "..... | 10 " |
| \$20 " " "..... | 5.00 | " " " "..... | 20 " |

Goods prepaid to destination where cash accompanies order.

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

The Tradesman Company,
SOLE OWNERS AND MANUFACTURERS,
GRAND RAPIDS, - - - MICH.

EDWIN FALLAS,
JOBBER OF
Butter, Eggs, Fairfield Cheese, Foreign Fruits, Mince Meat, Nuts, Etc.
Oyster and Mince Meat Business Running Full Blast. Special Bargain in Choice Dairy Butter. Let your orders come.

Office and Salesroom, No. 9 Ionia St., Grand Rapids, Mich.

Grand Rapids Fruit and Produce Co.,
JOBBER OF
FOREIGN FRUITS.
Oranges, Lemons and Bananas a Specialty.
3 NORTH IONIA ST., GRAND RAPIDS.

MOSELEY BROS.,
—WHOLESALE—
Fruits, Seeds, Oysters & Produce.
All kinds of Field Seeds a Specialty.
If you are in market to buy or sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.
26, 28, 30 and 32 Ottawa St., - - - GRAND RAPIDS.

The Michigan Tradesman

What Woman Can Do.

She can come to a conclusion without 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 stick fifty pins in her dress while he's getting one under his thumb nail.

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

She can throw a stone with a curve that would be a fortune to a base ball pitcher.

She can say "No" in such a low voice that it means "Yes."

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 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 twenty-four hours, and then bring him to paradise 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?"

"Candling eggs. You see, I pick up each egg and hold it before the candle. The 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 prudent families buy cracked eggs, and they are as good as any eggs not cracked, but they must be used within twenty-four hours."

"Is that not an old-fashioned way of testing eggs?"

"Yes; but experience proves it to be 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 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 once tried by D. H. Dennis, president of the Dutchess county creamery, as to how long an egg can be kept good. He kept one on his desk nine months, and turned it every day, and kept it good."

"How long are the best eggs kept before they get upon the tables of the best hotels?"

"It takes about four days, because they are bought in bulk in the country, and must be carefully assorted before 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 Germany much cheaper than we can sell Western eggs, and some think they are better. We can get them here in about twelve days from France. England also gets many eggs from Germany and France."

A Good Rule But Hard to Follow.

"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 matter 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 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 correspondents has been bitterly remembered and repaid with compound interest. Silence is the meanest and most contemptuous way of treating anybody who wishes to be heard and to hear, and resentment 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 perfection 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 our power; not to make allowances for the infirmities 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 mistakes is to live only for time.

It pays to handle the P & B. cough drops.

THE LAIR OF THE ADULTERATOR.

How Tobacco, Wines and Liquors, Spices and Extracts are Manufactured to Order.

From the American Analyst.

On the west side of the Bowery, not far from Canal street, is a tall and gloomy tenement. Its many rooms are filled to overflowing with workers in various industries. Through its halls and stairways passes an endless procession of customers. On the second floor is a vast room cut up by partitions into queer little dens. Clerks rush busily about, invoices come and go and prosperity seems to hover about the place. There is a strong perfume everywhere. It fills the room, pours out into 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 and good cigars, as if a florist, a first-class bar-room and a tobaccoist had formed a copartnership. Lured probably by this perfume, a reporter found his way, during last month, into the place. As he entered, a clerk came forward with the characteristic smile of the suave salesman. The interview between him and the reporter was long and far from commonplace, as the reader will discover from the following conversations held on several different occasions:

"Business," he said, "was never better. We supply, you see, all the men who manufacture cheap, imitation or adulterated goods, and there are lots of them. These hard times help our trade. People want everything cheap, so that the dealer who sells an imitation article can undersell an old fogey 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."

The reporter tried, as directed, and 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 genuine.

"Our largest business," continued the dealer in adulterants, "is in the liquor line. With French spirits and color as a basis, I can make you any liquor you want with our extracts. Here are the essences of Old Tom, London Dock, Swan, Holland and Schiedam gins, the extracts of Otard and Cognac brandies, rye, bourbon, applejack, Irish and Scotch whiskeys, Santa Cruz, Jamaica and Medford rums, not to speak of the fancy cordials 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 makes the Old Tom you have drunk in a dozen saloons in this city. There are some funny things about this part of the business. Most people like their whisky and brandy aged and free from fusel oil. But there are a great many, especially among manual laborers, who like it fresh and harsh. They want it 'cut as it goes down.' To supply this demand, we sell fusel oil to rectifiers and even retailers. They mix a barrel of whisky, one of spirits and one of water with a gallon of fusel oil. That makes a ten cent rye which beats a torchlight procession. It's cheap, and stands an intelligent dealer in only a dollar a gallon. That's twenty cents a bottle and less than a cent a drink on an average. No wonder the rum sellers become rich and become aldermen or go to Congress."

"Another good line is in spices and flavoring extracts. I can show you how to make a good mustard without using any mustard at all, and a good pepper, cinnamon or ginger without a lot of those spices in the stuff. In flavoring extracts, science is knocking the natural fruits out altogether. In that compartment we have essences of pear, vanilla, quince, banana, pineapple, raspberry, apricot, almond and peach, and they are simply pure chemicals. They are made out of compound and ethers and these are distilled from rancid cheese, bad butter, plain alcohol and a lot of stuffs of the same sort. These go to the soda water men. For Sunday-school fairs, we put up concentrated lemonade, orangeade, sarsaparilla and root beer. A pound of our patent lemon juice and a dozen lemons, sliced fine, will make two barrels of lemonade, and a good lemonade, too. You want to be careful, though. If the lemon and raspberry extracts are not made by first-class chemists, they are apt to undergo some funny changes and become oil of turpentine, or something just as bad. I came very near 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 business. Germany beats them all, though. In fact, the best American houses from whom I buy my goods, are run by German chemists who have come over here. That Havana extract and the Old Tom essence are both made here by two of them. We give them all the work they can attend to."

"Who are our customers? Manufacturers, spice mills, soda water men, tobacco 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 seldom inside of what they are, or where they come from. It wouldn't do for a man who advertises 'absolutely pure extracts' to be seen buying or handling our goods. In fact, they're so careful that they hardly ever come here themselves, but do their business by mail. Is there much money in the business? Well, if I could make a good, passable chocolate extract, I could make two hundred thousand dollars the first year. That's what we are all working for now!"

"The only drawback is that some pirates have lately got into our business and imitate and adulterate our goods. It is doubly rough, because it is very hard to prove to our customers, scientifically, the difference between honest and dishonest goods. No, thanks. I'd rather go out now and take a drink with you. I'd only be using my own goods or else some poor imitation of them."

The foregoing is not a fanciful sketch nor a freak of the imagination. The

place actually exists, and the nefarious traffic is actually conducted there, as above described. We could give the precise locality, but it is the policy of the Analyst to expose such frauds, and not to advertise them.

Have You an Office in Your Store.

The selling end of your store is probably all right. Your clerks are undoubtedly polite and anxious to please. Your stock is probably kept in perfect order. The windows shine with elbow grease. The floor is spotless in its cleanliness. Your show-cases are polished until they shine like the faces in a Sabbath school at Christmas time. But how about the office end? Have you any office to which you can retreat for a little private business 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 moment's notice, put your hand on any bill you have received during the past six months? We hope that you have a neat little office, and that you are as systematic in caring for it as we would like you to be, but we are, nevertheless, going to preach to you about the necessity of having such a place and tell what should characterize it. First, we would have it so arranged, if possible, without sacrificing 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. Here we would have a desk sacred to the affairs of the head of the house, in which could be systematically arranged the correspondence, bill-files, letter-files, price lists, catalogues and other papers which one may need at any moment to secure some desired information. The desk should permit of locking, and the clerk should teach the clerks to look upon it as his special property, and that it is not to be disturbed by them. We cannot speak too strongly of the importance of preserving the catalogues sent by manufacturers and jobbers. Though they may not seem to contain information which is useful to you to-day, they will probably be wanted before long. They will save you from saying a great many "I don't know's" to your customers. The bill files are of great importance, too. It may seem to many that a bill has survived its usefulness when the goods have been checked off and the bill paid. It will frequently prove valuable, however, to re-order by, or to settle some point on which memory is not to be trusted. It will often save embarrassing discussions with wholesalers if you preserve copies of all orders. With the great abundance of cheap and serviceable office furniture to be had, this feature of the store can be made a comfort and a joy.

Excessive Traveling Charges.

The Michigan Legislature at its last session had before it a measure of interest to traveling men, to restrict the charges on sleeping cars. The bill passed one House and would probably have gone through the other if the railroad companies had not been active in securing its defeat. It was proposed by this measure 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 rates. It appears that the Pullman Palace Car Company gets three cents a mile for each one of its cars run over the line 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 represents a large amount of "water." Last 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 excessive 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 its own property, and what is true of the Pullman 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 remain 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 Commission 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.

A Good Business Quality.

From the Shoe and Leather Review.
People sometimes make the mistake of supposing that courtesy is a quality specially fitted for the drawing-room, and of very small practical value anywhere else. Those who act on this principle are guilty of one of the most stupid blunders that can be made. Courtesy as a mere business quality is worth its weight in gold. A courteous salesman outsells his surly and unaccommodating fellow-salesman three times over. A courteous salesman is a constant solicitation of the most persuasive sort to buy everything he has to sell, and when he makes a customer he keeps him. There are stores in every locality to which people go because they receive such courteous attention; there are other stores which people avoid because they are treated with such abruptness and indifference. A courteous man always pre-disposes people in his favor; he creates everywhere an agreeable impression; makes people willing to serve and anxious to help him. Many a man of very ordinary mental force has achieved striking success in business simply because of the kindness 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.

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY



Planers, Matchers, Moulders and all kinds of Wood-Working Machinery. Saws, Belting and Oils. And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Samples and become convinced of their superiority. Write for Prices. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

FRUIT

Headquarters for Oranges, Lemons, Bananas, Nuts, Peanuts, Figs, Dates, Citron, etc. Ask for Price List.

WHO URGES YOU TO KEEP SAPOLIO? THE PUBLIC!

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

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.

"Our Leader" Goods.

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 FACT

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

Paper Warehouse.

BINDEBS' TWINE, WOOL TWINE, LATH TWINE, HAY ROPE, ETC.
Houseman Block, Grand Rapids, Mich.

S. K. BOLLES. E. B. DIKEMAN

S. K. Bolles & Co.,

77 CANAL ST., GRAND RAPIDS, MICH.

Wholesale Cigar Dealers.

"TOSS UP!"

We will forfeit \$1,000 if the "TOSS UP" Cigar is not a Clear Long Havana Filler of excellent quality, equal to more than the average ten cent cigars on the market.

Ionia Pants & Overall Co.

E. D. Voorhees, Manager.

MANUFACTURERS OF

Pants, Overalls, Coats, Jackets, Shirts, Etc.

Warranted Not to Rip.

Fit Guaranteed.

Workmanship Perfect.

Mr. Voorhees' long experience in the manufacture of these goods enables him to turn out a line especially adapted to the Michigan trade. Samples and prices sent on application.

IONIA, MICH.



Bijah

The best heavy shoe made. Has as much wear in it as a \$5 boot. Cut from veal, kip or Pfister & Vogel's Milwaukee grain. Made in two soles or two soles and top. In buckle or hook lace.

Rindge, Bertsch & Co.,

12, 14 AND 16 PEARL ST., GRAND RAPIDS, MICH.

EGG CASES & FILLERS.

Having taken the agency for Western and Northern Michigan for the LIMA EGG CASES and FILLERS, we are prepared to offer same to the trade in any quantity.

| | Lots of 100. | Less than 100. |
|--------------------------------|--------------|----------------|
| No. 1—30-doz. Cases, complete. | 33 c. | 35c. |
| No. 1—Fillers, per set. | 9 3/4 c. | 10c. |

Parties ordering Fillers have to buy one Case with every 10 sets of Fillers (no broken cases sold), making 10 sets with Case \$1.25 (10 Fillers and 8 Dividing Boards constitute a standard set). Strangers to us will please remit money with their orders or give good reference.

LAMOREAUX & JOHNSTON, 71 Canal St., Grand Rapids.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 AND 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

WE CARRY A STOCK OF CURE TALLOW FOR MILL USE.

The Belknap Wagon and Sleigh Co.,

Grand Rapids, Mich.

MANUFACTURERS AND JOBBERS IN

Road Logging Delivery Pleasure SLEIGHS.

SEND FOR CATALOGUE.

A. E. BROOKS & CO.,

WHOLESALE MANUFACTURERS OF

Pure Candies.

The Only House in the State which Puts Goods Up NET WEIGHT. NO CHARGE FOR PACKAGES. CODY BLOCK, 158 EAST FULTON ST., GRAND RAPIDS, MICH.

A. HIMES,

Shipper and Retail Dealer in

Lehigh Valley Coal Co.'s COAL

Office, 54 Pearl St. Grand Rapids, Mich.

THE ABOVE COMPANY'S COAL IN CAR LOTS ALWAYS ON TRACK READY FOR SHIPMENT.

DETROIT SOAP CO.,

Manufacturers of the following well-known brands:

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