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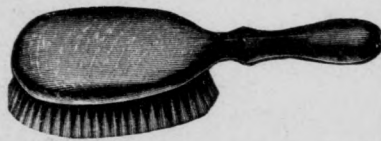
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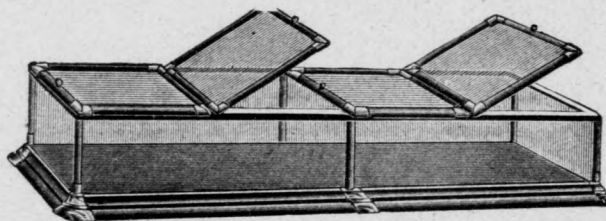
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VOL. XI.

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NO. 563

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A LAST RESORT.

A dark night, and the sky hidden by a mass of hurrying clouds. A raw, chilly wind, the ground all mud, the tall grass and trees dripping from heavy rains. Just emerging into a dark cornfield from still darker woods, a young man, his clothing drenched and mud-stained, his face haggard and desperate, and his whole attitude as he leaned heavily against the rail fence telling of utter exhaustion. He was worn out. For more than two hours he had been flying for life over a country imperfectly known to him, though familiar to his pursuers.

More than once he had been compelled to retrace his steps when every moment was precious and every step through the yielding mud required an effort. Worse yet, there was no possibility of throwing the followers off the trail. Every step left its plain impression, to be followed as fast as horse could trot, and capture meant sure and swift death—no wonder he was desperate.

Turn which way he would, Gilbert Hazelton could see nothing before him but speedy and disgraceful death. Never to see the sun again, nay, not even a friendly face! Was this the end of the bright hopes with which he had kissed his mother good-by only two short months before? It seemed like a far-away dream now. He had lived ages of fear and agony since then, gone through unspeakable humiliation and dread.

He had been accused of murder, tried for his life, found guilty and sentenced to death. His letter to his friends must have miscarried, for they had not come to his relief. Poor and alone among strangers, who persisted in believing him identical with the tramp who had murdered poor David Westford, Gilbert had yet fought bravely for his life. Some few had been convinced of his innocence, and his lawyer had succeeded in obtaining a new trial, in which new witnesses might at least prove an alibi.

But when this word went abroad, the townspeople were furious. They had seen more than one undoubted criminal escape through some technicality. Were they now to see the murderer of poor David Westford escape through the easily bought perjury of some worthless companions in crime? They vowed it should not be. Last night at dusk groups of stern-looking men stood before the jail talking grimly together, and a whisper in the air warned the Sheriff what was coming.

The jail was old and rickety. He could not defend it, and his resolve was quickly taken. In the early dusk the prisoner was sent out by a side door, under charge of the Sheriff's son, while the Sheriff himself remained to make sure mob violence did not make a mistake and seize some other victim. But treachery carried the word to the mob, and they were soon in hot pursuit of the fugitives. In this emergency the boy, who was firmly convinced of the prisoner's innocence, released him, demanding only a promise to rejoin him at a place ap-

pointed, and himself turned back to throw the pursuers off the trail if possible. Gilbert fully intended to keep his promise, but in the darkness he missed his way, and the bloodhounds in the rear caught his trail.

Now for two hours, which seemed two eternities, he had been running for life, and the unknown country and horrible mud had completely exhausted the little strength that two months of confinement and terrible anxiety had left him. Nothing but utter desperation could have driven him another rod. But when a shout came faintly from the rear he pushed forward with a great effort across the strip of cornfield, through the fence, and out on a well-traveled road.

To one less utterly worn out this would have given a glimmer of hope, for here at least the mud had become liquid ooze, which retained no footprint. The pursuers would not know which way to turn, and must watch both road-sides to see that he did not turn aside. But he was too tired to use the advantage, and when, after running a few rods, he slipped and fell, he lay there a full minute, too utterly exhausted to rise. What was the use, when his utmost endeavors could only put off death for a few moments? Why not take one moment for rest and thought before the end came.

A farmhouse stood a quarter of a mile farther on, and as he lay there panting, exhausted, waiting only for death to overtake him, his hopeless glances fell upon its light. How placid and peaceful looked the lamp, shining serenely through the parted curtains! Doubtless a happy family were sitting around it, father and mother, sturdy sons and pretty daughters, laughing and talking, and never dreaming of the dark tragedy enacting so near. Would they care if they did know? Would they come to his aid if some instinct should tell them? And then he suddenly scrambled to his feet, resolving to make one last effort for his life. He would struggle on to the farmhouse, and appeal to the quiet family circle. They might give him concealment. It was but death if he failed, and it would be no less if he did not try.

It took all the strength this last faint hope gave him to carry him to the gate and up the cinder walk, whose hard, dark surface would betray no footstep. Yet his heart failed as he reached the door, and leaned, utterly exhausted, against the doorpost.

"If I only knew there were women inside! A woman would be merciful. But it may be some stern old farmer, who will only order me off and set the dogs on me."

The window was but a step away. He crept to it, and looked between the curtains. A plain, neat farmhouse kitchen, and two women, evidently mother and daughter, sitting by the table before the fire, the mother sewing, the daughter reading aloud. No one else in sight, yet Gilbert gave a smothered gasp and fell back in despair.

"David Westford's mother and sister! That settles it."

He had seen both faces at the trial—the elder, sad and patient under its silvery hair; the younger, pure, pale, and clear-cut, thrown into strong relief by the dark eyes, long jet lashes and heavy black braids.

He stood there still, hopeless and helpless, when there came a sudden break in the clear voice within. The girl had ceased reading. He looked in, and saw her pick up a pitcher and come toward the door. A moment more and she had come out, all unconscious of the man so near, gone straight to the pump, on which the lamplight shone, and was filling her pitcher. Nerved by desperation, Gilbert stepped toward her.

"I will appeal to her. Why shouldn't I? I did not kill her brother. She may pity me. She is a woman, and they are half Quakers I have heard," he muttered—and aloud, "Miss Westford, help for God's sake."

The clanking of the pump ceased. The girl looked around with a startled air. "Who spoke?" she demanded.

"A fugitive, utterly exhausted with flight from a bloodthirsty mob. They are close at my heels. I can't go farther, and I am doomed unless you have pity and give me help or concealment."

"Who are you?" she inquired, and with a dreadful sinking at his heart he gave his name, "Gilbert Hazelton."

She uttered a sharp cry and looked away where the distant lanterns were gleaming through the cornfield—the pursuers on his track.

"I must ask mother," she said, and snatching up her pitcher swept past him into the house.

He heard her quick voice, and Mrs. Westford's startled outcry, and in very desperation followed her in.

The old mother met him, white-haired and venerable. "So thee can seek shelter here, of David Westford's bereaved mother?" she said, bitterly, wonderingly.

"Why not, I never harmed you or him," he urged, desperately. "As true as there is a heaven above us, I am innocent of what is laid to my charge. It will be proved when my friends come. But that will be too late unless you help me."

"But I do not know it now," Mrs. Westford wavered. "Thee speaks fair, but do not all criminals the same? A trial was given thee and thy innocence was not proved. Why should I save the murderer of my boy?"

Gilbert fell into a chair, too exhausted to stand. "You will know when it is too late if you refuse me aid. Madam, will you risk it?—risk feeling that you might have saved an innocent man, but instead let him go to his death?"

"Ernestine," cried the old mother, pitiously, "what ought we to do? How can we risk a life-long remorse, or how can we risk letting David's murderer go free to break other hearts as ours are broken? What does thee say?"

The girl stood in the open door, her glances alternating between the pleading face of the fugitive and the lanterns coming along the roadside.

"We must decide quickly, mother," and her clear voice quivered with feeling. "He may be innocent. It hardly seems as though a guilty man would come here—to David's home—for shelter. And if we are accessory to his death—mother, it is murder for them to take the law into their own unauthorized hands. Our choice lies between one man, who may or may not be a murderer, and a score who will surely be if we do not hinder."

"Then thee says save him?" Mrs. Westford asked doubtfully.

"I dare not refuse it, mother. Do you?"

The old lady hesitated, then, opening a corner cupboard, took out a pair of handcuffs—relics of the days when David had been deputy sheriff and earned the enmity of tramps and evildoers—and held them toward Gilbert.

"If thee will put these on, that we may have no fear from thy violence when the mob are gone, we will conceal thee safely, and when the search is over send thee back to thy lawful guardian. That is all. I cannot place myself and my daughter at the mercy of one who may have none. Will thee consent?"

She was only prudent. Gilbert bowed silently and extended his hands. It was his only chance for life, and it would be the height of folly to object. Yet a faint color came into his face as the cold steel snapped on his wrists, rendering him helpless—yet scarcely more so than fatigue had already made him.

The hesitation of both was over now. Ernestine bade him remove his muddy shoes, while she swiftly closed the door and drew down the blinds, and the mother hurried into another room. Thither Ernestine beckoned him to follow, pausing only to thrust the shoes out of sight.

At the door she turned. "It is David's room," looking keenly into his face. "Come in!"

Did she think he would draw back? Guilt itself would hardly have done that now, with the pursuers so near.

"If David can see, I know he is willing," Gilbert answered quietly.

It was a small, plainly furnished room. Mrs. Westford had drawn the bed from the wall and thrown back the last breadth of carpet, revealing a tiny trap-door. At his entrance she opened it, and motioned him down.

"It is only four feet. You can drop that far," said Ernestine encouragingly. "There is no outer door. You will be quite safe."

Her mother smiled sadly. "How many frightened fugitives have slept there in safety! But that was years ago—before the war. Thee need not fear. Now—but stay, thee must be faint. I will bring thee food and drink."

She hurried away, and he swung himself down. It was not very easy, with his manacled hands, and Ernestine helped him. His heart thrilled at the touch of her cold, trembling fingers.

"She shrinks from my touch. She thinks my hand stained with her brother's blood," he thought bitterly.

But another glance at the pure, pale face relieved him. She was listening anxiously, and said with hurried kindness, "There is an old bed down there. Look, while I hold the light down.

There! Even half an hour's rest will help you. But you must eat and rest in the dark, for this cellar extends under the kitchen, which is carpetless, and has cracks in the floor. Here comes mother."

Very hurriedly Mrs. Westford passed the well-filled dish and pitcher to him, reporting the mob almost before the house.

"Cover up, quickly, Ernestine. I am going to wake Harry."

That was her youngest son, still sleeping soundly upstairs.

She hurried away, and Ernestine quickly lowered the trap-door and pushed back the bed.

Shut down in the darkness, Gilbert groped his way to the old bed, and sank down on it in utter exhaustion. He could do no more, be it life or death. He heard the girl's quick steps, the closing door, the louder steps directly overhead, and a slender spur of lamplight came down through a crack. She was back in the kitchen—and there were stern voices indistinctly to be heard without. Ernestine heard them more plainly, and stood with clasped hands and pale face, praying silently, but oh, so earnestly, that the innocent, if he were innocent, might be saved, when her young brother came rushing downstairs just as there came a thundering knock at the door.

Mrs. Westford had told him no more than that a crowd of men with lanterns were approaching, and it was in perfect good faith that he flung open the door and angrily demanded their business. They soon satisfied him.

"The tramp that murdered your brother is at large, and we are hunting for him. We have looked all up and down the road, for we know he came this way, and it looks mightily as if he had slipped into your premises and hidden somewhere. Your folks will have no objection to our searching, I reckon?"

"Not a bit. I don't think he would stop here, but if he did I hope you'll catch him and hang him to the nearest tree," the boy answered fiercely.

The fugitive, plainly hearing every word, shuddered, but he had no idea how many times that old house had been searched in vain for hunted souls, or he would not have feared. Harry knew the secret of the long unused cellar, but never dreamed that his mother and sister could know anything of the hunted tramp-murderer, and so had no idea that he could be in the house. So the out-buildings and premises were thoroughly searched, while Ernestine and her mother looked on with pale, quiet faces and wildly beating hearts, and the fugitive lay and listened in the darkness. Then the men rode on, grumbling and cursing the Sheriff for letting the prisoner escape. Harry fretted a little, never guessing that his every word reached the ear of the man whom he would willingly have surrendered to his murderers, and then went back to bed.

Silence settled on the old farmhouse, and Gilbert actually fell into a light doze, from which Mrs. Westford's soft call aroused him. Half asleep, he made his way to the trap-door, and was helped up. Ernestine, in cloak and hat, stood waiting.

"Mother thinks it best that you should be back in safety before daybreak," she said simply. "I can drive you over very soon."

"I hate to let thee go, dear," her mother said anxiously.

"It is only for an hour, mother," reassured the girl; "and we can hardly trust Harry. He is only a boy, and so impetuous and bitter."

Mrs. Westford sighed. "It seems to be a duty—and surely our Father will not let thee suffer for doing thy duty. Well, go. My prayers shall go with thee. But be careful, child."

The light wagon and bay pony stood at the door. The prisoner was helped into the back seat and Ernestine sprang in before. The big watch dog followed at her call and curled up under her seat, and Gilbert felt that, however kindly these women might feel, they were not disposed to run any useless risks.

"Good-by, mother. Don't fret," was Ernestine's parting word, and Mrs. Westford's earnest "May God protect thee" showed her uneasiness. Yet she added a kindly word to the prisoner. "And may He bring out the truth! I hope we shall see thee free before all the world right speedily."

Then they drove away in the darkness. Ernestine spoke little; her heart beat too fast. She half apologized for taking the dog.

"The roads would be so lonely, coming back," an apology which he readily accepted. Could he resent her prudence when she had given him his life? But he could not help being intensely thankful that the dog had been asleep in the barn when he approached.

Their trip was about half done when lanterns gleamed ahead, and wheels and voices were heard approaching. "The mob!" was his first thought, and Ernestine whispered hurriedly, "Down under your seat till they pass!" then with a sudden joyful change in tone and manner, "Oh, it is the Sheriff! Thank heavens!"

The Sheriff it was, looking anxiously for his charge, but with little hope of ever seeing him again alive. Ernestine turned quickly.

"Your wrists, please," and the manacles fell off. "There! You need not tell that part unless you wish. It was only—but you understand. Mother had a right to be cautious, you know."

And then the sheriff was hailing them, and as much surprised as delighted to find his prisoner in such hands. The transfer was soon made, and with a kindly word of farewell Ernestine hastened back to her anxious mother.

At the new trial Gilbert Hazelton had no difficulty in proving his own identity, and was triumphantly acquitted. Of all the warm hand-clasps and congratulations he received, none gave him more pleasure than those of Mrs. Westford and her daughter.

"You must come and see us," Ernestine said blushing. "I know we were not over-polite to you, mother and I; but come again, and you will find that we can be civil."

And he did come—not once, but many times—and at last carried Ernestine away as his bride. ADA E. FERRIS.

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Relation of the Banks to the General Government.

The long and bitter war against the old United States Bank, which culminated in the overthrow of that institution under President Jackson and in the establishment, during the presidency of his successor, of the present independent Treasury as the sole fiscal agency of the Government, had the effect of introducing into our organic law the unwritten provision that the national finances shall never be managed by any bank. We renounced forever, it may be said, the privilege of which the great powers of Europe have long availed themselves, of so combining the collection and disbursement of the national revenues and the borrowings and the payments of the Government with the transactions of private citizens as to conduct the business, not only with greater economy but with the least possible disturbance of the ordinary course of affairs. So long as the operations of the Government were comparatively inconsiderable the evils of this separation were not very great. Not until the civil war entailed upon us the necessity of providing for a sudden and enormous increase of expenditure did the insufficiency of the present system become apparent, and force the Government into supplementing it with an irregular use of the facilities afforded by the banks. The enactment of the National Banking law was a further effort to create for the benefit of the Government institutions which should at the same time serve its citizens. The provision allowing national banks to act as depositories of the internal revenue on its way to the Treasury diminished, in a measure, that congestion of the surplus of national income over national expenditures, which in 1888 and 1889 became so troublesome and it was useful as far as it went, but no corresponding provision was made for the opposite emergency in which we now find ourselves of a revenue unequal to the demands upon it. When the Government has more money than it can spend it can leave some of it on deposit in national banks, but it cannot, in a time of need like this, obtain from those institutions, nor even from the public, a temporary loan of the amount that it requires. Added to its other liabilities, it has outstanding \$900,000,000 of paper money and silver tokens which it is obliged by law to keep at par with gold yet it can procure the gold needed for the purpose only by the courtesy of the banks. These banks, again, are thousands in number, each independent of the other, and only a few are willing to agree to act in concert in the matter.

Within the last month a considerable alarm has been occasioned by the reduction of gold in the Treasury. While it has fallen to a low point, it will probably be still further reduced before the summer is over. Some bankers consider \$50,000,000 as a danger line the passing of which might possibly occasion a panic, but this is a purely arbitrary limit. A year ago \$100,000,000 was the magical sum required to insure public confidence, and, in fact, the run on the Treasury began while its gold reserve was considerably more than that amount. Now that the issue of paper money under the Sherman act has been stopped, there is no reason why \$10,000,000 should not be as good for practical purposes as \$100,000,000 or even \$200,000,000. No-

body wants gold for use in this country, and if the Treasury should refuse to furnish it for export, the only result would be that it would be bought in the market at a small premium, as it is in France when it cannot be had at par from the Bank of France. To be sure, the panic of last year was precipitated by the fear of just this suspension of gold payments by the Treasury, and of a consequent premium on gold, but it was not due to this cause alone. Other conditions aided to produce the catastrophe, the principal of which was an inflated volume of credits resting upon a false foundation. Since that inflation and the continued outpour of paper money under the Sherman act have ceased to operate, there is no food for a panic now if anybody were silly enough to start one.

The best way for the banks to help the Government is to cease their efforts to obviate the evil consequences of its present faulty financing. Congress having refused to grant to Secretary of the Treasury the authority to borrow money with which to meet the deficiency in the national revenues, he has attempted, by all sorts of questionable expedients, to tide over the emergency, and thus to demonstrate that, after all, he does not need the power he has asked for. He has delayed the payment of claims that ought to be paid; he has suspended, as far as possible, the execution of work ordered by law, and he has perverted the authority given him by the Resumption act to procure means for redeeming in coin the legal tender notes into one for borrowing money for current expenses. In this last high-handed proceeding he has had the support of the financial institutions of New York City, but they very properly hesitate to repeat their action. Now, also, he asks for gold with which to replenish the useless hoard of the metal in his vaults, and some of the banks are indirectly supplying it to him. It would be much wiser for them to leave him to his own resources, and if those should prove insufficient he should be told to apply to Congress for help, and put the responsibility of a refusal to give it to him upon that body. At a moment when the Bank of England holds \$194,000,000 of gold and the Bank of France \$356,000,000, an application from our Government for a loan from European capitalists of \$50,000,000 or \$100,000,000 at 3 per cent. would be sure to be granted, if only the bonds could be made specifically payable, principal and interest, in gold coin of the present standard of weight and fineness, and not in "coin" merely, as the Resumption act specifies, and which leaves the door open for payment in silver.

The impression prevails that just as something terrible would happen if the Treasury reserve of gold should be much further impaired, so the stoppage of the customary currency disbursements by the Government would be an appalling catastrophe. This was the argument used last January to force from unwilling bank officers subscriptions to the illegal \$50,000,000 loan then put out by the Treasury, nominally in pursuance of the Resumption act, but really, as everybody knew, for general purposes. It was said that even the appearance of bankruptcy on the part of the Government would bring on a financial disaster and complete the ruin began by the panic of last summer. It is undoubtedly true

that, if the entire ordinary business of the national executive should have to stop for want of funds, great inconvenience would result. We could not well afford, for example, to suspend the collection of customs and of internal revenue, the payment of interest on the public debt, the transportation of the mails, the sessions of the Federal courts, and the operations of the Government machinery in general, but there are many things which cost money but are not altogether indispensable. If, for example, the salaries of Representatives and of Senators should not be paid for a few months no citizens besides those immediately affected would make much complaint. Certainly, if the payment of pensions were confined to those only who absolutely needed them, a large sum would be saved and nobody would be harmed. Already many expenditures for public works ordered by Congress have been restricted within narrow limits, and it would be easy to carry the process a little further and stop them altogether.

The Secretary of the Treasury, it ought to be remembered, is an executive and not a legislative officer. His duty is not to provide revenue, but only to disburse it according to law. If he is not furnished with the means necessary to do the things required of him he has simply to report the fact and await further instructions, just as the cashier of a mercantile concern would report to his employers that he had not on hand the money necessary to make the payments ordered by them, and leave them either to provide more money or to countermand their instructions. In the present case, the Secretary of the Treasury has repeatedly informed Congress that the national revenues were not coming in fast enough to meet the payments he has been directed to make, but as yet they have not acted upon the matter. If now he should say to the Government creditors who could best afford to wait that he had no money for them, he would do no more than his duty, and the odium of national bankruptcy would fall, not upon him, but upon the party in power, who have by their neglect failed to avert the catastrophe. Certainly, it is no part of the function of the banks to help him, and the sooner they peremptorily refuse to attempt it the sooner will Congress be likely to act. **MATTHEW MARSHALL.**

A Swiss Picture of America.
It is a little unfortunate that so many foreigners visited Chicago last year and carried off from these their impressions of what America is. Here is the idea formed by a gentleman who was prominently connected with the Swiss exhibit: "America is a land compared with which Europe is only a peninsula; the United States forms a country compared with which the European kingdoms are pigmies. America is the land of unmeasured distances and dimensions; the land of dollars and electricity; the land where the prairies are more extensive, the rivers mightier, the waterfalls deeper, the bridges longer, the lightning expresses faster, the catastrophes more terrible than in any other country in the world. It is the land where in a single railroad accident—and one occurs every few days—more people lose their lives than in Europe in a whole year. It is a land where the houses are higher, the jailbirds more numerous, the rich richer, the poor poorer, the millions greater, the thieves more daring, the murderers more shameless, the educated fewer, the teeth more generally false, the corsets narrower, the diseases more deadly, corruption more general, the

summers warmer, the winters colder, the fires hotter, the ice thicker, time more precious, the men more nervous, than in any country in our pastoral Europe. It is the land where the old men are younger and the young men older, the negroes blacker, the whites more yellow, than in any other place."

It Was a Mesalliance.

The marriage of Cadet Lang, a member of the graduating class of West Point, and Miss Kenkle, the daughter of an enlisted man in the garrison, has developed a most disgraceful state of feeling among the future defenders of the country. The girl is said to be pretty, modest, refined and well educated, and Lang married her on the day that he graduated. Immediately he and his bride were cut dead by all the members of the class. They claim that he has disgraced himself by marrying "beneath him." They would not have blamed him for seducing the girl, but marry her! That was not conduct becoming an officer and a gentleman! It appears that these young fellows, who are all of them but charity students, educated at the expense of the taxpayers of the country, imagine that they belong to quite a different order from the other people of this country.

Typewriter Supply Office.

H. B. ROSE, Manager.

STATE AGENCY FOR THE

Franklin Typewriter

The Edison Mimeograph—The Simplex Duplicator—Typewriter and Mimeograph Supplies of all kinds. Mail orders receive prompt attention.

Y. M. C. A. Building,

Grand Rapids, Mich



NO CURE, NO MUSTACHE, NO PAY, NO CURE.
DANDRUFF CURED.

I will take Contracts to grow hair on the head or face with those who can call at my office or at the office of my agents, provided the head is not glossy, or the pores of the scalp not closed. Where the head is shiny or the pores closed, there is no cure. Call and be examined free of charge. If you cannot call, write to me. State the exact condition of the scalp and your occupation.
PROF. G. BIRKHOFF,
1311 Marquette Temple, Chicago



Have you seen our "Sunbeam" line of Machine Sewed Children's and Misses' Shoes? Dongola Patent Tip, Heel or Spring. 6 to 8 @ 65c—8½ to 11½ @ 75c—12 to 2 @ 90c.

HIRTH, KRAUSE & CO.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Davison—Chas. S. Moss succeeds Moss & Green in general trade.

Mecosta—Calkins Bros. succeed C. W. Calkins in the furniture business.

Fairfield—Walter H. Grandy succeeds Grady & Grady in the meat business.

Fremont—Morris O'Dell succeeds Masser & Groff in the restaurant business.

Blissfield—Chas. H. Lamb succeeds Lamb & Baluss in the grocery business.

Greenville—A. O. Legg has purchased the flour and feed business of S. M. Moon.

Ionia—A. W. Hewitt succeeds A. L. Crawford in the bakery and restaurant business.

Macon—Randall & Cavanaugh are succeeded by Cavanaugh Bros. in the meat business.

Clinton—Jos. Breese & Bro., millers, have dissolved, J. H. Breese continuing the business.

Utica—Sweetzer & Stevens succeed Sweetzer & Haines in the grocery and drug business.

Lapeer—Alex. R. Bellaire has purchased the bakery business of A. G. (Mrs. J. C.) Evans.

Greenville—Jas. Callaghan succeeds Callaghan & Miller in the harness and agricultural implement business.

Detroit—The style of Jas. L. Buchanan & Co., furniture dealers, has been changed to Sullivan, Buchanan & Co.

Lisbon—C. L. Harrison has sold his drug stock to Chas. W. Williams, formerly engaged in the drug business at Clarksville.

Lennon—Dr. Van Liew and John McCaughna have formed a copartnership and will shortly open a drug and grocery store at this place.

Hastings—Hiram Rogers has sold his furniture stock to George E. Rowe, late of Grand Rapids, who will continue the business at the same location.

Detroit—Samuel H. Jones has purchased the interest of his partner, of the firm of Jones & Halpin, dealers in wall paper, paints, etc., and will continue the business.

Remus—Com Smith announces his intention of retiring from the hardware business, on account of ill health. He has been engaged in business here twelve years.

Ross—Freeman G. Hall and Thos. H. Atkins, general dealer at West Carlisle, have formed a copartnership under the style of Atkins & Hall and opened a grocery store here. B. Desenberg & Co. furnished the stock.

Belding—W. Andrew Dutt and A. G. Benes have formed a copartnership and engaged in the drug business here under the style of the Belding Pharmacy. Mr. Dutt was formerly engaged in the drug business at Chicago.

Mears—J. W. Robinson, formerly engaged in general trade at Ferry, has formed a copartnership with Reese T. Morris under the style of Reese T. Morris & Co., and opened a grocery store at this place. Andrew Wierengo furnished the stock.

MANUFACTURING MATTERS.

Grand Marais—Locke & Stevens have removed their sawmill from East Tawas to this place.

Benton Harbor—The Benton Harbor Lumber Co. lately received a single shipment of 2,800,000 feet of lumber.

There were eight boats in the fleet, the freight bill was \$5,800, and the cost of unloading \$2,000.

Saginaw—Green, Ring & Co. have started their sawmill, cutting on 10,000,000 feet of Canada logs for Merrill & Ring. C. K. Eddy & Son have also started their mill with a full crew.

Trout Lake—Stickney & McPherson, who are lumbering near this place, are building camps on Mud Lake, near Au Train, and will cut 10,000,000 feet of logs during the summer and fall.

Rose City—The French Lumber Co. is shipping cedar for paving to the eastern market from this place. The shingle mill of this company has shut down for a few weeks owing to the dull market.

Ludington—The C. N. Taylor Lumber Co. has had built a steamer named the *Helen Taylor*, which will be used as a ferry across Marquette Lake. The boat was built by Duncan Robertson, at Grand Haven.

Muskegon—Hovey & McCracken have purchased from Matthew Wilson the logs and log marks owned by him. Included are the logs put in by Mr. Wilson last winter, amounting to between 2,000,000 and 3,000,000 feet.

Cadillac—The Oviatt Manufacturing Co., of Cleveland, Ohio, has purchased the Cadillac Veneer and Basket Works of Gardner & Gerber. The new proprietors will assume control of the works as soon as a satisfactory agreement can be concluded with the Improvement Board.

Marion—The Dewey Stave Co. is putting \$15,000 into a plant here. The mill will have a cutting capacity of 33,000 staves and 11,000 heads daily. It is expected that the plant will be ready for operation in about two weeks. The company owns 1,800,000 feet of logs now laying in the river waiting for dressing.

Muskegon—The steambarge *A. R. Colborn* was recently unloaded of 335,000 feet of lumber, and the same day was reloaded with 250,000 feet of lumber and 600,000 shingles. Besides being a quick transference of cargoes the incident presents the novelty of Muskegon as both a port of shipment and receipt of lumber.

Mt. Pleasant—The Mt. Pleasant Lumber Co. is one of the few concerns that report a decent trade. The company's mill is cutting about 40,000 feet a day, on a single circular, pine, hemlock and hardwood, southern Michigan and Ohio being the market. The company has a capital of \$40,000 and will cut about 7,000,000 feet this season. L. Shafer, at Mt. Pleasant, is cutting 30,000 pine and cedar shingles a day.

Muskegon—More lumber was shipped out of Muskegon this June than in the corresponding month last year. The hemlock market is reported very dull, the activity being mostly in pine, with a slightly brightening call for piece stuff. The demand is mainly for dry material and but little of this season's cut has been touched, with the result that dry is running low and green mounting up until a sixty or ninety days' sun shall eliminate the dampness.

Alpena—This city made a good investment when the spool works were built. Besides spools, floats, pulleys and corks contracted for, which will keep the factory busy for several months, a contract has been taken to manufacture a large quantity of pail handles, and two new machines for this purpose have been added to the outfit. These machines

will turn out 40,000 pail handles a day. They are made of birch that is not good enough for spools, and a large quantity of timber that has hitherto been of no use will now be utilized. For the pail handles the wood is first sawed into bolts and is then cut into blocks three and three-eighth inches long and an inch square. These blocks are placed in a spout of the first machine, which seizes the blocks at the rate of 55 a minute, bores a hole the entire length about the middle of the block, and shoves them down a spout. The bored blocks are then taken to the second machine. The man in charge places them in a spout one at a time, and the machine does the rest of the work. It takes hold of each block, planes it the required shape and drops it into a box beneath, at the rate of 53 a minute, ready for the pail makers. This factory is running full capacity, and the other day a shipment of 1,000 pulleys was made to Jersey City. The spool contracts are also large.

The Wheat Market.

During the past week wheat has been on the down grade, owing to a combination of causes. The great strike at Chicago restricted cash business very materially; exports showed only 1,700,000 bushels, as against 3,971,000 bushels for the corresponding week last year; exceedingly fine harvest weather, and, where threshing has been reported, it is to the effect that the yield is above earlier expectations and the quality very fine. Foreign reports also show that France will this year go out of the list of wheat importing nations, as she will have a surplus for export herself—so that the prospect for an advance in the near future is rather slim. The Government crop reports are to the effect that we will have a 414,000,000 bushels crop this year, which, with the visible supply at about 55,000,000 bushels, will give us a fair stock of wheat, especially as we can hardly expect to export as much the coming season as we did during the past. Exports for the past year amounted to 165,000,000 bushels; for the previous year the exports were 195,000,000 bushels. This shows a material and startling decrease in our exports, the reason for which has often been given under this head. We should, however, take into consideration the amount of wheat fed to stock, which will be greatly increased during the coming season if the present low prices continue. Locally, the movement has been very slow, as farmers have plenty of work to do which pays them better than hauling wheat to market at 52 cents per bushel, so they keep what they have in their granaries. Receipts by rail during the week were, wheat, 39 cars; corn, 15 cars; oats, 2 cars. Corn and oats have followed wheat in its decline. The fall in oats, especially, has been sharp, being fully 10 cents per bushel in the speculative markets during the week, and it is even expected they will go still lower, as new oats are being offered freely farther south.

C. G. A. VOIGT.

Change at Wolcottville, Ind.

John Beach, boot and shoe dealer, has purchased the drug stock of A. D. Havens and removed the stock to one side of his store. Mr. Havens will return to his former home, Coleman, Mich.

Do not endorse for a man to whom you would not willingly lend your money.

PRODUCE MARKET.

Prices have been seriously affected by the railroad strike, and the prospects are that, by the time this reaches the readers of THE TRADESMAN, the consequences will be much more serious. The supply of potatoes, and of all articles which come from outside the State, may be cut off entirely and the result may be a vegetable famine. Prices as quoted may mean much or little, according to whether the strike has or has not the anticipated effect.

Apricots—Royals, \$1@1.10 per 4-basket crate. Beans—Dealers pay \$1.65 for hand-picked, holding at \$2.

Beets—The market is almost glutted. Home grown bring 15@20c.

Butter—Best dairy, 13@14c; creamery, 16@17c. Cabbage—Home grown hold the market and are in good supply at 35@50c per doz.

Cherries—The week closed with the market almost bare. Good brought \$2 per bu. The crop is reported to be not very heavy and they are not likely to be much lower.

Cucumbers—Scarce and higher. Bringing 35@40c per doz.

Carrots—15c per doz bunches.

Eggs—The usual summer egg famine is not far off. The price is going up. Dealers now pay 12c, holding at 13c.

Greens—Are out of the market.

Honey—White clover, ; Buckwheat, ; Onions—Californias have disappeared. Louisianans now hold the market at \$3.50 per bbl. or \$1.20 per bu.

Potatoes—Early Ohios are held at \$2 per bbl.; bulk stock, 70c per bu. The supply at present is good.

Peas—Are unchanged at \$1 per bu.

Peaches—Californias are held at \$1.10 per 20 lb box.

Pineapples—Small, \$1.25; large, \$1.50 per doz. Squash—Crook-neck are held at 75c per box of 25 lbs.

Tomatoes—Are held at \$1.75 per 4-basket crate. Watermelons—Are down to \$20 per hundred, @30c or .50 apiece.

Berries—Red raspberries, 15c per qt.; black 12@14c per qt. Black berries, \$4 per bu.; Strawberries, 8@11c.

Henry J. Vinkemulder,

JOBBER OF

Fruits and Vegetables,

418, 420, 445 and 447 So. Division
St Grand Rapids.

I handle all kinds of Fruits and Produce, being present on the Grand Rapids market every morning to select the freshest and choicest stock. I solicit correspondence and mail orders, agreeing to give same my personal attention. I employ no traveling salesmen and am thus enabled to bill goods at lower prices, besides guaranteeing quality.

SEED

BUCKWHEAT

Choice Stock.

\$1 PER BUSHEL.

W. T. LAMOREAUX CO.,

GRAND RAPIDS.

GRAND RAPIDS GOSSIP.

Geo. Richards succeeds Richards & Huff in the flour and feed business at 528 South Division street.

Eaton, Lyon & Co. have sold the L. Pauly drug stock, at St. Ignace, to R. A. Fervice, formerly clerk for Paul V. Finch, the Canal street druggist.

Geo. H. Kykendall and Jno. Young have formed a copartnership under the style of Kykendall & Young and embarked in the furnace business at 46 East Bridge street.

Frank A. Collins has retired from the firm of A. J. Quist & Co., tobacconists at 319 South Division street. The business will be continued by the remaining partner under the style of Anthony J. Quist.

The Ball-Barnhart-Putman Co. is no longer in the hotel business, having sold the Commercial House property, at Saranac, to John Cutler, proprietor of the Davis House, at Lowell. This property was taken in the payment of a judgment obtained by the Ball Co. against Rose Rudd, of the former firm of Holmes & Co.

A. E. Brooks & Co. have leased the basement and first, fourth and fifth floors of W. S. Gunn's block (formerly occupied by Gunn Hardware Co.) on South Ionia street and will take possession of the premises Aug. 1. Additional machinery will be purchased by Brooks & Co. and their capacity considerably enlarged.

The annual parade of the fire and police departments Saturday was highly creditable, but few people have any idea how much it costs the city to maintain these departments each year. The Board of Fire and Police Commissioners have made up their budget for the fiscal year beginning July 1, asking for \$100,000 for the fire department and \$98,000 for the police department.

Wm. N. Rowe, Manager of the Valley City Milling Co., states that he and Mr. Swensberg each propose to subscribe for \$100,000 of the capital stock of the corporation in which the business will be merged in a few months. In order to give sufficient time to perfect all arrangements, the filing of the incorporation papers will be deferred a few weeks. The plan contemplates not only the payment of the company's obligations but a sufficient increase of capital to correspond to the increased capacity of their Valley City Mill, which was last year entirely rebuilt and its capacity increased one-third. Mr. Rowe states that, instead of paying 7 per cent. dividends on the capital stock of \$350,000, he confidently expects to be able to declare 5 per cent. semi-annual dividends (equivalent to 10 per cent. per annum), although this basis may be considerably augmented in prosperous years.

Only a quartette of fruit wagon licenses have been issued so far this year, and thirty-three vegetable licenses. The trouble is with the bonds. The men who would take out fruit licenses are unable to procure bondsmen, consequently their applications are hung up in the City Clerk's office. The men of means who were behind the fruit peddlers last year seem to be shy of the business this year. There is some danger of

a suit for damages, and they are not disposed to take any chances. The vegetable men, for some reason, do not seem to meet the same difficulty, as about the same number have taken out licenses this year as last. This would seem to indicate either that they have better friends or are more reliable. However that may be, the vegetable men are "in it" this year and the fruit men are not. Cannot that eminent "friend of the poor man," Ald. Shaw, do something for them? Or are the vegetable peddlers the only worthy poor in that statesman's estimation? This is the opportunity of Ald. Shaw's political career and he should not fail to take advantage of it. He will never have such another. It is safe to say that, if the bond provision had not been added to the license schedule, the city would have been overrun with peddlers this year, as it was last. Now, however, so far as can be ascertained, only a very small portion of those engaged last year as fruit peddlers have any intension of taking out licenses as they know they cannot secure bonds. The number of fruit licenses issued so far this year is four, as against ten to the same date last year. From this it will be seen that the bond provision is a benefit, not only to the city, but to the peddlers themselves. The fact that so few have taken out licenses relieves the city of what, under the old system of promiscuous licensing, was fast becoming a nuisance, and returns to legitimate dealers much of the trade which they had lost, and also relieves the police department of a large amount of unpleasant work. The few peddlers who remain in the business will be benefited by the inability of the majority to obtain licenses, as it leaves a wider field for them to operate it. Altogether the situation is encouraging and, if it had not been for the assinnity of the License Committee, the whole peddling business would have been brought nearer to a common sense basis.

The Grocery Market.

Wholesale grocers generally are making a vigorous kick against the recent action of the P. J. Sorg Co. in reducing the commission allowed the jobbing trade from 8 to 6 per cent. They claim that the reason given for the change—that jobbers are not maintaining the established price on Sorg's goods—does not apply to all jobbing centers and that unless the margin is restored to the old basis, aggressive effort will not be made in the future to hold the sales up to the present standard.

Sugar—The market is unsettled and lower, probably due to the uncertainty over the outcome of the tariff. Several changes have occurred during the week, granulated having declined 18 pence, while some grades have suffered no change. In the language of a local prophet, "One man's guess is as good as another's."

Cheese—The market is a little stronger and higher than a week ago, Lenawee county makers and handlers having advanced their prices 1/2c.

Oranges—A few 96s, California, and 200s, Naples, are about all there are in market at present, and these are from cold storage, and are not very desirable. Of course, there will be a few fancy Rodis for first-class trade, but they will be high. Not much of any account will be seen until Floridas begin to move in October.

Fruits—Currants are a little firmer, but no change has been made in quotations.

Bananas—The market is about bare, as the railroad strike has made it next to impossible to get freight from the South. Prices are going up, as with everything else that comes via Chicago or Cincinnati.

Lemons—Are in good supply so far, but if the strike holds there will be none to be had in a short time. The price, too, has been affected, and will be still more affected, by the same cause. This market is fairly stocked, and figures in our market columns are unchanged.

Fresh Meat—L. F. Swift & Co. and Nelson Morris & Co. report very little of anything on hand. The strike has made it impossible to get anything from Chicago and, unless the strike comes to an end in a few days, the market will be depending entirely on local supply—a not very pleasant prospect, and which means that the public must go without meat, or turn to salted stocks for their supplies.

Hogs—Receipts for last week were 120,000, a decrease of 31,000 from the corresponding week a year ago. The falling off was undoubtedly due to the strike, which has, so far, tied up nearly every road entering Chicago. Prices have not yet advanced, however, as neither packers nor dealers show much disposition to take advantage of the situation. Stocks in local dealers' hands are fair, but cannot stand a very long siege, as the shortage of fresh meat will undoubtedly cause a run on hog products.

The Hardware Market.

General Trade—During June trade has been quite good. More especially has this been so in seasonable goods. With the coming in of July, the tendency is to restrict buying in all lines.

Wire Nails—Prices remain about stationary, and, while the coal and coke strike is over, the mills have not, as yet, been able to get a supply of fuel and nails are not yet plentiful enough to warrant any lower prices. Our impression would be, however, that when manufacturing is in full blast again the present advance will be hard to maintain.

Barbed Wire—The demand has let up, but the recent advance in price is still on. We may look, however, for lower price.

Window Glass—At this time of the year all factories close down and the advance in price usually comes with it. All reports indicate that the stock of glass is light, and, should there be much of a demand, much higher prices would rule. We quote 80 and 20 per cent. discount in single and double by the box.

Wire Cloth—Is in great demand and stocks are not heavy. The price is held firm at \$1.75@1.65, according to quantity ordered.

Agricultural Tools—The demand for forks, rakes, cradles, etc., is good. Scythes and snaths are also moving freely. We quote the following prices:

Wood brace cradle	.....	\$17 00	per doz.
Wire " "	.....	18 00	" "
No. 1 wire bow rakes	.....	1 60	" "
No. 1 wood bow rakes	.....	1 35	" "
Scythe snaths	.....	5 40	" "
Clipper scythes	.....	5 40	" "
Harpoon hay forks	.....	90	each
Wood hay fork pulleys	.....	1 75	per doz.
Iron " "	.....	1 75	" "
Hartz steel hay fork pulley	.....	2 25	" "

Wm. Fowler, general dealer at Kalamo, was in town over Sunday.

The Wool Market.

No one in the East has any money to invest in wool with the present outlook which is extremely gloomy. Local buyers are taking what is offered, simply because they do not care to refuse. Wool at a lower figure than it brings at present would be a curiosity. Prices are unchanged.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES

FOR RENT—MEAT MARKET IN CONNECTION with large grocery. Right place for right man. Established trade. Henry J. Vinke-mulder, Grand Rapids. 560

WANTED—TO BUY A SHINGLE MILL FOR cash. Must be in good order and cheap. Address Morse & Schneider, Seney, Mich. 557

A BUSINESS CHANCE—FOR SALE OR EX-change for farm or city property in or near Grand Rapids, the Harris mill property situated in Paris, Mecosta, Co., Michigan, on the G. R. & I. Railroad consisting of saw and planing mills, 20+ and 39 acres of land a good water power, 22 foot fall, side track into mill, plenty of hard-wood timber. This is a good chance for anyone wishing to engage in any kind of mill business. For further particulars address B. W. Barnard, 35 Allen street, Grand Rapids Mich. 559

SALESMAN WANTED—EXPERIENCED in crockery and house furnishing goods salesman. H. Leonard & Sons. 555

A GOOD LARGE GENERAL STOCK OR boot and shoe stock can be sold for cash, if cheap. Address box 327, Stanton, Mich. 552

CANNING FACTORY WANTED—A PARTY with some capital and who understands the business, to build and operate a canning factory at Grant, Newaygo Co., Mich. For particulars write to H. C. Hemingsen, Village Clerk, Grant, Mich. 553

WANTED—WELL-SEASONED RED OAK and black ash. Address "Manufacturer," care Michigan Tradesman. 554

FOR SALE—STOCK OF GROCERIES, HARD-ware, drugs, crockery, notions, etc., in small growing Northern town on railroad and navigable stream. Address No. 556, care Michigan Tradesman. 556

FOR SALE—A WELL EQUIPPED MACHINE shop in Detroit, Michigan. Good tools, suitable for building or repairing heavy or light machinery. Good business location and low rent. Suitable terms to responsible parties. Particulars from Charles Steel, Administrator, box 46, Wyandotte, Michigan. 647

FOR SALE—FINE BAKERY, RESTAURANT, ice cream parlor and soda fountain in one of the best locations in a good lively town in Northern Michigan. Twenty years established. Population 6,000 to 7,000. Good chance for a smart man. Address No. 648, care Michigan Tradesman. 648

FOR SALE—DRY GOODS STOCK IN ONE of the busy manufacturing cities of Lower Michigan. Best location in town. Address No. 645 care Michigan Tradesman. 645

WANTED TO EXCHANGE—TWO HORSE engine, upright boiler, good as new, for electric motor. Redner Bros., Battle Creek, Mich. 643

WHO WANTS A NICE, CLEAN, WELLES-tablished and good paying dry goods and notion store, in one of the best locations in the city, at a great bargain; good reason for selling. Write or call at once. Address No. 635, care Michigan Tradesman. 635

DRUG STORE FOR SALE—INVOICING \$1,600, \$500 down; balance on time. Good business. Low expenses. Address Book-keeper, 4 and 6 Pearl St., Grand Rapids. 640

FOR SALE—STORE BUILDING AND dwelling combined at Levering, Mich. First-class place for a general dealer. A. M. LeBaron, Grand Rapids, Mich. 636

FOR SALE—CLEAN DRUG STOCK IN A thriving town in Northern Michigan on C. & W. M. Railway. Address No. 639 care Michi-gan Tradesman. 639

FOR RENT—THE STORE FORMERLY OC-cupied by E. J. Ware, druggist, corner Cherry and East streets. Also meat market, east end same building, with good ice box. John C. Dunton, old County building. 618

PLANNING MILL—WE OFFER FOR SALE the North Side Planning Mill, which is first-class in every respect, or will receive proposi-tions to locate the business in some other thriv-ing town. Correspondence and inspection solli-cited. Sheridan, Boyce & Co., Manistee, Mich. 613

FOR RENT—EXCELLENT LOCATION FOR grocery store. No other grocery within four blocks. High and dry basement under store. Come and see for yourself. J. W. Spooner, 6 Arcade, Grand Rapids. 609

SITUATIONS WANTED.

A RELIABLE DRY GOODS AND SHOE salesman desires position. Is capable of taking full charge of stocks or occupying position of general manager. Address F. A. M., care Michigan Tradesman. 5 8

WANTED—POSITION BY YOUNG MAN OF six years' experience in shoes and dry goods. Speaks English and German. Refer-ences furnished. Address No. 551, care Michi-gan Tradesman. 551

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

Rare Advice to Boys by an Able Authority.

Artemus Ward in Fame. "Boy wanted!" Two short words! Much depends on how you read them.

A boy was wanted, and the great merchant handed one bright but quiet looking boy who applied a business letter which he had just written and asked him to copy it with a pen.

To hold your place, put purpose in your work. Your schooling will be past; make this a new line of education.

Do not measure your work by the wages. A bookmaker at the races is better paid than a clerk in a bank, and a bartender gets more than a shipping-clerk, but they are paid more only because their positions are undesirable.

Don't read trash. The dime-novel boy who jumps up from a dream of Indians, of love, of ransoms and of pirates, to do plain office duty, is rarely a success.

Put some excitement into your work. Do you know that the world is betting on your success or failure? Two-thirds at least say that you will not succeed.

Do not sit idle and wait for orders. Try to find some work to do. A boy sat at his desk drumming with his idle fingers.

ELECTROTYPES ENGRAVINGS OF TYPE FORMS TRADESMAN CO. GRAND RAPIDS, MICH.

Dry Goods Price Current.

Table listing various goods and their prices, including unbleached cottons, bleached cottons, ganton flannel, carpet wares, dress goods, corsets, and various other items.

Table listing various goods and their prices, including demins, gingham, grain bags, threads, knitting cotton, cambrics, red flannel, mixed flannel, canvass and padding, ducks, waddings, sewing silk, hoods and eyes, cotton tape, safety pins, needles, and cotton twines.

WE HAVE MADE H. SCHNEIDER CO., GRAND RAPIDS, MICH., Distributing Agents for the Old Reliable

S K B CIGARS. AMERICAN CIGAR CO.

EATON, LYON & CO. NEW STYLES OF

Tablets, Blank Books, Office Stationery, 20 & 22 Monroe St., GRAND RAPIDS.



A LADY'S GENUINE: VICI: SHOE, Plain toe in opera and opera toe and C. S. heel. D and E and E widths, at \$1.50. Patent leather tip, \$1.55. Try them, they are beauties. Stock soft and fine, flexible and elegant fitters. Send for sample dozen. REEDER BROS. SHOE CO., Grand Rapids, Mich.

A NEW IDEA

You will remember that Goliath was very much surprised when David hit him with a stone. He said that such a thing had never entered his head before.

HENRY PASSOLT, SAGINAW, MICH.

THE HABIT OF FORGETTING.

Written for THE TRADESMAN.

While memory is an important faculty to every one who follows commercial pursuits, it may be left in abeyance at certain times to actual advantage. It is well if one can remember faces, so as to better maintain acquaintance with a large list of customers. That is a gift by which many ordinary politicians attain popularity, especially when combined with *suaviter in modo*. It is, of course, necessary always to keep in mind the variations in prices, in order to secure profits or to avoid loss.

There are times, however, when the habit of forgetting can be indulged both safely and profitably. Business is too often allowed to absorb all the energies of one whose shoulders bear the load of responsibility as proprietor in a trade of moderate dimensions. The case is made worse when outside speculations are added, which increase the risk and excite the mind with alternate hopes and fears. In the necessary effort connected with buying and selling it is not easy to escape the pressure of thought that follows one into the hours devoted to the recuperation of wasted energy. Too many business men have no relaxation of mind or body outside of sleeping hours. Even then the brain is busy with images evoked by the worry of daily traffic; and dreams, like angry clouds rolling through space, are the sure foes of mental and physical rest. It is no wonder that so many break down in health or fail in business; and the mental wrecks are sadder if not more numerous than the physical.

The habit of thinking wears on the tissues of the body no less surely than does severe manual labor. Each faculty of mind or body needs some contrasting counterpart to fill out the highest measure of its usefulness. Memory wearies, but forgetting rests the mind. Labor wastes muscular energy. Rest strengthens and restores. These are natural alternates that preserve a proper balance to all parts of human organism and promote healthy growth.

The business man, therefore, if he would be the absolute monarch of his own personal realm, should see to it that he keeps the equipoise of his faculties continually assured. When relief from the cares of each day arrives he should have the power to put them entirely out of sight with his memorandums and ledgers. By totally forgetting them for a season he will be able to enjoy to the utmost all that is to be gained by rest. No one can realize fully the benefit of a summer's vacation until he gets into the habit of forgetting all the disagreeable little things of weariness that have made that vacation necessary. Unless he can do this in vain are spread for him the verdant glories of the season. Vain is pleasant companionship, cheerful conversation or picturesque scenery. So long as his thoughts are at home with his business, the body may as well be there, also.

Whatever pastime or occupation that will most effectually drive away recollections of business details is the best for him to pursue. If either can be followed in company with those composing his home circle, there is additional advantage; but even a jaunt to some sylvan resort, with a few of his confederates in trade, will be productive of good results if he will get into the habit of leaving

behind all that has gone with time irrecoverable into the wake of the past and interest himself with the cheerful aspects of the present.

To one who was once a summer guest for a few weeks I apologized for not being able to furnish him drives through the surrounding country, so as to make his visit full of incidents worth remembering. His reply gave me a clue to the condition of many who live in the whirl of active city life and do not often enjoy the luxury of an annual vacation. Said he: "You are doing me the truest kindness I could ask from any host. Worn out, as I have been, with brain labor, the quiet of your home is inexpressibly soothing and restful. At the same time it is the best mental tonic for my case. I have incident enough the year round in the busy rushing life of the city. Although my work as proof reader is one remorseless grind, forgetfulness is what I want now and every week of it is better than a month with gay crowds at public resorts."

There are times in the experience of most every one having dealings with the public, when the habit of forgetting smoothes the rough places or helps to surmount them. Many "stings and arrows" in the shape of disagreeable comment, harsh complaints, boorish incivility, or slights and unkind allusions born of prejudice are occasionally met, that if allowed to rankle in memory will produce deplorable results. To forget them is the wiser course, since by so doing one may be saved future regrets, and, perhaps, in some cases restore broken friendships.

It is well to forget one's blunders—the sooner the better—because nothing is gained by remembering them. Even bad investments (if absolutely hopeless) had better be consigned to the tomb of oblivion. Enough of them will remain to make of each a useful lesson for future guidance. S. P. WHITMARSH.

The Utility of Grocers' Signs.

Peddler (in grocery store)—I've got some signs I am selling to some storekeepers right along. Everybody buys 'em. Here's one: "If You Don't See What You Want, Ask for It."

Merchant—Think I want to be bothered with people asking for things I ain't got? Give me one readin': Ef You Don't See What You Want, Ask For Something Else."

We knew an old grocer down East who was a believer in the last named. "Got any ten-penny nails?" we heard a customer ask him one morning. "No replied the old man, "but I've just opened a barrel of corking good cider vinegar," and he sold some. You can't always tell what your customer wants by what he calls for.

Hardware Price Current.

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

AUGERS AND BITS.	
Snell's	60&10
Cook's	40
Jennings, genuine	35
Jennings, imitation	50&10
AXES.	
First Quality, S. B. Bronze	\$ 6 50
" " " D. B. Bronze	12 00
" " " S. B. Steel	7 50
" " " D. B. Steel	13 50
BARROWS.	
Railroad	\$12 00 14 00
Garden	det 30 00
BOLTS.	
Stove	50&10
Carriage new list	75&10
Plow	40&10
Sleigh shoe	70
BUCKETS.	
Well, plain	\$ 3 50
Well, swivel	4 00
BUTTS, CAST.	
Cast Loose Pin, figured	70&10
Wrought Narrow, bright fast joint	40 60&10

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	41
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, 1st April 1892	60&10
CRADLES.	
Grain	1&10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 110	per m 65
Hick's C. F.	" 60
G. D.	" 35
Musket	" 60
CARTRIDGES.	
Rim Fire	58
Central Fire	25
CHISELS.	
Socket Firmer	75&10
Socket Framing	75&10
Socket Corner	75&10
Socket Slicks	75&10
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	12@12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
" 14x52, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, per pound	6 1/2
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in.	dos. net 75
Corrugated	dis 40
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Disston's	60&10-10
New American	60&10-10
Nicholson's	60&10-10
Heller's	60&10-10
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	
Discount, 60-10	14
GAUGES.	
Stanley Rule and Level Co.'s	50
KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Brantford's	55
Norwalk's	55
MATTOCKS.	
Adse Eye	\$16.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$18.50, dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled	50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GAUGES.	
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self measuring	25
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 40
Wire nails, base	1 40
60	Base Base
40	25
30	25
20	25
16	25
12	25
10	25
8	25
7 & 6	60
4	20
3	1 20
2	1 60
Fine 3	1 60
Case 10	65
" 8	75
" 6	90
Finish 10	75
" 8	90
" 6	1 10
Clinch	70
" 8	80
" 6	90
Barrell %	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 2 40
Setota Bench	2 50
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 40
Stanley Rule and Level Co.'s wood	50&10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	50-10
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs 1/4c per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c 40&10
Blacksmith's Solid Cast Steel Hand	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	3 1/4
Screw Hook and Eye, 1/2	net 17
" " " 3/4	net 3 1/4
" " " 1	net 7 1/4
" " " 1 1/2	net 7 1/2
Strap and T	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track	50&10
Champion, anti friction	60&10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60&10
Kettles	20&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 21
WIRE GOODS.	
Bright	dis. 70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
BOFES.	
Sisal, 1/2 inch and larger	7
Manilla	01
SQUARES.	
Steel and Iron	70&10
Try and Bevels	70&10
Mitre	20
SHEET IRON.	
Com. Smooth. Com	
Nos. 10 to 14	43 50 82 50
Nos. 15 to 17	3 50 2 80
Nos. 18 to 21	4 05 2 70
Nos. 22 to 24	3 55 2 80
Nos. 25 to 28	3 65 2 90
No. 27	3 75 3 00
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 19, '88	dis. 50
SASH COORD.	
Silver Lake, White A	list 50
" " " Drab A	" 55
" " " White B	" 50
" " " Drab B	" 55
" " " White C	" 70
Discount, 10	
SASH WEIGHTS.	
Solid Eyes	per ton \$25
SAWS.	
" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dex X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X Cuts, per foot	30
TRAPS.	
Steel, Game	dis. 60&10
Oneda Community, Newhouse's	35
Oneda Community, Hawley & Norton's	70
Mouse, choker	18c per doz
Mouse, delusion	\$1.50 per doz
WIRE.	
Bright Market	dis. 70
Annealed Market	70-10
Coppered Market	60-10
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 70
" " painted	2 30
HORSE NAILS.	
Au Sable	dis. 40&10
Putnam	dis. 05
Northwestern	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nicked	dis. 30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&16
MISCELLANEOUS.	
Bird Cages	dis. 50
Pumps, Clatern	75&10
Screws, New List	70&10
Casters, Bed & 3 Plate	50&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65&10
METALS.	
Pig TIN.	
Pig Large	28c
Pig Bars	28c
ZINC.	
Duty: Sheet, 2 1/4c per pound.	
600 pound casks	6 1/2
Per pound	7
SOLDER.	
1/2@3/4	16
Extra Wiping	16
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson	per pound
Hallett's	" 13
TIN—MELYN GRADE.	
10x14 IC, Charcoal	\$ 7 50
14x20 IC	7 50
10x14 IX	9 25
14x20 IX	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal	75
14x20 IC	6 75
10x14 IX	8 25
14x20 IX	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC	6 50
14x20 IX	8 50
20x28 IC	12 50
14x20 IC	6 00
14x20 IX	7 50
20x28 IC	12 50
20x28 IX	15 50
BOILER SIZE TIN PLATE.	
14x28 IX	\$14 00
14x31 IX	15 00
14x36 IX, for No. 8 Boilers,	per pound 10 00
14x60 IX, " " 9	

MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at
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— BY THE —

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E. A. STOWE, Editor.

WEDNESDAY, JULY 4, 1894.

TO EXTERMINATE ANARCHY.

The assassination of President Carnot naturally draws attention to the growth of anarchy in all parts of the world. Not only in France, but throughout Europe and even in liberty-loving America, is there constant menace to the lives of public men. The assassination of President Garfield, and the more recent attempts on the lives of Russell Sage and H. C. Frick, are sufficient evidence that anarchism flourishes in all soils and is not confined by geographical limits, and that it is not so much the form of government that is objected to, but all government.

What is to be done? Are these thugs and murderers to be allowed to have everything their own way? The execution of the man who succeeds in carrying out the purpose of anarchy by killing such a man, for instance, as the President of the French republic, was not the slightest deterring effect. He will go to the guillotine, glorying in his deed and shouting "Vive l'anarchie," while his bravado will do much toward nerving some one else to the performance of a similar deed of blood. If they perish in the attempt, they are regarded by their fellows as martyrs, while, if they succeed and perish, they become saints in the calendar of anarchy. As they have no regard for the lives of others, so they have little concern for their own, and, once their brute natures are aroused and their passions inflamed, they are ready for any deed, however horrible. In the frenzy which almost always follows the shedding of blood they are prepared to suffer the extreme penalty of the law without remorse or fear.

If the infliction of the death penalty has no fears for them and will not act as a deterrent, what is to be done? The policy of the past has been to wait until a life has been sacrificed and then arrest the murderer and execute him. As well might the dews of night be expected to quench the fires of Vesuvius. Indeed, it will have, as has been said, the very opposite effect. There is but one way to stamp out anarchy and at the same time strangle its horrible brood of murder and outrage—do not wait until an anarchist

has killed somebody, but hunt them down, prove them to be anarchists, accept such proof as *prima facie* evidence of intent to commit murder, and put them to death. This may seem cruel and bloodthirsty, but the life of one such man as President Carnot is worth the lives of all the anarchists in existence, and it is the only way to prevent further crimes of a similar character. Hunt them out of their holes into the daylight; put an end to their plotting in secret, and the backbone of anarchy will be broken. Execute a few of them before they have opportunity to commit murder and anarchy will lose its charm. It is a fallacy of civilization that an overt act is necessary before the law can take cognizance of a criminal. An anarchist is a murderer at heart, and "an ounce of prevention is worth a pound of cure." The lives of the men entrusted with the government of any country should be held sacred, and any individual, or society, or institution, which menaces them is equally a menace to the peace and lives and liberties of all the people and should receive scant ceremony. Measure to anarchists the same measure it is their oft-asserted purpose to mete out to others and they will soon discover that their business is an unprofitable one.

INEXCUSABLE IGNORANCE.

Referring to the office of Sealer of Weights and Measures, the Grand Rapids *Evening Press* remarks:

If the Council desires to abolish the office, why can it not do so in a separate measure? Is there no alderman capable of forming such a resolution? If the Council makes the Mayor's veto an excuse for squandering a thousand dollars, the people will readily understand the situation, and place the blame where it properly belongs.

All of which goes to show that the alien editor of the *Press* knows as little about the subject as he does of many other local matters which he discusses without regard to exactness and fact. The Council has no jurisdiction over the Sealer except to fix his compensation. The office is provided for by the charter and nothing short of an act of the Legislature can abolish the office altogether.

The immense loss of perishable products, by reason of the stoppage of transportation, has raised the question as to the liability of the railroads for such loss. It would seem to be in the nature of an injustice to compel the railroads to make good a loss for which they are in no way to blame; they cannot move freight because of the strike. Whether the State is or is not liable, because of its negligence in not restraining the strikers from interfering with the forwarding of freight is a question not yet decided. Hon. T. J. O'Brien has promised an authoritative opinion on this subject, which will be given with due comment next week.

The city pumping works uses about eighteen tons of coal per day. In consequence of the works being located away from any line of railway, all fuel is hauled by team at an expense of 25 cents per ton. If a sidetrack could be run into the works, coal could be unloaded at an expense of 5 cents per ton, thus saving the taxpayers \$1,314 per year. A matter like that, however, is too insignificant to receive consideration at the hands of the average city official.

TYRANNY OR LIBERTY?

Once more the country is in the throes of a great strike. Because Geo. M. Pullman would not accede to the demands of some of his employes and raise wages in his immense establishment, a boycott has been declared on all railroads using Pullman cars. As a consequence, business in Chicago is practically at a standstill and almost the entire West is suffering. Prices of many articles which enter into the daily consumption of the people have been materially advanced and will go still higher if the strike does not soon come to an end. As is always the case, the laboring classes are the worst sufferers, as they have not only to pay the enhanced prices, but thousands are thrown out of employment, although but few of them are in any way interested in the strike. What the end will be no one can say, but that the strike can succeed is out of the question. Not only because the demands of the strikers are unreasonable, but because success would mean that henceforth both trade and commerce would be absolutely at the mercy of the men who are in control of the labor organizations throughout the country. They will not be allowed to succeed because their success means the enslaving of millions of workingmen who, at present, have no connection with the unions, but would, in that event, be compelled to join the unions or see their families starve. In defiance of every principle of humanity, of common sense and of business, President Debs, of the American Railway Union, has declared that, if Pullman does not grant the request of his employes, transportation must cease, factories must close, and commerce come to a standstill. Surely folly and audacity can go no further. Unless Congress proves false to the interests and welfare of the country, it will do something to put it beyond the power of a few venal and unscrupulous men to bring such hardship and suffering upon the people.

The professed anarchist exploits his principles in mad attempts to violate law and assassinate its instruments; he has no consistent idea of a method of abrogating law—the great object of all his profession. The American Railway Union is more consistent in its anarchistic practices, if not professions. The law of contract is the basis of all business relations. The contracts under which railroad companies are operating Pullman cars are as binding as any. Failure to comply with their provisions subjects the companies to heavy penalties. What more consistent practical anarchy can there be than for an alien organization to attempt to force a violation of these contracts? This is, perhaps, the most notable attempt of this kind by trades unions.

The Retail Grocers' Association of South Bend, Ind., has adopted a resolution by which the members pledge each other to discontinue the sale of cigarettes altogether. Well done!

The *Political Economist* objects to a civilization which pays a white woman six cents for making a shirt and a Chinaman ten cents for washing it. The price paid for washing is about right, but six cents for making a shirt is a figure that should make the people open their eyes and their hearts.

Many a poor fellow who loves money realizes that his affection is not reciprocated.

GOTHAM GOSSIP.

News from the Metropolis—Index of the Markets.

Special Correspondence

NEW YORK, June 30.—The scribe wishes he could tell your readers of an unparalleled rush of business in this greatest of American cities; that he could relate that incoming trains are crowded with liberal purchasers of goods; that prices are rapidly tending upwards; that strikes are unknown; that we have a new and decent government for the city; that Congress had gone home; that everybody feels new blood coursing in his business veins, and that everything is lovely. Alas! the good time coming has got to wait a little longer. It is said that adverse times are necessary—that they serve to bring out our better natures, etc. That may be; but there can be such a thing as *too much* adversity. No sooner do we begin to have less of the article than along comes a big Pullman strike, or something of a similar nature, and we are in the dumps again.

People must eat, and so we have a condition in the grocery trade not quite as bad as prevails among others—say the jewelers' or the iron trades.

Francis H. Leggett, head of the great house of F. H. Leggett & Co., has just returned from a tour around the world, looking hale and hearty. He returns more of an American than ever—if possible.

A swindler named Alexander, who has operated to quite an extent among retailers by buying chattel mortgages and foreclosing them and taking not only the goods mortgaged but also everything else he could lay his hands on, has at last come to grief and will seek the seclusion of Sing Sing for four years.

There has been in existence for some time in Maspeth, one of the Long Island suburbs of New York, a sausage factory which has utilized horse meat as the principal ingredient. It has grown to be a nuisance and the health officers went there the other day. The proprietor defied them, and went out in the yard and knocked a crippled horse in the head. Then he was captured, taken before a judge, to whom he said he would make horse sausage and do it if he had to defy the militia. Then he was put in a cold, cold jail in default of \$500 bail, for maintaining a nuisance, and the militia has not been called out, although he really does seem to have a pull of some sort with the powers that be.

Sugar has been bobbing up and down all the week, seeking a level which it seems hard to find. Refined is in fairly good demand, all things considered.

Coffee is well held, and indications point to a market that will be firm for some time. Rio No. 7, 16½¢.

Canned goods are very quiet, if we make an exception in favor of salmon and peas, which at the moment are in better favor.

Lemons and oranges have been doing well during the past week, owing to the holiday trade. Prices have been advanced and quotations are nominal. Other foreign fruits are in only everyday demand, as the supply of domestic increases by "leaps and bounds."

Butter and cheese are both showing the effects of the hot weather, and the former is chiefly controlled by speculators who continue rushing large quantities into cold storage. The strikes are, undoubtedly, having an influence on the supply from the west.

Rice is fairly firm, both for domestic and foreign.

Syrups and molasses are in abundant supply and the demand is light, but holders all seem to take rather a cheerful view of the future. JAY.

From Out of Town.

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

Frank Smith, Leroy.
H. F. Hamilton, Sand Lake.
Mrs. J. H. Manning, Lake P. O.
Geo. Curtis, Edgerton.
C. C. Phillips, Bangor.
John Crispe, Plainwell.
Jacob Cohen, White Cloud.

POSSIBILITIES IN SUGAR.

Under the magic wand of chemistry, Nature has been forced to yield up a thousand treasures which for ages have lain hidden in her wonderful storehouse, and the surprising developments already made give an assurance that many more secrets of great value yet remain to be revealed for the benefit of the human race.

A chemical discovery which bids fair to come into commercial importance is fruit sugar. Not only does each fruit have its special sugar, but they can be elaborated from other sugar sources. The Germans are able to make various fruit sugars from the beet, which is their chief source of saccharine supply.

Cane sugar, chemically analyzed, is composed of certain proportions of carbon, oxygen and hydrogen. Its constituents are: Carbon, 12 parts; hydrogen, 22 parts; oxygen, 11 parts. But change the proportions a little and another sort of sugar is produced; thus: Carbon, 12; hydrogen, 24, and oxygen 12, make glucose or grape sugar; while carbon, 12; hydrogen, 20, and oxygen 10, make starch, which is an incomplete sugar. A little chemical juggling produces fruit sugar, which, but for its flavor, is closely kin to glucose, and is called levulose.

Dr. Follenius is the patentee in Germany of a process for making fruit sugar, which, when so prepared, is a limpid, white syrup of great density, containing from 75 to 76 per cent. of sugar, and possessing, among other valuable qualities, a rich fruity flavor, as of natural fruit sugar, and the capacity to remain fluid and free from granulation for an indefinite period, notwithstanding its high degree of density. It is well known that ordinary white syrup containing 65 per cent. or more of sugar crystallizes and forms granular deposits, and when used for preserving fruits often "candies" to such a degree that the preserves have to be recooked to restore the desired smoothness and fluidity. The new artificial fruit sugar, on the contrary, remains smooth and fluid under all conditions.

According to United States Consul Mason, at Frankfort, in a report on fruit sugar to the State Department at Washington, the quality which chiefly determines its commercial value is its power to assimilate, develop and preserve the natural aromatic flavor of the fruit to which it is applied as a preserving material. Confectioners, fruit packers and skilled housekeepers who have tested it quite extensively during the past year in the preservation of cherries, strawberries, peaches and various other fruits, pronounce it far superior for such purposes to any other known form of sugar, and cite, among its other advantages, the fact that it is always ready for use, and eliminates wholly from the factory all incidental processes of dissolving and refining the syrup. Finally, it corrects the tendency, so common in fruits preserved in ordinary sugar, to soften and assume a crude, sugary flavor, which not only injures the color and appearance of the preserves, but renders them cloying and disagreeable to the taste.

Although of recent invention, it is largely used in that country for perfecting wines, as well as in the manufacture of fine liquors, and is far superior to ordinary sugar for making lemonade or

any preparation in which the saccharine principle is brought into contact with the acid juices of fruits. So far as is known, its use has not been extended, even experimentally, to the United States. It is made only at the sugar factory in Hamburg, where it is sold to the trade for \$7.14 per 100 kilograms, which would be equivalent to 3¼c per American pound. As the manufacture of beet sugar is assuming important proportions in the United States, and the conservation of fruits in the forms of jams, jellies and preserves of various kinds is already established in many States, the field would seem to be open and ready for a trial of what is considered a highly practical and important improvement.

Occasional Breaks in the Sugar Agreement.

As is very generally known, the Retail Grocers' Association of Boston has maintained an agreement on the retail price of sugar for many years. Occasional lapses occur, as a matter of course. A. C. Dowse, Boston correspondent of the *American Grocer*, this describes how cleverly violations in the agreement are handled by the Association:

Since the organization of the Boston Retail Grocers' Association, and the establishment of a sugar card there have been periodical breaks in price; almost invariably the cut was made by some small dealer—some one who wanted to "get even" with a competitor or desired to attract attention to himself. The strength of a chain is the strength of its weakest link, and the neighbors of the cutter are quite apt to follow suit. Then the Macedonian cry comes to Secretary Wright, and he dons his most genial smile and proceedeth into the territory of the cutters. Nine times out of ten he succeeds in re-establishing the card-price. Better it is, he believes, to make the cutter yield "more to our justice than our force." In the tenth case—if of sufficient importance to warrant notice—the sugar committee takes a hand, down goes card-price and five hundred grocers suffer a loss because of one man's obstreperousness. When the price goes up again, in about a week, the cutter's price goes up also. For many months there has been no cut—these hard times the grocers are not anxious to throw away a profit. Last week the first case of the kind came to notice and the Secretary soon had the dozen cutters in line. "When I wash my windows I'll take down the cut price," said one. "And when do you intend to wash them?" asked the pacificatory Secretary. "To-morrow."

A Sacred Herb.

Since the world-wide diffusion of the tobacco habit, its earliest, and perhaps original, use has been in a great measure overlooked. With the aborigines of America, smoking and its kindred practices were not mere sensual gratifications, but tobacco was regarded as an herb of peculiar and mysterious sanctity, and its use was deeply and intimately interwoven with native rites and ceremonies. With reasonable certainty the pipe may be considered as an implement, the use of which was originally confined to the priest, medicine-man, or sorcerer, in whose hands it was a means of communication between savage man and the unseen spirits with which his universal doctrine of animism invested every object that came under his observation. Similar to this use of the pipe was its employment in the treatment of disease, which in savage philosophy is always thought to be the work of evil spirits. Tobacco was also regarded as an offering of peculiar acceptability to the unknown powers, in whose hands the Indian conceived his fate for good or ill to lie; hence it is observed to figure prominently in ceremonies as incense and as material for sacrifice.

It is Enough to Make a



Horse Laugh

to see how some merchants persist in hanging to the pass book and other antiquated charging systems when the adoption of the Coupon Book System would curtail their losses, lessen the time devoted to credit transactions, enable them to avoid the annoyances incident to credit dealings and place their business on practically a cash basis. Over 5,000 Michigan merchants are now using our Coupon Books. We want 5,000 more customers in the same field. Are you willing to receive catalogue and price list? A postal card will bring them.

Tradesman Company,
Grand Rapids, Mich.

NEW



Japan Teas

Just Arrived

Yum Yum

I. M. Clark
Grocery
Co.

THE NOBLE RED MAN.

Tribute to His Character and Customs by a Sturdy Pioneer.

Probably no man in Western Michigan has a more extended acquaintance with the Indian language, manners and customs than Abram W. Pike, who resides at 290 East Fulton, this city. Born in 1813 in Cincinnati, he came to Michigan with his father in 1827, when but 14 years old. His youth and young manhood were spent among the Indians, and he became a very successful Indian trader. Although he visited their neighborhood the year he came to Michigan, it was not until 1838 that he came here to reside. Since that time he has made his home continuously in this place. Mr. Pike recently favored THE TRADESMAN representative with a long talk on the "ancient history" of Michigan and the aborigines, in the course of which he said: "The aboriginal inhabitants of this country were the Sac Indians. They were succeeded by the Ottawas, Potawatomes and Ojibways, who came here from Canada before Columbus discovered America. The Potawatomes settled in the Eastern portion of the State, the Ottawas in the Western portion, and down through a part of Indiana, Illinois and Wisconsin, and the Ojibwas in the Northern part of the State. The Potawatomes finally exterminated the Sacs, attacking them in the night at their camping place with clubs. For this reason they named the place where the battle was fought, Nin-awa-un-dip-pi-ka-a-gun—the place where we smote them on the head. All of the rivers and lakes in the State were named by the Indians before white men came here, and many of these names, in a corrupted form, still cling to them. To give you a few examples: Mackinaw was originally, Mich-i-mac-e-nong. It was so named because, as the Indians first saw the Island, it resembled a large turtle, which is the meaning of the name they gave it; Cross village, Wag-a-muck-a-sa, which means crooked tree; Little Traverse Bay, we-qui-tose; Grand Traverse Bay, che-we-qui-to; Manistee River, Nim-in-a-to-ke, where the white bushes grow (on account of the willows which grew along the banks of the stream); Sleeping Bear Point, Muc-quo-shing-a-shink, bear lying down. The hill was nothing more than a huge heap of sand, but on its top grew a clump of bushes, which, with two branches hanging over the brow of the hill to form the front paws of the animal, were not unlike a bear; Black River, Muck-a-ta-wag-a-mee, black water; White Lake, Wab-i-gun-Kushe-cup-a-go, where the clay is cut down, the action of the water had cut away the banks which had a white appearance; Grand River, A-wash-tanong, the far away land; Grand River is the longest river in Michigan, and the Indians, when they named it, had in mind the part of the country where it had its rise; Kalamazoo River, O-kik-ken-a-ma-zoo, boiling kettles, from the whirlpool above Plainwell where the Indians first saw the river. St Joseph River, O-sag-e-nongk, Sac land (same as Saginaw). Another river was called Kosh-keeshe-ka-mong, a diving kitten. Have forgotten what it is now called; Dishma Lake, over in Indiana, was called by the Indians Me-sun-en-dob-be-muck, where the trail comes down, or end of the trail—the Indian trail from Detroit branched

off here in several directions; Bass River, Mich-king-gwa-si-bi-wa, little river, or creek; Muskegon River, Mich-ke-gonke, tamarack, from the number of these trees which grew along its banks. You will observe that these Indian names refer to something which is characteristic of the river or lake so called. This is true of the names of the Indians themselves. They were named according to the season when born, or the time of the moon, or for some characteristic it was hoped they might possess. Sometimes they were not named until they had distinguished themselves, either in war or in chase, and sometimes, because of achievement in battle or skill in the chase, their names were changed.

"The customs of the Indians were somewhat peculiar, or, at least, they seemed so to white people who were governed by law. The Indians had no laws, but they had customs, which were as binding as our laws and much more rigidly enforced. Murder was punishable by death. There was no law on the subject, but the murdered man's nearest of kin took the matter into his (or her) own hands and wreaked vengeance on the murderer. There were several instances of this which occurred in the neighborhood of our home when I was a boy. A chief named Muck-i-ta-mo-a-wa, in a drunken quarrel, killed a young Indian. There was no one to avenge his death but his mother. She went up to the murderer, who still held the club with which he had killed her son, and asked him to go to Coquillard's (a Frenchman who kept a store at South Bend, Indiana) with her and get some whisky. He consented and they entered a canoe and started down the river. On taking their places in the canoe she asked him for the club which he still retained. He objected at first, but, finally, gave it to her. On leaving the canoe, just before reaching Coquillard's they had to ascend a hill. The squaw took the lead up the hill and when nearly at the top, turned on the murderer and killed him with the same weapon with which he had slain her son. That was all there was about it. She had a right to kill him, for he had killed her son. Another Indian, a deaf mute, killed a member of the same tribe with a knife. He might have escaped, but he would not. A council was held, and it was decided that the family of the murdered man had a right to take the murderer's life. The morning after the occurrence the murderer dressed himself in his best clothes, wrapped his blanket about him and sat down with his back to a tree. The father of the dead man, for some reason, refused to avenge his son, so the murdered man's brother took a gun and shot the slayer. Another case which came under my own observation was similar to the other two except in its termination. In this case, too, the dead man left a wife and family. The murderer was given a respite until the spring following the murder. Taking his ponies, traps and camping outfit, he set out on his usual winter hunt. Returning in the spring, laden with furs, a council was called and the returned murderer piled his furs upon the ground, fastened his three ponies beside the furs, took off his blanket and threw it upon the furs, then turned to the family of the dead man and said, 'Here are my furs, my ponies and my blanket, and here am I; take my property or my life, as you

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Having re-organized our business and acquired the factory building and machinery formerly occupied by the Hudson Pants & Overall Co., we are prepared to furnish the trade a line of goods in pants, overalls, shirts and jackets which will prove to be **trade winners** wherever introduced. If you are not already handling our goods, and wish to secure the agency for your town, communicate with us immediately. An inspection of our line solicited.

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RINDGE, KALMBACH & CO, 12, 14 and 16 Pearl St.

Have you heard of our River Shoes? Of course, you have. Ever heard of our Hard Pan line? Why cert. Everybody knows we make them right. What we want to call your attention to now is our Cordovan line, the line that is coming to the front with glorious results. We have met with such unlimited success in the manufacture of them in Men's, Boys' and Youths' that we have decided to add Women's, Misses' and Children's. Misses' and Children's in both heel and spring heel with prices that cannot help but please you. (Another question.) Are we in it on jobbing goods? Well we should smile a smole longer than a wagon track. Of course we are in it and our line of fall goods will convince you that we are in it more than ever. A little advice on the side without charge, it is to place your rubber order early as it will save you money.

The following testimonial was received from a brilliant member of Congress a few days ago:

RINDGE, KALMBACH & Co., Grand Rapids, Mich.

WASHINGTON, D. C., May 3, 1894.

Dear Sirs:—Too years ago today I put on a pair of youre Cordovan Shoes and havent had them off my feet since, they are strong yit.

Yours trooly,

JERRY SIMPSON.

please.' They very wisely decided to take his property, and he was freed from the charge of murder. How many white men do you suppose would have voluntarily returned to the scene of their crime with the prospect of death hanging over them? Not many, I think. Yet no Indian would think of trying to evade the consequences of his acts, but voluntarily surrendered himself to the punishment which custom decreed to be his due.

"The Indians were governed by custom in marriage as in everything else. Of course, falling in love was among the Indians, pretty much what it is among their white-skinned cousins; but the young Indian lover did not go to the home of his dusky charmer to do his courting. Long walks or drives in the moonlight, or hanging over the gate, were entirely unknown and undreamed of by the red lover. Usually he made himself an instrument resembling a flute out of a piece of wood, and, taking a position as near the wigwam of his sweetheart as possible, he would lie on his back for hours and drone out what to love's listening ears may, perhaps, have been music, but would have been simply torture to the highly-cultured musical sensibilities of the girl of this period. After a month or so of that sort of wooing, if the young lady is willing, she contrives to let him know it, and he makes formal application for her hand. Then, if successful, he and his bride-elect proceed to construct a wigwam. After this a feast is prepared, the friends of both parties are invited, the girl's father, in the presence of the assembled guests, 'gives away' his daughter, she and her newly-made husband proceed to their own home, and henceforth must 'paddle their own canoe'. This was the custom among the Indians of Michigan sixty years ago and even less.

"When burying their dead the Indians made a palisade of stakes and the dead man was placed inside in a sitting posture, and the body allowed to decompose in the open air. Sometimes, especially in the case of a child, a tree was cut down, split through the middle and a hollow made in the center, sufficiently large to admit the body, which was placed within, the two halves put together and tied with withes or deer thongs. It was then placed up among the branches of a tree. Provision was made for their comfort in the next world by putting with the body such things as it might be supposed they would need. Frequently a kettle of soup was hung beside the body. This was for the delectation of the spirit of the departed, which was supposed to frequent the resting place of its late 'tenement of clay'.

"The religious belief of the Indians was a very simple matter. They recognized the existence of both good and evil spirits, sacrificing as frequently to the latter as to the former. Religious feasts were frequent. At these feasts a dog was killed, cooked and eaten; this was the usual form of sacrifice. I have been present at their feasts, but I couldn't go the dog. Dog meat very much resembles mutton when dressed, but I didn't want any of it, although I sometimes wish I had tried it, just to see how it tasted. After the Catholic missionaries came among them their own beliefs became confused with the Catholic version of Christianity, although they never really

accepted Christianity in its entirety. They were very superstitious and were easily moved by their fears of the 'spirits'.

"Naturally, and before the whites came among them, the Indians were a very moral people. They were Pagans, of course, but without the vices and crimes which have, generally, formed a part of Paganism. They were honest to a degree. I don't suppose that in all the years I traded with the Indians that we lost \$150. They would carry money or valuables miles through the forest and were never known to lose anything. An Indian always kept an appointment and was always on time. He would keep his word, although it cost him his life; but this was all changed by contact with the whites. The white man's fire water stole away their brains, and they became as bad, if not worse, than the people who were the cause of their ruin. Most of the Indians with whom I was acquainted were peaceable and quiet, but whisky roused the worst and most savage instincts of their natures, and the crimes they committed were caused by liquor. The Government seldom interfered with them, unless they killed a white man, leaving them to settle their own disputes according to their own customs."

THE RIGHT TO STRIKE.

The Evil Should Be Curtailed by the State.

Written for THE TRADESMAN.

In an article on the labor question the editor of the Chicago *Grocer's Criterion*, says he "does not question the right of any man to strike or quit his work." If it is meant by that merely that a man has a right to give up his position, whatever it may be, leaving someone else free to take his place, then no fault can be found with the statement; but much more than this is meant and intended when the word "strike" is used. It is never applied to the act of an individual, but means the concerted action of a body of men. The purpose is not merely to "lay down the implements of labor," but to force their employers to accede to their demands. It will, therefore, readily be seen that to simply quit work would do little toward accomplishing their purpose. It is necessary, then, for the strikers to resort to other measures to bring their employers to terms; they must make it impossible for others to take their places, and, to do this, it becomes necessary to resort to force and violence. Take the recent great coal strike, as an example. Many of the miners refused to join the strike, saying they were satisfied with their position and pay; but armed mobs forced them out of the mines. Some of the mines in the South did not shut down; so the strikers refused to allow the railroads to carry coal from the Southern mines. The strike could not succeed so long as the country got its supply of coal, therefore it was necessary to cut off the supply. The result was that not only were the coal mines shut down, but railroad traffic was seriously crippled, factories were closed, and thousands of men in no way affected by the grievances of the miners were forced into idleness—all this to enforce the demand for more pay on the part of a comparatively small number of miners. Now comes the question, "Had these miners a right to strike?" The answer is, emphatically, no. No one denies them the right to



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Red, white and blue bunting by the yard for trimming store fronts, halls and schools; also tri-colors in each piece.

Prices range from 3 to 10c per yard.

Red, white and blue ribbons, solid or tri-colors. Nos. 5, 7, 9 and 12. Write for prices.

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DON'T ECONOMIZE

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IT'S "PENNY WISE AND POUND FOOLISH"

Look For the Watermark

"Magna Charta Bond."

We control it in this locality.

It's first-class stock.
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USE IT ON
Your Note Heads.
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It always gives satisfaction, and, compared with other stock, the price is nothing.

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MICHAEL KOLB & SON,
Wholesale Clothing Manufacturers,

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ESTABLISHED 37 YEARS.

All Mail Orders Promptly Attended to.

Our representative, William Connor, who resides at Marshall, Mich., will be pleased to wait upon you if you will favor him with a line to do so, and should he not have what you require will thank you for looking through our line. Perfect fit and excellent garments. Low Prices Guaranteed.

quit work if they so choose, but, as has been said, to strike means much more than this—if it did not no strikes could ever succeed. No man has a right to do what will injure his neighbor or the community. No matter how just may be the demands or how real the grievances of workmen, they have no right to resort to such methods to enforce their demands or redress their grievances as will injure a fellow or debar him from earning a livelihood for himself and family. A man has no more right, according to law, to burn his own building than he has to burn his neighbor's. He is punished for the crime of arson if he does, just the same as he would be if the building destroyed were the property of another. The sanitary regulations in force in all parts of the city are a restraint upon the action of the individual, because those acts may be a menace to the health of the community and for no other reason. Someone has said that the liberty of all the people depends upon the self-restraint of the individual." If he does not restrain himself, then the laws are made and the police to enforce these laws are appointed, for the purpose of restraining him. That strikes are an injury to the public (not to the strikers, that is their concern) cannot be denied. That they do more harm than good is beyond contradiction; therefore, the state has a right to prohibit strikes and to punish those who engage in them. If it has not, neither has it the right to impose sanitary regulations upon the people or to pass any laws of a sumptuary character. With this one exception no fault can be found with the *Criterion's* article. DANIEL ABBOTT.

He Stood Them Off.

A delegation of charitably disposed ladies recently called on a merchant to solicit his aid in relieving the necessities of a poor family.
 "What is the name of the reduced family?" asked the merchant.
 "The lady has seen better days and is too proud to allow her name to be mentioned in this connection."
 "That's just the fix my family is in. If I were to contribute I might be contributing to the support of my own family as objects of charity. My pride will not suffer me to take any such risks as that. Otherwise, ladies, I would be only too glad to assist you."

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If desired we can furnish rubber stamp of same and pad for \$1 Extra.

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Who urges you to keep Sapolio? Is it not the public? The manufacturers by constant and judicious advertising bring customers to your stores whose very presence creates a demand for other articles.

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The Dealer who sells Tanglefoot will be sure to please his customers, and will avoid all loss and annoyance usually connected with the sale of imperfect or inferior goods.

Tanglefoot in its present shape has been on the market for ten years. Tanglefoot always leads, and is accepted by both the best trade and the best consumers as the highest standard for Sticky Fly Paper.

Its distinctive features, the Sealing Border, Divided Sheet, and the Holder are, as is well known, the inventions and property of the O. & W. Thum Company. These features are being extensively imitated by unscrupulous parties. Dealers are respectfully cautioned against the illegality of handling infringements, and reminded of the injustice of so doing.

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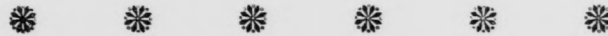
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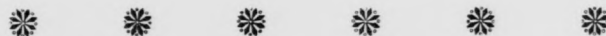
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It is universally known that our Tea is superior to all others. But why? Our answer is:

It is strictly pure, containing no adulteration whatever, and is carefully cured by a new method which causes it to retain its natural flavor and strength. Being picked before the First of June renders it strictly "first pickings." The location of the land in the Uji and Tenno districts is such as makes it particularly adapted to the growing of this grade of Tea. In strength and richness it excels any Tea ever brought into the United States.

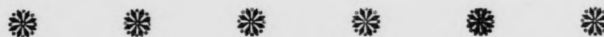
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Owing to the superior quality of this season's pickings (1894) we are able to give you a Tea the value of which will be fully 2c per pound better than last year's purchase. If you want a Tea to sell for 50c or 60c, buy the W. J. G. and you will have one that cannot be beaten.



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The Duty of the Drug Clerk.

The drug clerk of the present day is a compound tincture, of variable quality and ordinary strength. He is not recognized as a standard pharmaceutical preparation until he becomes a registered pharmacist. His therapeutic value is determined, first, by his employer; second, by the trade or general public whom he serves. Since he is a compound tincture, he is composed of various attributes, such as honesty, integrity, intelligence, energy, ambition and ability. He is held in solution, i. e. to his work by his salary; and is warranted not to degenerate in any climate. Dose, by the month, from \$30 to \$75; dose, by the year, from \$400 to \$1,200. If the faculties of his mind are chemically well balanced, he will not be easily precipitated by the acid of a difficult and exacting trade. In character he is tonic, non-irritant; without acid reaction; unrestricted in utility, and of uniform and sustained action. He invites your critical analysis.

Webster tells us that a clerk is "an educated person, a man of letters;" also "an assistant in a shop or store." It is obvious that if he is to be of real assistance he must be educated. Perhaps he is a pharmacist, i. e. "one skilled in drugs;" perhaps an apothecary; perhaps a druggist, and perhaps only an "assistant." In whatever position he is, he must be variously educated to fit him for the various duties devolving upon him. Duty is a short word with a long meaning. It is possible only in an extremely restricted sense for one human being to dictate what shall be another's duty. Again, appealing to the dictionary, we find this concise definition of duty: "That which a person is bound by any natural, moral, or legal obligation to do, or refrain from doing." What, then, are some of a drug clerk's "natural" duties? Pre-supposing that his employer is an honest person, it is his natural duty to perform cheerfully and to the best of his ability whatever task is set him, whether, in his opinion, it be a humble or exalted one. It is his duty to do or perform what his employer desires of him, so long as the deed or task is an honest one; even though it may be contrary to his own views. He should always be kind and obliging. Not to be a mere automaton; but, on the contrary, in his own as well as his employer's interests, his eyes and ears should be on the alert, ready to see and hear duty's call, and to respond with willing hands and capable brain. He must remember that he is not there merely for his health, nor for his exceeding great beauty of face and figure. He is there because he is needed, and needed for work.

The drug business is dirty work from top shelf to cellar floor. In the ordinary country store the mud is tracked in. It is ground to dust underfoot, to be lifted by every gust to again settle on furniture, goods, etc. The winds search out every nook and cranny and shelf and bottle and lamp and ornament, there depositing dust. Then there is the litter of trash and paper and excelsior and straw and boxes attendant upon the unpacking of boxes. Then there are the barrels and tanks and oils and paints to be looked after. And the dry paints! whew! but they are dirty to handle. Then the trash—although clean—that the wall paper trimmer makes. To be sure it is these side-lines that make such hard and dirty work. And yet, since they have become incorporated into a general drug store business, it becomes the clerk's duty to render all the assistance in his power. It becomes his duty to wage unceasing war against dirt and disorder in whatsoever shape and whatever place he finds it. Out on the clerk who harbors moss-agate lamp chimneys!

Since the drug store is, by long odds, the most popular and attractive place for ladies to trade, or to spend their time while waiting for other members of the family to complete their business, it should be made as pleasant and home-like as possible. And the duties developing upon the clerk, as well as the proprietor, in this direction, are those of the host to his guest. And these little attentions and polite concern regarding the comfort of your guest are never lost. They are small, but so are seconds, yet eternity itself is made up of them.

The windows must be clean and bright and the goods tastefully displayed. Show-cases bright and clean. Clean floor, clean prescription bottles, clean prescription case, clean spatulas, clean pill tile, clean scales, clean dispensing bottles, clean mortars, clean drinking-water bucket and dipper, clean wash bowl and pitcher, and clean towels. (What was that dull thud I heard? Some drug clerk fainted at the mention of clean towels?) The printing office towel and the drug store towel have long vied with each other for the championship of the world. Then there is the stove. (What is that confusion over there? Another clerk in convulsions, and still another with the cramp in one arm and both legs at the mention of the stove!) Yes, there it stands! That stern necessity of cold weather and the tobacco chewer—rising phoenix-like from its own ashes—what a disgusting looking spectacle it is, anyhow! It has evidently struggled through an attack of small-pox. It is deeply pitted and to be pitied. You notice that there are various shades of navy blue and terra-cotta and gray, and that fantastic fringe of streaks running down the back is where your syrup boiled over last week while you were trying to convince that incredulous customer that "hamamelis" was identical with "witch-hazel" on his list. Poor drug clerk! poor fellow! He knows that besmirched stove reflects discredit on his care and management of the store; so, screwing his courage up with a wagon-jack, and causing it to stick with a porous plaster, he gathers the material and rejuvenates "that stove."

A drug clerk needs to be discreet. It would never do, when Mrs. Brown calls for face powder, to tell her that "this is the kind I sell to Mrs. Smith." (Mrs.

Smith is not supposed to use face powder!) It is his duty to exercise unremitting care in all things. Absolute correctness must be his watchword, and it is in this direction that we may look for his moral obligation "to do or refrain from doing." In no other general business is the moral duty of a clerk in such exact ratio to his responsibilities. If you ask the grocery clerk for an ounce of pepper, and he should give you one and one-third ounce, it is a matter of indifference to you. You form no adverse opinion of him. But if you ask your drug clerk for one-fourth of a grain morphine powders, and he gives you one-half grain instead, it is a matter of consequence to you. You at once lose confidence in him; and no matter how much he may do to redeem himself, your confidence is never wholly restored. One mistake is quite enough, and probably is one too many. Eternal vigilance is the price he must pay for the confidence of his public. Since the lives of his patrons are oftentimes intrusted in his care, it is his moral duty thoroughly to educate himself in all that pertains to his work. If he would maintain his integrity at a high standard he must be honest in all his dealings with his employer and customers.

When, by the absence of his employer, he is left in sole charge of affairs, his duties assume more the form of a steward.

"The Scripture idea of a steward is that of one who, in the absence of his master, exercises authority over his household and regulates the domestic concerns appertaining to it. He dispenses to those over whom he is made an overseer their meat in due season from the abundance of the store-house. He looks abroad with a vigilant eye over all the length and breadth of the establishment and jealously discovers and guards every interest, whether it be small or great. He is charged and intrusted with the custody of his master's wealth, and the ownership of it is, for the time, vested in him. He occupies a responsible position, in which it is necessary that he shall be honest and faithful, as well as vigilant and careful. And being so, he takes care that his department shall at all times be such as bear the test of every eye, and especially of that for whom he toils. The consequence is that he will be ever anxious that his management of the goods of his employer will evidence a fair improvement when that master returns to reassume his responsibilities and relieve him."

Plainly it is his duty to be self-respecting, and to respect, if not the character, at least the reputation of his employer. He should inform himself upon matters of social etiquette. If his education along that line has been meager, let him avail himself of the opportunity offered him in the reading of good literature, and of some manual on the subject. To be courteous—never familiar. Familiarity is contemptible; abominable. To be polite: "Give me a lever long enough and a proper fulcrum, and I will move the world." Politeness is a lever, and common sense a proper fulcrum to hoist him to favor, if not success. It is not only ill-bred, but poor policy as well, to sit on the counter, or loiter around in the front of the store, or stand idle paring the finger-nails.

While it would be almost impossible to limit a code of duties for the drug clerk, it is certain that if he does his "level best," he will find his best level.

Mrs. Belle C. Heilman.

"The Leading Physician."

From a little journal published by an enterprising firm in an interior city, and distributed to the townspeople, we take a hint which may be profitably heeded by all prudent druggists, especially in the smaller places. A traveling-man or visitor in need of medical treatment frequently applies to the nearest druggist and inquires, "Who is the leading physician?" The question is often an awkward one. In the first place, the druggist may not be in position to know; and further, if he expresses a frank opinion, he may incur the displeasure of rival practitioners. In the smaller towns gossip runs rampant, and incautious speeches are noised about in a manner very uncomfortable to the careless speaker. Annoyance may be avoided by a bit of diplomacy. Simply furnish the inquirer with a number of names in good repute, and let him make his own selection. The singling out of one doctor as the "leader" is an invidious piece of business. It is only common sense to refrain, in one's intercourse with the medical profession, from those things which may cause mischief, while they promise no profit. This seems to be one of the cases where "there's something to lose and nothing to gain."

Seely's Flavoring Extracts

Every dealer should sell them.

Extra Fine quality.

Lemon, Vanilla, Assorted Flavors.

Yearly sales increased by their use.

Send trial order.

Seely's Lemon.

(Wrapped)

	Doz.	Gro.
1 oz.	\$ 90	10 20
2 oz.	1 20	12 60
4 oz.	2 00	22 80
6 oz.	3 00	33 00

Seely's Vanilla

(Wrapped)

	Doz.	Gro.
1 oz.	\$ 1 50	16 20
2 oz.	2 00	21 60
4 oz.	3 75	40 80
6 oz.	5 40	57 60

Plain N. S. with corkscrew at same price if preferred.

Correspondence Solicited.

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SWISS VILLA MIXED PAINTS.

We are T. H. Nevin Co.'s agents for Michigan for this well-known brand of Paints.

Figures can be given to compete with any sold. The goods are guaranteed. We have sold them for many years. Write us and secure the agency for same.

HAZELTINE & PERKINS DRUG CO.

Wholesale Druggists,
GRAND RAPIDS, MICH.

Wholesale Price Current.

Advanced—Canary Seed.

Declined—American Saffron, Celery Seed.

Table of Wholesale Price Current listing various goods such as ACIDUM, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRU, FLORA, FOILIA, GUMMI, HERBA, MAGNESIA, and OLEUM.

Table of Wholesale Price Current listing various goods such as Morphia, S. P. & W., S. N. Y. Q. & C. Co., Moschus Canton, Myristica, Nux Vomica, Os. Septa, Pepsin Saac, H. & P. D., Selditz Mixture, Snaps, Snuff, Maccaboy, De Voes, Snuff, Scotch, De. Voes, Soda Boras, Soda et Potass Tart., Soda Carb., Soda, Bi-Carb., Soda, Ash, Soda, Sulphas, Spts. Ether Co., Myrcia Dom., Myrcia Imp., Vini Rect. bbl., Less 5c gal., cash ten days, Strychnia Crystal, Sulphur, Subl., Sulfur, Roll, Tamarinds, Terebenth Venice, Theobromae, Vanilla, Zinc Sulph., Oils, Whale, winter, Lard, extra, Lard, No. 1, Linseed, pure raw.

HAZELTINE & PERKINS DRUG CO. Grand Rapids, Mich.

PERFUME DEPARTMENT.

We carry in stock a complete line of Eastman's Extracts Including these specialties, HER MAJESTY, QUEEN MAB, FLEUR DE LYS, TUSCAN VIOLET, SWEET HEATHER, PEAU DE ESPAGNE,

and all the leading odors of the following manufacturers: Lazelle, Dally & Co., Swinton, Ladd & Coffin, Foote & Jenks.

We have a complete line of SEELEY'S EXTRACTS and SPECIALTIES.

We also manufacture LAVENDER WATER, VIOLET WATER, FLORIDA WATER, 4 ounces, FLORIDA WATER, 8 ounces.

HAZELTINE & PERKINS DRUG CO., GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora, doz gross 6 00 Jastor Oil, 60 7 00 Diamond, 50 5 50 Frazer's, 75 9 00 Mica, 65 7 50 Paragon, 55 6 00	APRICOTS. Live oak, 1 40 Santa Cruz, 1 40 Lusk's, 1 50 Overland, 1 30 Blackberries, 90 Cherries, 1 00 Red, 1 25 Fluted Hamburg, 1 50 White, 1 30 Demmons, Egg Plums and Green Gages, 1 40 Erie, 1 20 California, 1 40 Gooseberries, 1 25 Common, 1 25 Pte Peaches, 1 10 Maxwell, 1 00 Shepard's, 1 60 California, 1 60 Monitor, 1 75 Oxford, 1 25 Domestic, 1 25 Riverside, 1 75 Pears, 1 25 Pineapples, 1 00 Common, 1 30 Johnson's sliced, 2 50 " grated, 2 75 Booth's sliced, 2 50 " grated, 2 75 Quinces, 1 10 Common, 1 10 Raspberries, 1 10 Red Black Hamburg, 1 45 Erie black, 1 35 Strawberries, 1 25 Lawrence, 1 25 Hamburg, 1 25 Erie, 1 20 Terrapin, 1 05 Whortleberries, 85 Meats. Corned beef, Libby's, 2 10 Roast beef, Armour's, 1 80 Potted ham, 1/2 lb., 75 " 1/4 lb., 70 " tongue, 1/2 lb., 1 35 " 1/4 lb., 75 chicken, 1/2 lb., 95 Vegetables. Beans, 1 15 Hamburg stringless, 1 15 " French style, 2 00 Lima, green, 1 35 " soaked, 70 Lewis Boston Baked, 1 35 Bay State Baked, 1 35 World's Fair Baked, 1 35 Picnic Baked, 1 00 Corn, 1 25 Hamburg, 1 25 Livingston Eden, 1 30 Purity, 1 30 Honey Dew, 1 40 Morning Glory, 1 40 Soaked, 75 Peas, 1 80 Hamburg marrofat, 1 80 " early June, 1 10 " Champion Eng., 1 40 " petit pots, 1 40 " fancy sifted, 1 30 Soaked, 65 Harris standard, 75 VanCamp's marrofat, 1 10 " early June, 1 30 Archer's Early Blossom, 1 25 French, 2 15 Mushrooms, 19 21 Pumpkin, 80 Squash, 80 Hubbard, 1 15 Succotash, 1 40 Hamburg, 1 40 Soaked, 80 Honey Dew, 1 50 Erie, 1 35 Tomatoes. Hancock, 1 30 Excelsior, 1 30 Eclipse, 1 30 Hamburg, 1 30 Gallon, 4 25 Dime, 3 35	CATSUP. Blue Label Brand, 2 75 Half pint, 25 bottles, 4 50 Pint, 3 50 Quart 1 doz bottles, 1 35 Triumph Brand, 1 50 Half pint, per doz, 4 50 Pint, 25 bottles, 4 50 Quart, per doz, 3 75	CLOTHES PINS. 5 gross boxes, 40 45	COCOA SHELLS. 35 lb bags, 2 3 Less quantity, 2 3 1/2 Pound packages, 6 1/2 7	COFFEE. Green. Rio, 18 Good, 19 Prime, 21 Golden, 21 Peaberry, 23 Santos, 19 Fair, 19 Good, 20 Prime, 22 Peaberry, 23 Mexican and Guatemala, 21 Fair, 21 Good, 22 Fancy, 24 Maracaibo, 23 Milled, 24 Java, 25 Interior, 25 Private Growth, 27 Mandehling, 28 Mocha, 25 Arabian, 28 Roasted. To ascertain cost of roasted coffee, add 1/4 c. per lb. for roasting and 15 per cent. for shrinkage. Package. McLaughlin's XXXX, 22 30 Bonola, 21 80 Lion, 60 or 100 lb. case, 22 30 Extract. Valley City 1/2 gross, 75 Felix, 1 15 Hummel's, foll. gross, 1 65 " tin, 2 85	COUPON BOOKS. TRADESMAN CREDIT COUPON 1 TRADESMAN CREDIT COUPON 5 "Tradesman," 2 00 \$ 1 books, per hundred, 2 50 \$ 2 " " " " " " 3 00 \$ 3 " " " " " " 3 50 \$ 4 " " " " " " 4 00 \$ 5 " " " " " " 4 50 \$ 10 " " " " " " 5 00 \$ 20 " " " " " " 6 00 "Superior," \$ 1 books, per hundred, 2 50 \$ 2 " " " " " " 3 00 \$ 3 " " " " " " 3 50 \$ 4 " " " " " " 4 00 \$ 5 " " " " " " 4 50 \$ 10 " " " " " " 5 00 \$ 20 " " " " " " 6 00 ONE CENT COUPON Universal," \$ 1 books, per hundred, 3 00 \$ 2 " " " " " " 3 50 \$ 3 " " " " " " 4 00 \$ 4 " " " " " " 4 50 \$ 5 " " " " " " 5 00 \$ 10 " " " " " " 6 00 \$ 20 " " " " " " 7 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over, 5 per cent 500 " " " " " " 10 " " 1000 " " " " " " 20 " "	COUPON PASS BOOKS. (Can be made to represent any denomination from \$10 down.) 20 books, 1 00 50 " " " " " " 2 00 100 " " " " " " 3 00 250 " " " " " " 6 25 500 " " " " " " 10 00 1000 " " " " " " 17 50 CRACKERS. Butter, 5 Seymour XXX, 5 1/2 Seymour XXX, cartoon, 5 1/2 Family XXX, 5 Family XXX, cartoon, 5 1/2 Salted XXX, 5 1/2 Kenosha XXX, cartoon, 7 1/2 Boston, 7 Butter biscuit, 6 Soda, 5 Soda, XXX, 5 1/2 Soda, City, 5 1/2 Soda, Duchess, 8 1/2 Crystal Wafer, 10 1/2 Long Island Wafers, 11 Oyster, 6 S. Oyster XXX, 5 1/2 City Oyster, XXX, 5 1/2 Farina Oyster, 6 CREAM TARTAR. Strictly pure, 30 Telfer's Absolute, 30 Grocers', 15 25	CONDENSED MILK. 4 doz. in case. N. Y. Condensed Milk Co's brands Gail Borden Eagle, 7 40 Crown, 6 25 Daisy, 5 75 Champion, 4 50 Magnolia, 4 25 Dime, 3 35 Peerless evaporated cream, 5 75	CHICORY. Bulk, 5 Red, 7 CLOTHES LINES. Cotton, 40 ft., per doz., 1 25 " 50 ft., " " " " 1 40 " 60 ft., " " " " 1 60 " 70 ft., " " " " 1 75 " 80 ft., " " " " 1 90 Jute, 60 ft., " " " " 1 30 " 72 ft., " " " " 1 00	Foreign. Currants, 2 Patras, in barrels, 2 1/2 " in 1/2 bbls., 2 1/2 " in less quantity, 2 1/2 cleaned, bulk, 4 cleaned, package, 4 1/2 Peel, 4 Citron, Leghorn, 25 lb. boxes, 13 Lemon, " " " " " " 8 Orange, " " " " " " 10 Raisins, 5 7 Ondura, 25 lb. boxes, 7 Sultana, 30 " " " " 7 1/2 Valencia, 30 " " " " 8 Prunes, 6 California, 100-130, 6 " 90x100 25 lb. bxs., 6 1/2 " 80x90 " " " " 7 " 70x80 " " " " 7 1/2 " 60x70 " " " " 8 Turkey, 5 Silver, 5 ENVELOPES. XX rag, white, 1 75 No. 1, 6 1/2, 1 60 No. 2, 6 1/2, 1 65 No. 2, 6, 1 50 XX wood, white, 1 35 No. 1, 6 1/2, 1 25 No. 2, 6 1/2, 1 25 Manila, white, 1 08 6 1/2, 95 Coin, 1 00 Mill No. 4, 1 00	FARINACEOUS GOODS. Farina, 3 1/2 100 lb. kegs, 3 25 Hominy, 3 00 Barrels, 3 00 Grits, 3 00 Lima Beans, 4 1/2 Dried, 4 1/2 Maccaroni and Vermicelli, 55 Domestic, 12 lb. box, 10 1/2 Imported, 10 1/2 Oatmeal, 5 75 Barrels 200, 3 00 Half barrels 100, 3 00 Pearl Barley, 3 Peas, 1 15 Green, bu, 3 Split per lb, 3 Rolled Oats, 25 50 Barrels 180, 25 50 Half bbls 90, 25 50 Sage, 2 85 Wheat, 5 Cracked, 3 1/2 FISH--Salt. Bloaters, 10 Yarmouth, 10 Cod, 10 Pollock, 4 1/2 Whole, Grand Bank, 4 1/2 Boneless, bricks, 6 1/2 Boneless, strips, 6 1/2 Smoked, 10 1/2 Herring, 60 Holland, white hoops keg, 9 50 bbl, 9 50 Norwegian, 2 50 Round, 1/2 bbl 100 lbs., 2 50 " 1/4 " 40 " " " " 1 30 Scaled, 17 Mackerel, 10 00 No. 1, 100 lbs., 4 41 No. 1, 40 lbs., 1 00 No. 1, 10 lbs., 7 50 No. 2, 100 lbs., 3 30 No. 2, 40 lbs., 90 No. 2, 10 lbs., 90 Family, 90 lbs., 10 lbs. boxes, 55 Sardines, 55 Russian, kegs, 55 Trout, 4 75 No. 1, 1/2 bbls., 100 lbs., 2 20 No. 1, 1/4 bbl, 40 lbs., 63 No. 1, kits, 10 lbs., 53 No. 1, 8 lb kits, 53 Whitefish, 11ly No. 1, 11ly, 25 1/2 bbls, 100 lbs., 25 25 " 40 " " " " 1 20 10 lb. kits, 78 40 8 lb. " " " " 65 35	FLAVORING EXTRACTS. Souders'. Oval Bottle, with corkscrew. Best in the world for the money. Regular Grade Lemon, doz 2 00, 4 oz 1 50 Regular Vanilla, doz 2 00, 4 oz 1 50 XX Grade Lemon, 2 oz 1 50, 4 oz 3 00 XX Grade Vanilla, 2 oz 1 75, 4 oz 3 50 Jennings. Lemon, Vanilla, 2 oz regular panel, 75, 1 20 4 oz " " " " " " 1 50, 2 00 6 oz " " " " " " 2 00, 3 00 No. 3 taper, 1 35, 2 00 No. 4 taper, 1 50, 2 50 Northrop's. Lemon, Vanilla, 2 oz oval taper, 75, 1 10 3 oz " " " " " " 1 20, 1 75 2 oz regular " " " " " " 85, 1 20 4 oz " " " " " " 1 60, 2 25 GUNPOWDER. Rifle-Dupont's, 3 25 Kegs, 3 25 Half kegs, 1 90 Quarter kegs, 1 10 1 lb cans, 30 1/2 lb cans, 18 Chocho Bore-Dupont's, 4 25 Kegs, 4 25 Half kegs, 3 40 Quarter kegs, 3 00 1 lb cans, 1 35 1/2 lb cans, 1 34 Eagle Duck-Dupont's, 11 00 Kegs, 11 00 Half kegs, 5 75 Quarter kegs, 3 00 1 lb cans, 60 HERBS. Sage, 15 1/2 Hops, 15 INDIGO. Madras, 5 lb. boxes, 55 S. F., 2, 3 and 5 lb. boxes, 50 JELLY. 17 lb. palls, 54 30 " " " " " " 81 LICORICE. Pure, 30 Calabria, 25 Sicily, 12 Root, 13 LYE. Condensed, 2 doz, 1 20 " 4 doz, 2 25 MINCE MEAT. NEW ENGLAND CONDENSED MINCE MEAT T. EDUGHERTY CHICAGO, ILL. & PORTLAND, ME. Mince meat, 3 doz. in case, 2 50 Pie preparation 3 doz. in case, 00 MEASURES. Tin, per dozen, 1 75 1 gallon, 1 40 Half gallon, 70 Quart, 45 Pint, 40 Wooden, for vinegar, per doz., 7 00 1 gallon, 4 75 Half gallon, 4 75 Quart, 3 75 Pint, 2 MOLASSES. Blackstrap, 14 Sugar house, Cuba Baking, 16 Ordinary, Porto Rico, 20 Prime, 20 Fancy, New Orleans, 30 Fair, 18 Good, 22 Extra good, 27 Choice, 32 Fancy, 40 arrels 30 extra, 40
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THE PROPOSED HOLIDAY.

Views of Business Men on the Desired Innovation.

Have the bank clerks been inoculated with the virus of unionism? It would almost seem so, as, in order to enforce acquiescence with their demands for a Saturday half-holiday, they threatened to resort to the boycott. It has been the general supposition that bank clerks were business men—some of them in the bud, perhaps, but business men, nevertheless. A man who lays claim to being a man of business would not for a moment think of resorting to anything so unbusinesslike as the boycott in order to gain his point. As a business man, he would be willing to recognize the right of every other business man to conduct his business in his own way; a business man recognizes the right of every other business man to his opinion on any subject whatever; and a business man knows that nothing is so destructive of business or so inimical to the interests of the whole business community as the "principles" of unionism in active operation. A business man is accustomed, as a general thing, to reasoning from cause to effect, and he knows that the effect of the methods of unionism to enforce its demands has invariably recoiled on its own head. The boycott, in the hands of even the most skillful and most unscrupulous, is very much like that favorite weapon of the aborigines of Australia, known as the boomerang, which sometime hits the head of the man who used it; but with this difference, that the boycott *always* hurts the man (or men) who uses it, and never the man against whom it is directed. All this a business man, accustomed to using his judgment, can see even without the aid of experience. But "our friends," the bank clerks, business men though they be, seem not to have given this matter sufficient thought, or assuredly they would have seen the utter folly of resorting to a method of gaining their point so completely at variance with sound business judgment, and which, be it said incidentally, is calculated to weaken their cause, to say nothing further, in the eyes of the community. "Hoisted with their own petard," is an expressive, though homely phrase. Perhaps it will not apply in this case, but it is suggested by the stern logic of experience, and it is commended to the bank clerks as a possibility in the circumstances. Now there are other business men in the city, and, in order to ascertain where they stand on the question of a Saturday half-holiday, a TRADESMAN representative has interviewed a number of them and their opinions may be read below:

A. Heyman (Heyman Company): There is altogether too much talk about early closing. About all we hear from working people nowadays is "more pay and shorter hours." I don't believe in shorter hours and I don't think there is any need for them. The movement on the part of the bank clerks, if successful, would make no difference to us, but I can see no reason why bank clerks should be given a half-holiday, while other people will have to work. If it is good for one class, why not give it to all? Bank clerks' hours are very short now, I think, and there is no reason for making them any shorter.

Christian Bertsch (Herold-Bertsch Shoe Co.): The only question is one of

convenience to the public. Banks must accommodate the public or they cannot do business. If Saturday closing is going to inconvenience the public it cannot succeed, for the reason that the banks could not afford to concede it. A great number of travelers come in Saturday noon, and most of them bring large sums of money with them which must be deposited or lay in the safe over Sunday at the risk of being stolen. That is a material consideration. Then, again, I do not see why bank clerks should be favored above other classes. If they need more time to rest, so do clerks in retail stores and other working people. I think the time is not far distant when, in order to give everybody a chance to earn a living, we will have to resort to an eight-hour day; but that will come of itself.

Col. E. S. Pierce: I have no very decided opinions either way. It may inconvenience business to some extent, but I think it would adjust itself in a short time. I have been in business in this city for over thirty years and during that time I have seen a good many old customs and business habits abandoned. We fought early closing here for years. I never thought we could close our store at 6 o'clock and do business. We had been closing at 9 and 10 o'clock and saw no possibility of closing earlier. Now we close at 6 o'clock and wonder why we ever thought it necessary to keep open after that hour. I always bought my groceries when going home in the evening, and I did not see how I could do otherwise. Now I buy them in the morning when coming down town. My grocer closes his store at 6:30 and I have had to accommodate myself to the new condition. It doesn't make any difference to me now; in fact, I rather like it. You see I have got used to it. I think that if the banks take a half-holiday on Saturday, that business men will soon adjust themselves to the new custom, and in a short time it will make no difference to them. I think there is a difference between the work of bank clerks and that of ordinary clerks. The work is very trying and requires the closest application. No mistakes are tolerated, and the strain from start to finish is constant. For this reason they cannot stand long hours. The best solution of this problem, however, to my mind, is a half-holiday for the people generally. That would make it unnecessary for the banks to keep open. I think a general half-holiday is coming.

Lester J. Rindge (Rindge, Kalmbach & Co.): Let the bankers settle their own business. If they want a half-holiday on Saturday, let them take it. I don't think the business interests of the city would suffer to any great extent if the banks should be closed on Saturday afternoon, although it might be necessary for some of us to keep a considerable amount of money in the safe over Sunday; but that is a matter that is easily taken care of. Let them close if they want to.

H. M. Reynolds (H. M. Reynolds & Son): I have given the matter no thought, but I don't see why bank clerks need any more time to rest than other people. They work shorter hours now than the most of us, and I think they are very well paid for what they do. If the half-holiday is to be general, that is another matter. I see no reason why the banks should be closed and other business institutions keep open.

Henry Spring (Spring & Company): I think it would be a good thing as far as it goes; but it does not go far enough. All business should be closed on Saturday afternoon. We would be glad to do it if all the other stores would join. We are coming to it.

Sidney F. Stevens (Foster, Stevens & Co.): What special reason is there for giving bank clerks a half-holiday and withholding it from the rest of the community? Are they more delicately constituted than other people that they require more time to rest in? I think if the banks close Saturday afternoons it will be a serious inconvenience to business. One of our heaviest mails reaches us about 2:30 and the money that that mail brings us, and all that is taken in during the afternoon, must be kept in the safe until banking hours Monday. There is no better time for burglars to get in their work than during Sunday night, and we don't like to take any more risk than is necessary. Furthermore, I don't see the necessity for any more holidays. We have more time on our hands now than is good for us; but if we are to have a half-holiday every week, Saturday is not the day for it. I think Wednesday would be about right.

John D. Muir (druggist): I think the closing of the banks to business on Saturdays would be a great inconvenience, especially to the retail trade. It would make little difference to me personally except that I would be compelled to do my banking earlier in the day. As to early closing, I am in favor of it, although it will be next to impossible to close drug stores any earlier than we do at present. Perhaps if the retail stores generally were closed, we might manage it, but I hardly think we could.

Frank J. Dettenthaler: I see no reason why banks should close any earlier than they do at present. They have shorter hours now and are equally as well, if not better paid, than any other class of working people, and I see no reason for granting them special privileges. I am in favor of the early closing movement, and see no reason why the retail stores should not close at noon on Saturdays. I don't just see how I could close my market, nor do I see how meat markets could close, but that is no reason why other lines should not do so if they can.

Hirth, Krause & Co.: We see no objection to the bank clerks having a half-holiday on Saturday if the business interests of the community will allow it. So far as we are concerned it will make no difference either way. At the same time the question might be asked, Why should bank clerks be given a half-holiday while other clerks are compelled to work full time? If it is good for one class it is good for all and no discrimination should be made. We believe in the principle, but see no reason for its application to one set of working people and not to all.

John Jamieson (Trankla, Jamieson & Co.): So far as the mere question of whether the bank clerks ought or ought not to have a half-holiday on Saturday is a question of little interest. I can't see much objection to it myself if it stops there. But who can tell where it will stop? It is but the beginning of the matter. If the bank clerks are given a half-holiday on Saturday others will soon be demanding it, and no one can deny that if it will be a good thing for the class named it

The Poorest Man

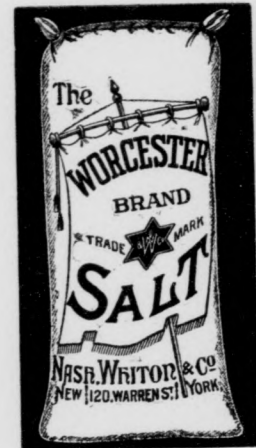
On Earth

Can afford the BEST salt.

The Richest Man

On Earth

CANNOT afford any other.



See Quotations in Price Current.

I. M. CLARK GROCERY CO.,
GENERAL AGENTS,
GRAND RAPIDS, - - - MICH

The Globe Match Co.



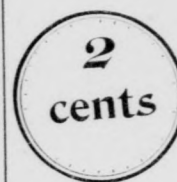
MANUFACTURERS OF

MATCHES and MATCH MACHINERY.

WE CAN DO YOU GOOD.
SEND FOR SAMPLES and PRICES

GRAND HAVEN, MICH.

See quotations in Price Current.

WHAT
IS
TWO
CENTS

TO AN OLD CUSTOMER
or
TO A NEW CUSTOMER
or
To YOU for that matter.

Try giving away a few of our advertising fans this hot weather. Samples sent to responsible parties.

TRADESMAN COMPANY,
Grand Rapids, Michigan.

THE BADGE OF INFAMY.

Reasons Why the Union Label Should Be Ignored.

The "union label" is a great scheme. It is a device by which the unions hope to "multiply their strength." The public is requested to buy nothing that is not adorned with a union label—the label signifying, of course, that the goods have been made by union workmen. It is not claimed that labeled goods are in any respect superior in quality to goods which do not bear the label; but the supposition is that the unionist workman is somehow a superior being to the non-unionist. The unionist alone has the right to a market for his wares; the non-unionist has no rights that anyone is bound to respect. The former is one whom the community is bound to provide for; the latter is to receive no consideration; he is an outlaw, to be socially and politically ostracized. None but unionists may be employed in store, factory or workshop. Even the Government—which ignorant people have supposed was a government of all the people and for all the people—must not employ any but unionists in the departments requiring skilled labor. One of the schemes by which unionism hopes to accomplish its purpose and drive non-unionists out of the market is the union label. It is a great scheme—a cunning device—but it is bound to fail, for several reasons:

First, because the public is not as much in love with unionism as unionists imagine it is. It does not care a copper who makes its clothes, or builds its houses, or does its printing, so long as the work is done to its satisfaction.

Second, because the public is very well aware that the union label is in no sense a guarantee of excellence in the article upon which it is found. Unionists themselves will hardly claim (they have not so claimed) that all the most skillful workmen are members of the unions. It would be strange, indeed, if among the thousands of unionists there were not some efficient workmen; but the fact remains that the unskillful, the incompetent and the vicious have been drawn into the ranks of unionism because it has promised them better pay and shorter hours. These classes now dominate the unions. A skillful workman does not need the union. Faithful, conscientious service, allied to skill and competency, are the only things which can assure to a workingman constant and remunerative employment. With these, he will never want work; without them, he cannot hope for it. Sympathy with working people in the hardships and privations incident to their position in life was the prime factor in giving to unions the favor and support of the public, and so long as the unions were a benefit to laboring men—so long as their methods were legitimate and right—they retained public sympathy; but they have long since ceased to be of any benefit to laboring men; they are, on the contrary, a curse and a detriment to the cause of labor, retarding its progress and hindering the work of its amelioration. The unions to-day are controlled by men of the lowest morality—demagogues whose one object in life is to get a living without work; whose sustenance is the lifeblood of labor, and all they give in return is discord, dissension and strife. If there were none but competent workmen in

the unions, these men would lose their occupation, as employers seldom have any quarrel with competent men. If the public can be persuaded or frightened into buying only goods which bear the label, it will mean that these men, who are now, in the name of leadership, the beneficiaries of the unions, will continue to receive the support without which they must turn their attention to honest work or—starve. The public is very well aware of the fact that the union label is a guarantee of nothing except that the unions have lost none of their assurance and arrogance.

Third, the public knows that, if the unions have secured higher pay for their members, the small difference is more than swallowed up by the taxes which the unions levy upon their members. Assuming that unionists receive higher pay than non-unionists—which is seldom the case—what with strike funds, walking delegates' salaries and union dues, it will be conceded that their net income is likely to be much smaller than the non-unionists' who have no such expenses. In the interest of working people themselves, therefore, the public should refuse to buy union marked goods. Then, again, because the public is aware of the fact that so much of the wages of the unionist working men goes to the support of walking delegates, who are the cause of nine-tenths of the trouble between employers and their employes, the unionist label will fail of its purpose. Honest people have a natural aversion to men who earn a living by their wits. And, because out of the wages of unionists have come the funds for the support of the great strikes, which have caused such wide-spread suffering and hardship and augmented to such an extent the commercial and industrial distress of the country, the public will look askance at the union label. The country has lost millions by the strikes inaugurated by unionists, while no benefit whatever has accrued to anyone. Say that the riot and bloodshed which have been the products of nearly all the great strikes have been the work of ignorant foreigners; admit that the unions have had no part in the strikes, it still remains true that the funds for the support of the strikers have been contributed by unionists, and they are morally responsible for the results of the strikers in the shape of intimidation, incendiarism and bloodshed.

The union label is too suggestive of slavery to be received with favor by a liberty-loving people. The unions, with their hands on his throat, say to a dealer, "Sell only union label goods or we will drive you out of business;" and, on his refusal, proceed to boycott him. The public is warned not to buy from any dealer who will not sell union-label goods on pain of the union's displeasure. Their insolence and arrogance in asserting their exclusive right to the market are without bounds. They say to dealers, "You shall sell only such goods as we please to permit you to sell," and to the public, "You may buy only such articles as we endorse." If this be not tyranny, then there never was a tyrant; if this be not oppression, then no such condition ever existed. Business men, acquainted with the true inwardness of unionism, who understand the meaning of unionist assumptions, will refuse to submit their necks to the yoke, and the public, quick to see and prompt to resent

injustice, will refuse to be a party to the subjection of business to the nefarious purposes of unionism.

The union label has never been treated seriously by any considerable number of people. Not one unionist in a hundred ever asks for union label goods, whether from indifference or from a knowledge of the fact that such goods are inferior to those not so marked is beside the question, although it is true that workmen are indifferent to the matter.

Dealers cannot afford to carry goods bearing the union label. If not the badge of incompetency, it is worse than that, it is the badge of slavery, and no self-respecting merchant will submit to its imposition. It is an evil which will soon correct itself. FRANK STOWELL.

Purely Personal.

Fred H. Ball is spending the Fourth at Bear Lake, where his family has been for several days.

Geo. R. Bates, the Hart hardware dealer, was in town over Sunday, accompanied by his wife.

Geo. Carrington, senior member of the firm of Carrington & North, general dealers at Trent, was in town Monday.

Wm. N. Rowe, Manager of the Valley City Milling Co., has returned from a two months' tour of the principal cities of the South.

Dan Steketee (P. Steketee & Sons) is off for a month's respite, including stops at Rochester, Boston and Gotham. He is accompanied by his wife.

Stephen A. Sears, Manager of the Sears branch of the New York Biscuit Co., has leased for the summer the Mrs. Frank Lewis residence, at Elk Rapids, and will take possession the latter part of the week.

Dean S. Elmer, clerk in the general store of F. D. Saunders, at Sheffield, was drowned while bathing in Myers' Lake, June 17. The body was not recovered until June 24, the interment taking place the same day. Deceased was 24 years old and a young man of exemplary habits and excellent business qualifications.

L. Pauly, who recently retired from the drug business at St. Ignace, has recovered his health as the result of a recent surgical operation which involved the removal of certain nerves from his face. The nerves were found to be diseased and would have developed into cancerous growths if they had been allowed to remain. Mr. Pauly contemplates a trip to Germany, after which he will return to St. Ignace and re-engage in the drug business.

E. S. Houghtaling, who conducted the grocery business at Hart nine years, is taking a month's respite prior to resuming business in the fruit, produce and builders' supplies line. He put in last week in this city and will spend a couple of weeks with friends at Lansing and Ann Arbor, accompanied by his family. On his return to Hart he will erect an iron-clad building, two stories and basement, 32x75 feet in dimensions, located on a sidetrack of the C. & W. M. Railway.

Friends of David Holmes, Manager of the mercantile department of the Elk Rapids Iron Co., were pleased to receive cards, last week, announcing the marriage of the gentleman to Mrs. Sarah McGregor, at the residence of the bride in Elk Rapids on June 27. Rev. Adam Clarke performed the ceremony in the

presence of the immediate friends and relatives of the contracting parties and the cards announce that the happy couple will be "at home" to their friends after July 5. THE TRADESMAN extends congratulations.

Gripsack Brigade.

J. B. Josselyn has engaged to cover the Michigan trade for the American Mills, manufacturers of "Royal London" baking powder.

J. O. Broner, formerly of the grocery firm of Broner & Aldrich, at Muskegon, has engaged as traveling salesman for the Durand & Kaspar Co., of Chicago.

A. D. Baker and wife left Monday for Niagara Falls, whence they proceed to Rochester and other points in the Empire State. They will be absent about a fortnight.

L. M. Mills concluded to accept an invitation to speak at an Indiana town July 4. He received about a dozen calls, showing that his fame as an Independence Day orator is no longer on the wane.

James Courtney, traveling representative for Gately, Donovan & Co., of Saginaw, died from heart disease at the Republic House, Bay City, one day last week. The remains were taken to Morrice, where the interment was made.

Jas. B. McInnes has resigned his position as city salesman for Hawkins & Company, to take effect July 15, when he goes on the road for the F. F. Adams Tobacco Co., of Milwaukee, covering the wholesale and retail trade of Western Michigan. His successor with Hawkins & Company has not yet been decided upon.

Shelby Herald: One of those real cute drummers who make themselves conspicuous in hotel dining rooms by gushing the waiters and indulging in fresh remarks was very effectually squelched by one of the girls at a Shelby hotel this week. She was calling off the order to this drummer very quietly when he suddenly exclaimed, "I want a bucket of water and a bale of hay." The girl sized him up quickly and with unusual politeness remarked, "Oh, I beg your pardon, sir. You are in the wrong stall; we feed the mules in the barn."

The Drug Market.

Gum opium, although the crop is reported damaged and a yield of only about two-thirds of a crop is expected, does not advance here, as it should, on account of large stocks and small demand.

Morphine is unchanged.

Quinine is steady.

Canary seed is advancing, on account of the reported damage to growing crops. Celery seed has declined and will be lower.

American saffron is lower.

Linseed oil is firm. The seed is scarce and high; one large crusher is out of oil and seed.

Alcohol—In anticipation of the increase in the internal revenue tax on alcohol, the Distilling and Cattle Feeding Co. advanced the price 6 cents per gallon Saturday. Instead of selling at the prices quoted on the Drug Page, present quotations are as follows:

Barrels.....	\$2 23
½ barrels.....	2 28
¼ gallon lots.....	2 30
5 gallon lots.....	2 33

Good Words Unsolicited.

Wm. C. Smith, meat dealer, Carson City: "Can't get along without THE TRADESMAN."
G. L. Fenton, druggist, Kingsley: "I like THE TRADESMAN well."

The Salt that's all salt

is fast being recognized by everybody as the best salt for every purpose. It's made from the best brine by the best process with the best grain. You keep the best of other things, why not keep the best of Salt. Your customers will appreciate it as they appreciate pure sugar, pure coffee, and tea.

Diamond Crystal Salt

Being free from all chlorides of calcium and magnesia, will not get damp and soggy on your hands. Put up in an attractive and salable manner. When your stock of salt is low, try a small supply of "the salt that's all salt." Can be obtained from jobbers and dealers. For prices, see price current on other page. For other information, address

DIAMOND CRYSTAL SALT CO., ST. CLAIR, MICH.

FISHING TACKLE!



OUR
STOCK
of
JAPANESE
CANE
FISH
POLES
IS
COMPLETE.

We have them from 12
to 20 feet long.

Our line of Fishing tackle
is equal to any one's.

Send for Catalogue.

FOSTER-STEVENS & CO.

MONROE
ST.

New Japan Teas.

We are now receiving daily choice lines of Japan teas of our own selection and importation, which we are offering to the trade at from 2 to 3 cents per pound lower than the same grades have ever been sold in this market. Our tea department has always been one of our strongest features and no dealer should place his order without first inspecting our samples and prices.

Ball Barnhart Putman Co.

THE NEW YORK BISCUIT CO.

The
BEST
are
the
CHEAPEST.

Sears
Iced Coffee Cakes,
Michigan Frosted Honey,
Seymour Butters,
Graham Crackers,

are
the
BEST.

ADD
A
BOX
OR
BARREL
OF
ROYAL TOAST
TO
YOUR
NEXT
ORDER
SOMETHING NEW
AND A
GOOD SELLER.

Watch out for our new spring novelties. They are sellers.

New York Biscuit Co.,
S. A. SEARS, Manager,
GRAND RAPIDS, MICH.

We Want An Agent in every town and = = =
 = = = city in the state

TO SELL THE WONDERFUL NEW PROCESS VAPOR STOVES.

THE ORIGINAL NEW PROCESS VAPOR STOVE.

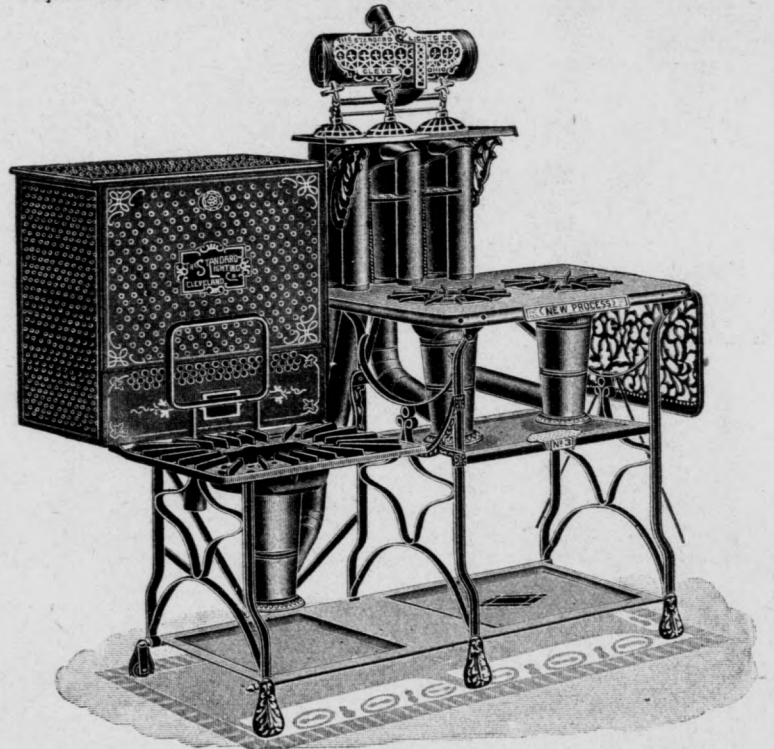
A stove that lights like gas. A stove that makes no smoke or smell. A safe stove. An economical stove. A stove that never gets out of order. A stove that pleases the user, satisfies the dealer and stays sold. The only stove that has an oven that will **roll back** (without lifting) so the step burner can be used for a wash-boiler or for cooking.

The **OVEN** is made of Planished Steel, asbestos lined and is a perfect baker and roaster.

Don't Handle Any Other Vapor Stove if You Can Get the Agency for the NEW PROCESS.

We give the agency for the **New Process Stove** to but one dealer in a place. If there is no one in your town handling this stove, write us for the agency.

Michigan State Agents



H. LEONARD & SONS, Grand Rapids, Mich.

HOW TO SECURE AND HOLD



IT HAS NO EQUAL.

the best trade is a perplexing problem to some people, but its solution is simple.

FIRST. Make the best goods possible; not once in a while, but always.

SECOND. Let the people know of it, early and often.

THIRD. Don't neglect details.

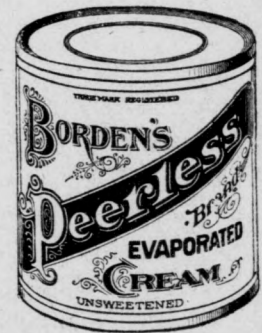
Attention to these principles has placed the

Gail Borden Eagle Brand

CONDENSED MILK at the head, and

Borden's Peerless Brand

EVAPORATED CREAM is sure to obtain an equally high place in the consumer's favor, because it has **INTRINSIC MERIT.**



ABSOLUTELY PURE.

Don't fail to order a supply now.

FOR QUOTATIONS SEE PRICE COLUMNS.



ASTORE DO YOU RUN ONE?

If so and you are endeavoring to get along without using our improved Coupon Book system, you are making a most serious mistake. We were the originators of the coupon book plan and are the largest manufacturers of these books in the country, having special machinery for every branch of the business. **SAMPLES FREE.**

TRADESMAN COMPANY, GRAND RAPIDS, MICH.