

MICHIGAN TRADESMAN

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VOL. XII.

GRAND RAPIDS, JUNE 5, 1895

NO. 611

M. R. ALDEN

ALDEN & LIBBY,

C. H. LIBBY

STRICTLY FRESH EGGS,
Choice Creamery and Dairy Butter
A SPECIALTY

Northern Trade supplied at Lowest Market Prices. We buy on track at point of shipment, or receive on consignment. PHONE 1300.

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MARTIN L. SWEET, Proprietor.
HENRY D. and FRANK H. IRISH, M'grs.

Steam heat in every room. Electric fire alarms throughout the house. Other improvements and decorations will soon make it the best hotel in Michigan.

SPECIFY DAISY BRAND IT IS THE BEST



For Sale by all Jobbers of Groceries, Hardware and Woodenware.

Absolute

THE ACKNOWLEDGED LEADER!

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SOLD ONLY BY
TELFER SPICE CO.,

GRAND RAPIDS, Mich.

There are thousands of SIGNALS,
but none so good as the

"SIGNAL FIVE"

A Fine Havana Filler Cigar for 5 cents.

ED. W. RUHE Maker, CHICAGO. F. E. BUSHMAN, Agent, 523 John St., KALAMAZOO

WE ARE AFTER YOU! Place orders now for

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Sheep Dip
Hen Dip
Vermicide
Disinfectant

Pays 50 per cent. for your trouble. Your Jobber has it. The A. H. ZENNER CO., 98 Shelby St., Detroit

A Valuable Pointer!

For \$35.

IT VANISHES IN SMOKE

A GOOD THING FOR
4th OF JULY OR ANY
OTHER DAY

Ask your Grand Rapids Traveling Men about it.

Alfred J. Brown Co's

SEEDS for Summer Sowing

We can fill your orders promptly with the choicest strains of Summer seeds, such as

Mangel, Carrot, Sugar Beet, Rutabaga, etc. Vine Seeds, Turnip,

Prices guaranteed as Low as any Responsible House in the Seed Trade.

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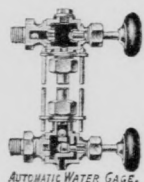
FARM SEEDS



Millet, Hungarian, Buckwheat, Seed Corn, Fodder Corn, Seed Beans, Clover, Timothy, and Grass. Seeds of every description.

ALFRED J. BROWN CO.

Seed Farmers, Merchants and Importers, GRAND RAPIDS, MICH.



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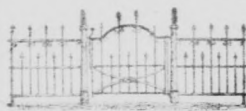
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PENBERTHY
SPECIALTIES.

FOR THE BOILER AND ENGINE. ARE THE ENGINEERS' FAVORITES.
85,000 PENBERTHY AUTOMATIC INJECTORS IN USE, giving perfect auto-injection under all conditions. Our Jet Pumps, Water Gauges and Oil Cups are Unsurpassed.
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BRANCH FACTORY AT WINDSOR, ONT.

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DETROIT, MICH. Manufacturers of

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IN ALL ITS PARTS.

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GRAND RAPIDS.

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Congress Cigars

ARE MADE BY THE BEST CUBAN WORKMEN FROM THE

CHOICEST AND HIGHEST GRADE HAVANA TOBACCO



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This Brand of Cigars is a decided success. Try them. Send a sample order to any of the following Jobbers:

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|-----------------------------|--------------------------|---------------------------|
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| Lemon & Wheeler Co. | Musselman Grocer Co. | Worden Grocer Co. |
| I. M. Clark Grocery Co. | Putnam Candy Co. | A. E. Brooks & Co. |

WHEAT HAS ADVANCED-----

Yes, a startling advance, and it is one of the signs of and factors in returning general prosperity. It means better business, larger profits. Your customers will want the best brands of Flour, and we make the VERY BEST ON EARTH. Write us for prices.

BRANDS—Sunlight, Michigan, Electric, Purity, Magnolia, Daisy, Morning Star, Idlewild, Diamond.

SPECIALTIES—Graham Flour, Wheatena Flour, Buckwheat Flour, Rye Flour, Rye Meal, Pearl Barley, Wheat Grits, Rolled Oats, Bolted Meal, Feed (Corn and Oats), Meal, Mill Feed.

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MICHIGAN BARK AND LUMBER CO.,

GRAND RAPIDS, MICH.

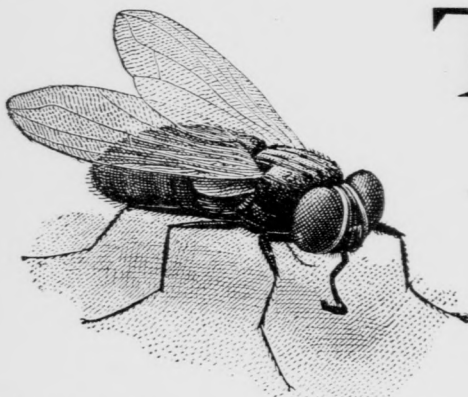
18 and 19 Widdicomb Bld.

N. B. CLARK, Pres.
W. D. WADE, Vice-Pres.
C. U. CLARK, Sec'y and Treas.

We are now ready to make contracts for bark for the season of 1895.



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SEALED STICKY FLY PAPER

YOUR CUSTOMERS WILL ALL PREFER IT.

PRICES FOR THE REGULAR SIZE.

Per Box..... 38 cents Per Case.....\$3 40
In 5 Case lots, per case.....\$3 30 In 10 Case lots, per case..... 3 20

If you are particular about your STICKY FLY PAPER, specify

TANGLEFOOT

Order the largest quantity you can use and get the BEST DISCOUNT. FOR SALE BY ALL JOBBERS.

"LITTLE TANGLEFOOT"
5 1/4 x 9 inches.

Particularly adapted for Show Windows and Fine Rooms.
25 Double Sheets in a Box, 15 Boxes in a case.
Retail for 25 cents a box.
Costs \$1.75 per case.
Profit nearly 115 per cent.
Will be a Good Seller.

Your Customers . . .



IT HAS NO EQUAL.

insist upon having the brands of

Condensed Milk

prepared by the

New York Condensed Milk Company.

WHY? Because the reliability of them is unquestioned and the purchase of same results satisfactorily. It isn't easy nor profitable to substitute inferior or unknown brands for

STAPLE GOODS.

See Price Columns.

Don't Try It.

Also manufacturers of the

Crown, Daisy, Champion, Magnolia, Challenge and Dime . . . Brands of

CONDENSED MILK,

... AND ...

Borden's Peerless and . . . Columbian

... Brands of

EVAPORATED CREAM.

MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, JUNE 5, 1895.

NO. 611

Commercial Credit Co., Limited.

Reports on individuals for the retail trade, house renters and professional men. Also Local Agents Furn. Com. Agency Co.'s "Red Book." Collections handled for members. Phones 166-1030
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PROMPT, CONSERVATIVE, SAFE.
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

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79 Wonderly Building, GRAND RAPIDS.
Correspondence solicited from parties who intend to build.

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Electric, Steam and Hand Power.
PRICES LOW. MECHANISM SIMPLE.
NOT LIABLE TO GET OUT OF REPAIR.
Call and see me or telephone 1120 and I will accompany enquirer to dozens of local users of our elevators. J. C. MULBERRY, Agent.
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Advertisers get RESULTS.

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Administrator of Estates,
Guardian of Minors and In-
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Trustee or Agent**

In the management of any business which may be entrusted to it.
Any information desired will be cheerfully furnished.
Lewis H. Withey, Pres.
Anton G. Hodenpyl, Sec'y.

5 AND 7 PEARL STREET.

MICHIGAN K. OF G.

Quarterly Meeting of the Board of Directors at Lansing.

At the regular quarterly meeting of the Board of Directors, Michigan Knights of the Grip, held at the Hudson House, at Lansing, June 1, the following gentlemen were present: Directors Peake, Wood, Tyler, Hammill; President Jacklin and Secretary Owen.

President Owen presented his financial report for the quarter, showing total receipts in the general fund of \$303.45, all of which had been turned over to the Treasurer. In the death fund the receipts were \$334, all of which had been turned over to the Treasurer. The report was approved by the Finance Committee and was accepted, adopted and placed on file.

Treasurer Frost presented his second quarterly report, as follows:

GENERAL FUND.
Balance on hand March 2.....\$432 63
Received from Secretary..... 296 45
Total receipts.....\$729 08
Disbursements, ch'ks Nos. 149-159.....\$427 30

Balance on hand.....\$301 78
DEATH FUND.
Balance on hand March 2.....\$1550 45
Received from Secretary..... 334 00
Interest..... 11 41

Total receipts.....\$1895 86
Paid Mrs. Mattie Sheriff.....\$500 00
Paid Mrs. Sophia L. Miller 500 00.....\$1000 00

Balance on hand.....\$ 895 86

This report agreed in every particular with that of the Secretary and took the same course.
Five proofs of death were presented and approved as follows: Fred Miller, Detroit; N. L. Reed, Kalamazoo; Ellen M. Raleigh, Lansing; N. L. Bouton, Pentwater; Theo. Schultze, Grand Rapids.

The claim presented by the heirs of J. P. Cawley, of Detroit, was disallowed on the ground that deceased had permitted his insurance to lapse by the non-payment of assessments No. 1 and 2. The only director voting in the negative of this question was President Jacklin, and that gentleman was requested by the Board to call on Mrs. Cawley and inform her of the action of the Board.

John C. Saunders and J. A. Weston, of Lansing, were accorded a vote of thanks for their effective work in procuring new members for the Association.

A complaint was filed by A. W. Ryerson against the proprietor of the Sampson House, at Norway, for conduct unbecoming a gentleman and a landlord. Referred to the Hotel Committee.

The Secretary was instructed to issue notices of assessment No. 3 for 1895 for \$2.

The following bills were allowed, on the recommendation of the Finance Committee:

Tradesman Company.....	\$28 00
Herald of Commerce Printing Co.....	6 25
David Forbes.....	43 35
Geo. F. Owen, salary account.....	51 45
Geo. F. Owen, express charges.....	75
R. W. Jacklin, attendance board meetings.....	7 45
John R. Wood, attendance board meetings.....	5 52
Geo. F. Owen, attendance board meetings.....	5 35
A. F. Peake, attendance board meetings.....	3 73
F. M. Tyler, attendance board meetings.....	4 85

The Board then adjourned and called upon Governor Rich, by appointment, to urge him to sign the Donovan interchangeable mileage book bill.

The next meeting of the Board will be held at the Hudson House, Lansing, Sept. 6.
GEO. F. OWEN, Sec'y.

The Drug Market.

Acids—Citric continues seasonably active and firm, the firmness being largely due to the strong position of the article abroad. Tartaric is also firm under a

similar influence and manufacturers have further advanced their quotations.

Alcohol—The market has sustained an advance of 2c per gal.

Balsams—There have been further arrivals of copaiba, which remain unsold, and prices from first hands are again somewhat depressed; in a jobbing way, however, prices are maintained under a good consuming demand. Tolu is rather unsettled and irregular; an increased demand has had a tendency to strengthen holders' views.

Cocaine—Large shipments of crude to Hamburg have had a depressing effect on the markets, and circulars have been issued announcing a decline of 50 cents per ounce.

Cod Liver Oil—Has continued active during the week with prices steadily hardening. The markets abroad are decidedly stronger and sellers in Norway are not inclined to offer further parcels at present.

Cream Tartar—Is ruling strong owing to the continued high cost of crude material, and manufacturers have further advanced their quotations.

Cuttle Fish Bone—Is in much better position, and prime Trieste is steadily held with an active inquiry from the consuming trade.

Dragons Blood—The market is better supplied with reeds, and prices have declined.

Gums—Asafetida is in fairly good demand, but at easier prices. Camphor is unsettled; domestic refiners and importers of foreign are selling sparingly, not desiring to force business, in view of continued strong advices from abroad. On the other hand, dealers who are receiving goods on contracts at the comparatively low prices ruling three months ago are inclined to realize on their surplus stock. The position of the article is considered to be much stronger than early in the season, and a further advance is expected when second hands have disposed of their offerings. Chicle has declined, and there is no demand of consequence and the tone of the market is easy.

Leaves—Stocks of desirable grades of short buchu are steadily diminishing, and prices are ruling strong. Coca continue to reflect an easier tendency under the influence of increased prospective receipts. Medium grades of Tinnevely senna continue to harden. Supplies are not equal to the demand, and extreme scarcity is anticipated before the new crop is available.

Morphine—Is quiet at the decline, and a moderate business is reported in domestic.

Opium—There has been rather more doing in single cases, but there is no material change in the general condition of the market.

Quicksilver—A further advance is cabled from London. The market here is correspondingly higher and most sellers have advanced.

Quinine—Firm, owing to higher prices abroad for both bark and powder.

Roots—Shipments of ginger from Jamaica have almost ceased, and as the seasonable demand is very good, prices show a stronger tendency.

Seeds—The improvement in canary is maintained and some varieties show a further advance. Coriander is offering more freely.

Sponges—Very little has been heard from the vessels which left the various ports for the fishing grounds; a few came in at Key West recently, but brought only small lots—in all about \$500 worth—and they were quickly disposed of at very high prices. During the coming month, more definite reports are expected.

The Hardware Market.

General trade continues good and buyers are supplying their wants with great freedom. It is generally felt that low prices have been reached and that from now on, we may look for advances in all lines of hardware. Jobbers report that the same condition exists among manufacturers. Quotations are being withdrawn and prices are quoted "subject to change without notice." This indicates a certain degree of confidence in the situation, which leads to the belief that, for the present, prices will not be any lower.

Wire Nails—The market is very firm and all mills are working in harmony on a much higher basis than formerly prevailed. All quotations are based on Pittsburg freight. We quote to-day \$1.30 rates f. o. b. mill and \$1.45 from stock, with every prospect of higher prices from stock shipments.

Barbed Wire—Firm and advancing. All mills have withdrawn the low prices made and are quoting from mill as follows:

Painted.....	1 60
Galvanized.....	1 95
No. 9, plain.....	1 25
No. 9, galvanized.....	1 60

The advance in raw material, as well as the advance in all kinds of labor, gives one confidence that the figures will be maintained for this season.

Screen Doors and Windows—In great demand and prices are firm. Stocks in jobbers hands are yet complete, but will not remain so long, if the demand keeps up.

Other lines of hardware have advanced materially. We quote the present discount and price on a few lines:

Galvanized iron.....	75 per cent.
Strap and T hinges.....	65 per cent.
Bar iron.....	1 50 per bar
Window glass.....	85-15 per cent.
Sisal Rope.....	5 c

There has been no change in wire cloth or poultry netting.

Patent Attorney I. J. Cilley, of 74 Monroe street, answered us: "Well, yes! Business is good. When there is little to do mechanics must think, and, thinking, must get their ideas secured, and Uncle Sam's patent office is the best place in the world to do it."

A. D. Watson, inventor of the Milwaukee frog blocking for railway tracks, is exhibiting models of his device at the cigar store of B. J. Reynolds.

The Humanizing Influences of Business.

My theme, "Some of the Humanizing Influences of Business," is one to fill a volume, for justice cannot be done it in a short time. It is one to command the efforts of an orator rather than be talked at by an amateur. The subject is one, however, upon which I have profound convictions, for I firmly believe that the general trend of modern business is for good rather than for evil, that in its various details it is humanizing rather than the reverse. Humanity has made great progress in the centuries of which we have the history, in all that is civilizing and enlightening and refining, and in many respects the changes that have been wrought in the business field are a most excellent gauge and record. A single quotation, like a flash of light, affords a conception of what has been accomplished in this regard:

"Once war was business, but now business is war."

Once the only business of the world, if we may believe what has been written, was the business of war and pillage. But out of the more humble arts always necessary to man's welfare have grown great modern industries, while the principal war of the present period is the aggressiveness of business interests. Wars of the other sort, it is true, we sometimes have as well, but they are much less frequent than formerly and business, in its collective interests, exercises an ever-increasing restraint. When business protests against a war nowadays, governments somehow get along by management through the diplomatic bureaus. It is the exception that proves the rule; business sometimes demands a war, as witness many of the smaller wars of Great Britain. Again, the principal fruits of wars of late are the commercial advantages gained, as witness the conclusion of the strife between Japan and China.

Business is a broad term. It means that which we do. It means occupation. It means commerce and manufacture. It includes banking, transportation, insurance, mining, etc. In the sense of occupation it is inclusive—but it matters little for the purpose of our argument in what particular sense we take it. The evidences of its elevating influence are found everywhere.

To humanize has been defined as follows: To civilize; to subdue dispositions to cruelty; to render susceptible of kind feelings. Taking the first definition, "to civilize," which really embraces all the others, we have as the meaning conveyed by it: to reclaim from a savage state; to educate; to refine. What we are seeking, then, when searching for some of the humanizing influences of business, is evidence of business serving to reclaim from a lower condition; of business being an educator, and of business refining and purifying the world.

We have but to open our eyes, let our faces be turned which way they may, to see abundant evidence of the good that business is doing for humanity. What are the virtues that it does not promote? Consider these: industry, thrift, frugality, temperance, truthfulness, honesty, integrity, morality, fortitude, prudence, courage, patience, justice, forbearance, charity, mercy. Each and all of these, as well as others that will occur to the thoughtful mind, are constantly in play in modern business, and whatever branch of business fails to recognize or regard even the least of these finds no respect in the community. It is something that is sure to be replaced in due course by another on a higher and better plane.

Modern business prides itself upon its respectability and the esteem with which it is regarded by the best element in the community. To be respectable a business nowadays must also be the abiding place of all the virtues.

It may be urged by those who see nothing in business but the lust of wealth, or a means to an end, regardless of the character of the means, that the virtues are simply affected by business as a means to an end, and not from devotion to a principle.

We may admit all this, and yet make our point that business promotes the vir-

Address by A. O. Kittredge before the Institute of Accounts, April 15, 1895.

lutes to the benefit of mankind. Sometimes good follows from a force put in motion even though the motive that started the force did not specially seek that good. Examples can be found almost without number, but a very few must suffice. We sometimes regard temperance as merely a moral question having no business aspect. We sometimes go so far as to consider its advocacy the special work of fanatics and cranks, and yet, in illustration, remember what has been done in certain sections of the South. Stringent temperance laws have been passed by voters who are not temperance men in the usual acceptation of the term, but who for business reasons have sought the regulation of the liquor traffic by law. They have been influenced to do this by reason of the menace to all business interests of an ignorant class at times inflamed by strong drink. In this case, then, business has influenced legislation for the good of the general community.

Take the case of a large manufacturing institution which was induced to move to the neighborhood of a large and growing city, where exceptional opportunities and advantages were to be secured. Several hundred men were employed and a part of the scheme was a homestead plan by which workmen could secure houses and garden spots at low prices and upon very favorable terms. After every required condition had been complied with by the promoters of the change, one more stipulation was made, and that was that restrictions should be put upon all the property involved, in the deeds that were to pass, so that no saloon could ever be established upon it, nor yet within one-half mile from its boundary lines. The men making this condition were actuated by business reasons solely. They were not temperance men, so-called, so far, at least, as their own habits of living were in evidence, but to get about them and maintain around them sober men they made the provisions described.

Business men may employ their funds in promoting a charity in a way to advertise their enterprise; still the beneficiaries are helped just the same to the amount of the dollars subscribed.

But it is not always an unworthy motive that brings the virtues into business notice. Men quickened by business interests and brought by business into sympathetic contact with the world at large are ever foremost in responses to calls of distress and suffering. Witness what the business men of New York have done in days past, in shiploads of food to famine stricken Ireland; in vast sums of money for the yellow fever sufferers in the South; in liberal subscriptions to relief funds for the victims of forest and prairie fires; in relieving distress among the worthy poor in the months following the panic, and in contributions to organized charities everywhere.

Too many of us are prone to look upon the dark side of business, upon the tricks and snares, forgetting that poor humanity—full of faults at best—betrays some of its weaknesses in whatever it attempts to do. We think of banking reflected from the character of a Shylock. We remember the small berries or potatoes always at the bottom of the basket, with the larger ones on top. Short measures come to mind; sand in the sugar is mentioned; beans in the coffee, and light weight in the scales are frequently alluded to. These, however, are incidents, not regular features of business. These are the marked exceptions to recognized business rules—not the practice that is approved, and the very scorn with which they are referred to shows the real conception of business in the public mind. It is something honorable, not something essentially tricky.

If he who makes two blades of grass grow where but one grew before is a benefactor of his race, then, indeed, is the man who establishes a factory, or builds a railroad, or opens a mine, thus giving employment to those unable to provide work for themselves, a benefactor of his fellows, and the result of his work is humanizing. The world is better for what he does, although his action is only a business enterprise.

Men are always benefited by discipline.

Corl, Knott & Co.

IMPORTERS AND
JOBBERERS OF

**MILLINERY
AND
STRAW
GOODS**

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Special Inducements

For the month of June, on

Straw Sailors for Children and Misses
Straw Sailors for Ladies, trimmed and untrimmed
Sun and Garden Hats
White and Black Leghorns
Cheap Yak and Canton Sailors
Yachting Caps and Tam-o'-Shanters
Ribbons, Flowers, Laces and Ornaments

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ITEMIZED
LEDGERS**

Size 8 1-2x14—Three Columns.

2 Quires, 160 pages.....	\$2 00
3 " " 240 ".....	2 50
4 " " 320 ".....	3 00
5 " " 400 ".....	3 50
6 " " 480 ".....	4 00

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80 Double Pages, Registers 2,880 Invoices.....\$2 00

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THE MICHIGAN BARREL CO.

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Bus'el Baskets, Cheese Boxes,
Bail Boxes, Axle Grease
Boxes, Wood Measures.



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COAL, LIME, CEMENTS,
SEWER PIPE, ETC.

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Eggs.

We want your Eggs. Will pay you full market price for them, delivered here. Please note, we are Buyers, not commission men.

We are Headquarters for
Egg Cases and Fillers.
Will sell you

No. 1 Cases complete, in lots of 10, each, \$	30
No. 1 30 doz. Cases, in lots of 10, empty, each.....	23
No. 2 30 doz. Whitewood Cases, empty, each.....	13
No. 2 30 doz. Whitewood Cases, knock-down, in lots of 25, each.....	10
No. 2 36 doz. Whitewood Cases, each.....	14
No. 2 36 doz. Whitewood Cases, K.D. each.....	11
No. 1 Fillers, 10 set in No. 1 Case.....	1 00
No. 2 Fillers, 15 set in No. 1 Case.....	1 00

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Grand Rapids, Mich.

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SAVES MONEY
SAVES LABOR
SAVES PAPER

Price of File and Statements:

No. 1 File and 1,000 Blank Statements.....	\$2 75
No. 1 File and 1,000 Printed Statements.....	3 25

Price of Statements Only:

1,000 Blank Statements.....	\$1 25
1,000 Printed Statements.....	1 75
Index Boards, per set.....	25

In ordering Printed Statements, enclose printed card or bill head or note head whenever possible, so that no mistake may be made in spelling names.

TRADESMAN COMPANY
Grand Rapids, Mich.

Some men require rigid discipline to keep them out of mischief and make good citizens of them. What better disciplinarian is there than regular employment in some business pursuit? Many a boy wild in his habits, and ungovernable at home, has been made a sober, industrious man, a good neighbor and a thoughtful citizen simply by the restraining and tempering influences of business exercised through an apprenticeship.

Business spreads science and makes its wonders known where else would be primitive darkness. Business carries the useful arts to benighted regions. Business is an educator, specifically as well as in general, as witness the trade schools and training schools in many different branches. Business so works upon the minds of the men who devote their lives to it, influencing them to do something for their fellow creatures, that in many cases they leave their accumulations by will, not to go forward in business alone, thus continuing the good begun under their management, but in part to found schools or libraries, or as endowments to large undertakings in the interest of the public weal. Examples in great numbers could be cited. So numerous indeed are they that it is the exception at the present day to hear of a very wealthy man, in this country at least, who has not done something of the kind. Right here in our midst we have, among other conspicuous examples, the Astor Library, the Lenox Library, the Tilden Library, Peter Cooper's great monument, the Cooper Union, the New York Trade Schools founded by Richard Auchmuty, deceased, and subsequently endowed by J. Pierpont Morgan, who, happily, yet lives to witness the good work his money is doing. There is the Pratt Institute in Brooklyn, the Wharton School of Finance and Economy, in Philadelphia, the Carnegie Music Hall in New York, and the Carnegie Libraries in Pittsburg and other towns, the Lick telescope, and the Stanford University on the Pacific coast.

The list might be prolonged to include hundreds of similar instances of good to the world flowing from the hearts of business men, influenced by the love of humanity which has been fostered by contact in business pursuits, and made possible by the fruits of honorable and successful business careers.

Whatever cheapens a supply in demand by the people at large benefits and elevates the race. To be exhaustive in examples would be to cite the whole history of business. Look at the progress of illumination. The oil lamp and torch of classic times; the candle; the lamp burning whale oil; the kerosene lamp; gas, and electricity. Each of these steps marks a business epoch, and whatever we have to-day better than the ancients had is to the credit of business, for men developed each of these improvements while following their business callings. Take it in the field of transportation, restricting our view to what the present generation has seen: the sailing vessel and the steamship—the Atlantic liner; the old stage coach and the modern express train of Pullman and Wagner cars; the transference of goods in wagons over country roads and the freight express on steam cars of the present day. Take it in apparel: the old domestic hand loom and the modern mill of thousands of spindles; hand sewing and the sewing machine; shoes clumsy, heavy, and dear because hand made, and shoes of to-day, neat, comfortable and cheap because factories have been called into play. Take it in the conveyance of intelligence: the personal messenger of ancient times and the letter in the Government mail of to-day; a written communication and relays of horses to hurry the message bearer forward and the telegraph and telephone of to-day; the slow progress of the mails across the ocean, even with the swiftest boats, and the submarine cable conveying by the electric spark. Take it in literature: only a little while ago the order of the day was few books and a small number of educated men; the present is the day of the printing press, with a library for every man, and all liberally educated; formerly it was town criers and village gossips for the spread of news among the people;

now it is the modern newspaper. Each and all of these are distinct business triumphs, and are cited in evidence of what business has done toward elevating humanity and advancing the general good.

If we take it in any other field of necessities of life we find the same contrast. Machinery has superseded hand labor to the advantage of all; the workman of to-day has more creature comforts than the king of only a short time ago.

In luxuries and the extreme refinements of life the contrast is the same. All this advance and the humanizing and civilizing of the human race are to the credit of business.

Business has ever been foremost in discovery, in exploitation, in promoting inventions and improvements, and in carrying the benefits of trade—the interchange of commodities into new parts of the world.

Let us consider some of the negative arguments. When we establish reformatories we straightway begin to teach trades and occupations. To be an "honest" and reputable citizen a man must have a calling—a business. This is a tacit admission that business—using the term now in its broadest sense—is the conservator of good habits. He is benefited by learning to produce, or to add the value of labor to some material, or by doing something to add comforts to what, left unaided, would be a cheerless existence. Business serves a good purpose as a corrector of bad habits, as well as a conservator of good habits.

Let us think of business for a moment in a missionary sense. I would not detract one iota from the credit that is due the school and the church. I do not forget the devotion and disinterestedness of missionaries and other teachers, but I feel, as a student of business, that business as a force for good often has less credit in comparison than is its just due.

Business as a means to the end, the elevation of mankind, is in constant requirement by the teacher and the missionary. No preacher ever sent to convert the heathen has succeeded in making consistent Christians out of them until he has instructed them slightly at least in the arts of civilization. Along with the bible—and sometimes as an introductory primer to the good book—he teaches the savage the trade of a house builder, or of a clothier, or of a farmer, or perhaps a little of each, and enjoins upon him a proper respect for the rights of his fellowmen. He is to buy what he needs beyond his own ability to produce, and not to steal. He is to sell his surplus for the benefit of his fellows, and not to hoard or squander. In short, his first lessons in the virtues are business lessons.

The home missionary on the East Side in this city begins by giving his pupils proper business lessons. They are taught to read and write, to be carpenters and seamstresses, to earn money, to expend it wisely, to husband their savings, and to get into honorable business connections. Business is the best means by which to attain the end in view—good citizenship.

There is very little in the world after all save business. The occupations open to a young man to-day include the professions—law, medicine and the ministry. Beyond these are the army, literature, teaching. About all the rest, in the estimation of the average man, is embraced in one great class—business. Using the term in its broadest meaning, however, and working backward in the list, we find it is all business, for certainly there is the business of teaching, the business of literature, the business of the law, and the business of medicine, because the professional or literary man who has not business tact and judgment is at a great disadvantage in this business world in which he is required to live.

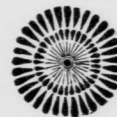
Without disrespect we may even talk of the business of the ministry, and go a step further and say, with all reverence, that no church ever accomplishes the greatest possible good unless its affairs are administered upon business principles.

It would seem then that business per- (Continued on page 6.)

Three Things Are Coming!



1. HOT WEATHER
2. A CIRCUS
- 3 FANS



Of all the past and by-gone advertising fakes, none hold their own with the ever-present

PICTURE CARD.

Other "fakes" come and go, and their whiskers sprout, turn gray and fall out, but the picture card ever bobs up serenely, and when it comes to a

PICTURE CARD and
FAN COMBINED,

WHY—

- The children want them,
- The old folks want them—for the children,
- Grandma wants one,
- The fat man needs one,
- The dude has to have one.

And, remember, all these people are advertising the man who gives away the fans.

BUT THEY COST!

WELL, I SHOULD SAY NOT!

Just see our late samples and lead the procession with an advertising fan on circus day.



Tradesman Company

GRAND RAPIDS

PERKINS & HESS,
DEALERS IN
Hides, Furs, Wool & Tallow,
Nos. 122 and 124 Louis Street, Grand Rapids, Michigan.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Clio—R. B. Parmelee succeeds G. M. Long in the grocery business.

Ridgeway—Simon Gould succeeds Chas. H. Gould in general trade.

Evert—H. D. Johnson succeeds Robert Ponsford in the grocery business.

Otter Lake—Paul Fitzgerald has sold his drug stock to W. T. Cummings.

St. Louis—J. O. Hilton succeeds Hilton & Wise in the lumber business.

Bay City—The Youngs Grocery Co. succeeds Opperman & Co. at this place.

Calumet—J. A. Cruse succeeds Cruse & Louden in the tea and coffee business.

Clifford—Chas. H. Secor has removed his jewelry and drug stock to Hudson, Ind.

Marcellus—E. P. Castner succeeds Mohney & Castner in the grocery business.

Concord—J. H. Dart succeeds Dart & Bigelow in the lumber and lime business.

Jackson—Pickles & Platts succeed Chas. Platts in the fish and poultry business.

North Muskegon—M. P. Nelson succeeds John Doherty in the grocery business.

Middleton—A. B. Armstrong is succeeded by J. A. Park & Son in general trade.

Constantine—Beecher Dentler has purchased the grocery business of A. A. Redfern.

Battle Creek—Zang Bros. are succeeded by G. F. Zang & Son in the grocery business.

Saginaw—E. E. Johnson succeeds Johnson Bros. in the coal, wood and lime business.

Charlotte—Gibbard & Whitford succeed Jos. T. Strother in the boot and shoe business.

Hillsdale—E. M. Washburn & Co. succeed the estate of Jas. Smith in the ice and coal business.

Flint—The boot and shoe stock of E. M. (Mrs. R. H.) Weller has been closed on chattel mortgage.

Kalamazoo—Lewis Bros. have sold their men's furnishing goods business to L. B. Silverman & Co.

Mancelona—Theo. F. Scattergood has removed his jewelry business from Mt. Pleasant to this place.

New Haven—Schuck & Achney, meat dealers, have dissolved, Henry Schuck continuing the business.

Honor—Lewis F. Lane has removed his grocery and provision stock from Lake Ann to this place.

Elwell—E. L. & J. S. Gee have moved their drug stock to a four corners 2½ miles south of Lakeview.

Elsie—P. W. Holland has purchased the hardware stock of E. L. Mort and will continue the business.

Jasper—Perdue & Patterson, general dealers, have dissolved partnership, the former continuing the business.

Vulcan—Henry Hastings & Co., meat dealers, have dissolved. The business will be continued by Otto Marinelli.

Shelby—Van Wickle, Munson & Co., produce dealers, have dissolved, each partner continuing in the same line.

Morley—C. W. Crimmins has purchased the clothing and furnishing goods stock formerly owned by W. J. Pike.

Flint—Saunders & Terbush, grocers, produce and meat dealers, have dissolved, David H. Saunders succeeding.

Sherman—Wilson & Foster, hardware and implement dealers, have dissolved, Thos. Wilson continuing the business.

Central Lake—E. Davis has removed his stock of dry goods, clothing and men's furnishing goods to Washburn, Wis.

Charlevoix—Sarah Mullen succeeds the estate of J. H. Mullen in the clothing and men's furnishing goods business.

Sparta—Geo. W. French will remove his jewelry stock from Belding to this place, consolidating it with his stock here.

Eau Clair—N. V. Lovell & Co. succeed B. G. Watson & Co. in the drug business at this place and also at St. Joseph.

Ludington—B. J. Goodsell & Co. have merged their business into a stock company under the style of the Goodsell Hardware Co.

Kalamazoo—J. W. Patterson, formerly engaged in the drug business at Elkhart, has purchased the Roberts & Hillhouse drug and stationery stock.

Shelby—The H. L. Andrus general stock is being inventoried, and it is all but settled that Jesse Chapman will take a half interest in the same.

Cadillac—J. L. Felton, general dealer at Burnip's Corners, has removed his stock to a point near this city, where he expects to establish a post office.

Charlevoix—W. E. Clark has purchased his partner's interest in the firm of Clark & Mudge and will continue the grocery business at the same location under the style of W. E. Clark.

Saranac—E. T. White has purchased the interests of his partners in the clothing stock of Allen, Gamble & White and will continue the business at the same location under his own name.

Jackson—Wm. H. Oathoutd has purchased the stock and fixtures of the Parker & Fleming Co.'s branch grocery store and will continue the business at the old location in the Library building.

Lake Odessa—McKelvey & Townsend have bought two lots on Fourth avenue and will begin at once the erection of the largest double store in the county. It will be built of stone and brick and occupied by their hardware stock.

Holland—Work has begun on the new store of Boot & Kramer, the contract having been awarded to D. Strovenjans and John Hoek. It will be 26x80 feet in dimensions, two stories and basement, with Waverly stone front. The building will be completed by Sept 1.

St. Louis—The boot and shoe and clothing store of D. M. Gardner has been closed by the clothing firm of Robert Butler & Co., of Utica, N. Y. Gardner has been in business here for the past five years, coming to this place from Stanton. It is claimed that the liabilities will exceed the assets. The stock is now being inventoried.

Howard City—L. R. Gates, who was arrested at the instance of the I. M. Clark Grocery Co. on a charge of embezzling goods upon which there was a chattel mortgage, was discharged by the justice before whom he was arraigned on the ground that the evidence presented was insufficient to warrant his being bound over for trial in the Circuit Court.

MANUFACTURING MATTERS.

Chelsea—Jas. S. Gorman succeeds J. A. Eisenmann & Co. in the cigar manufacturing business.

Blissfield—The Riverside Milling Co. has incorporated its business under the style of the Blissfield Milling Co.

Dundee—The Dundee cheese factory resumed operations June 1, having rebuilt their plant since being burnt out some four weeks ago.

Ludington—The Pere Marquette Cannery has merged its business into a stock company under the style of the Pere Marquette Cannery Co.

Greenville—E. J. Gordon has sold his interest in the Gordon Hollow Blast Grate Co., also his interest in the Eureka Potato Planter Co., to R. F. Sprague, L. W. Sprague and Paul Van Deirse.

Detroit—The Spaulding Lumber Co. has been incorporated with a capital stock of \$5,000, all paid in. The stock is held by Bell R. Spaulding, 484 shares; Ray C. Spaulding, 15, and Dewitt C. Spaulding, 1.

Detroit—The Detroit Salt Co. has been incorporated by J. M. Mulkey, W. F. Mulkey, and O. W. Mulkey, with a capital stock of \$100,000 of which \$10,000 is paid in. All of the stockholders reside at Hutchinson, Kansas.

Sullivan—A. B. Clise, who has been lumbering here for several years, has completed his operations and shut down his mill. This is the first time in nearly eight years that the mill has been idle, with no prospects for its being put in operation at an early date. He has shipped out his stock and is winding up his business.

Detroit—Don A. Lochbihler & Co. is the style of a new corporation organized last week for the purpose of manufacturing hats and caps. The capital stock is \$5,000, of which \$1,000 is paid in. The stock is held by Margaret I. Lochbihler, 98 shares, and Don A. Lochbihler and Thomas E. Moran each 1.

Menominee—Wm. McPherson & Co. were the highest bidders for stray logs picked up this year by the stray log committee of the Menominee River Boom Company. This year the logs will be sold at the rate of \$7.60 a thousand. Last year the highest bid was \$8, and 611,000 were picked up.

Bellaire—Thomas Tindle & Co. have petitioned the board of supervisors of Antrim county for permission to build a dam across Intermediate River at this point, the dam to be 10 feet high, with a log chute 10 feet wide, with sufficient depth to supply three feet of water. The company manufactures hoops and staves, and the dam is wanted to increase the water power for the mill. Richard & Co. object to the dam, on the ground that it will cut off their power, and the matter is in the air.

Manistee—The promoters of the tannery have been in the city and around the woods for a week or so and acknowledge that this is the best location they have yet seen. With 300,000 cords of bark in sight readily available by team and rail, and with the best location in the country for shipment, either by rail or water, Manistee offers ideal facilities for location of an enterprise of that nature. The promoters have gone to Ashland, Wis., to see what they have to offer for another plant, and Traverse City has made them an offer to establish a plant in that neighborhood, but none of them can guarantee over 100,000 cords, while Manistee has easily three times that quantity.

CANDIES, FRUITS and NUTS
The Putnam Candy Co. quotes as follows:

STICK CANDY.		
	Cases	Bbls. Pails.
Standard, per lb.		5 7
" H. H.		6 7
" Twist		6 7
Boston Cream	8½	8
Cut Loaf		8
Extra H. H.	9½	
MIXED CANDY.		
	Bbls.	Pails
Standard	5½	6½
Leader	6	7
Royal	6½	7½
Nobby	7	8
English Rock	7	8½
Conserves	6½	7½
Broken Taffy	baskets	
Peanut Squares	" 7	8
French Creams	" 9	9
Valley Creams	" 9	12½
Midget, 30 lb. baskets		
Modern, 30 lb.		
FANCY—In bulk		
		Pails
Lozenges, plain		8½
" printed		9½
Chocolate Drops	11@12	
Chocolate Monumentals		12
Gum Drops		5
Moss Drops		7½
Sour Drops		8
Imperials		9
FANCY—In 5 lb. boxes. Per box		
Lemon Drops		.50
Sour Drops		.50
Peppermint Drops		.60
Chocolate Drops		.65
H. M. Chocolate Drops		.75
Gum Drops		.35@.50
Licorice Drops		1.00
A. B. Licorice Drops		.75
Lozenges, plain		.60
" printed		.65
Imperials		.60
Mottos		.70
Cream Bar		.55
Molasses Bar		.50
Hand Made Creams		.80@.90
Plain Creams		.60@.70
Decorated Creams		.90
String Rock		.60
Burnt Almonds		.90@1.25
Wintergreen Berries		.60
CARAMELS.		
No. 1, wrapped, 2 lb. boxes		34
No. 1, " 3 " "		51
No. 2, " 2 " "		28
ORANGES.		
California Seedlings—150,176,200,316		2 75
Messina Oranges, 200		3 60
Medt. Sweets—126		3 00
150, 176, 200		3 25
LEMONS.		
Extra Choice, 300		4 50
Extra Fancy, 300		5 00
Extra Choice, 360		4 25
Fancy, 360		4 50
Extra Fancy, 360, gilt packing		5 00
BANANAS.		
Large bunches		1 75@2 25
Small bunches		1 25@1 50
OTHER FOREIGN FRUITS.		
Figs, fancy layers 16lb		13
" " 30lb		
" extra " 14lb		6½
" bngs		60
Dates, Fard, 10 lb. box		2 7½
" " 50-lb. "		2 5
" Persian, G. M. 50 lb. box		2 4½
NUTS.		
Almonds, Tarragona		2 14
Ivaca		2 12
California, soft shelled		2 8
Brazil, new		2 10
Pilberts		2 14
Walnuts, Grenoble		2 12
" French		2 12
" Calif. No. 1		2 13
" Soft Shelled Calif.		2 11
Table Nuts, fancy		2 9
" choice		2 11
Pecans, Texas, H. P.		8 211
Chestnuts		
Hickory Nuts per bu., Mich		3 65
Cocanuts, full sacks		
Butternuts per bu.		
Black Walnuts, per bu.		
PEANUTS.		
Fancy, H. P., Suns		2 5½
" Roasted		2 7
Fancy, H. P., Flags		2 5½
" Roasted		2 7
Choice, H. P., Extras		2 4½
" Roasted		2 6
FRESH MEATS.		
BEEF.		
Carcass	6	2 8
Fore quarters	4	2 5
Hind quarters	8	2 9
Loins No. 3		2 10
Ribs	8	2 12
Rounds	6½	2 7½
Chucks	3½	2 5
Plates	3½	2 4
PORK.		
Dressed	5	2 5½
Loins		8
Shoulders		7
Leaf Lard		8
MUTTON.		
Carcass	5½	2 6½
Spring lambs	8	2 10
YEAL.		
Carcass	5½	2 6

GRAND RAPIDS GOSSIP.

C. W. Hearn has opened a grocery store at Benzonia. The Worden Grocer Co. furnished the stock.

The Grand Rapids Mantel and Interior Finish Co. will open for business June 7 at 47 Fountain street.

Lamb & Tyler have embarked in the grocery business at Ligonier, Ind. The stock was furnished by the Worden Grocer Co.

B. F. Yerden has opened a grocery store at 317 Plainfield avenue. The Olney & Judson Grocer Co. furnished the stock.

A. A. Flory has resumed the meat business at his former location on Jefferson avenue, near the corner of Pleasant street.

Hoekzema & Brommel have opened a grocery store at 377 East street. The Olney & Judson Grocer Co. furnished the stock.

M. Garvin will shortly open a grocery store at the corner of Straight and Watson streets. The Olney & Judson Grocer Co. has the order for the stock.

Chas. E. Green has sold his grocery stock at 1166 Wealthy avenue to Wm. Barth and removed to Lakeview, where he has embarked in the dry goods and boot and shoe business.

Henry and William Siek, late of Toledo, have purchased the plant and business of the Grand Rapids Steam Bakery, at the corner of South Division street and Fifth avenue, and will continue the business under the style of Siek Bros.

Hesseltine & Russell, dealers in picture frames and gasoline stove repairs at 201 South Division street, have dissolved partnership. H. E. Hesseltine will continue the picture frame business at the old location and F. S. Russell will continue the stove repairing business at 40 Fountain street.

The plant of fixtures of the Sweet Electric and Manufacturing Co. were sold at trustee's sale last Friday, having been bid in by the Old National Bank in the interest of Chas. C. Kritzer, who proposes to organize a company at Newaygo for the purpose of acquiring the assets of the defunct company and continuing the manufacture of the appliances placed on the market by that corporation.

The latest move in the Plainwell Church Furniture Co. matter is the appointment of a receiver, so that some fresh money can be put into the business for the purpose of completing the manufacture of the goods partially manufactured. Judge Hatch, as attorney for the Peninsular Trust Co., is drawing up a petition which he will present before the Allegan Circuit Court to-day or to-morrow, asking for the appointment of Henry Richardi as receiver, with adequate authority to conduct the business under the direction and with the co-operation of the Peninsular Trust Co., as trustee of the general creditors of the corporation. The gentleman proposed for receiver is a young man of excellent business judgment and will, undoubtedly, do much to straighten out the tangled condition which the affairs of the institution have, unfortunately, assumed.

A. W. Weeks, the Lowell dry goods merchant, was in town Tuesday.

The Grocery Market.

Sugar—Indications point to higher prices and, unless all signs fail, a higher level of values will shortly be witnessed.

Bananas—There is likely to be a great deal of complaint concerning this item of fruit, as the weather has been so extremely warm during the past week that fruit that is shipped in a half-ripe condition is liable to reach its destination over-ripe. The trade outside must understand the condition of things and make allowances. There are several carloads coming into this market every week, but not over 100 bunches out of each car are suitable for reshipping, owing to ripeness. Prices are liable to range a little lower for a while, as strawberries and other domestic fruits curtail the demand for bananas.

Lemons—We are now having genuine, old-fashioned lemon weather, and prices are advancing with a hop, skip and jump. Prices to-day will not rule tomorrow. New York auctions are fully \$1 higher than they were Friday, and, if the weather does not grow cooler very soon, the retail trade of Michigan will be paying anywhere from \$8 to \$10 per box for stock needed during July. As stated before in these columns, none of the Western dealers have any great amount on hand, for which fact they are probably now finding fault with themselves. It will be well for the retail trade to lay in from five to twenty-five boxes at present prices, as everything seems to indicate that to-day's prices will look cheap in ten days.

Oranges—Are about the only variety of fruit which is not advancing in price. Domestic fruits and vegetables curtail the demand to a certain extent, and, as there are yet a good many California varieties to come, such as Mediterranean Sweets, Bloods and St. Michaels, the growers want to dispose of them, and find it necessary to reduce prices a trifle in order to keep them going. Messina fruit is also considerably cheaper in New York, but it is not as safe to buy as California stock, as the hot weather seems to affect it more, and the fruit melts down rapidly. There is likely to be a good demand for Fourth of July wants, and we do not believe prices will be lower than are quoted elsewhere in this paper to-day.

Figs, dates and foreign nuts go very slowly at present, and prices are decidedly low.

The Grain Market.

The price of wheat had its ups and downs during the past week. It was really a weather market, but the close was fully as much as the opening. Speculation is not as fierce as it has been. The country element has, seemingly, withdrawn, being satisfied with their gains. So they quit leaving the local speculators to work alone.

The millers in the State are compelled to pay way up for wheat in order to get it. We hear of some millers who are paying Detroit prices in order to get wheat, especially as many farmers have set their stake at \$1 per bushel. Perhaps they will get it, but the export of wheat and flour will have to be more than at present in order to elevate prices to that point. The decrease will not be as large this week as it has been in previous weeks. This hot and dry weather is not exactly what farmers wish to see and has a tendency to force the growing crop

and make the harvest somewhat earlier than usual.

Corn holds its own fairly well in price. Although the receipts are large, the demand absorbs it all.

The strongest on the list is oats. The extra hot weather is not favorable to the growing crop, and many predict higher prices for that cereal. The visible shows 2,000,000 bushels decrease, which leaves the visible at 52,244,000, against about 60,000,000 bushels for the corresponding week last year.

The receipts during the week were: wheat, 44 cars; corn, 15 cars and but one car of oats. The receipts of wheat were rather less than the usual amount, but above the average of corn, while the amount of oats is hardly worth mentioning, as it is the smallest number of cars received for some time, probably the least in a year.

C. G. A. VOIGT.

They Are the Friends of the Peddler.

At the meeting of the Common Council, held on the evening of May 27, the friends of the peddler made a determined effort to secure a reconsideration of the license schedule, with a view to reducing the annual license fee from \$30 to \$20. The following is the official record on the subject:

Ald. Johnston moved that the vote of Council at last session fixing license schedule be reconsidered.

Lost.
Yeas—Ald. Forbes, Johnston, Matheson, Shaw, Slocum, Verkerke.
Nays—Ald. Ball, Bissell, Campbell, Clark, DeGraaf, Dodge, Emmer, Hilton, Hosken, Logie, Pearl, Saunders, Tate, Teachout, Watson, A. Wurzburg, F. Wurzburg.

The vote discloses that, on a "show down," six aldermen were willing to place themselves on record as the enemies of legitimate methods in merchandising by according peddlers valuable privileges for a nominal consideration. Reputable merchants would do well to paste the names of these worthies in their hats, for future reference, to the end that their present terms as aldermen may be their last. By their votes and their espousal of the cause of the huckster they have shown themselves unworthy of the trust reposed in them by the business portion of the community.

Dissolution Notice.

GRAND RAPIDS, Mich., June 1, 1895.
Notice is hereby given that the partnership of Failing & LeRoy, dealers in hardware, doing business at 503-505 South Division street, in the city of Grand Rapids, is this day dissolved by mutual consent. Said business will be continued by the senior partner, Joseph K. Failing, who will collect all accounts and pay all debts of the firm, the junior member, Frank J. LeRoy, retiring from the firm.

JOSEPH K. FAILING,
FRANK J. LEROY.

Mr. Joseph K. Failing started the above business in 1883 under the well-known name of J. K. Failing & Co. with a very small capital and, by his shrewd business management, strict attention to details and honorable dealing, has attained a phenomenal success and is now entire owner of the business. The stock comprises general hardware, house furnishing goods, builders' supplies, painters' materials, etc., and has grown to occupy a two-story double store building at the corner of South Division street and Fifth avenue. A host of business acquaintances join THE MICHIGAN TRADESMAN in congratulations to Mr. Failing and in wishing for a continuation of his success.

Ask J. P. Visner for Edwin J. Gillies & Co.'s special inducements on early import teas for June shipment.

Rubber and waterproof canvas thresher belts. Studley & Barclay, Grand Rapids.

Standard Brands of Cigars.

Mr. B. J. Reynolds' store, corner of Monroe and Division streets, is headquarters for all the leading factory brands of imported, Key West and domestic cigars. Among the brands for which he has the agency are the "General Arthur," "Hoffman House," "Robert Mantell," "Hotel Brunswick" in domestic goods.

In Key West and New York clear Havana goods, Julius Ellinger & Co., M. Stachelberg & Co., Eugene Vallens & Co. and various other equally popular manufacturers are represented. He has the largest assortment of nickel goods in Grand Rapids. Some of the big sellers are the "Key," "Spana Cuba," "Nineteenth Century," "Mantilla," "B. J. R. Perfectos," "Little Trooper" and "Hornet's Nest."

The trade is supplied at lowest possible prices.

Wants Column.

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

BUSINESS CHANCES.

FOR SALE—ONE HALF INTEREST IN A general store in a bustling town of 3,000 population. Will inventory about \$5,000. Only cash offer considered. Obligated to sell on account of poor health. Address No. 778, care Michigan Tradesman. 778

GOOD OPENING FOR BARBER SHOP, AND residence to rent cheap. Address No. 719, care Michigan Tradesman. 719

FOR SALE—DRUG STOCK AND FIXTURES; corner location; stock in good condition and business paying. Good reasons for selling. Address Dr. Nelson Abbott, Kalamazoo, Mich. 776

FOR SALE OR EXCHANGE—A FIRST-CLASS nearly new steam evaporator, with all attachments; seventy-five bushels capacity. Address W. H. N., care Michigan Tradesman. 773

FOR SALE OR RENT—THE SAUGATUCK basket factory, fully equipped with machinery. Enquire of John T. Strahan, Grand Rapids. 774

GOOD OPENING FOR DRY GOODS DEALER with \$2,000 to \$5,000 capital, in a town of 1,000 inhabitants. For particulars address No. 75, care Michigan Tradesman. 775

FOR SALE—DRUG STOCK, CONSISTING OF staple drugs, patent medicines, stationery, blank books, wall paper, etc. inventorying about \$4,000, for one half cash and two years' time on balance. Cash sales last year, \$8,000. Store has steam heat, electric lights, hot and cold water—everything in first-class shape—and is situated in best town in Upper Peninsula, in mining district. Reasons for selling, ill health, necessitating a removal to a warmer climate. Address No. 769, care Michigan Tradesman. 769

FOR SALE—GOOD STOCK CLOTHING, DRY goods and boots and shoes, at 60 cents on the dollar. Best stock ever offered; fine location; will invoice about \$5,000. Address No. 770, care Michigan Tradesman. 770

WANTED—PARTNER TO TAKE HALF INTEREST in my 75 bbl. steam roller mill and elevator, situated on railroad; miller preferred; good wheat country. Full description, price, terms and inquiries given promptly by addressing H. C. Herkimer, Maybee, Monroe county, Mich. 711

MISCELLANEOUS.

WANTED—SALESMEN TO SELL BOSTON Rubber Shoe Co.'s rubbers in Michigan Salary or commission. Address No. 783, care Michigan Tradesman. 783

FOR SALE CHEAP—COMPLETE SET TIN-ner's tools. Address P. W. Holland, Elsie, Mich. 784

FOR RENT—B. V. STORE, 523 SOUTH DIVISION street. Splendid location for furniture, house furnishing, crockery or gentlemen's furnishing goods. Apply to John C. Dunton, 57 Lyon street. 781

FOR RENT—DOUBLE STORE BUILDING for furniture and house furnishings. Only one in city of 3,500. Chance of a lifetime. Address Lock Box 869, Belding, Mich. 782

GRANITE AND MARBLE MONUMENTS, markers and all cemetery work. Largest stock. Write us about what you want and we will quote prices. Grand Rapids Monument Co., 818 South Division. 761

MEN TO SELL BAKING POWDER TO THE grocery trade. Steady employment, experience unnecessary. \$75 monthly salary and expenses or com. If offer satisfactory, address at once, with particulars concerning yourself, U.S. Chemical Works, Chicago. 757

WANTED—POULTRY, VEAL, LAMBS, BUT-ter and eggs on consignment. Ask for quotations. F. J. Detenthaler, Grand Rapids, Mich. 760

WANTED—BUTTER, EGGS, POULTRY, potatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Smith, 81-86 South Division St., Grand Rapids. 873

SITUATION WANTED—REGISTERED AS-sistant pharmacist; first-class references; graduate in pharmacy and chemistry. Address No. 780, care Michigan Tradesman. 780

The Humanizing Influences of Business.

(Concluded from Page 3.)

meates every division and part of life—that it is the handmaiden in every work of charity, of love, of benevolence, and the helper in every missionary or school enterprise, and that without business in one sense or another we have nothing whatever in this world that is worth having. Surely then, if this be true, business is doing more for humanity than many have supposed.

We can for the moment afford to overlook the sins committed in the name of business and to shut our eyes to the mistakes of business men.

Said a gentleman to me some time ago, in a conversation bearing somewhat upon this subject:

"I regard business as the most potent civilizing and educating force that the world has ever seen or ever will see. Properly regarded, business is the pathfinder for schools and churches, the road-maker for the arts, the standard bearer for economic science, the bodyguard of liberty, the balance wheel of modern politics, the ever present reason for government, the active incentive to research and invention, the promoter of virtue, the discourager of vice, and the conservator of all that makes men better and happier."

These are strong terms to use, but if these assertions are not true, how are we to regard history, for man has advanced as business has grown? How are we to content ourselves with our lives? Are we mere money getters? Or are we advancing the cause of humanity while pursuing our business careers? For what are we working?

I have no sympathy with those who regard all business as degrading—who stoop to trade as a necessity, feeling that they are contaminated by commercial contact and defiled by monetary transactions, nor do I regard with favor those who pretend a belief in primitive simplicity and assert that everything beyond gathering the fruit of the soil is debasing—who hold themselves aloof from their fellows and affect a life of contemplation—who refrain from an active part in the work of the world because they are better than the world. From personal contact with a few such I am disposed to substitute for "convictions," which they so loudly vaunt, the more homely word, "laziness."

With the poet I am sometimes able to find "sermons in stones," but as no poet has yet written, so far as I know, I can also find living sermons in railway trains and hear precept upon precept in the hum of factories. A steamship is to me a revelation and a bank a storehouse of winnowed wisdom.

In closing let me leave with you one or two thoughts from eminent writers and speakers who have been able to regard business from a view point above rather than below, and who have had conceptions of the humanizing influences of business. Speaking of the advancement of the race, Beecher said:

"Next to the pastoral came the agricultural life. When you add to that the manufacturing phase of development, society begins to fill out and needs but wings to fly, and commerce is its wings."

Charles Sumner, in speaking of business, asserted:

"The age of chivalry has gone; the age of humanity has come."

Garfield, in eulogizing business, said: "Commerce links all mankind in one common brotherhood of mutual dependence and interest."

Addison, apostrophizing business men, said:

"There are no more useful members in the commonwealth than merchants. They knit mankind together in a mutual intercourse of good offices, distribute the gifts of nature, find work for the poor and wealth to the rich and magnificence to the great."

Joseph Cook, recognizing the humanizing effects of business, said:

"God is making commerce his missionary."

Occasionally we find full credit given to business for what it really is to the world, as witness the following:

"Business," says Feltham, "is the salt

of life, which not only gives a grateful smack to it, but dries up those crudities that would offend, preserves from putrefaction, and drives off all those blowing flies that would corrupt it."

The Bicycle and Health.

Written for THE TRADESMAN.

Going the rounds of the bicycle press are some comments of a French physician on the dangers of the bicycle in cases of old age, heart weakness or other infirmities, ending with the astonishing advice that no one should ride a bicycle without first consulting a physician.

Ever since the wheel came into use there has been a prejudice against it on the score of danger to health which experience shows is not warranted by the facts. That reputable wheel journals should continue to foster this prejudice by publishing such statements without comment is certainly inexplicable.

It does not need the advice of a physician to inform any one suffering from heart disease, or a person of old age or other infirmity that disqualifies from exercise, that it would not be prudent to learn to ride the wheel, and the idea that a physician should be consulted in the matter by anyone in ordinary health is too absurd to consider.

The fact of the matter is the wheel is not the best friend of the physician's avocation, and, while it should not be intimated that that fact ever influences his advice, the temptation is, nevertheless, one that should not be placed in his way by any who may have been contributors to his support on account of infirmities resulting from laziness. Any one who hasn't common sense enough to know whether it is good for him to ride the wheel without "asking the doctor" would do well to quietly stay under his advice.

The exercise of riding the wheel moderately, yet rapidly enough for enjoyment and for all ordinary requirements of transportation, in the case of one who is accustomed to it, is of no more danger to a person having heart disease than any other exercise that could be named.

Immoderate exercise with the wheel is not physically good for any one, any more than any other immoderate exercise, but, where one suffers from an overdose of the wheel as a tonic, hundreds are moping their lives away in inactivity and weakness, from which the wheel would offer speedy redemption.

W. N. F.

When a young man is reported short in his accounts he is put down as a defaulter. If he is long in his accounts he is thought to be a bad book-keeper.

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KISSED THE BRIDE.

A Chicago Drummer's Adventure With a Cowboy.

A Chicago drummer grew confidential as he was talking with a party of friends in his club one day last week. He estimates the expense of his chatting at several hundred dollars already, and the account is growing.

"I was down in Raton, N. M., about ten years ago," he said, "and the first thing I did after I had secured my room in the excellent hotel at the station was to go down and see an old acquaintance of mine who had come up from the mines and opened a combination liquor saloon, gambling house and dance hall. We talked over old times until it was almost time for dinner, and I started back for the hotel.

"I had gotten within plain view of the crowd sitting out on the broad veranda waiting for the dinner bell to ring, when I became conscious of the approach of a little blonde, weazen-faced cowboy escorting a stout, bleary-looking woman. As we were about to meet, I said, in my best manner:

"Pleasant day, partner."

"Betcher life it's a pleasant day," he answered, with some effusion; "smy weddin' day." Then, with an air of evident pride at the new-found partner of his joys and sorrows, "Smy wife. Pretty, ain't she?"

"I saw no reason why I should insult a bridegroom by telling him the truth, so I answered that she was very pretty. Without any more conversation he changed the subject with startling abruptness.

"Kiss 'er," he said. "Kiss a bride."

"Now, I didn't want to kiss anybody at that time, and least of all this silent woman who stood rocking dreamily on the arm of my new acquaintance. I thought me of my old friend as a refuge in affliction and said:

"Let's go down to Bill's place and drink her health."

"Kiss 'er first," he replied, uncompromisingly.

"Well," I said, "supposing you take a dollar and go down there and drink to her health."

"Gimme dollar," he said.

"I produced the dollar cheerfully, thinking it mighty cheap under the circumstances, when he interrupted my thoughts of self-gratulation with:

"Now kiss 'er!"

"You all know I'm a bachelor and an honest, truth-telling man. I am ashamed to say that in my desperation I lied shamefully.

"My wife is right up there on the hotel porch," I begged, "and what will she say when she sees me kiss a stranger?"

"Tha's alright," he responded cheerfully. "You kissa girl an' I'll go up an' kissure wife."

"I had played my last card and could distinctly see, in spite of my mortification, that he was fingering his weapons, a perfect arsenal of guns and knives that pervaded his whole miserable front. There was only one thing to do and I did it like a man. I put both arms around that frowzy woman, in front of the crowd on the veranda, and kissed her good and loud.

"Thank you," he said, and our acquaintance ceased from that moment.

"When I reached the hotel the crowd rose as one man and followed me into the bar. My business made it absolutely necessary for me to stay in Raton several days. During all that time men I never saw before and hope never to see again would come up to me and whisper, 'Kiss 'er.' The amount of money it cost me was fabulous."

Fire Caused by Incandescent Lamps.

An investigation into the cause of a fire in a Winter street dry goods store, in Boston, recently, resulted in demonstrating that an incandescent electric lamp will generate sufficient heat to set inflammable material into a blaze. The fire in question, for which a still alarm was given, was caused by allowing an incandescent lamp to remain for a few moments on a pile of cotton cloth in the packing room. The person in charge

left the room for a few moments, not dreaming but that it was safe to leave the lamp on the cloth. When he returned the cloth was blazing. The fire was soon put out, and not much damage was done.

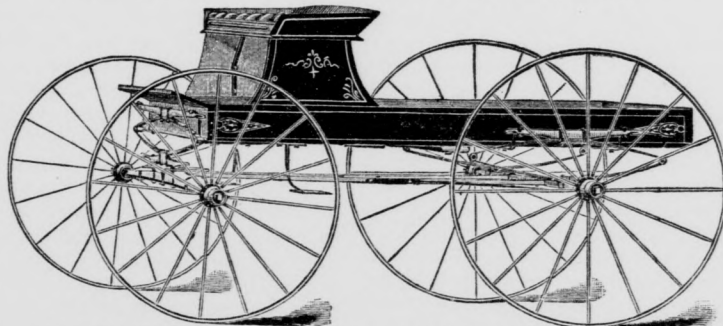
This case recalls one reported from Louisville, Ky., a few months ago, which demonstrates the same thing. The fire started while the window dresser was preparing a Christmas snow scene. The window was lighted with incandescent lights, which it appears had not been changed for a year, except when made necessary by accidental breakage. The carbon in an incandescent globe has a life of 600 hours, and as it wears out

the carbon loop offers increasingly less resistance to the current, and, therefore, increasingly more heat is thrown off upon the glass bulb and even upon the metal stems to which the globes are affixed. When a new light is attached the globe becomes only warm under continuous use, but after it gets old the globes are hot and the stems attain burning heat. The dresser was filling the floor of the window with loose cotton upon cheese-cloth, to represent snow. This was packed closely around the stems and globes of the electric lights, and there is no doubt that the inflammable cotton, touching the burning hot stems and globes, caused the fire.

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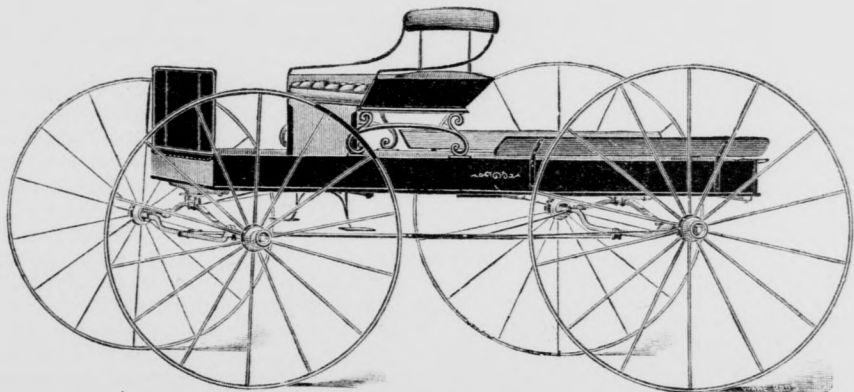
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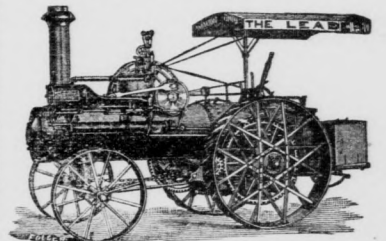
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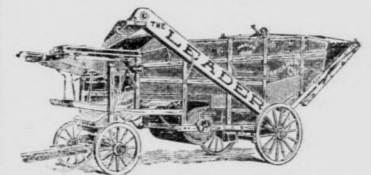
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E. A. STOWE, Editor.

WEDNESDAY, JUNE 5.

A VIGOROUS FOREIGN POLICY.

The death of Secretary Gresham, necessitating, as it does, the appointment of a new Secretary of State, should certainly furnish the administration with an opportunity to remodel its foreign policy. It cannot be denied that the administration of the foreign affairs of this country by the State Department for some years past has been unsatisfactory to the people, whether Democrats or Republicans. It is but justice to the memory of the late Secretary to say that he was not personally responsible for the unpopular course of his department, the attitude of the Government on foreign affairs having been the result of the policy mapped out by the full Cabinet. The administration should recognize that its course has not met with popular approval, and, as a new head must be appointed to the State Department, a fitting opportunity is offered to make a radical change in its attitude with respect to our foreign relations and to select a man whose views as to a foreign policy coincide more closely with the popular demand for more vigor and firmness in our relations with other countries.

Every thinking man must admit that for the present the country is not prepared to wage a successful war with any of the first-class powers of Europe, owing to an insufficient naval force; hence, however able we may be to defend ourselves at home, we are not in a position to compel absolute compliance with our demands where the interests of distant nations are concerned. The difficulty of successfully attacking the United States, however, and the wealth and resources of the country, give the protests of our Government much weight in international affairs, and were the State Department managed by an able diplomat, imbued with the belief in the necessity of rigorously upholding American rights and commanding respect for the national flag, our prestige abroad would be much greater and our power more formidable than they have been considered of late years by our neighbors.

It is a fact which no one can dispute that our citizens residing or traveling in foreign countries have suffered injury and outrage without proper reparation having been exacted therefor by our Government. It is also well known and admitted that our demands with respect to

the interference of European powers in American affairs have been ignored or evaded. As a result of our failure to make good our pretensions, the protection accorded American citizens residing abroad has ceased to be effective, owing to the contempt in which our power has come to be held through our uniformly weak and vacillating course in international disputes.

The policy of isolation, which was good enough half a century ago, has ceased to serve our purpose at the present time and should be laid aside as obsolete. The people demand a vigorous treatment of all international affairs and the maintenance of the country's honor and rights at every cost. A Secretary of State who would have the courage to inaugurate such a policy would unquestionably win great popularity, and he would, moreover, redeem the country from the rather undignified position it now holds in the estimation of other countries.

THE IMPROVEMENT IN TRADE.

The events of the past month have demonstrated very clearly that the country has entered upon a period of decidedly better trade. There has been a phenomenal advance in prices of nearly all the leading staples of the country, and minor productions, manufactures and, in fact, nearly every article of merchandise entering extensively into consumption have materially improved in value.

While it must be admitted that much of the late advance in prices has been speculative, nevertheless the causes underlying the improvement are real and substantial, and the general character of the speculative movement indicates a complete return of confidence, which extends to every section of the country.

There are many persons who predict that wheat will advance to \$1 a bushel, but it must be admitted that such a limit appears entirely improbable at the present moment. When, however, one reflects that the great cereal has advanced from a point close to 50 cents a bushel to as high as 82 cents, it seems unreasonable to fix a limit to the possible improvement. The advance in wheat has caused a correspondingly large improvement in flour, that article being about \$1.50 per barrel dearer than it was some months ago. Although corn has not attracted the attention which wheat has commanded during the past month, it has, nevertheless, advanced greatly, with a probability of still higher prices.

With such a phenomenal advance in its leading products, the West cannot fail to experience a great improvement in business, and, should the present advance hold, Michigan farmers will enjoy a season of prosperity greater than they have experienced in many years. One such reason would suffice to remove a great percentage of the distress which existed in the West until recently, and it may confidently be expected that the political unrest and discontent which have prevailed in the country, owing to the unfavorable trade conditions and agricultural depression, will give place to a more healthful state of things.

A late decision in a Chicago court says that merchants in that city have the right to use three feet of the sidewalk before their stores for the display of their goods, or to lease the space to others.

WASTE OF PUBLIC LANDS.

By the operation of the homestead laws the opening of the Indian lands for settlement places them at the disposal of the first comers, who have the privilege of taking them up in homestead claims. Many of these lands are valuable, and in proportion to their value do swarms of people wait on their borders, sometimes for years, cherishing the hope of obtaining this value for nothing. When the lands are finally opened, the race for claims, with its attendant suffering, hardship and, perhaps, bloodshed, occurs, in which the professional claim jumper and homestead speculator usually get the valuable lands, while the weaker and more honest home seekers must return from the race, often broken in spirit, to become tenants of poor-houses or dependants on public charity.

The operation of the homestead law is, no doubt, of great good in the settlement of new regions being gradually opened up by railways and public improvements; but the sudden opening, by public proclamation, of extensive regions comprising valuable lands, surrounded by settlement, is a perversion of the intent of those laws and a reckless waste of the public domain without any return. The emigrant who goes into the advance of civilization and improvement to make himself a home adds to the tax and revenue values of the region and so of the country; but it is ridiculous that lands which have been kept from occupation until improvement has gone far beyond them and left them as islands in the sea of civilization must be turned over to the unscrupulous land grabber. A suitable value should be placed upon such lands and they should be put into the market.

If the Oklahoma, Cherokee, Kickapoo and other such tracts had been treated as belonging to the Government and thus sold, those regions would have been settled by a much more orderly and thrifty class and many millions would have been turned into the treasury of the Government—enough to materially affect the deficit question.

This is a matter that should receive attention from the new Congress before any more of the public domain is worse than thrown away.

FALSE FRIENDS OF LABOR.

As might be expected, the leaders of labor organizations are loud in their condemnation of the action of the Supreme Court in denying the appeal of Eugene V. Debs for release from the sentence of the lower court. The Amalgamated Association of Iron and Steel Workers passed resolutions of sympathy for Debs at its session in Cleveland recently, in which the statements were made that the "pleasures of the court are the extent of our liberties," and "thus is the issuing of injunction further encouraged and the common people's rights further endangered," and "that we regard the denial of his petition by the Supreme Court as a denial of simple justice."

It would be hard to imagine a more flagrant contempt of the federal judicial authority or one with more serious consequences in the violation of law causing interference in the transmission of mails, with riot, bloodshed and vast destruction of property, than the one for which these criminals were sentenced. They dragged the cloak of labor in the mire of treason and sedition in thus using it to protect

themselves in violating the expressed commands of the court. No one has shown, or tried to show, that they are not guilty of that contempt, or that they are not directly responsible for the terrible consequences. The only defense was that the corporations at which their blows were aimed were responsible for them.

This man Debs and his associates stand convicted of the most flagrant contempt of judicial authority. The Supreme Court has denied the petition asking that the outlaw—his acts made him such—should be released from the sentence of the Court whose authority he had defied, a petition that no effrontery would have been sufficient to obtain serious consideration had it not been protected by the cloak of labor. The degree of liberty that would satisfy the authors of these resolutions could be nothing less than anarchy. In no country without the widest liberty amounting to license could the publication of such resolutions in sympathy with such a criminal and in condemnation of the highest courts in the land, whose authority he had outraged, go unrebuked and unpunished.

Newfoundland was fully expected to enter the Canadian Dominion under the pressure of her financial necessities. The terms were discussed at Ottawa, and the deputies from the Island agreed to them. But the Provincial Legislature voted a flat refusal, and in view of the hisses with which the delegation was sent on its way, it is impossible to doubt that the Legislature expresses the real feeling of the people. Canada has been so unhappy in her relations with her seaboard provinces that no one can wonder if Newfoundland refuses to be added to their number. More than once Nova Scotia has begun the legal steps required to take her out of the Dominion, and the other two are far from satisfied. In fact, they are sundered from the main body of the Dominion by a long stretch of desolate country which cannot be settled. They have little intercourse with the central provinces and no industrial interests in common. It would be far better if they were to detach themselves and form a confederation of their own, including New Foundland. That would possess a common government really interested in the fisheries and shipping, which interest all four; and under the aegis of England it might grow strong enough to make itself respected by all its neighbors.

The New York *Tribune* devotes considerable space to an enumeration of the various "crazes" now and recently prevalent in this country. Among them it classes the bicycle, comparing it to the roller-skating craze of a few years ago and predicting its early termination in the same manner. Perhaps it would be more absurd to class the telephone as a craze and predict its dying out. Regardless of its use in the way of pastime, the wheel is rapidly assuming a position of great economic value. Its availability and readiness for purposes of transportation make it almost a necessity to everyone having occasion to move quickly from place to place. In many cases it supersedes the use of a horse, to which it is superior and far less troublesome for most purposes. Of course, the attention given the wheel, owing to its novelty, will diminish, but this will be accompanied by a still further lowering of prices, and soon the two-wheeled carriage will be no more an object of notice than its four-wheeled competitor—it is scarcely more in many localities now.

THE DEBS DECISION.

One of the most important decisions ever uttered by the Supreme Court was that handed down last week in the Debs case, affirming the power of the United States to issue injunctions against strikers who are obstructing the operations of interstate commerce.

The circumstances of the case are of so recent a date that they are still familiar to the reading public. They grew out of the great railway employes' strike at Chicago, in April, 1894. The associated railway managers of Chicago, fearing a strike of their yardmen and switchmen, applied to Judge Wood, of the United States Circuit Court, for an injunction to prevent interference by outside parties with their employes. This injunction was issued and served on Eugene V. Debs, President, and others who were also officers, of the American Railway Union, and it forbade any of those persons from inciting railway hands to leave the service of their employers.

Shortly afterwards, Debs ordered a strike of the members of the American Railway Union, which order was obeyed. The great strike of 1894 has gone into history. Everybody knows how great a matter that strike was, and how it was put down by the military power of the United States. But, in the meantime, Debs and his principal associates were brought before the courts, charged with having committed a contempt, and were ordered to imprisonment for six months.

Debs then sued out a writ of habeas corpus to have the question of contempt reviewed by the Supreme Court of the United States, and it is this matter which has just been decided. That tribunal declared that Debs was in contempt of the United States Circuit Court and that this court had a right to imprison him for contempt, in addition to the farther right to try him under certain statutes for having engaged in a conspiracy to obstruct interstate commerce and the mails.

The effect of this decision is very far-reaching. It declares the right of the United States to intervene, without regard to state rights and state laws, to brush aside all obstacles to the transportation of the mails and the conduct of interstate commerce. It holds that, while under the dual system of state and National Government each has its powers and province, the Federal Government is a government of enumerated powers; yet within the limits of such enumeration it has all the attributes of sovereignty, and, in the exercise of those enumerated powers, acts directly upon the citizen, and not through the intermediate agency of the state, but is fully authorized to employ force to execute the laws of the United States, or the mandates of the United States courts, without waiting for or consulting the action of the state government.

The Court declares that it would have been puerile and ridiculous to have attempted to stop Lee's army by a writ from a judicial tribunal, and if the inhabitants of a single state, or a great body of them, should combine to obstruct interstate commerce or the transportation of the mails, prosecution for such offenses would be doomed in advance to failure. And if the certainty of such failure were known, and the National Government had no other way to enforce the freedom of interstate com-

merce and the transportation of the mails than by prosecution and punishment for such offenses, the whole interests of the Nation in these respects would be at the absolute mercy of the inhabitants of a single state.

"But," says the Court, "there is no such impotency in the National Government. The entire strength of the nation may be used in any part of the land for the full and free exercise of all national powers and the security of all rights intrusted by the constitution to its care. The strong arm of the National Government may be put forward to brush away all obstructions to the freedom of interstate commerce or the transportation of the mails. If the emergency arises, the army of the nation, with its militia, is at the service of the nation to compel obedience to its laws.

But the right to use force does not preclude the right to use judicial proceedings, and these may be properly employed where there is no urgent emergency.

The position of the Federal Government as to its right to restrain and to punish railroad employes, and any other persons who may combine to prevent the moving of interstate commerce, is thus plainly affirmed, and, as it is certain that this applies to the movement of such commerce by water as well as by land, necessarily it embraces international commerce as well as that between the states. Therefore, men who interfere with the loading of ships are as much subject to the effects of this judgment as are railway strikers and mobs, and no discriminations can be made in any case. The Court has fully declared the right of the United States tribunals to prevent strikes as well as to crush them out, on the ground that they are unlawful and that those who participate in them are violating the fundamental laws of the land.

The bill for the building of a second bridge across East River from New York to Brooklyn has passed the New York Legislature and has been approved by the councils of the two cities and only awaits the signature of Governor Morton to become law. The first Brooklyn bridge cost \$15,000,000, when opened, and subsequent expenditures brought the entire cost up to \$20,000,000. It is thought that, on account of improved methods and cheaper materials, the cost of the new one can be so reduced as not to exceed \$12,000,000. Of the expense of the first bridge Brooklyn paid two-thirds and New York one-third. As the cities are so nearly one now, it is proposed to have them share equally in the expense of the new venture.

The movement inaugurated and carried on in favor of good roads by the disciples of the wheel is developing an importance that is being recognized by other interests. The requirement of a suitable highway for wheelmen and the persistence with which they have set about securing such highways have drawn attention to the subject and have led to the formation of organizations in its interest until the movement is spreading over the entire country. Thus the country merchant, the one who is most directly benefited by the movement—next, perhaps, to the farmer—is laid under an obligation to the frisky wheel which he scarcely recognizes.

REDISTRIBUTION OF POPULATION.

The Worcester, Mass., *Spy*, commenting on the fact that the greatest numbers of the unemployed people are in cities, proposes a redistribution of population, so that people can be sent where they are needed.

The *Spy* argues that the trouble arises from no excess of population, but from the excessive crowding of people in cities, and it expresses the belief that the excess of city population ought to be colonized on farming lands, and finds in the South a proper field for this sort of thing. Says the Worcester paper:

What are needed are land and immigration companies, organized by Northern capital, to purchase suitable areas in the South, lay them out in small farms and sell them to settlers on the installment plan, and then select desirable settlers from among the worthy and industrious poor families of large cities, and aid them to establish themselves in their new homes. One-fifth of the money worse than wasted on miscalled charities every hard winter in great cities, if employed in such practical philanthropies as these suggested corporations would be, would do much to relieve communities of their burdens, while enabling thousands of worthy families that unsided cannot escape from the bondage of their environments to become owners of their homes and independent, self-respecting and prosperous citizens.

This is excellent in theory, but in practice such a policy will entirely fail. The remarkable growth of the cities in the United States, and for that matter in Europe, demonstrates that country people are constantly flocking to the cities while there is no corresponding flow from the cities to the country. The social nature of human beings impels them to gather in crowds. They tire of the monotony and loneliness of country life and are attracted by the glare and bustle of the cities, and, having once tasted city life, no matter how serious its hardships and how severe its requirements, there are few who are willing to go back to the country.

The people who are referred to in the article quoted above are those who live in the slums and poor quarters of the great cities. It would seem to be most desirable if the gloomy and pestilential tenement houses of such cities, crowded with people who live by precarious means and often by vice and crime, could be emptied into the country with its pure air and bright sunshine; but in practice it could not well be done. The great masses of these people would be unfitted for country life, and not a few of them would consider the transfer to a farm where they would be forced to work, as a sort of penal servitude. It should be remembered that Coxey's army did not start from a great city to march to the country, but from the country to march to a great city, where deluded men hoped to gain free benefits from a paternal government.

The rich lands and genial climate of the South offer excellent opportunity to industrious and thrifty people who are willing to till the ground and know how to do it, and these great attractions are already drawing people from the Northern and Western States. But these people do not come from the slums of great cities, but from the country. They are leaving Northern farms for Southern farms because they find more favorable conditions. City people do not willingly remove to the country except for short

periods of recreation and change of air. But the people who do this are not the poor and unemployed. They are not the people for whom farm colonies would be desirable. It would be a great thing if a redistribution of the population were possible, but it does not appear to be in any way practicable.

WORK THEM ON ROADS.

Massachusetts has recently been giving much attention to the tramp problem. A commission has been appointed for its consideration and the only solution it has been able to offer is compulsory work. One of its recommendations is that every town shall provide lodging for tramps and exact work in payment.

In this line the State has undertaken the experiment on a large scale, by the purchase of a farm of 2,000 acres of cheap, rocky and marshy land, capable of improvement, to which it is proposed to sentence the worst vagrants for two years and others for a less period. The experiment promises something of value if it shall demonstrate the practicability of compelling these idle vagabonds to work, but it would seem a great waste to use their labor for the improving of a few acres of worthless land—comparatively worthless even after it is improved—when there is such a crying need for this labor on the roads of every country parish or road district in the State.

If such experiments could be made in the way of devising a practical scheme for the permanent improvement of the highways and using the labor of these criminals—for they are criminals—as well as others ordinarily sent to houses of detention or penitentiaries, the experiments would be in the direction of a positive advance. The time must come when convict labor shall be used on public works, instead of being used in competition with free labor in manufacturing, and any experiments in the direction of using vagabond labor in the same way are worthy of attention.

There are no public works so universally with us where the need is so constantly crying as the public highways. Any scheme for the permanent improvement of these will involve the preparation of material and other preparatory work, which will make the season in which this labor can be used extend over as much of the year as it would on a farm.

The political economist who will prosecute experiments in this direction will be doing the work of a true philanthropist, and every day's work thus applied will be adding a positive value to the sum total of the wealth of the community.

Some time ago a little girl in Brooklyn was run down by a trolley car and lost both her feet. She sued for damages, and got a verdict for \$13,268.68. The money was deposited with a trust company, and the court has now ordered the company to pay the girl's lawyer, as his share of the cash, \$724.85, leaving for the cripple but \$6023.83. Probably the division is according to law, but it would be hard to convince the average lay mind that it is a fair thing. The jury, no doubt, thought that the cash was going to the cripple, and had no idea that the lawyer, who appealed to them so strongly, was coming in for the lion's share.

JIM JACKSON'S STORE.

Written for the Tradesman.

"You couldn't give me work enough, could you, to pay for a pair o' shoes? I've a considerable walk before me and these don't look as if they'd hold out much longer. Look a' there!" And a foot belonging to that period of youth when the feet get ahead of the rest of the body in development was put up on the veranda where Jim Jackson, the village store-keeper, sat looking over the morning paper while waiting for his breakfast.

It was a bad time to ask for a favor in that quarter. The fire in the kitchen wouldn't burn, and the breakfast was late. Jim was hungry, and there wasn't any news in the paper; and, if there was anything in the world he "abominated," it was "this everlasting begging," and, by the time the big foot came down with a thump on the floor of the veranda, Jim was looking over his spectacles with a scowl at the young tramp.

"D'yer want ter jar the house down? Work for a pair o' shoes! Anybody'd think, ter hear yer talk, 't yer could do it in half an hour. No. I hain't got no work fer yer. One boy's more'n I kin git along with, an' ef yer'd git out o' here lively an' take 'im 'long with yer, I'd be tempted ter gin yer a new pair!"

"I didn't mean to work in the store. Haven't you any wood to cut, or garden to make, or back yard to clean up—anything, I don't care what it is, if it'll bring me a pair of shoes. I don't care if they've been worn if I can get my feet into them. I need them so." And the boy looked ruefully at his foot covering, which had long passed that period where any hopes of relief were to be looked for from the cobbler.

"Come in ter breakfast, Jim. Who yer got out here?" And Mrs. Jackson, comfortable in figure and face, appeared in the doorway.

"I hain't got any ol' shoes, hev I? This feller wants to earn a pair. I hain't got anything fer 'im ter do, but I'm willin' he sh'd have anything 't I've got through with, ef there is anything."

"What yer want ter do, boy? An' where'd yer come from?"

"Anything; and I came from home—up in the Spring Grove neighborhood."

"Land alive! Yer don't tell me 't yer've walked ten miles this mornin'! What's yer name?"

"John Steadman. If you know anything about Spring Grove, I live the second house after you come to the red schoolhouse, where the road forks."

"I hain't much acquainted 'n that part the country, but ye're hungry 'nough fer another breakfast b' this time, an' I'll jes' look an' see 'f there's any ol' shoes layin' round loose 't yer kin hev. Come ter breakfast 'fore everything gits stum cold. Set right down here an' I'll git yer a plate. Jes' help yerself. A feller 't walks ten mile 'fore six o'clock 's hungry er I miss my guess. Where 'd yer say yer'd started fer?"

"Over to Green River. I have an uncle over there, and I'm in hopes to find that he has something that I can do."

"Much 'f a fambly ter hum?"

"Yes, ma'am; there are nine of us and I'm the oldest. After father died, about two years ago," (a shade passed over his face) "things haven't been going on very well, so I thought I'd go over to my uncle's and see if I could get something

to do. A little will help a good deal sometimes, you know."

By this time Jim had gotten over being hungry and, while Melindy and the boy talked, he listened and studied him. He saw a lad, large for his age—Mrs. Jackson found out that he was a little over fifteen—shoulders inclined to be broad, a round face, black eyes and dark hair inclined to curl. Take him all in all, he was a good-looking boy. He was poorly clad but neat as a pin. That, in another, was a strong point with Jim and so he watched and listened.

"What does yer uncle do fer a livin'?"

"Oh, he lives on a farm; and I don't expect he will want to keep me any longer than till I can find a place where I can work and help them at home. I've got to find something, you see."

"Yer two 've ben talkin' so much 't ye hain't et anything yit an' I can't wait. Arter yer git through, ef yer'll come over 't the store, I'll give yer a job o' cleanin' out that back store. It's ben needin' on't fer er long time. Do that well, an' I'll gin yer a pair o' shoes right outen the store, ef there hain't nuthin' ter find round the house. Jes' open the back door from the yard an' go to work. Yer'll find 'nough ter do—I'll tell yer that b'forehan'."

Jim had hardly reached the front store when he heard the back door fly open. He chuckled to himself, "A feller 't 'll git that store round where it ought ter be in two days deserves as good a pair 'f shoes as there is in the house; an' he shall hev 'em. I wouldn't undertake it fer twice their wuth."

John Steadman stopped at the open door and looked upon as fine a sample of dirt and confusion as his eyes had ever beheld. His first difficulty was to get in. Broken boxes and barrels piled to the ceiling barred the doorway. The sun, shining upon an eastern window, revealed the fact that the choked doorway was only the condition of the whole room, and the boy was wondering where he should begin, when Jim, calling through a back window, asked what he thought about it.

"I'm afraid I shall have to litter up your dooryard," he said, "but do you care, if I leave it all right?"

"Care? No, I don't care. What I'm thinkin' on is that yer've bit off a bigger piece 'n yer kin chew!"

"Oh, that's all right, and as soon as I can get a foothold in there, the rest'll take care of itself."

So Jim went to the front of the store and young Archimedes went on with the search of where to locate his lever to move this new world he had got into. It was no easy task. Every board was as immovable as if vise held, and the boxes and barrels, full or empty, were as firm in place as if they had grown there. He went around and entered the back store from the front; but, aside from a few feet of space, the refuse was as tightly wedged in there as at the back.

"How do you manage to use this back room for anything, Mr. Jackson?"

"I don't manage. It jes' sorter got filled up an' I don't use it—that's how 'tis. Goin' ter gin it up?"

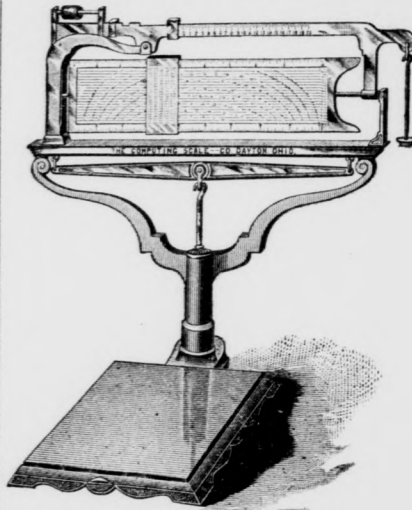
"Why, you want it put in shape, don't you?"

"That's what I said."

"Well, then, I'm going to do it." And a few minutes later, there was

"The sound of hammer blow on blow," or something much like it, and, going

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around to the back, Jim found the boy plying an axe, might and main, upon whatever opposed him at the back door. That settled it. A dozen strokes, and the place for the lever was made; and when they were called in to dinner, the back store was what a back store ought to be, and there wasn't a splinter in the back yard to tell of the stirring events of the morning.

"I don't s'pose yer care ter tackle the cellar, do yer? I don't b'lieve I want yer ter do it, anyway, to-day. There was a good day's work in what yer've done this mornin', an' ef yer say so, yer might cum inter the front store an' keep yerse'f busy. Ever do up any bundles er packages er anything o' that sort?"

"No, but I should like to try. Mother always makes such a fuss if things are not just so, that I think I could do that kind of work fairly well."

So the afternoon went by, and the boy showed a deftness that surprised and pleased the store-keeper, who, busy with his books, could see, without seeming to watch, whatever was going on in the store. Once, when Tom, the clerk, was busy, a customer came in, and John, making an interrogation point with his eyebrows, looked at Jim, who nodded and the boy waited on the customer.

The next day the cellar was looked after. That was a long tiresome job and neither the first day nor the second saw the end of it. After that, there were the rooms upstairs to be seen to, and by that time Jim Jackson had made up his mind that one of two things was going to be done, and the sooner the better—he would either keep store and do it properly, or he'd sell out and be done with it. One of the first things to be done was to have a talk with John.

"I've ben watchin' yer, John, ever sence yer've ben here, an' I've 'bout made up my mind ter keep yer right 'long, ef yer'll stay. What d' yer say?"

"I can't tell you how much I want to stay, Mr. Jackson, but I'm afraid that you won't like me."

"Not like yer! Why not, I sh'd like ter know?"

"Oh, because I can't live where things are not shipshape, and, after I had straightened them out once, to have them thrown again into confusion would make me crazy. Tom never puts anything back, and, begging your pardon, Mr. Jackson, I think you sometimes forget to do it."

The man threw his head back and laughed.

"That's right, boy; an' that's why I want yer. Ef I hire yer ter foller me 'round an' keep things where they b'long, yer can't complain."

"No; but I don't want to do that kind of work. I couldn't do it, Mr. Jackson; but, if you are willing to try the other way, I shall be glad to stay as long as you want me."

It was a bargain and John Steadman went to work. There was trouble the first thing, for Tom, the clerk, liked the old way of dropping a thing where it was used last and leaving it there, and, when brought up short for it, he just "struck." Then, with "none to molest or make him afraid," the new clerk inaugurated a new order of things in that long-neglected store. Jackson thought he was up early, but the new clerk was an hour ahead of him, and he wasn't obliged to put on his spectacles to see what had been going on.

The front windows had been the first point of attack. The curtains, not put up properly in the first place, not only had always insisted upon hanging awry, but had finally made up their minds that they would not be raised or lowered and, left to themselves, had accumulated their share of the dust of the ages. In spite of a brave resistance, they were forced to surrender, and the tattered banners were taken to the back yard where they were promptly burned. The startled spiders, without standing on the order of their going, went at once. Their dusty, fly-decorated abodes followed, and, when Jackson came in to see what was going on, he found that the clerk had a squirt-gun, made out of a piece of lead pipe, and was playing a vigorous stream upon the glass and window casing outside. That done, the windows were thoroughly washed and dried, inside and out, and, when the new curtains were put up and so hung as to do the work expected of them, the "That's a mighty good job!" from Jackson made the boy feel well paid for the extra work, aside from the gratification which always comes from doing a thing as it ought to be done.

You ought to have seen Jackson when that part of the job was finished. He stood in the middle of the store and looked around. He went first to one window and then to the other. He pulled the curtains down and rolled them up. He rubbed his finger on the glass and looked at it. Then he went outside and did the same thing. After that, he went across the street and walked back and forth two or three times with his eyes on his own store windows and then, with a "Wall, I swan!" went to breakfast.

When he came back, he got a pail of water and took it into that corner of the store where the desk was located. Putting the books aside and whatever else was liable to be injured, he took the squirt-gun and went to work. The effect was greater than that produced by the cleaning of the front windows, for that part of the store supposed to be lighted by the rear window was far back, and, when the light came pouring in through the clear glass, it brightened things at once; but it also showed a condition of things hardly to be imagined. That was all right—John would take care of that when he got to it; but that corner—the office corner—he proposed to take care of himself. And he did. Never since the erection of the building had anything like it taken place inside of that railing, and, when the work was done, it was well done. Then, when water had done its work, there was such a clearing out of old papers and arranging of them as had never occurred there before, and it was followed by a looking up of accounts that resulted in opening wide Jim Jackson's eyes and in "propping back the lids."

"Wall, I swan!" he ejaculated for the second time; and when John asked, "What's up now?" the only answer was, "Oh, I've jes' found out what a near neighbor Business is to Foolishness. Humph!"

It began to be noticed that a change had taken place in the store. Of course, when the new hand "took hold," he was like the new broom he used—he swept clean. A week was the time given to get over that, but here it was "go'in' on three, an' not a sign o' givin' out—

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what's ter pay?" They found out at the first of the month "what was ter pay," when they looked over the big bill Jim Jackson had had "the imperdence" to send in. One would have thought the world was coming to an end. Old Joe Ripley looked over his and swore. Ma Ripley put on her specs and the very first item "set her agoin'." "That there calico hed ben paid fer a dozen times—course it hed! Jes' as ef they would let sech an account run fer five years!" So it went on to the end and wound up with Joe hitching up "old Bess" and he and Merindy "walkin' inter Jim Jackson."

Well, Joe was but one of many, and, after it was all over and quiet reigned again in the store, Jim took the squirt-gun, tied a piece of blue ribbon on each end and hung it up over his desk, where it hangs to this day; and, if you want to hear a good story, drop in there some rainy day, "when ther's little 'r nuthin' adewin'," and ask Jim to tell about the lively times he had just before he made an ornament of that old lead squirt-gun.

STEPHANOFF.

The Evolution of the Trade Journal.

From Tin and Terne.

The evolution of the trade journal from the feebleness of infancy to its present position of influence is a most interesting study. The pioneers in this now important branch of the American press were generally men of limited means and limited newspaper experience. Conditions were not altogether favorable to attract the best talent. The possibilities of the field were not seen, and the facilities for gathering legitimate trade news were very meager. Trade journals were looked upon as a luxury, not as a necessity, and their early promoters relied for support upon some one or more leading houses, with the understanding that exclusive favors were to be shown these sponsors in return for advertising. Facts were suppressed and long-winded write-ups, like two grains of wheat in two bushels of chaff, took their place. Consequently, these early publications were little more than house organs, whose columns were filled with fulsome panegyrics of this or that line of wares, and the makers and vendors thereof. The houses so flattered were content to pay well for it, without looking very critically into the extent of circulation, or thinking what effect these commercial paeons might have on intelligent readers. It was cheaper to print a journal by proxy, they thought.

As time went on, however, these favored ones could not but lose respect for such venal sheets, and the publishers themselves learned that servility never wins applause, and that a trade journal has a higher mission than to be the mouthpiece of any house or combination of houses. Always to praise and never to blame or criticize foredooms to failure, and to abuse the weak and flatter the strong is the habit of the sycophant. Publishers of trade journals gradually came into touch with the entire trades they represented, and as their horizon widened they saw clearly that the value of a trade journal depends upon its bona fide circulation, and to obtain this progressiveness, fearlessness and independence must characterize its policy. They became leaders and organizers in the trades among which they circulated, champion of the right, chastisers of the wrong.

Such are the foremost trade journals in the land to-day. They have made for themselves a place which no other mediums can fill. The brightest young men in the mercantile world to-day are those who early learned the value of the trade journal, and from its pages gleaned the information and caught the ambition that is responsible for their advancement. Too often managers and heads of houses neglect opportunities which the underlings take advantage of.

Use Tradesman Coupon Books.

MEN OF MARK.

William H. Strong, of the Firm of Strong, Lee & Co., Detroit.

W. H. Strong was born at Hartford, Conn., in 1851, and when old enough to go to school, attended the public schools of that city, including the high school, until he was 16 years of age, when he entered the employ of a wholesale and retail dry goods house as clerk. He remained with that establishment nine years, rising gradually by degrees to the position of commercial traveler, which pursuit he followed for the last two years he was with the house. Desiring to broaden his field of operations, he sought a location in the West, debating for some time as to whether he would locate in Minneapolis or Detroit. Deciding in favor of the latter city, he accepted a position tendered him in the then wholesale dry goods house of Chas. Root & Co. Several years of faithful service as office man caused him to be taken into partnership in the firm, and on the reorganization of the firm as Root, Strong & Co. his fidelity to the house was rewarded by his name appearing in the firm name. On the death of Mr. Root and a further reorganization of the house, the firm name became Strong, Lee & Co., which is its present style. Mr. Strong was for many years the credit man of the house, but now delegates the detail work connected with that position to other hands, reserving to himself the general supervision of the financial part of the business.

In addition to his interest in the dry goods business, Mr. Strong is Vice-President of the Marine City Stave Co., of Marine City; the Huron Lumber Co., of Alpena, and the John Davis Co., of Detroit. He is also a director in the Leland & Faulconer Tool Co., of Detroit.

Mr. Strong has been a member of the Congregational church ever since he was a young man, and ever since he came to Detroit he has been identified somewhat prominently with the First Congregational church. For the past five years he has been Superintendent of the Sunday school of that church, comprising about 800 scholars. He is also President of the Michigan Christian Endeavor Union, having been re-elected to that position at the recent annual convention at Bay City.

Mr. Strong traces his Yankee lineage back to 1630, during which year his antecedents on his father's side came over from England, and possesses, to a marked degree, the distinguishing characteristics of the Puritan—strong religious sentiment, uprightness in business and faithfulness to convictions. Mr. Strong is a man of pronounced personality, with strong likes and dislikes, quick to form an opinion, which almost universally proves to be correct. He has only one hobby, which is the acquirement of a library—now comprising 4,000 volumes—and which is constantly receiving valuable accessions. His collection is especially rich in sociology, which is a subject he has given much thought and study for nearly a quarter of a century. His library is located in his beautiful home on Edmund Place, where it occupies two rooms. Retiring in disposition, energetic in business, faithful to his convictions, loyal to his friends, Mr. Strong's career presents a striking example of the self-made man, of which Michigan has many excellent representatives.

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For Machinery and Mechanical Designs, our

WOOD ENGRAVINGS
are from the hands or superintendence of an engraver of the longest experience of any in Western Michigan. We challenge comparison with any in clearness, artistic effect, and in complete and accurate representation of the subject. This last feature is important, especially in cuts of patent devices and manufacturing specialties. For such work, the best is emphatically the cheapest, for many a meritorious invention has met with failure through the use of poor and inartistic engraving.

OUR PRICES ARE CORRECT.
While slovenly and inartistic plates may be obtained at lower prices, perhaps, our customers find it more satisfactory to be assured of first class work in every respect, at fair prices.
It is a pleasure for us to answer questions as to the best process for the work required, to give estimates of cost and to send samples of work in similar lines.

Cheap Coupon Books

In this era of low prices and low grade goods, a demand has arisen for CHEAP COUPON BOOKS, which can be made and sold at a lower price than our Standard Grades, that have been on the market for a dozen years past and have stood the test of time. We are not advocates of cheap goods in any line, and we note that those houses which attempt to build up a reputation by catering solely to the demand for low grade goods, seldom make any money and soon cease to cut much of a figure in the business world.

However, if any of our customers want a cheaper book than our regular

TRADESMAN,
SUPERIOR or UNIVERSAL

Grades, we have it and will cheerfully send samples and quote prices on application. Our

ECONOMIC

Book is not quite up to the standard of its predecessors, but it's a heap better than the books sold by other coupon book makers for the same money. If you are skeptical on this point, we solicit a comparison of workmanship and quotations.

Tradesman Company
Grand Rapids... ..

From Good to Bad and from Bad to Good Again.

The financial panic of 1893, with the resulting industrial depression, turning many honest and faithful workers out of employment and producing widespread distress, necessarily caused a profound feeling of dissatisfaction and discontent among many classes of the people.

When the working masses were forced to accept reduced wages, and many people who had been generally employed in good situations were driven to idleness, the retail dealers, who live chiefly on the wages of the working classes, were among the first, besides the workers themselves, to experience trouble. Their business was most seriously cut down. Next, the wholesale merchants, who sell to the retailers, were the sufferers. Their sales were heavily reduced. Next in point of time among the sufferers by the depression were the manufacturers. Anticipating trouble, they had stopped their factories, or were working with reduced force short hours; but, nevertheless, those who had accumulated stock hoped to sell it off readily, so as to be ready for the reaction when it should come. Their sales were to the wholesale merchants; but these, finding their business most seriously cut down, ceased buying from the manufacturers, or they purchased with caution and frugality only what they were certain of being able to sell, so that the manufacturers who were the first to inaugurate measures to meet the depression were the last to suffer; but when the blow came to them it proved to be heavy enough, fully as heavy as that which had stricken all the other classes.

From this it will be seen that the bulk of the business of the country is based on the earnings of the working classes, so that, when their wages are reduced or stopped, all branches of commercial and manufacturing business feel the blow. There are not less than 15,000,000 people in the United States who live on wages. These include all the workers, from the day laborers to those employes who work for a weekly or monthly stipend, or for a yearly salary.

These 15,000,000 workers earn an average of, probably, \$1.50 per day each, or a vast gross amount of \$22,500,000 daily. They support more than 60,000,000 people, and it is plain from these facts that the business of this country, of every country, is based on the wages of the working masses. Now when, by reason of an industrial depression, any considerable numbers of these 15,000,000 workers are forced to suffer, it is natural that they should become seriously dissatisfied with their condition, and should vent their ill-humor on all who come in their way. When people suffer, they are not particular as to the cause, and are quite as likely to attribute their misfortunes to the wrong source as to the right. They become irritated and angry, and angry people in such cases are usually unreasonable in a great degree.

When, however, the depression begins to pass away and better times are experienced, the causes of the general discontent disappear, and with them the discontent itself. With the return of financial confidence, manufacturing, mining and other such productive industries are started up, and all the wheels begin to turn. Labor, of all sorts, is in demand; the people begin again to earn wages and to pay their debts to the gro-

cer, the butcher, the baker and to all other classes of merchants who furnish the necessaries of life. Mercantile business, in every branch, revives and prosperity is restored. No one any longer wishes to quarrel with fortune or to denounce the imaginary causes of past misfortunes. In the opinion of many men of varied experience, we are rapidly approaching a period of higher values, which will bring about a resumption of the prosperous times which existed prior to the panic.

RADIX.

A Plea for Better Roads.

Everyone's income is divided into two parts. One of these he is compelled to make use of in supporting existence; the second part is disposed of in the way which his judgment tells him will be best. This leads to the inquiry whether our surplus is judiciously spent. Are we buying the greatest amount of comfort and permanent good with the portion left at our disposal? Would not model roads be of greater benefit than our tobacco, liquor, etc.? Would they not more than balance the good times we have hauling our produce through rough miles of mud, at such fearful cost in extra labor, repairs, horses, oats, and in wear and tear of conscience and damages to character?

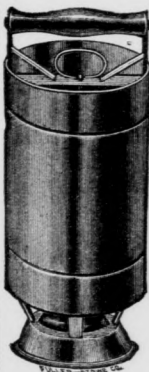
It is certain that bad roads make weak, struggling churches and poor, illy attended, lifeless schools. They necessitate a life of seclusion, which walls the path of social progress.

To sum up, a perfect highway is a thing of beauty and a joy forever. It blesses every home by which it passes. It brings into pleasant communion people who otherwise would have remained at a perpetual distance. It awakens emulation, cements friendship and adds new charm to social life. It makes the region it traverses more attractive, the residences more delightful. It stimulates a spirit of general improvement. Fields begin to look tidier, shabby fences disappear, gardens show fewer weeds, lawns are better kept, the houses seem cosier, trees are planted along its borders, birds fill the air with music, the world seems brighter, the atmosphere purer. The country is awake, patriotism revives, philanthropy blossoms as selfishness fades and slinks from view. The schoolhouse and the church feel the magic influence—the wand of progress has touched even them—the old are young again, the young see something now to live for, and to all life seems worth the living. The daily mail reaches each home. The rural cosmopolitan "feels the daily pulse of the world."

Some genius has invented a material made from cornstalks intended to take the place of cocoa-cellulose as a packing between the exterior and interior hulls of war vessels, through which a shot will pass without leaving a leak, and a board of naval experts has been appointed to examine it.

GET READY FOR THE

Potato Bugs



THE ECLIPSE

IS A NEW AND VALUABLE IMPROVED

Water Sprinkler with Sifter or Duster Attachment.

(Patented 1886. Improved 1889.)

Especially adapted for applying Paris Green Water, Powder Compounds, Plaster, etc., to Potato Vines and other plants.

THE ECLIPSE is manufactured in such a durable manner as to be practically indestructible, and also so simplified as to be quickly and easily detached for any purpose necessary, making it the Cheapest and Most Convenient Sprinkler for all purposes—in doors or out—and a practical device indispensable for effectually destroying the Potato Beetle and other plant insects.

For Store or Floor. For Sprinkling. For Vines or Plants. For Dusting.

Acme Plaster Sifter

FOR POTATOES AND OTHER VINES.

EASY TO OPERATE ===== SIMPLE and DURABLE

EIGHT TO TEN ACRES COVERED PER DAY.

To Operate the Sifter.

Place the square piece of Sheet Iron with points down over the agitator in the bottom. Put the Plaster in can on top of square piece. This square piece takes part of the weight of plaster, which is very heavy, from the agitator and allows it to work freely. A slight turn of the wrist, easy or hard, as you may wish much or little plaster to be delivered, is all that is necessary to operate the sifter.

With one in each hand a man can care for two rows at once, covering from eight to ten acres per day.



FOSTER-STEVENS & CO.

MONROE ST.

GRAND RAPIDS.

DECOY FLY PAPER.
Manufactured by
DETROIT FLY PAPER CO.
DETROIT, MICH.
U. S. PATENT, OCT. 18, 1890
OTHER PATENTS PENDING
CANADIAN PATENTS MAY, 12, 1893
TRADE MARK REGISTERED

DECOY & DWARF DECOY

Catches More Flies

than any other Sticky Fly Paper and pleases everybody.

Every box guaranteed by the manufacturer.

Costs no more than common fly paper.

GETTING THE PEOPLE.

Art of Reaching and Holding Trade by Advertising.

Some more experienced than I may differ with me when I say that footwear is one of the most satisfactory lines there is in trade to-day. It is so easy to keep the shelves looking nicely; the packages are so neat, clean and symmetrical; there's such a vast fund of entertainment in studying the various phases of human nature engaged in selecting a fit for the pet corns; and, lastly, but not "leastly," by any means, are the abundant opportunities and material for advertising. I would prefer, any day, to have the pleasure of "Getting the People" through the medium of a new and original plan of advertising, than to eat a square meal when I'm hungry, and in boots and shoes there are all sorts of opportunities for both newspaper talk and "window catchers."

Just now, at the beginning of the "sticky season," I think I should try and make a run on "yaller brogans." I am led to believe there's a pretty profit in the goods, they are attractive for window display and therefore the proper thing to act as a porous plaster in "drawin'" trade.

If you, Mr. Shoe Vender, needed some "leather to fit feet," would you read this ad.?

Corns Fitted While You Wait!

Perfect ease of sole and a clear conscience are to be obtained by wearing our \$3

"YALLER BROGANS"

Perfect in Fit, Perfect in Style, Perfect in Quality.

BONIUN & TOOFEEET,

Expert Sole Fitters.

There's nothing in the world appeals so strongly to the "tenderness" of men and women as an easy pair of shoes. Anything, therefore, which will convey the idea to the prospective buyer that the shoes you have to sell him will never cause the wearer a moment's pain or inconvenience, will act as a powerful magnet in drawing the dollars of the great public.

If I had a nice line of ladies' fine shoes and wished to attract the attention of the "world's fair" to my store, I would "promulgate" something after this fashion:

The Crowning Beauty Of Lovely Woman,

To utter a paradox, lies in

Well Booted Feet

Ask ten men what portion of a woman's "gear" they see first, and nine will answer, "The Lady's Shoes."

MORAL—Our \$3.50 Ladies' Fine Shoes are made all widths and of the best materials. They wear well and will fit any foot perfectly.

BUTTON & LACE,

Stylish Footgear.

In the way of window display, so many ideas for "pausing pedestrians" in their daily rush come into mind, I hardly know what to use here as illustrations. I imagine, however, that if I were possessed of a quantity of rubbers, and wanted to "push them along" to my fellow men and women in exchange for a neat profit, I would try this scheme for a day or so, in my window:

Ingredients—An old wash-tub, a washboard, and the dummy of a woman.

Place the tub on a bench, with the washboard inside, as well as some water, suds and a few clothes. Rig up a "dummy," putting an old calico dress upon it, get as ill-looking a false face as possible, and make the whole figure out-

landish in the extreme. Put "Madame Dummy" before the bench, in the attitude and act of "rubbing out" the clothes. Place a string of the rubbers to be sold around her neck, allowing them to hang nearly to the floor of the window. Also, you can decorate the tub with them, and arrange them in any other fantastic way you may see fit, or novelty suggests. Now, go to the printer or the painter—it's only the difference of an "a" and "r" between the two—and get him to make for you this sign, on a large sheet of white card board:

LADY RUBBER

The only Genuine Specimen outside of home. Just captured. We also

RUBBER LADIES,

Gentlemen and Children with the most durable goods. All new stock.

Hang this upon the dummy, being careful to give the public a side view of the latter. Will you stop to read it? You can wager your last share of stock in a summer resort that you will, and that others will—people with money in their pockets and wet feet—they're the ones you want.

Attention is one of the most difficult things in the world to obtain. People are so busy they will stop for nothing short of a "mental earthquake." This, then, is the "medicine" you must use in your advertising. Explode something in the public ear every day. Keep the drum sounding. Don't hesitate or slacken in the effort to devise some new means of "Getting the People." If you do, your neighbor will get them and their dollars, as well. In the business world there is a constant rush for "first place" in the thoughts of the buying people. There is a "first place" for every locality and every line of goods in that locality. You will hold it, if you will advertise "daringly, truthfully, steadily and originally."

It seems to me that a line of slippers would make a nice "ad. stock." Arrange a large number tastefully in the window, in form of a circle. Running from one side, at the floor of the window, to about four feet high on the side wall, place a toboggan slide, made of light framework and covered with white cotton. Also, scatter cotton in the window, to represent snow. This will help display the slippers nicely. On the toboggan slide place a small sled or toboggan—either will do—near the middle, with a large doll, dressed for winter, seated thereon. Standing below, will be placed a card like this:

"A WINTER SLIPPER"

Summer Slippers for the Ladies, "Dad's Slipper," to use on bad boys, and all kinds of Slippers. Prices Down—Values Up.

In my observation, anything which will attract the children will draw the old folks. This toboggan slide and "dollie" will surely catch the sharp eyes of the little misses at once. Then if "Mamma" does not see the window, the little girl says, when she reaches home: "Oh, mamma, you ought to see Mr. Glovecalf's windows. He's got the prettiest little toboggan slide, with just the loveliest dollie on a sled, and oh, such beautiful slippers all around it. And say, mamma, my old slippers look awful shabby. Won't you get me some new ones?"

So you see the "feelosofy" It's "jest natur"—human "natur."

FDC. FOSTER FULLER.



We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded. Correspondence Solicited.

BOSTON RUBBER SHOE COMPANY'S

Goods are found at

McGraw's DETROIT

We have the Greatest Variety of the Freshest Goods, and the Largest Stock of any house in the United States.

A. HEROLD, F. E. WALTHER, A. C. WETZEL SAM H. SIMMONS

ARE HUSTLING THESE DAYS FOR ORDERS ON

WALES-GOODYEAR RUBBERS

THE BEST WEARING BRAND ON EARTH, for the

Herold-Bertsch Shoe Co., 5 and 7 Pearl St., Grand Rapids.

P. S. Write us care the house.

Reeder Bros. Shoe Co.

State Agents for Lyeoming Rubber Co.



LYCOMINGS are our FIRST QUALITY KEYSTONES are our Second Quality

Nine years ago these goods were not known in Michigan, and to-day they stand second to none and are as well known as any. A great many of the best retail merchants in Michigan and Indiana think they are the best goods made, being made from the Purest Rubber and on the best style lasts, and are the best fitting goods in the market. Our trade for the past nine years on these goods has steadily increased. OUR LEATHER LINE is full and complete; also an elegant line of FELT BOOTS and SOX for fall. See our salesmen—it will pay you to examine samples.

REEDER BROS. SHOE CO. GRAND RAPIDS, MICH.

Bonus Offered::::

The citizens of the village of VANDERBILT will pay a liberal bonus for a Hardwood Factory that will employ seventy-five men or more.

We have the choicest of Maple, Birch and Basswood Timber.

Correspondence solicited.

Arthur L. Morse VANDERBILT Otsego Co., Michigan

Use Tradesman Wants Column

IT REACHES THE PEOPLE.

THE DESERTED VILLAGE.

Effect of Mechanical Progress on the Home Life of the Nation.

The village life of old times has been the basis of many an idyl in prose or verse. A village represents the center of the isolated community, made isolated by difficulties of transportation both of freight and person. Before the days of MacAdam every mile of bowlder-infested, sandy and muddy roads exhausted man and beast alike who were concerned in the transfer of wagons over it. In England where, owing to the very large proportional population, traveling was extensively indulged in, the matter had become very serious in the last century. The great lumbering stage coaches would be dragged over roads which in the contemporary literature are described as absolutely terror inspiring. But London was not then the absolute metropolis of the country. All through the land there were prosperous villages, whose inhabitants led cultured lives and very rarely journeyed to the large cities.

Then MacAdam evolved his plan of making roads with broken stone, formulating the curious precept that no stone must be used which was too large to go into the mouth. He would take a piece of road filled with bowlders, and, breaking them to fragments, would make the road supply all or a great part of the material required for its own construction. William Cobbett, at the beginning of this century, representing the agriculturist, inveighs against the use of the broad tires imposed by the authorities upon those who traveled upon the new roads which then began to traverse England in all directions. These roads enabled stage

coaches to make ten miles an hour, and the population began at once to centralize more than before, and we find Cobbett again lamenting the growth of the "Wenn," as he termed London.

When the railroad replaced the stage coach, the growth of London and of the great cities began in earnest. Meanwhile, in this country, the New England States had become filled with villages. The white-painted gable houses with green blinds, the village green, with town hall, public school and church facing it, had become characteristic features of these settlements.

For the better intellectual development of the natives or inhabitants of the villages, lyceums were founded, which arranged for courses of lectures to be given on various subjects. The life seemed, to a certain extent, ideal. There is in humanity a theoretical desire for repose and absence of strife, a desire which in many cases is purely theoretical, and whose exponent was found in the New England villages and in communities of the same type in other states. The intellectual element of these places was responsive to the life of the day, and it is surprising how many of our greatest men came from the villages.

To-day the change is complete. The villages are being rapidly deserted. When factories began to be built of the large scale, they were placed in villages, but centralization has affected them also. They have left the villages, and Lynn, Fall River and similar cities have become great manufacturing centers, each representing enough industry to maintain all the villages in a state.

Some years ago the deserted farms of

New England were made the subject of investigation by the Government. Farms, which long ago were the objects of careful cultivation, and which seemed to the owners to represent the acme of progress, have been thrown upon the market at ruinous prices. They are gradually being taken up in part by French Canadians, who seem to bring with them some of the frugal and industrious traits of the Old Country French farmer. Now, the deserted village takes the place of the deserted farm as an object of interest and of solicitude. The young people used to want to leave the farm, and did it. Now they want to leave the village, and are doing it. Steam railroads, supplemented by the electric road, cause that which is really an immense area to be subsidiary to each large city.

Mechanical progress affects all classes, and the inventor touches the life of every class. The farmer and villager, at first sight, would seem relatively little affected by modern machinery. But improved tools made farming more effective; steam was applied to its processes, cheapening them greatly; the railroads took the crude or raw products to steam mills, ending the work of the country grist mills. And now the railroad and trolley have taken the personnel of the farm and village in hand and have transported them to the city, and village life, such as it was even thirty years ago, is ended by the progress of mechanical art. The story of Concord, in Massachusetts, with its authors, Hawthorne, Emerson, Thoreau and the Alcotts, will hardly ever be told of any future village. The mechanic and the inventor have settled the question forever.

It would be hard to find a better instance of the effect of mechanical progress upon the home life of a nation. It may even have an effect upon its literature, for the quality of books is certainly affected by environment, and the inventor, scientist and mechanic have determined a new environment for the active portion of humanity.

Vertical Writing.

From the Journal of Education.

Vertical writing is a renaissance. For many years, especially in English-speaking countries, it is a notable fact that it has been steadily on the increase, though little taught in the schools. Wherever absolute legibility is required in National and State capitals, in governmental departments, in offices where valuable records are kept and must be accurately and legibly transcribed, in England and our own country, it is being more and more insisted on that the handwriting shall be vertical. In banks, in the offices of the great railway, insurance, and commercial corporations, in telegraph offices, where actions at law are founded on errors in transmitting and receiving important messages due to slovenly writing, in all the chirographical centers, vertical writing has been gradually shaping and changing the handwriting of men who have for many years been writing the old way. In many, many instances the question of preference as between two applicants for the same place has been determined in favor of the vertical writer, and upon that sole acquisition.

He Had Change.

Tramp—Have you change for half a dollar?

Gentleman—Yes. Where's the half dollar?

Tramp—I haven't any, but I thought if you had change for a half dollar you might have a dime or two for a poor man what's seen better days. All the gents I have asked for help said they hadn't any change.

Rindge, Kalmbach & Co.

12 14 and 16 PEARL STREET, GRAND RAPIDS

AGENTS FOR BOSTON RUBBER SHOE CO.



WOMEN'S STORM SLIPPER, NEEDLE TOE.

WOMEN'S LINDEN NEEDLE TOE.

NEEDLE TOE SHAPE.

MEN'S BEWICK NEEDLE TOE.

ABOVE ARE SOME OF THE NEW SHAPES OF THE BOSTON RUBBER SHOE CO.'S GOODS. WE CARRY ALL THE NEW TOES AND STYLES, AND HAVE AS LARGE AND COMPLETE A STOCK AS ANY JOBBER. WE SOLICIT YOUR BUSINESS AND WILL GIVE YOUR ORDERS PROMPT AND PAINSTAKING ATTENTION.

Commercial Aspect of the Bicycle.

Written for THE TRADESMAN.

Prices on the various lines of low grade wheels are now higher than during the past two months. This is caused by the enormous demand for this class of wheels. Not being of standard quality and reputation, they have no standard prices to be adhered to, and, therefore, sell according to the call for them. Doubtless, one of the causes which led to such a demand as now exists is the fact that this class of wheels could be purchased so cheaply earlier in the season. At the two National 'cycle shows, the agents for these manufacturers almost fell over each other in their efforts to dispose of the output of the respective houses. One line was quoted as low as \$31.75 to jobbers. These orders were filled without difficulty during the first three months of the selling season, at the end of which time the demand commenced to exceed the capacity of the factories and an increase in prices has been found advisable. Another reason is the embarrassment caused the manufacturers through inability to secure material for their workmen, which has necessitated the withdrawal of one or two models from the market. The very large portion of this class of wheels, which is always made very early in the season, enabled all dealers to fill their orders promptly during the first three months of the rush.

The number of low grade wheels which are selling at high grade prices this season is astonishing. The natural increase of 'cycling has been so stimulated by the \$100 list that many manufacturers who entertained no thought of entering high grade competition have been able to dispose of their output at fancy figures, considering the grade of wheels offered. The demand not being so great for mediums as for high and low grades, the manufacturers of the former have been enabled to fill their orders with reasonable promptness; and, for this reason, the agents for high grade wheels have lost a large number of sales which they could have made, had not their customers become disgusted with the delay in the delivery of their machines and countermanded the orders. These sales are not entirely lost to the high grade dealers, however, as the ownership and use of a cheap wheel simply whets the appetite of the rider for the best, and numbers of them have already been investigating the cost of an exchange for good machines. But very few sales are altogether lost, because when a person once gets the "fever," nothing will satisfy him but a bicycle.

All this activity in the 'cycle trade, in the face of the abominable condition of our average country roads, leads one to wonder what would be the case were the roads in as good shape as those of Europe. 'Cycling on the other side of the "big water" is also enjoying a great boom; but it is not up to the American standard. The fine streets and boulevards of European countries should tend to a remarkable growth of cycling in those localities, but, of course, America is always ahead of every other country. We will have the good roads some day. A majority of the roads in Europe were built before the discovery of America. Some of the Eastern States of the Union are provided with fairly good thoroughfares; due, mainly, to the efforts of the Eastern divisions of the League of American Wheelmen. The League was organized in the East, and there its largest membership still exists. The founders of the organization incorporated into their constitution a provision for a Roads Improvement Bureau, and immediately set to work to secure a betterment of the public highways in America. The result of their work is shown in some very fine roads along the Atlantic coast. In the West, wheelmen were not so numerous as in Massachusetts and New York and, for this reason, not much has been done in "good roads" agitation in the Western States. At this time, however, there is no excuse for small L. A. W. memberships, as there are thousands of wheelmen in every Western State.

Some of the largest manufacturers of bicycles in the East long ago recognized

the value of good roads to their business, and have donated money and time to assist the L. A. W. in its work in the interests of 'cycledom. That the liberality of these manufacturers is appreciated is shown in the almost exclusive occupancy of the Eastern States by their trade. The present condition of the bicycle business, however, does not warrant any more methods of that sort to stimulate it, no matter how badly the roads need improving. While the Eastern manufacturers were turning their attention to improvement of the roads, their Western brethren were attending to the matter of improving their output. The West undoubtedly took the lead in this direction, and forced the Eastern trade to follow them or lose their market. The first real light wheels of standard reputation were made in Chicago. Their invasion of Eastern territory compelled the makers in that section of the country to "follow suit or pass." They preferred to follow suit and all but one are now turning out wheels which are models of lightness and strength. To do this, and do it properly, an immense amount of capital must be invested. This being the case, the loss of so many sales, which might have been theirs but for the deplorable lack of material which has handicapped them in their efforts to supply their customers, is to be regretted. They have the capital invested and have spent thousands of dollars in building up a business which is recognized as one of the leading industries of the country, and ought to have the legitimate results of their work. But the force of the present circumstances deprive them of it and the profit is enjoyed by men who have not one-quarter of the capital invested, and who have, heretofore, done nothing to advance the interests of 'cycling. In fact, there are men enjoying a good trade in bicycles today who have, in the past, done their utmost to place the industry "hors de combat." While all monopolies should be discouraged, it is but fair that men who have built up a trade should reap the benefits of their labor and not have them thrown at the feet of others, who are making a cheap grade of goods and receiving as much for them as the man who spends twice as much money in producing a first-class article.

The manufacturers of low grade wheels do not compete in the least with those making the high grade machines. They occupy an altogether different field. In fact, they help rather than hinder them. They sell bicycles without claiming them to be high grade, and they sell them at a price which enables people, who think they cannot afford a high priced wheel, to become wheelmen. They are satisfied with the article, for they have never had anything better. They ride the low grade machine until they chance to try the running qualities of a high-grade wheel owned by some friend, and, nine times out of ten, this means a sure sale for some dealer in high grades. If the buyer could really not afford to pay the price of the best, he would not become a wheelman at all. Thus, the fact of his buying a cheap wheel does not compete with the maker of high grades.

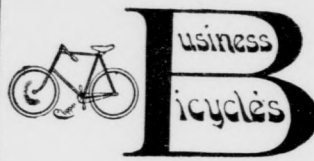
One manufacturer of actually high grade wheels, only, also makes a medium line. Formerly, this firm was two separate institutions, one making high and the other medium grade goods. The same people, owning a majority of stock in each concern, made a consolidation possible, which was effected in conformity with the wishes of the aforesaid majority. All other high grade manufacturers make but one grade of wheels. It is generally understood by them to be best for the trade not to mingle the two lines of business, which, as mentioned above, occupy entirely different fields.

MORRIS J. WHITE.

It is often supposed that boys in growing keep ahead of girls; but recent measurements disprove this. The boys, up to their eleventh year, were found to run about a quarter to half an inch taller than the girls. They were then overtaken by the girls, who surpassed them in height until their sixteenth year, when the boys again grew faster than the girls, and came to the front. □ □

SAUCE FOR THE GANDER SHOULD BE SAUCE FOR THE GOOSE

Makers of



Grand Rapids Cycle Co.

Mich.

A few years ago, several prominent makers made double tube men's wheels, using two small tubes, claiming they were more rigid than one large one. To-day, these same makers claim more rigidity in large single tubes for men's light wheels, yet continue to inflict the ladies with "back numbered" double tube wheels. If small double tubes were not a good thing for men's wheels, why should they be for ladies?

We can't take any more orders for Ladies' Clippers and fill them before July 1st.

BOSTON PATENT PANTS, PATENTED JULY 26, 1892.



BOSTON PATENT BICYCLE PANTS.

West Michigan Agents

Also a Full Line of

CANDEE RUBBER GOODS

Large Stock Prompt Shipment

J. T. MURPHY, Successor to SUTTON & MURPHY CO.

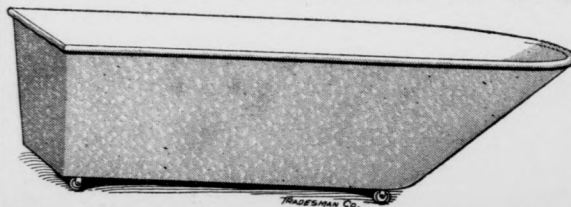
SPECIAL AND ORDER FURNITURE

Office Fixtures, Store Fixtures, etc.

Factory, 99 N. IONIA ST., Grand Rapids Telephone 738.

Portable Bath Tub

Made of Galvanized Steel



Can be used as a Portable or Stationary Bath Tub, with or without casters.

W. C. Hopson & Co.

W. C. HOPSON.

H. HAFTENCAMP.

Louis and Campau Sts. Grand Rapids. SEND FOR CATALOGUE

BICYCLE CLOTHING

Of all descriptions

We are Exclusive Agents for

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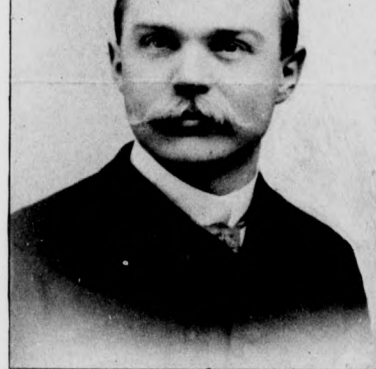
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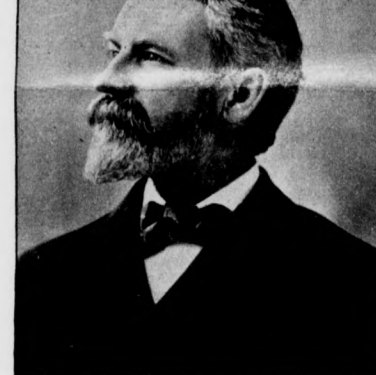




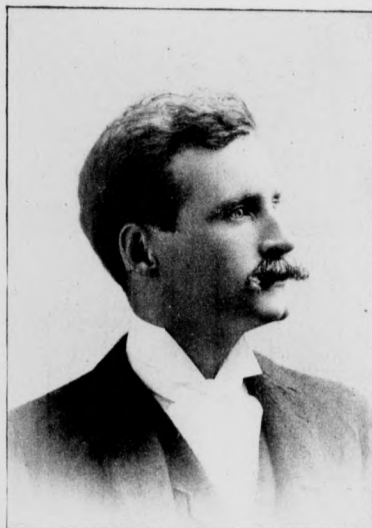
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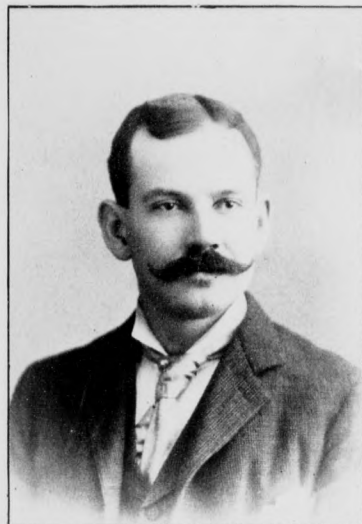
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Written for THE TRADESMAN.

"Did you ever realize that, of the vast army of retailers, the percentage of successful ones is very small?" asked a friend of mine a few days ago.

"Yes, I have noticed that fact," was my reply, "and I have also noticed that each who contemplates embarking in the same business imagines he sees precisely how and where the others failed, and he says to himself, 'I know just the way to avoid all those pitfalls.'"

"It is amusing to observe," continued my friend, "how wise(?) the uninitiated in business are and with what contempt they view the struggles to succeed of those already engaged in trade. But those who possess years of experience can afford to remain silent at such exhibitions of false wisdom, knowing full well that 'Ignorance is the evil and knowledge the remedy.' Of all persons who venture into the whirlpool of mercantile business and are lost sight of in the quickest time, those who have previously been day laborers or farmers of small means disappear first. I had a neighbor, a Mr. Perley, who was quite comfortable on a farm of only thirty acres; that is, he easily made a good living for his family of six persons, kept out of debt and always had a few dollars—say \$25—in his purse. He had often expressed a wish that he had just \$250 in cash to invest in fruit trees, in addition to those he had bearing, as he felt certain that would place him on the high-road to competence. To accumulate that sum, as he was then situated, seemed impossible. At length, fortune seemed to favor him. A distant relative died and bequeathed him \$650—more than twice

the sum he had wished for. I supposed, then, that his farm would receive an impetus it had never yet felt. But, alas! To my neighbor whose purse had never contained more than a paltry dollars, this sum looked inexhaustible. The farm life, with its daily round of feeding the stock, cultivating and gathering the small fruits, marketing the poultry and their products, the honey, etc., became distasteful and unbearable, and one day he leased his farm, rented a store in the suburbs of a city and purchased a stock of groceries.

"I dropped in to see Mr. Perley soon after he commenced business. His family was living in the second story of the building. In the conversation that followed he admitted that he had much to learn about the business. He had discovered that he was too far from the center of trade, but, still, he thought that other things were in his favor. He congratulated himself in saving all clerk hire, and the rent was low—only \$20 a month for the entire building. His sales, however, were proportionately small. Mr. Perley remained in that building only eight months, his sales being too light to continue longer.

"When next I heard from him, he had removed to a small village some miles distant. His stock of goods had wasted away, until he had no assortment left, and neither money nor credit with which to stock up. He was then endeavoring to make some arrangement with his tenant whereby he could get back on his farm once more. He had carefully avoided giving credit, which, in his case, was certainly in the line of wisdom, but, owing to close competition all around

him, and to his entire ignorance of the business, the small profits would barely allow him to live and pay current expenses. He was simply consuming his legacy as fast as possible, while receiving absolutely nothing for his own labor.

"Again I went to pay a visit to my old friend and neighbor. He seemed much discouraged with the outlook, and informed me that, as his tenant's lease of the farm would not expire before another year, he would be obliged to go on with the business, but might make one more change of locality. Desiring to do him a good turn, I told him of a crossroads settlement in a rich agricultural neighborhood fourteen miles distant from any village, where there was already a schoolhouse, a church and a blacksmith shop. Having been there in person, I knew that the farmers for miles around wanted a general store at that place, and would not only aid the right man in the erection of a proper building, but would donate a lot for it fronting two roads. But Mr. Perley had started out with more lofty ideas than to run a county store. He would listen to no argument, and my well-meant counsel was, therefore, lost. Long afterward, he acknowledged that he ought to have acted upon my advice, for he had seen the prosperity of another who availed himself of that opportunity and is now a highly prosperous merchant and, besides, has the post office in his store.

"At the present writing, Mr. Perley is again my neighbor on his own thirty acres of land. Financially, he is in a little better condition than he was before his windfall of \$650; he admits having gained a large amount of one thing, how-

ever, by his venture—wisdom. But he finds true happiness for himself and family on the old farm—to which, by the way, he has added a score of broad acres—and will never again leave it to engage in a business about which he knows nothing."

In drawing a moral from this recital, which as truly pictures the condition of many a one to-day, a few suggestions to those who are about to embark in mercantile business might not be out of place. Competition never was greater, nor would a dollar ever purchase more than it will to-day. That means that there are fewer dollars to spend in the pockets of the small and most numerous customers. The old maxim, "The large fish eat up the little ones," is particularly applicable to merchants in times of depression. Such being the fact, those now commencing business, more especially those with limited capital, should avoid the competition of the larger business centers, and should locate in either small manufacturing communities or in isolated settlements. The outlook in such places is more hopeful than in the large trade centers, and they contain more possibilities of success for the dealer with small capital.

In conclusion, let me say that it is the opinion of most that the commercial condition of the United States has reached its lowest limit and is surely tending upward.

FRANK A. HOWIG.

Observe a young father trying to appease a bawling baby, and you will witness enough ingenuity in ten minutes to make you think that the man ought to be a big success as an inventor.



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CHICORY AS A BEVERAGE.

Its Cheapness Must Eventually Recommend Its Use.

The history of public opinion concerning some of the most ordinary matters of life is not less curious than interesting. How much some of our favorite articles of diet and drink were at their first introduction condemned and ridiculed, we are apt to forget in the daily employment which we now make of them. Shortly after 1650, both tea and coffee were for the first time employed in England; not until many years afterward, had they become sufficiently appreciated to merit the title of popularity. During this period of novelty, both these now most common drinks suffered the opposition of scientists and the invectives of popular condemnation. Only after long and persistent efforts, were their advocates successful in demonstrating the folly of these ungrounded prejudices and securing a fair trial for tea and coffee. Such reminiscences form only a single illustration. How frequently, for want of knowledge or by force of prevailing false ideas, the introduction and employment of many of nature's gifts are retarded! The people of this age, however, are more disposed than their ancestors to investigate and to deliberate before forming a decisive judgment. The more this spirit of impartiality is maintained, the less we are likely to formulate false decisions, which, in a later generation, are sure to be reversed. We must, however, in the consideration of any new question, divest ourselves of any earlier formed predisposition; especially is this freedom of thought necessary where the object is suffering from the disadvantage of an ill name or misuse.

Until the present time chicory has been peculiarly unfortunate in this respect. By reason of its use in the United States as an adulterative ingredient by unscrupulous dealers, the American public has condemned it without apparently realizing its natural properties, its legitimate uses, and its claims to public consideration. Not only has chicory, without doubt, been employed as an adulterant for coffee and sold under that name, but even other vegetable products, undoubtedly injurious to health, have been confounded with the chicory root. A former article of mine upon this subject called forth a criticism in a leading American magazine, where once more expression was given to the common error that chicory is only fit for an adulterant and it was classed with mixtures of "bran, flour, molasses, and even sawdust." It might be interesting to know that the most common adulterants of chicory in Belgium are beet roots and acorns. Indeed, last year, there were shipments of acorns from this consulate to the United States; probably for a purpose very readily guessed.

It must, however, be observed that the Belgian government considers chicory a perfectly legitimate drink, on an equality with coffee and chocolate, for the adulteration of coffee, chocolate, and chicory and the sale of such adulterated articles are equally forbidden and severely punished by law.

The purport of this report, therefore, is not to advocate the misuse of chicory, but only to fairly consider its legitimate employment. The object is not in the least to urge its substitution in the place of tea or coffee, but rather to show the harmlessness of its use, where tea and coffee may not for any reason be drunk, or where the economy of any less expensive drink would give it an advantage. This last consideration is especially strong among the poorer classes of Belgium and might recommend it to some in our own country. Another thought—that of its cultivation in the coast regions of the middle Eastern States—has also been suggested by a correspondent.

According to Junien, the chicory plant is to be classed with the *Dicotyledones monopetales*, a family of the vegetable kingdom. From his analysis, it appears that chicory constitutes quite an interesting species of the family of the *Uguiflores* or *chicoracees*. All its varieties are indigenous to the European

continent, and can, as we have seen, be traced back to the *chicoree sauvage* and the *chicoree endive*. The former, commonly called small chicory, is especially cultivated for its leaves, which make an excellent salad. This wild chicory, so called, is a very common perennial plant in Belgium, and is frequently cultivated in gardens. It has a fusiform and tap root; its stalk grows 3 feet or more in height. It is abundant along the roads and in the pasture lands of this country. In the gardens, it develops much more, the height of its stalk often exceeding 6 feet and its leaves are larger. Very indifferent to the nature of the soil, this plant, however, prefers new and shaded ground. It is sown in the spring, sometimes in beds, but more often along the borders. It only requires watering and ordinary tillage and weeding. The green leaves only are ordinarily employed in medicine and domestic economy. For this purpose, it is necessary to cut them from time to time, thus inducing new and more tender leaves to shoot forth; the stalk, too, must be frequently cut in order to delay as much as possible the florescence. After the buds have appeared, the leaves are no longer eatable. Wild chicory is also an excellent fodder plant. Its most valuable property is its ability to grow in the worst soils, even such as are barren, chalky, or clayey. Thanks to its long taproots, it can resist dryness in light soils, but it prefers deep soils, rich in calcareous matter and of an average consistence. If given reasonable care, the first crop can be gathered in early autumn, and, generally, two later harvests can be cut. Although cattle may be pastured on this plant, it is generally preferable to cut it for consumption in the stable, where it may be mixed with other fodder and thus avoid the risk of imparting to the milk and butter a bitter taste. Almost all cattle eagerly hunt the plant; cows, which at first dislike it, rapidly become accustomed to its taste. By reason of its bitterness, it acts as a tonic, and animals which feed upon it are much less exposed to cutaneous diseases. Swine are especially fond of the roots.

Among the varieties of wild chicory just described, the most important is chicory with large roots, known commonly as coffee chicory. It is a perennial plant, whose bulky tap and fusiform root by torrefaction acquires a bitter flavor and an aroma which is not unlike that of sugar converted into caramels. This is the variety that is daily increasing in commercial and industrial importance. In Belgium, it largely replaces coffee in the lower ranks of society. West Flanders, in the districts around Courtrai and Roulers, is its principal home. The method of its cultivation greatly resembles that of the beet. From information kindly furnished me by the principal exporters to the United States, I am enabled to give the various stages, from the seed to the prepared condition of the root ready for export, or even to the completed manufacture of the granulated chicory.

The seeds, which are very small, are sown by a hand drill, three rows at a time, during the months of April and May. They must be sown at a distance of about 15 inches apart. The amount of seed required per acre is from $3\frac{1}{2}$ to $4\frac{1}{2}$ pounds. There are several varieties, or, rather, subdivisions, of this variety. The chief two are known as the wide-leaved chicory and the eel-headed chicory, of which the latter is considered the better. The seed is obtained by replanting in the month of March, the old stalks being dug out during the preceding autumn. In the course of a few weeks, these go to seed; each plant gives about 300 grains of seed; another estimate gives 530 pounds of seed per acre. The normal price of seed is 23 to 27 cents per pound, although it is generally very difficult to obtain unless ordered long in advance, as each cultivator is in the habit of selling all his roots except just sufficient to reproduce seed for his own private use. A temperate climate is required. A vigorous soil, even slightly clayey, produces the best chicory, with the heaviest roots. Sandy soils also are good, but the roots are generally lighter. The soil must be plowed several weeks in

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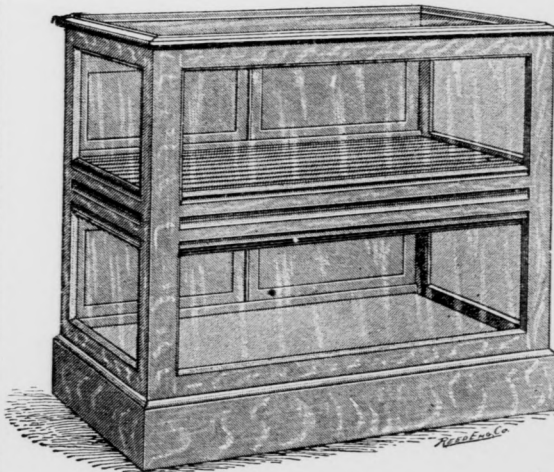
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THE BEST FIVE CENT CIGAR

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advance. In case of a dry season, great care must be taken. As soon as the plant appears, weeds must be diligently removed.

About 60,000 plants are raised per acre. A crop of from 11 to 14 tons of green roots is produced per acre. The harvest takes place in October and November. The roots must be immediately washed and dried, and then may be preserved for fifteen to eighteen months. The seeds, if put in a dry place, may be kept for seven years. The plant has no known diseases, but is subject to the attack of a worm, which eats the roots. His plan of operations, however, is very regular, as he proceeds from one root to the next in a straight line. The leaves immediately wilt, and, by this circumstance, the enemy may be readily discovered and exterminated. The leaves of the plant generally grow in a small tuft, are narrow, and do not exceed 10 or 12 inches in length. The roots are carrot shaped, slightly larger, dark gray in color on the exterior and nearly dead white in the interior. The roots are dried on perforated racks in kilns by means of coke fires, and then are cut by machines into pieces of about one cubic inch. They are known in common as *cossettes*, and chicory is generally exported to America in this form. Afterward, it is ground and sold in powder under the name of granulated chicory. Almost all the grinding and preparation from the *cossettes* is now done in the United States.

The expenses connected with the cultivation of the plant are very moderate. Field laborers here earn 2 to 2½ cents per hour. One of my informants places the cost, without rent or fertilizers, at \$22 to \$24 per acre. Another states that the selling price of the crop from one acre, after washing and preparing for drying, including profits, amounts to \$60 to \$64 per acre. Still a third gentleman gives me the following statement: An acre produces an average of 12 tons of raw chicory roots, worth \$5 per ton, or a total value of \$60 per acre. The expenses he gives per acre are, seed, preparation of the soil and cleaning, \$17.50; fertilizers, \$17.50; weeding, warehousing and washing, \$8.75; rent of land and taxes, \$8.75; total, \$52.50, leaving an average profit of \$7.50 per acre to the cultivator. The amount of this profit, however, varies according to rent, price of labor, and fertilizers. In America, of course, it would be much less than in Europe. The average cost price to the person who dries and cuts the roots into *cossettes*, as we observe, is \$60 per acre—that is, he pays \$60 for 12 tons of raw roots; in drying, this weight is reduced to one-fourth, or 3 tons. These, after cutting into *cossettes*, he sells at an average price of \$31.50 per ton, or a total of \$94.50, realizing an increase to cover expenses and profit of \$34.50 on the produce of an acre, or \$11.50 profit per ton.

Reverting again to the history of this plant, we learn that it was first employed as a drink on the European continent during the great blockade of Napoleonic times, when tea and coffee could not be easily procured. Its use seems to have originated in Holland, and to have spread from there to other nations. After the restoration of peace, it continued to be used by many in preference to coffee, although a mixture of two-thirds coffee and one-third chicory is generally preferred. The ordinary price of granulated chicory in this market is 3 cents per pound, or about one-ninth of the price of coffee, which sells here at 28 cents per pound for an average quality. It does not possess the aroma or exciting qualities of coffee, but when drunk with milk makes a very palatable beverage. It cannot be said to have any injurious effects, while many advocate its use as a positive remedy for dyspepsia and indigestion.

It must again be repeated that in all continental countries chicory is sold as chicory, and is protected by law against adulteration and fraud. Only recently, a royal decree was promulgated in Belgium declaring the essential qualities of pure chicory, requiring all packages to be legibly marked with the name, and forbidding, under heavy penalties, the sale of any adulteration as the genuine

article. A similar law exists respecting coffee. If such legislation existed in the United States, the prejudice against chicory would soon disappear, and when people realized that they received what they thought they were buying.

Forty years ago, chicory was little known in France; at present, it is in general use. Once the real use of the article in its purity is known in the United States, the consumption will, without doubt, increase in the same proportion as it has done during this century in Europe. Its cheapness, without the intervention of any deleterious effects, must eventually recommend it to our use. We only need to consider its large employment abroad, the method of its cultivation and preparation, to enable us to determine that there is no substantial reason for the unfounded prejudice which has heretofore existed in our country against chicory.

HENRY C. MORRIS,
U. S. Consul at Ghent, Belgium.

Remarkable Memory.

From the Stoves and Hardware Reporter.

An official of one of the largest hardware jobbing houses in St. Louis has the most remarkable memory for names and figures I ever saw or heard of in mortal man. He has charge of the finances, including credits and collections, and I verily believe that he can call off from recollection the exact condition of each account on the books. As these accounts run up into thousands in number, you can readily see what a photograph gallery, figuratively speaking, his thinkery must be. I had been told of his prowess in this way but wasn't altogether prepared to believe what was told me. It seemed incredible. But now I am prepared to apologize for doubting him. I was in the office the other day, talking with the head of the house, and something was said about the financial man being able to tell from memory what each debtor owed and when his bill became due. Right there I remarked that I would like to witness a test of this remarkable ability to look into a book without opening it, and—well, I was gratified. I happened to know a number of the company's customers and I put their names, fourteen in all, on a piece of paper. Then the financial man was called in and was asked to give each account as the name was called off to him. He did this without a moment's hesitation and then I was given an opportunity, as I thought, to see how badly he had been mixed up. But he wasn't mixed up a little bit. He had the amount exactly right in each case and the only difference between his memorized memorandum and the books was the mistake of one day in the date of payment for one account. How is that for mental arithmetic and memory in a time when so much work is done by machinery? He assured me afterward that he thought he could go through all the accounts and be as comparatively free from error.

Questionable Business Methods.

GOODING, May 31—We are interested in finding remedies for the ills that business is liable to. The thing especially on my mind now is the cutting of prices way below cost on some of our staple articles as a bait. It may be legal, and still it may be pure fraud. What caused me just at this time to think of it more especially was an advertisement I saw in the *Detroit Free Press* of May 21, headed "A Big Drop in Sugar," in which Sears, Roebuck & Co., of Chicago, offered forty pounds of the very best granulated sugar for \$1, and other groceries at proportionately low prices. The mail is just now flooded with their circulars and many respond by sending money to them which is rightly due the home dealer. This causes a good many to feel dissatisfied with those doing a straight business, devoid of such baits. With the well-informed man such things cut no figure, but the patronage of the larger element is what we dealers need and deserve.

MRS. J. R. HARRISON.

It takes 9,000 breweries to supply England with beer, and during the last year some 900 have been closed.

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THE MOST POPULAR BRAND OF

PLUG TOBACCO

In Michigan to-day, and has only been on the market four months. For sale only by

MUSSELMAN GROCER CO.

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The Salt that's all salt

Do you handle it?

The general public are recognizing more and more every day the desirability of pure salt. The result is a largely increased demand for *Diamond Crystal Salt*. Of course you aim to handle the best goods in every branch of the trade. Why not in salt?

Diamond Crystal Salt

is now packed so the grocer can handle it at a profit equal to that made on inferior goods. Note these greatly reduced prices:

120	2½	bags in a barrel,	@ \$3.00
75	4	" " " "	@ 2.75
40	7	" " " "	@ 2.50

For other sizes in proportion see price current on another page.

Diamond Crystal is much lighter than common salt, and the 2½, 4, and 7 lb. bags are about the same size as 3, 5, and 10 lb. bags of the ordinary product. *Diamond Crystal* is purer, stronger, and goes farther. The bags are handsome, and made of the very best material—saving waste from broken bags.

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

SMOKE

CAMEO

The Best

3 Cent

Cigar

On Earth

Worden Grocer Co.

Grand Rapids, Mich.

HOTEL VICTORY.

Graphic Description of the Mammoth Hotel Fiasco at Put-in-Bay.

Written for THE TRADESMAN.

Three years ago, a little earlier in the season than this, while the summer plans of the vacation-world were formulating, a special announcement appeared in the columns of the daily press to the effect that, on June 29, 1892, the Hotel Victory, on Put-in-Bay Island, would throw open its doors for business. To those living in the basin of the Great Lakes the announcement was no surprise. For years the islands of Put-in-Bay had been known as one of the favored spots of the earth, where tired humanity could come and rest; and there was great rejoicing when it was known that the plans of the Put-in-Bay Hotel Company had at last matured, and that the summer life there would soon begin.

The place itself has long been known to fame. It was here that Perry, in 1812, gathered his ships and lay in wait for the British fleet. Here he fought the great naval battle of Lake Erie and, when it was over, reported the result in the famous sentence: "We have met the enemy and they are ours." This may, at first, have drawn the crowds of summer pleasure-seekers to visit the place, but, when interest in the historical incident had been satisfied, surprised and delighted with their surroundings, they stayed to enjoy them longer. In scenery they found the best that land and water can do. The air was pure and bracing, and the limpid waters of the lake told pleasant stories of what lay in store for devotees of the hook and line, while those who like the bath heard something to catch their attention in the ripples playing upon the sandy beach. Year after year, this went on and, finally, the question came: "Why not turn all these delightful things to some practical account?" Then reason went to work. He called for a map of Put-in-Bay and the surrounding country. He found that the islands were sixty miles from Detroit, forty from Toledo, twenty-three from Sandusky, sixty from Cleveland—what a location for a halfway house!—with Buffalo at the other end of the lake and growing towns, some of them already thrifty cities, on both shores of this great inland sea. These cities were already connected by lines of steamers and these lines were only links joining the network of railroads centering at the cities. The map-study was a short one, and the fact was announced that these islands were "at the very door of over 8,000,000 people, to whom it is the most convenient and natural pleasure resort and resting place."

That was enough. Imagination strolled over to Sunset Rocks and dreamed his dream. The windows of the west were all aflame, and, while the dreamer watched the fading light,

"Anon out of the earth a fabric huge
Rose like an exhalation, with the sound
Of dulcet symphonies and voices sweet,
Built like a temple, where pilasters round
Were set, and Doric pillars overlaid
With golden architrave."

When those interested finally "got down to business," it was decided to build one of the largest and most magnificent summer hotels on the American continent! There should be an extensive and attractive park for the free use of the guests of the hotel; a system of waterworks would supply the hotel and the cottages; all the streets in Victory

Park were to be improved, without cost to the owner; sewers and pipes were to be put through all the streets, free of charge. An arc electric light was to be maintained at every street intersection, without cost to lot owners or cottagers; the hotel—Hotel Victory—located at some distance from the dock, was to be reached by means of an electric railroad, a train of three cars starting from each end of the road every five minutes; and, during the winter, all the cottages were to be watched and taken care of without expense to the owner.

When the scheme had proceeded so far as to be considered practical, the next step was the formation of a company, and, this having been done, an architect was called in and commissioned "to make plans for a hotel that would be second to none in the world in size and magnificence!" I don't suppose that the poet had in mind anything but Venice when he said he

"Saw from out the wave her structures rise
As from the stroke of the enchanter's wand."

But these things come to the mind of the visitor as he approaches the island, and

Hotel Victory certainly answers the description, for

"She looks a sea Cybele, fresh from ocean
Rising, with her tiara of proud towers
At airy distance, with majestic motion,
A ruler of the waters and their powers."

The building is 600 feet wide by 400 feet deep and covers almost six acres of ground. It has a dining room 155x85 feet, which can seat 1,000 persons. There are 600 guest chambers; grand parlors, with numerous private parlors and reception rooms; a large amusement hall with stage; a library, a reading room, and a billiard room for ladies, and those ten thousand and one comforts, conveniences and luxuries which modern hotel life demands. The building is located on the highest point of the island, eighty feet above the lake level, upon a tract of land comprising ninety-seven acres, twenty-one of which were to be turned into Victory Park.

It was easy to see that the building of such a hotel with such surroundings would create a demand for building lots, and the company, with commendable forethought, after setting aside the grounds for public use, platted the rest

of Victory Park into 475 villa lots, about every one of which they were wont to remark: "It can be truthfully said that every lot is a good one, and no mistake can be made in selection." The prices of these lots ranged from \$375 to \$650. It should be said, in this connection, that the company stated: "Every lot could be sold in Cincinnati or Cleveland alone, but we desire, in the interests of the future hotel patronage, to distribute these lots among as many towns as possible."

So the plans were made and the workmen were set to work. "The fabric huge rose," and, if not "like an exhalation," it was near enough like it for all practical purposes, and in due time the grand ideal was supposed to be sufficiently realized, and the 8,000,000 were invited to select their rooms. They were not all taken—to be exact about it, they were not all finished, and, for some reason or other, the United States marshal had charge of the hotel before the first season was over. Two months or so ago, the property was sold, and, if Cincinnati and Cleveland still cling to their

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, aged 3,
salesmen and workmen, and all claiming or
holding through or under you,

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

**By word of mouth or otherwise, selling or delivering as
"SAPOLIO," or when "SAPOLIO" is asked for,**

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness, The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand eight hundred and ninety-two.

[SEAL]

ROWLAND COX,
Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,
Clerk

original idea, it is barely possible that they can have all the lots they want—it may be at reduced rates.

If, now, the question is asked, "What is the real reason why 'the cloud-capped towers, the gorgeous palace, like an unsubstantial pageant faded?'" the answer is found in the brief statement, "It was built on expectation." Reason did its work—good judgment is found all through the scheme; but this and other agents quite as important needed money to carry out the plans. This, as I understand, the Hotel Victory never had. It sprang from hope, it was built on hope; and, when the time came to pay the bills, that kind of currency wouldn't go.

Whether, from what has already been done, a company with money to work with will carry out the original design remains to be seen. The location is all right, what has so far been done is well enough in its way, and, now, if the right hands get hold of it, there is still a chance for the island of Put-in-Bay to have "a hotel that will be second to none in the world in size and magnificence."

RICHARD MALCOM STRONG.

CURRENT COMMENT.

The bitter fight between the old sugar millionaire, Claus Spreckels, and his two sons, Rudolph and "Gus," promises to have sensational results. These sons have done many things recently to worry their father. They have badgered him with lawsuits, and recently in a suit by "Gus" scandalous exposures were made of Spreckel's deal with the Sugar Trust over his Philadelphia refinery. Old Claus was dragged into the witness-stand, but he declined to answer a long list of questions propounded by his son's attorney. This suit was for slander, and now the father has opened fire on his two sons. He has asked the courts to compel Rudolph to return 500 shares of the Paahua Plantation stock in Hawaii, worth half a million, which was given him by his father several years ago. Claus asks its return under the California law, which does not permit alienation of community property without consent of the wife, and Mrs. Spreckels did not sign release of this stock. This suit cuts off Rudolph's income of \$5,000 monthly. The father also demands the return of the revenue of this stock for two years. The father will also soon begin suit against "Gus" to cut off his income. The object of these suits is to impoverish the sons, so that they may not have means to carry on the legal warfare against their father. This family battle in the courts is one of the most repulsive sights the country has seen in many years.

It is claimed, on apparently good grounds, that the Alaska canneries can supply the world with all the salmon it wants. The latest report of Governor Sheakley, recently published, gives a list of twenty-two canneries which market together nearly 700,000 cases of salmon a year. Their combined product in 1891 reached almost 800,000 cases, "which was more than the world wanted," says the Governor in his report. "The market declined, and since then the canneries have pursued a more conservative course and have endeavored not to overstock the market." Besides this great canning industry, Alaska has twenty-four companies engaged in salting and shipping salmon, with an annual

output of 21,000 barrels; and another company markets 1,000 barrels of salt herring, 400,000 gallons of herring oil and 1,000 tons of fertilizing material every year. The Governor reports the codfish banks of that Territory inexhaustible and halibut "in great numbers;" also that about a hundred other species of edible fish are to be found in Alaskan waters. From all this he naturally concludes that "Alaska's food fishes will be a source of wealth for all time."

Feed must be bad in the Chicago hotels, when the rats undertake to make a meal of the guests. The people in the Rossmore were awakened from their slumbers by the loud cries of "murder" and "help" in a shrill feminine voice. Men in various sorts of night clothes, with pistols in their hands, rushed into the corridors, and women screamed and fainted. It was soon found that the cries came from the room of Miss Mary Sullivan. The door was burst open by a big guest with a revolver, and the cause of the trouble ran out. It was a small rat, which had jumped up on the bed and bitten Miss Sullivan on the end of the nose. The wound was trifling, but the doctor was sent for, and he cauterized it. The guests then went back to their slumbers, after searching their rooms for rats.

A Cincinnati penny-in-the-slot concern concluded that Anderson, Ind., would be a good place to carry on business in, so they located there a dozen machines, loaded with candies and chocolates. A few days ago their agent visited Anderson to collect the nickels and replace the absorbed sweets. He was agreeably surprised to find the machines had been doing an enormous business and were all empty of merchandise; but, upon opening them, expecting to find some \$15 in each machine, he was very disagreeably surprised to find, instead of nickels, nothing but round bits of iron of about the same size and weight.

"Carbide of calcium," which can now be produced by the ton, is a combination of coal (carbon) and lime. The combination takes place when the two substances are heated together. If water is dropped on the compound so produced and a match applied, the resultant gas will burn until the water is exhausted. It is feared by some and hoped by others that the discovery is revolutionary, as the gas burns with a flame "which makes an electric light look a dull yellow," and its cost is low.

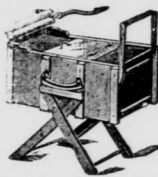
A large fleet of excursion steamers flocked to Chicago to compete for the business attending the World's Fair. Most of these remained last season and, as a result, the excursion business was most disastrous. This season a large number of them are scattering to points where there is any show for trade and, as a consequence, the excursion business will suffer everywhere.

A committee of the House of Commons of the British House of Parliament appointed for the purpose of investigating the matter has reported that a succession to the peerage disqualifies the successor from membership in the House of Commons.

The old-fashioned agricultural fairs in California have become so unpopular that they are likely to be discontinued and their place taken by flower carnivals and fruit exhibitions.

NOTHING SUCCEEDS LIKE MERIT!

THE Rocker Washer



Has proved the most satisfactory of any Washer ever placed upon the market. It is warranted to wash an ordinary family washing of 100 Pieces in One Hour as clean as can be washed on the washboard. Write for Catalogue and Trade Discounts.

ROCKER WASHER CO., Ft. Wayne, Ind.

Michael Kolb & Son

Wholesale Clothiers

Rochester, N. Y.

Our representative, WILLIAM CONNOR, of Marshall, Mich., will be pleased to call upon the Trade and show you samples, if you will favor him with a line. Mail orders promptly attended to. WILLIAM CONNOR will be at Sweet's Hotel, Grand Rapids, on Friday and Saturday, next, June 7th and 8th.

No Petroleum

In Our Lime Rock

Asphalt Paint

Contains nothing but Pure Asphalt Gums.

Paint Your Roofs

With it. Don't let any firm make you believe that petroleum is the proper base for a paint. We positively guarantee our Paint Strictly Pure Asphalt, and that it covers more surface than any other paint sold.

Price, 50 cents gallon, In Bbls. or Half Bbls.

MANUFACTURED BY

H. M. REYNOLDS & SON GRAND RAPIDS, MICH.

"PAINT YOUR ROOFS" WITH BLACK

PRICE, 50 CTS. PER GALLON, BY THE BARREL.

One gallon covers 250 square feet on Tin or Iron Roofing, or 100 square feet on Shingle or Board Roofing. Good also for painting Smoke Stacks, Boilers, Iron Fences, etc. Anyone can apply it with a white-wash brush. Water and Fire Proof. Stops all leaks in old or new roofs. Give it a trial.



Rubber Roofing Paint

Scofield, Shurmer & Teagle, GRAND RAPIDS MICH.

Send for Pamphlet of Testimonials, etc.

PAINT!

UNIVERSAL

MANUFACTURER OF ALL KINDS OF

The Grand Rapids Paint & Wood Finishing Co.



House Paints

We sell at manufacturers' prices. Call or send for color card. Painters' trade solicited.

Office & Factory, 51-55 Waterloo St.

WILLIAM REID,

JOBBER OF

PAINTS, OILS, VARNISHES, BRUSHES, etc., Plate & Window GLASS

26-28 Louis Street, GRAND RAPIDS, MICH.

THE BACK OFFICE.

Written for THE TRADESMAN.

There is an idea too much abroad in the land that, after an organization is well officered, all that remains for the other members of the organization to do is to go quietly about their business, with never a peep from them until the time for complaint comes, when they present themselves, loaded to the muzzle, and proceed to fire at once.

During the few hot days when the windows were opened, this came floating in on the prematurely heated air: "They just elect the officers and leave them to do all —" The rest of the sentence never reached me, but it is easy to guess what it was. The ladies were on their way home after a stormy session, it was to be inferred, of some church society, where these muzzle-loaded guns had been discharged, and were evidently deploring the fact—which is so common a one—that the few do all the work and share all the credit, when there is any, and take all the blame when the attempt—whatever it be—does not turn out a howling success.

Of course, in church matters, "where a lot of women run things," nothing else is to be expected; and yet the trouble is not confined to them. Last summer, in a certain corner of the globe, the retail grocers met and unanimously voted to close early. When the appointed time came, they all waited for the other fellow to lead off, the result being that the stores were still kept open until eight or nine o'clock in the evening. Everybody was to blame, and, in the quarrel which followed, it came out that they all believed it was an attempt to cheat a few grocers out of the trade after six o'clock which belonged to them.

Over in Crosstown, the traders got together and voted to have a picnic. There was much enthusiasm. Officers were appointed and committees were selected and the meeting broke up with general goodwill. Then there came a lull, and, after a while, when one man more courageous than the rest spoke his piece, it came out that the President of the Association was to do all the work and advance money to pay all the bills, and he just didn't propose to do it. The picnic didn't come off and the young lady friends of the clerks, for weeks after that, couldn't speak of the affair without calling that President "a mean, stingy thing—so there?"

I don't know but the great trouble with all these organizations gotten up for the general benefit lies in the irresponsibility of the membership. "You are the chairman of this committee, and what do you propose to do about it?" is a common question, and, "You'll have to go to headquarters, for I don't know anything about it," is the answer equally common. When the headquarters are reached and the authorities are appealed to, they have been "too busy to attend to it, but the proper committee is the one to see;" and so the affair zigzags from headquarters to committee and from committee to headquarters, until the thing is disgustingly pronounced a failure.

Franklin's old fable—if it be Franklin's—is too often forgotten to-day. Organization means something, and, if the members understand that they, individually, have their particular function to perform, and if they perform it to the best of their ability, the rest will take

care of itself. The stomach will never get mixed up with the brains, nor the toes with the fingers; but each part, working harmoniously with the other parts, will strive so eagerly to do that part well as never to think of shirking and throwing upon another the work or the responsibility belonging thereto. Brains think, hands execute, feet support; and the feet that would rush to the other extremity will be found mighty poor material for any organization, irrespective of locality. Pope's famous couplet has a thought which the members of organizations should bear constantly in mind:

"Honor and shame from no condition rise;
Act well your part. There all the honor lies."

* * *

It seems that the merchants of Buffalo, in hiring clerks, take a country boy, if they can get one, every time; and the *Enquirer* wants to know if they do it with the idea of controlling trade.

I don't think this is a peculiarity confined to Buffalo, and I have an idea that, in general, it will be found that the merchant is tired of the kind of material with which the city too often supplies the clerk department. If a messenger boy or a package deliverer is wanted, the city lad is desirable, because he is familiar with the streets—more so, at least, than the boy fresh from the farm; but there the superiority ceases. Of course, the boy comes in with his hair full of hayseed and with the dust an inch thick on his cowhide shoes; but those shoes, big as they are, have brought in, along with the boy's clumsiness, certain qualities which ought not to be confined to potato patch and hay field, but which, the merchants all over the country are beginning to think, are found there, if anywhere.

The fact is that city training, however considered, is narrowing. There is much to be said about the excellent schools and about the boys learning early the ways of the world; but, after all, there is little, if any, of that early throwing of the young fellow on his own resources which means so much to him in after life. From his own door to that of the schoolhouse, with nothing at either end of the walk but books and lessons, is the city boy's world. He gets into the limited round, stays there and has no idea of getting out of it. His lessons are mapped out for him; fine apparatus in the hands of a skillful teacher explains what he does not understand, and, when the road happens to get too rough, he is lifted bodily over the difficulty and goes on his way rejoicing.

Not so with the farm boy. If he wants a sled, he can make it or go without. If he wants his hair cut, and wants Clippers at the village to do the job, he can take the quarter he earned and have it done. He can make the most of the winter school, but he'll have "them there chores" to do just the same, and his jack-knife is the only assistant he will ever have in the way of apparatus. The least said about his reading, the better, and his writing is something terrific; but, when his school days are over, there is a practical something that has made him ready for the emergencies of life, whether he goes on with the farm, or walks to the city some morning to be made fun of by the dapper young city chap who, twenty-five years from then, will be clerking for this same country boy whom he so thoroughly despises.

So, if the Buffalo merchants are reaching out into the country for their clerks, I don't believe it is with the idea of controlling trade. A better reason is behind the movement and it is one which city parents would do well to consider.

RICHARD MALCOM STRONG.

DID YOU NOTICE

S

ON YOUR CRACKERS?

SEARS'
SUPERIOR
SEYMOUR

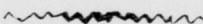
That is what it means--

"THE ACKNOWLEDGED LEADER
OF CRACKERS!"

THEY

*Originated in MICHIGAN**Are Made in MICHIGAN**Are Sold in MICHIGAN*

And all over the World.

Manufactured by 

The New York Biscuit Co.,

Successors to WM. SEARS & CO.,

Grand Rapids, Mich.

*The Sun ---
Draws Water*

From all parts of the world without apparent effort.

*You Can
Draw Trade*

From all directions almost as easily if you handle our Famous Brands of Spring and Winter Wheat Flour, our Celebrated Feed and our well-known Specialties.

IT PAYS to buy where you can get EVERYTHING you need. IT PAYS TO BUY OF US.

BECAUSE our goods are continually advertised all over the State.

BECAUSE people KNOW them.

BECAUSE people WANT them. What people want they BUY.

VALLEY CITY MILLING CO.

GRAND RAPIDS, MICH.

MAJOR'S CEMENT

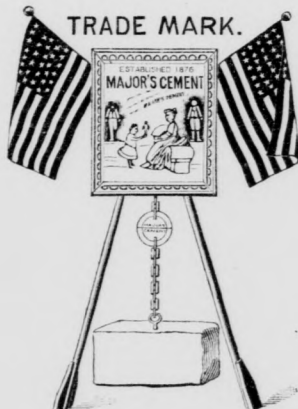
ESTABLISHED 1876. REGISTERED TRADE MARK NO. 17,570.

TWO MEDALS AWARDED at the World's Columbian Exposition. UNIVERSALLY ACKNOWLEDGED to be THE BEST AND STRONGEST PREPARATION ever offered to the public

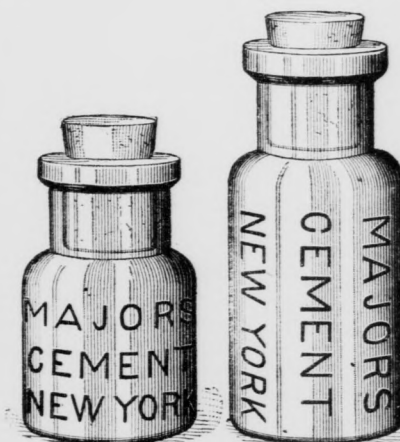
For Repairing China, Glassware, Furni-
ture, Meerschaum, Vases, Books,
Leather Belting, Tipping
Billiard Cues, etc



A. MAJOR.



An ordinary plate broken in two and mended with MAJOR'S CEMENT held a stone weighing 300 pounds during the World's Columbian Exhibition at Chicago, 1893.

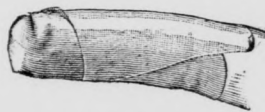


Price 15c. and 25c. per Bottle.



MAJOR'S LEATHER CEMENT costs 15 cents a bottle, and with it "invisible" patches can be put on shoes, so prolonging their wear. Worth the price, if you only use it once.

It's the Sore Finger That catches all the hard knocks. Use a little of MAJOR'S CEMENT and put on a bandage like this:



Then you can eat, sleep, work and wash your hands. This bandage protects and allows the sore to heal rapidly.
FOR OBSTINATE RUNNING SORES, use a bandage with absorbent cotton, like this:



PRICE LIST.

Major's Cement,	1/2 oz. size,	15 cents,	\$12.00 per gro.
Major's Cement,	1 oz. size,	25 cents,	18.00 per gro.
Major's Best Liq Glue,	1 oz. size,	10 cents,	9.60 per gro.
Major's Leather Cem't,	1 oz. size,	15 cents,	12.00 per gro.
Major's Leather Cem't,	2 oz. size,	20 cents,	18.00 per gro.
Major's Rubber Cem't,	2 oz. size,	15 cents,	12.00 per gro.



MAJOR'S RUBBER CEMENT, for repairing Rubber Boots, Shoes, Rubber Garments and Bicycle Tires. You can use a piece of old rubber shoe for patching, which will do as well as new material. Price 15 cents per bottle. You can also repair all kinds of garments and umbrellas of different material in the same way.

Handled by Wholesale Druggists. The above Cements for sale by dealers all around the earth, or by mail at the same price.

A. MAJOR CEMENT CO. 461 Pearl St., near Park Row
NEW YORK CITY

THREE DOLLARS A WEEK.

Moral Responsibility of Employer for Employee.

Written for THE TRADESMAN.

WANTED—Salesgirls. References required. Salary, \$3 per week. Call between the hours of 9 and 10 o'clock, Monday morning next.

Does this sound familiar to any of you? A little investigation on this subject lately, and I had what the Quakers call "a concern laid upon me."

How can a girl live upon \$3 a week? Board, laundry, etc., soon make sad havoc with that amount, and no great luxury either, and where is the necessary neat apparel to come from? Merchants do not want slovenly dressed help about them, neither do customers want that sort to wait upon them; but clothes cost money, no matter how many of the little makeshifts with which we are all more or less familiar are brought in.

Deplore the fact as we may, a fact it still remains that girls will work in stores and offices and endure almost any kind of hardship rather than go out to domestic service. The question of responsibility for this state of things is too great a one to deal with here, and, whether the mistresses or the maids are to blame—it is probably true that both are—we will take the fact as we find it and endeavor to deal with another phase of the subject.

Answering this advertisement came scores of girls, some living at home and wanting the money for the pretty little articles of dress which "father can't afford," others—alas too many!—needing it for their daily bread.

You employers who have daughters should think how far \$3 a week goes toward their expenses, to say nothing of board; and, unfortunately, perhaps, the poor girl loves pretty trifles as well as the rich man's daughter, with not always the good sense as to their importance as a factor of happiness which long familiarity with them brings. Handling such goods day after day; seeing the many buy whom she knows will only throw them away after once wearing, and the careless display of money which so many women seem to consider a mark of wealth; seeing ladies paying for the fads of the hour a sum far greater than her whole week of patient work will bring—having this daily thrust upon her, I say, what wonder that, when Saturday night comes and her "envelope" is handed her, the amount inside looks pitifully small, and that the tempter finds in her desperate little heart ready ground for the seeds of wrongdoing? Once started on the downhill path, it is so much easier to go on than to turn back; and, if she falls and the time comes—as it nearly always does—when she is discovered taking something which with greater wages she could easily have bought, and disgrace follows, where is any sympathy to be found for the once innocent girl?

Employers, your responsibility does not end with the paying of the week's wages and the closing of the doors Saturday night. Your force of help is somewhat of the nature of a family, and only in a lesser degree are you responsible for their moral lives. Most business people—men and women alike—look upon the help employed in an establishment somewhat in the way they do the elevator, the electric light, the cash carrier, etc.—only as a means to further their individual interests. I

do not believe this matter suggests itself to people in business as much as it ought. Employers are not the hard-hearted individuals some would have us believe, but they are too busy, in many cases, to give this the thought it deserves; but a business man who has success in sight has learned to listen to suggestions, if he does not always follow them.

Now and then a large donation to some college, or a newsboys' dinner seems to be some people's sole idea of doing good in the world and then they think they have discharged their whole duty. Noble, these gifts, indeed, in their way, and would there were more of them; but, you who have the three-dollars-a-week clerks, did you never think it was the clerks who gave this money instead of you? A little more a week in wages might necessitate a lopping off of some of the Christmas charities, which sound so excellently well in print, but your clerks would be enabled to live honestly where, perhaps, they are now tempted to do otherwise. And think you not the recording angel would deem that the better deed of the two?

Do not hide behind the "law of supply and demand." It is true that there are plenty to take the places of those who are there, and for the same money, too, (more's the pity!); but, because that is a fact, does it follow that you are justified in hiring clerks for less than they can live on honestly and decently, and then giving to charity once a year to ease your conscience?

If the theorist is right—and we hope he is—the time will come when crime and misdemeanor will be treated as diseases, instead of being punished and bringing disgrace. And the employer who places a sure temptation in the way of his employe will be no more excusable than he who puts contagion in his store with the hope that the help will not be contaminated.

In the recent closing of the Grand Pacific Hotel in Chicago, great prominence was given by the papers to the fact that many of the employes, from the *chef* down to the chambermaids, had been in the same capacity in the house for periods varying from fifteen to twenty years. If the men and women employed were not faithful, they were immediately sent adrift; but, when they were, appreciation must have been freely bestowed to have kept a force loyal to one house so long. Whatever the secret of Mr. Drake's success with his help, it would pay others, it would seem, to learn it.

I have in mind one place here in the city which I have heard spoken of in this manner: "Mr. —'s help are all so loyal to the house that it inspires one with confidence in his goods." Now, there is a reason for this, be it what it may, and it proves that clerks are grateful when they have the incentive to be so. Of course, a merchant with a large force must, of necessity, occasionally get those who are unworthy, but they are soon dropped out and their places filled by those who can be trusted. Almost any clerk will work for the interest of her employer if she feels that he appreciates her efforts, and the profits will surely be greater when all are working for the common good.

We deplore ill luck, but there is not much in it after all. Cause and effect form the basis of all things, no matter how much we would like to think other-

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

We invite the Attention of the Trade to our Complete and Well Assorted Stock at Lowest Market Prices.

Spring & Company.

Yes, we've got 'em!

Novelties and Staples in Dry Goods.
Everything in Notions.
Big Line of Gents' Furnishings.
All that can be desired in Yarns.

We are Headquarters for

Floor Oil Cloths and Linoleums

Have you ever done business with us? If not, let's get our heads together and see what we can do.

VOIGT, HERPOLSHEIMER & CO.

Wholesale Dry Goods,
GRAND RAPIDS, MICH.



Duck Coats and Kersey Pants

We manufacture the best made goods in these lines of any factory in the country, guaranteeing every garment to give entire satisfaction, both in fit and wearing qualities. We are also headquarters for Pants, Overalls and Jackets and solicit correspondence with dealers in towns where goods of our manufacture are not regularly handled.

Lansing Pants & Overall Co.,
LANSING, MICH.

Office Telephone 1055.

Barn Telephone 1059.

SECURITY Storage and Transfer Co.

Warehouse, 257-259 Ottawa St. Main Office, 75 Pearl St.

Moving, Packing, Dry Storage.

Expert Packers and Careful, Competent Movers of Household Furniture. Estimates Cheerfully Given. Business Strictly Confidential. Baggage Wagon at all hours. F. S. ELSTON, Mgr.

Grand Rapids Brush Co.

MANUFACTURERS OF



BRUSHES

Our Goods are sold by all Michigan "Jobbing" Houses.

GRAND RAPIDS, MICH.

wise. An employer whose help is loyal to him has done something to make them so, and *vice versa*. Pay living wages and demand good return; both sides will then have the sense of justice which renders easy tasks which might otherwise be onerous.

It will not sound as large in the papers, of course, as would the annual Christmas gift, but you will find yourself more in favor with your own conscience, if I am not mistaken, though not so "great before men." Misfortune may come to you as it has to others, and even your daughter may be placed in like position. Scarcely can you imagine that; but take the matter home to your heart and keep in mind the "Do unto others."

"Impractical," you say? In a smaller way, perhaps, than your business this has been tried, and it works well; so I may be excused for being a little sure of my position. JACQUELINE.

A point of interest to salesmen may be found in a late decision of the Minnesota Supreme Court wherein it was ruled that a firm receiving orders from salesmen and accepting same without further comment, become liable for the full commissions on the sales to salesmen; that if orders are rejected, the firm should at once notify salesmen and not leave the matter open to final settlement, as is frequently done.

The regular monthly meeting of Post E will be held at Elk's Hall, Saturday evening, June 8. Chairman Lawton desires to meet every member of the Post on that occasion, as he has something of unusual importance to impart to the membership.

Bank Notes.

Edward C. Dayton, for several years Cashier of the City National Bank of Kalamazoo, has been elected President, to fill the vacancy caused by the death of his father, Hon. C. S. Dayton. W. R. Beebe, who has served the bank for a number of years, was elected Cashier.

H. R. Wagar has sold his banking business at Stanton, together with his stone front bank building and all fixtures and furniture complete, to Charles W. French, of Pontiac, and Josiah E. Just, of Ionia, who will continue the banking business there under the firm name of C. W. French & Co. The new firm has also purchased the furniture and fixtures of the Chapin bank and rented the Chapin building and will move their bank to that building, believing it to be a more desirable location.

SHERMAN HOUSE

Allegan, Mich.

Thoroughly renovated, repaired and refurnished from kitchen to garret. It is the intention of the landlord (who is an old traveling man) to make the house a veritable home of comfort and good cheer to the traveling public.

E. O. PHILLIPS, Prop

FOR RENT.

Manufacturing Property with Power, One Store and several fine Offices.

APPLY TO

WM. T. POWERS or J.W. SPOONER

Room 34, Powers' Opera House Block.

SEEDS

Everything for the

Field and Garden

Clover, Medium or Mammoth, Alsike, Alfalfa and Crimson, Timothy, Hungarian Millet, Peas and Spring Rye. Garden Seeds in bulk and Garden Tools. Headquarters for Egg Cases and Fillers.

W. T. Lamoreaux Co.

128 to 132 W. Bridge St., Grand Rapids, Mich.

Blank Books, Tablets, Stationery.

EATON, LYON & CO.

20 & 22 Monroe St., GRAND RAPIDS.



The Ideal Clothing Co.

Are Leaders in their Line. They manufacture a complete line of

CHEAP AND MEDIUM PRICED PANTS,

The Best Quality in all grades. As a result of this, they have justly earned the reputation for Good, Honest Work, Perfect in Fit Their

Shirts and Overalls None claim to excel, few to equal. Of

Duck Coats and Kersey Pants they make a specialty.

You should see their **WATERPROOF HUNTER'S DUCK COAT**, No. 999. It is a gem and meets the requirements of all Sportsmen.

Their Fall and Winter line for '95 and '96 is now complete and ready for the inspection of the close buyer. We sell direct to dealers.

The Ideal Clothing Co.,

26 and 28 LOUIS ST.

GRAND RAPIDS

WE CARRY A LARGE STOCK OF

Summer Goods

Challies, Lawns, Organdies, Dimities, Prints, Crepes, Gingham, Sateens.



Do You Know

That Grand Rapids Sells Lots of

Dry Goods?

If you cannot wait for our traveling men, write us for Samples.

WE GIVE MAIL ORDERS PROMPT AND CAREFUL ATTENTION.

At Right Prices, Also!



Summer Underwear

Overskirts, Corsets, Straw Hats, Outing Caps, AND A GENERAL WELL ASSORTED STOCK OF SUCH GOODS USED IN THE STATE.

P. Steketee & Sons

Wholesale Dry Goods

GRAND RAPIDS, - - MICHIGAN

Drug Department.**State Board of Pharmacy.**

One Year—George Gundrum, Ionia.
 Two Years—C. A. Bugbee, Charlevoix.
 Three Years—S. E. Parkhill, Owosso.
 Four Years—F. W. R. Perry, Detroit.
 Five Years—A. C. Schumacher, Ann Arbor.
 President—Fred'k W. R. Perry, Detroit.
 Secretary—Stanley E. Parkhill, Owosso.
 Treasurer—Geo. Gundrum, Ionia.
 Coming Meetings—Detroit (Star Island), June 24;
 Lansing, Nov 5.

Michigan State Pharmaceutical Ass'n.

President—A. S. Parker, Detroit.
 Vice-President—John E. Peck, Detroit.
 Treasurer—W. Dupont, Detroit.
 Secretary—F. C. Thompson, Detroit.

Grand Rapids Pharmaceutical Society.

President, John E. Peck; Secretary, B. Schröder.

THE DRUGGIST'S OPPORTUNITY.

Written for THE TRADESMAN.

It is more than twelve years since a few enterprising pharmacists of this State organized an association for mutual improvement in the line of their profession, and also for mutual commercial benefit. Up to the present time, out of nearly 3,500 registered pharmacists and assistants throughout the State, less than one-seventh are sustaining active membership in the Association, and of this small number less than one-third attend its annual gatherings. There must surely be a reason for this apparent lack of interest, and it would seem that away might be devised to awaken the enthusiasm of this class of useful citizens (who have been so long employed in serving the public within narrow limits that they have forgotten their relative duties to each other) and for the advancement of the interests of pharmacy as a profession. Quite a large proportion of druggists are located permanently outside of the large cities. Routine work has occupied their attention, and it has given but little opportunity to become acquainted with the progressive developments in pharmacology that immediately concern them, and with the improvements in methods obtained through organized effort to protect their commercial interests.

Many druggists read trade journals, thus keeping somewhat in touch with the progress of events in the outside world; but there are too many who rest on their oars, floating quietly down the stream of time, content to let their mental and social horizon be bounded by the territorial limits of their own local trade. Were it not for the fact that the traveling salesman comes along occasionally to enliven the monotony of existence, they might be as those living "out of the world and by the world forgot."

It is not because they lack mental culture, social disposition or commercial enterprise that so many who might become efficient members of the State Association refrain from active participation in efforts to benefit the interests of pharmacy. They are public spirited in their own localities, being liberal in contributions to local enterprises; and they are prompt to serve the public with the newest products in the line of medicine. What they need is an impulse that shall lift them out of the plodding daily round into a fresher and more exhilarating atmosphere, where are the men who meet to exchange the experience acquired in spheres of larger activities, and where, also, they can inspect new manufacturing processes, view displays of finished products, receive information that books and trade journals cannot supply and, lastly, acquire the solid benefits only to be gained by personal contact and com-

parison with earnest, active, practical business men in larger lines of trade.

Let a country druggist break loose, for a time, from the dull details of his home business, mix socially with the men who control the greater of the world's exchanges—let him, I say, enjoy the exhilarating effect of an annual meeting of the State Association, and he will find this experience a better reason for future active co operation than all the arguments that can be offered in print in favor of general organized effort.

It may be that some, in various parts of the State, feel indisposed to join the Association because of an idea that it is controlled by a certain few to further their own commercial purposes. I have heard opinions that hinted in this direction but am sure they can have no foundation in fact. So far as I can see, there has been no discrimination either practiced or intended to advance any interests but those of the whole membership. No one is debarred from a free expression of opinion on any subject that comes up for discussion, and every facility is extended to enlarge one's circle of acquaintance, both commercially and socially.

As to the location of the annual meetings, each part of the State has, in turn, opportunity to try to secure the privilege of enjoying this advantage, if it be an advantage. Detroit's hospitality is always offered, but in deference to the wishes of any other city. Other places may freely divide the honors, if so disposed and a wish is expressed by their representatives.

The meeting in Detroit this year, beginning with July 15, if attended as it should be by druggists from all parts of the State, will more than repay all who will take the interest to attend. New features of entertainment and instruction will be furnished in the Auditorium, besides the usual discussions, reports and papers in the various sessions.

I appeal to all druggists who have pride in their work, especially to country druggists who, like myself, have too long been satisfied with the quiet performance of home duties, to make a new departure for once. Leave the dreary, weary monotony of selling and dispensing and spend at least a part of one week in freshening the mental faculties by mingling with bright minds, and where all may give and receive the best there is in them, and return to their homes better and wiser for the opportunities there enjoyed.

S. P. WHITMARSH.

Grape Fruit as a Tonic.

From the Popular Science News.

This fruit is an admirable tonic, as well as a most appetizing breakfast or luncheon relish. A doctor says that the sharp stimulus of fruit is the best thing to set the digestive organs in order for the day, and the peculiar properties of grape fruit give it marked medicinal value.

When eaten at luncheon it is prepared in a different way than for breakfast service. For the second meal the contents of two halves should be scraped out, the seeds and tough cone of dividing skin taken out and the pulp and juice thus obtained used to fill one of the halves, which it will just about do. A tablespoonful of sugar and one of rum or sherry mixed with the juicy pulp adds the perfecting flavor. At breakfast, with the long pointed orange spoon, the meat is eaten out as is that of an orange, and very little sugar is used, many persons preferring none, on the ground that its full medicinal value is better obtained.



IT IS-----

Making a Name =====

WHEREVER SOLD.

THE BEST 5c. CIGAR
EVER PUT IN A BOX!

WELLAUER & HOFFMANN CO.

MILWAUKEE, WIS.
Wholesale Distributors.

J. A. GONZALEZ,

Michigan Representative

Fireworks We have a complete line of the best goods made, besides many

Novelties which sell themselves, and which no other house has.

Send for our Catalogue and Price List. Prices NEVER so low before.

A. E. BROOKS & CO.

5 and 7 South Ionia St., Grand Rapids.

Fireworks A Full Line. Send for catalogue of net prices.

Fishing Tackle and Sporting Goods.

A Full Line of INSECTICIDES, such as Paris Green, London Purple, Blue Vitriol, Etc.

The A. H. Lyman Co., Manistee, Mich.



SEE QUOTATIONS.

COMRADE

Is one of the few
Good 5 cent brands, which
All smokers will
Realize by giving them a trial.

ED. W. RUHE,
Maker, Chicago
F. E. Bushman, Agt.
523 John St.
Kalamazoo

Pop Corn Goods!

Our Balls are the Sweetest and Best in the market.
200 in Box or 600 in Barrel.

Penny Ground Corn Cakes in
Molasses Squares
and **Turkish Bread**

Are Tip Top Sellers.

DETROIT POP CORN NOVELTY CO. 41 JEFFERSON AVENUE
ESTABLISHED THIRTY YEARS. Detroit, Mich.

Wholesale Price Current.

Advanced—Cod Liver Oil, Cream Tartar, Gambier, Salacine, Sugar Milk, Alcohol, Declined—Balsum Peru, Gum Kino, Cocaine, Borax.

Table of wholesale prices for various commodities including Aceticum, Benzolicum, Carbolium, Citricum, Hydrochlor, Nitrosum, Oxalicum, Phosphorium, Sulphuricum, Tartaricum, Ammonia, Aqua, Carbonas, Chloridum, Aniline, Black, Brown, Red, Yellow, Baccar, Cubese, Juniperus, Xanthoxylum, Balamum, Copalba, Peru, Terabin, Toluin, Cortex, Abies, Cassia, Cinchona, Euonymus, Myrica, Prunus, Quillaja, Sassafras, Ulimus, Extractum, Glycyrrhiza, Haematox, Ipecac, Iris, Jalapa, Maranta, Podophyllum, Rhei, Spigelia, Sanguinaria, Serpentaria, Senega, Similax, Scilla, Symplocarpus, Valeriana, Ingiber, Zingiber, Semen, Anisum, Aptium, Bird, Cardamom, Coriandrum, Cannabis, Cydonium, Chenopodium, Dipterix, Foeniculum, Foenigreek, Lini, Lini, Lobelia, Phalaris, Rapa, Sinapis, Nigra, Spiritus, Frumentum, Juniperis, Saccharum, Spt. Vinl Gallii, Vinl Oportu, Vinl Alba, Sponges, Florida sheeps, Nassau sheeps, Velvet extra sheeps, Extra yellow sheeps, Grass sheeps, Hard for slate use, Yellow Reef, Calcined, Carbonate, Ammonia, Oleum, Absinthium, Amygdalae, Amygdalae, Anisi, Auranti Cortex, Bergamli, Cajiputi, Caryophylli, Cedar, Chenopodii, Cinnamoni, Citronella, Conium Mac, Copalba, Tinctures, Aconitum, Aloes, Arnica, Asafetida, Atrope, Benzoin, Cantharides, Capsicum, Castoreum, Catechu, Cinchona, Cinchonina, Cinchonum, Columba, Conium, Cubeba, Digitalis, Ergot, Gentian, Guaiaca, Zingiber, Bismuth, Ferril Chloridum, Hyoscyamus, Iodine, Quassia, Rhatany, Rhei, Cassia, Serpentaria, Stommonium, Tolutan, Valerian, Veratrum, Ether, Alumina, Annatto, Antimony, Antipyrin, Antifebrin, Argenti Nitras, Arsenicum, Balm Gilead, Bismuth, Calcium Chloride, Cantharides, Capsici Fructus, Caryophyllus, Carmine, Cera, Coccos, Cassia Fructus, Centaria, Cetraceum, Chloroform, Chloral Hyd Crat, Chondrus, Cinchonidine, Cocaine, Corka, Creosotum, Crocia, Crocus, Cudbear, Cupri Sulph, Dextrine, Ether Sulph, Emery, Ergota, Flake White, Galla, Gambler, Gelatin, Glassware, Gine, Glycyrina, Grana Paradisi, Humulus, Hydrag Chlor Mite, Iodine, Iodoforn, Lupulin, Lycopodium, Mactis, Liquor Arsen et Hydrag, Liquor Potass Arsenitis, Magnesia, Mannia, Myrica, Nux Vomica, Os Sepia, Pepsin, Piper Nigra, Piper Alba, Pflz Burgun, Plumbi Acet, Pulvis Ipeacac et opii, Pyrethrum, Resin, Sassafras, Sapo, Scilla, Seltz, Sinapis, Sponges, Styracis, Tamarindus, Terabenth Venice, Theobromae, Vanilla, Zinc Sulph, Whale, Lard, Linseed, Neat's Foot, Spirits Turpentine.

Table of wholesale prices for various commodities including Morphia, S. P. & W., S. N. Y. Q., Moschus Canton, Myristica, Nux Vomica, Os Sepia, Pepsin Saac, H. & P. D., Pictis Liq, N.C., Pflz Liq, quartis, Pfl Hydrag, Piper Nigra, Piper Alba, Pflz Burgun, Plumbi Acet, Pulvis Ipeacac et opii, Pyrethrum, Resin, Sassafras, Sapo, Scilla, Seltz, Sinapis, Sponges, Styracis, Tamarindus, Terabenth Venice, Theobromae, Vanilla, Zinc Sulph, Whale, Lard, Linseed, Neat's Foot, Spirits Turpentine, PAINTS, Red Venetian, Ochre, yellow Mars, Putty, commercial, Vermillion Prime Amer, Green, Peninsular, Lead, red, white, Whiting, white Span, Whiting, Gilders, White, Paris American, Whiting, Paris Eng, Universal Prepared, No. 1 Turp Coach, Extra Turp, Coach Body, No. 1 Turp Furn, Extra Turp Damar, Japan Dryer, No. 1 Turp, THE TRADESMAN OCCUPIES ITS OWN FIELD. Its Columns Bring RETURNS TO ADVERTISERS.

HARRY'S ROOT BEER. One Bottle Makes Five Gallons. Retail Price is Only 10 Cents. HAZELTINE & PERKINS DRUG CO. PROPRIETORS, 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.

Table listing various grocery items such as AXLE GREASE, BAKING POWDER, BATH BRICK, BRUSHES, CANNED GOODS, etc. with their respective prices.

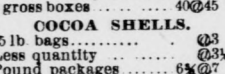
Table listing various grocery items such as Cherries, Peaches, Apples, Apricots, etc. with their respective prices.

Table listing various grocery items such as CREAM TARTAR, CLOTHES PINS, COCOA SHELLS, COFFEE, etc. with their respective prices.

Table listing various grocery items such as Raisins, "Superior." books, CREDIT CHECKS, CRACKERS, etc. with their respective prices.

Table listing various grocery items such as FLY PAPER, DRIED FRUITS, CEMENTS, etc. with their respective prices.

Table listing various grocery items such as FLAVORING EXTRACTS, Souders', JENNINGS, etc. with their respective prices.



Universal 1 books, per hundred \$3.00

200 books or over 5 per cent discount

CUPON PASS BOOKS. Can be made to represent any denomination from \$10 down.

CREDIT CHECKS. 1000, any one denom'n \$3.00

CRACKERS. Seymour XXX, Family XXX, etc.

Butter. Seymour XXX, Family XXX, etc.

Soda. Kenosha, Boston, etc.

S. Oyster XXX, City Oyster XXX, etc.

CEMENTS. Major's, per gro. 1/2 oz size \$12.00

DRIED FRUITS. Sundried, Evaporated, etc.

N.Y. Condensed Milk Co's brands. Gall Borden Eagle, etc.

Peerless evaporated cream 5 75

COUPON BOOKS. 1 TRADESMAN CREDIT COUPON

Foreign Currants. Patras, bbls @2 1/2

Citron, Leghorn, 25 lb. boxes 12

Lemon 25 " " 8

Orange 25 " " 10

Cracked. 3



Regular Grade Lemon. 2 oz \$1.20

Regular Vanilla. 2 oz \$1.20

XX Grade Lemon. 2 oz \$1.50

XX Grade Vanilla. 2 oz \$1.75

Jennings. 2 oz regular panel 75

Gunpowder. Rifle-Dupont's. Kegs \$3.25

HERBS. Sage \$15.00

INDIGO. Madras, 5 lb. boxes \$5.50

JELLY. 15 lb. pails @ 37

LICORICE. Pure \$30.00

LYE. Condensed, 2 doz. \$1.20

MINCE MEAT. 15 lb. pails @ 37

MATCHES. Columbia Parlor \$1.25

MEASURES. 1 gallon \$1.75

1/2 gallon \$1.40

Quart \$1.10

Pint \$0.75

Half pint \$0.40

Wooden, for vinegar, per doz. 1 gallon \$1.75

IS MAN DEGENERATING?

Is the human race, that portion of it which has reached the highest point of civilization, degenerating, physically, intellectually, morally?

It is so claimed, and a somewhat remarkable book by a German psycho-physiologist, Max Nordau, has recently been written to prove the assertion. It is not intended here to attempt a review of this book, but to make some brief examination of the conditions upon which the charge of degeneration is based.

Man is an animal above all. He is an intellectual and moral being, which all other animals are not, and he has a capacity for progress and enjoyment in many intellectual and spiritual exercises. All literature, all art and all science are the results of the exertion of his intellectual faculties, and all religion and the entire code of morality are the expressions of his spiritual nature.

Nevertheless, with all these lofty endowments, man does not forget that he is an animal and, despite many individual exceptions, it must not be lost sight of that the chief care of mankind is for the promotion of bodily comfort and enjoyment. Every discovery in science is valued only in proportion as it can be used to increase the facilities for the enjoyment of physical life. The electrician who creates his wonderful appliances for the transmission of news, for the illumination of our houses and cities, for medical purposes, and for the many other economic uses of the subtle and potential agent with which he deals, derives his importance and his pecuniary rewards from the fact that he ministers chiefly to the comfort and enlargement of bodily enjoyment.

The engineer who supplies the means of rapid travel, and who by draining and sewerage cities improves their sanitary condition, contributes largely to the life and health of the body, which he relieves from laborious locomotion and rescues from the poisonous influences of filth and damp. All the sciences of medicine and surgery are devoted wholly to benefiting the physical condition of man, while the labors of the astronomer in the celestial regions of space are valued only as they produce the almanac by which the ordinary business of the days may be regulated, and the means by which ships carrying cargo for the use of the body may be navigated upon the trackless seas.

Nearly all the triumphs of mechanical genius are devoted to the manufacture of fabrics in which to clothe and adorn the body, or to the preparation of food for its nourishment. True, much money and great pains are expended in providing for and promoting the intellectual and spiritual needs of civilized people; but mind and spirit do not get the benefit of a tithe of the intellectual and material wealth that is expended upon the conditions of bodily existence. It is, then, upon the basis of these facts that it must be acknowledged that man's animality and physical nature weigh heavily upon him.

There are two classes of the human race that are particularly borne down by their animal functions. The first of these is the savage and primitive type of man. He knows little beyond his physical faculties, and the facts of animal life make up the greater part of his existence. He lives to eat and drink, and to fight the enemies of his tribe. His mor-

als are usually of a low standard; but he is, to a large extent, kept from bodily excesses by the hardships of his mode of existence.

The struggle among savage peoples for the means of feeding and clothing the body is so intense that it consumes the physical energies and leaves little surplus strength to be devoted to the indulgences of material life. It is only when to idleness and wealth is conjoined the highest civilization, creating the conditions known as luxury, that the other extreme of physical indulgence, which amounts to debauchery, is possible. Thus it comes about that the lowest savagery and the highest civilization are capable of producing the lowest stages of morality.

The present, as has been shown, is essentially an age of luxury. The rapid creation of great fortunes through speculation and by the aid of laws which specially favor the organization of combinations of capital and financial monopolies has brought into existence a wealthy class above all necessity for work or for taking thought for the morrow. Here are wealth and idleness closely associated with all that civilization can contribute to heighten enjoyment, and apparently with no object save to enjoy, and this enjoyment is chiefly bodily indulgence. Under these conditions there is no limit to this indulgence, save that imposed by the condition of bodily vigor.

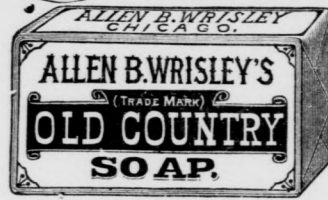
There have been in the history of the world many periods when luxury and vice rose to the height of a surging tide which swallowed up the social and political power of nations. Vivid pictures have been painted by both sacred and profane historians of the floods of debauchery in which the imperial power of Babylon and Nineveh went down. Later came the extinction of the Roman power, which had for more than a thousand years dominated the world and stood at the head of the nations of the earth.

It is a law of human nature that when the highest gifts of civilization are entirely subordinated to mere bodily uses, there supervenes a fever of luxury that carries off all upon whom it seizes, and thus human society reaches its highest point only to totter to a swift fall and be succeeded by rugged and vigorous barbarism. The glory of the Chaldees' excellency fell before the fierce hordes of the Medes and Persians. The arts and sciences, the high culture and depraved abominations of Rome at the crest of civilization, were swept away as by the wind before the tremendous manhood of the northern Barbarians.

But the decay of men now is vastly more swift and deadly than ever it was in all the centuries from Babylon to Rome. In that enormous lapse of time there were not known in all the civilized world any of the potent and baneful drugs that today are used to destroy nervous force and break down the human constitution. Men from early times had fermented beverages, but never alcohol or distilled liquors. The wines and beers of the ancients had an intoxicating element of from 3 to 10 per cent. of their volume. The whisky, brandy, gin and rum of today carry 40 to 50 per cent. of alcohol, not to speak of adulterations which aggravate its power. Then there are all the wonderful opiates and anesthetics which chemistry has evoked. They are numbered by the score, and



BUYS POUND BAR
BEST & MOST
ECONOMICAL



80 One Pound Bars in box, - \$3.20
5 Box Lot, delivered at your station, 3.15
10 Box Lot, delivered at your station, 3.10

Write postal for Advertising Matter. Manufactured only by

ALLEN B. WRISLEY CO., 479 TO 485 FIFTH AVE. CHICAGO.

Laundry Soaps, Toilet Soaps, Perfumes and Glycerine.



SHE USES

CONCORDIA
SOAP

SOLD BY ALL GROCERS.

Manufactured by

G. R. SOAP WORKS

See TRADESMAN'S QUOTATIONS.

THE STAR CLEANER AND FABRIC RENOVATOR

Most Useful, Best and Greatest
Labor-Saving Preparation
of the Age.

Manufactured Expressly for Cleaning
Carpets, Rugs, Curtains, Glass, Woodwork, Upholstered
Articles, Woolens, Silks, Satins, Plush Goods,
Hats, Kid Gloves and all kinds of Fine Fabrics.

Price to the Trade.

Per dozen..... \$ 2 00
Per gross..... 22 00
Retail at 25 cents.

For Circulars and Rates address

Star Manufacturing Co.
CANTON, OHIO.



Blue
Monday

Monday is wash day in three-fourths of the homes in America. Probably that's why it's called "Blue Monday." The drudgery of washing is lightened greatly in many homes by the use of

OAK-LEAF SOAP.

Why not in yours? It washes the clothes in every sense of the word—makes them clean and white. Does not injure either the fabric or the hands. Try it when you wash again. You can get it at any store. Send for catalogue of beautiful pictures.

GOWANS & SONS, Buffalo, N. Y.

science has so cheapened their production that they are in reach of the poorest. They are all nerve poisons, which are the daily resort of those who desire to drown sorrow, ease pain, soothe nervous irritation, and transform misery into pleasure or insensibility.

The ancients who adopted the motto of Sardanapalus, "Eat, drink and love; the rest's not worth a fillip," did not have to contend against the insidious and resistless forces of alcohol, tobacco, opium, cocaine, the chloroforms and ethers, a terrible array of nerve destroyers, the underminers of minds and morals, the powerful allies of decay and death.

Human endurance to-day is fighting against odds which the ancients never knew. In antique times the gradual blight of death fell on all, men and women alike. It was reserved for this modern age to create causes which destroy the men first and leave the women to rule, a destiny more humiliating than was ever imposed on men before. The vast masculine energies that might have been potential for good have been consumed by drink and drugs and will never be computed; but the amount can be reckoned up in the fact that the weak and nerveless hand of the once king of earth is relaxing its grasp upon the scepter of dominion, and to woman is control to be resigned. The time to the consummation will not be long. Man's surrender is woman's opportunity.

FRANK STOWELL.

CURRENT COMMENT.

One of the latest novelties abroad is a cigar or cigarette holder for non-smokers. This curious article is made as much for a joke as for those who, while not smokers themselves, associate with inveterate consumers of the weed and don't like to refuse a cigar from their friends. The makers also advertise it for the use of ladies when on the stage in scenes where they are called upon to smoke, even if the taste and odor are disagreeable to them. The holder is so constructed that a valve inserted between the tube of the holder proper and the mouthpiece will actuate a feathering membrane. While the inhaling of air through the mouthpiece will set the cigar glowing and actually withdraw smoke from the cigar, this smoke will only go as far as the membrane, no taste of the smoke permeating the latter. As soon as the action ceases, the little membrane resumes its first position, and the smoke is forced out through the valve without ever having reached the mouth of the apparent smoker. The greatest fun derived from this holder is the presenting of it to a smoker not aware of the nature of the gift. The antics of such a victim attempting to get his smoke out of one of these holders are truly sidesplitting.

An unusual line of business furnishes a living for a man in Washington. He owns a large number of bulldogs, which he rents to owners of houses who go away in the summer. Each dog is chained in the back yard and intruders are given a very cordial reception. The dogs are effective guardians of the premises intrusted to their care. The rent of the dog is but \$3 a month, and the owner, who is known as Bulldog Douglass, goes the rounds each day and feeds the animals. Up to the present time no better way of protecting property has

been discovered. Private and special policemen cut no figure in the city where politicians live.

"A distinguished specialist," says the *American Practitioner*, has carefully noted the difference between twelve families of drinkers and twelve families of temperate persons during twelve years, with the result that he found the twelve drinking families produced in those years fifty-seven children, while the temperate ones were accountable for sixty-one. Of the drinkers twenty-five children died in the first week of life, as against six on the other side. The latter deaths were from weakness, while the former were attributable to weakness, convulsive attacks, or oedema of the brain and membranes. To this cheerful record is added five who were idiots; five were so stunted in growth as really to be dwarfs; five when older became epileptics; one, a boy, had grave chorea, ending in idiocy; five more were diseased and deformed, and two of the epileptics became, by inheritance, drinkers. Ten only of the fifty-seven showed during life normal disposition and development of body and mind. Fifty of the children of the temperate families were normal in every way.

The growing of tobacco in California has gone beyond the experimental stage and the weed will undoubtedly become one of the great staples of that State.

A Paris police court, the other day, was filled to overflowing by the admirers who crowded there to hear Sarah Bernhardt take an oath. An action for recovery of a debt alleged to be due was brought against her by a horse dealer, who had petitioned that she might be put upon oath. The judge asked her whether she could swear that she had paid the bill. The great tragedienne, raising her hand, according to French custom, replied, "I swear it." Admirers say that she was never more natural. Judgment was accordingly given in her favor.

It is said there is a cat in Boston that has learned to be extremely tidy. She lives in an office, and when meat or bread or any food is given to her to eat, it is usually spread out on a piece of paper. When she has finished or eaten all she cares to, she carefully and patiently folds the paper into a package, skillfully using her paws and her mouth to accomplish it. When she has made this into as neat a package as she can, she carries it to some out-of-the-way nook, where she puts it away till she wants to finish it. It is only in Boston that such intelligence could come to a cat.

It has remained for a Chicago physician and nerve specialist to make the discovery that a diet of prunes tends to the conservation of morals and acts as a preventive of crime. The discovery is one that will not only gladden the heart of the prune grower, but also will be welcomed by all whose efforts are being directed toward the establishment of a better order of things.

A Brooklyn woman fell out of a fourth-story window the other day. She was not much hurt and her first question when she recovered her breath was whether her bonnet was on straight. That was no new woman, but one of the dear old kind.

WALTER BAKER & CO.

The Largest Manufacturers of



PURE, HIGH GRADE
COCOAS AND
CHOCOLATES

on this continent,
have received

HIGHEST AWARDS

from the great

Industrial and Food
EXPOSITIONS

IN

Europe and America.

Unlike the Dutch Process
no Alkalies or other Chemicals or Dyes
are used in any of their preparations.
Their delicious

BREAKFAST COCOA

is absolutely pure and soluble, and
costs less than one cent a cup.

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & CO. DORCHESTER, MASS.

Chas. A. Coye

MANUFACTURER OF

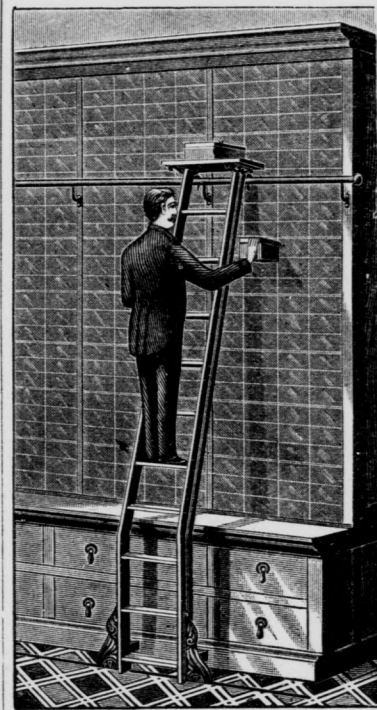


Tents, Awnings,
HORSE, WAGON and
BINDER COVERS.

11 PEARL STREET,

GRAND RAPIDS, MICHIGAN.

CYCLE
STEP
LADDER.



WRITE

HIRTH, KRAUSE & CO.,

MICHIGAN STATE AGENTS,

for Catalogue.

CHICAGO

Nov. 18 1894

AND WEST MICHIGAN R'Y.

GOING TO CHICAGO.

Lv. G'd Rapids..... 7:15am 1:25pm *11:30pm
Ar. Chicago..... 1:25pm 6:50pm *7:30am

RETURNING FROM CHICAGO.

Lv. Chicago..... 8:25am 5:00pm *11:45pm
Ar. G'd Rapids..... 3:05pm 10:25pm *8:25am

TO AND FROM MUSKOGON.

Lv. Grand Rapids..... 7:25am 1:25pm 5:30pm
Ar. Grand Rapids..... 11:45am 3:05pm 10:35pm

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids..... 7:30am 3:15pm
Ar. Manistee..... 12:30pm 8:15pm
Ar. Traverse City..... 1:00pm 8:45pm
Ar. Charlevoix..... 3:15pm 11:10pm
Ar. Petoskey..... 3:45pm 11:40pm

Trains arrive from north at 1:00 pm and 10:00 pm.

PARLOR AND SLEEPING CARS.

Parlor car leaves for Chicago 1:25pm. Arrives from Chicago 10:25pm. Sleeping cars leave for Chicago 11:30pm. Arrive from Chicago 6:25am.

*Every day Others week days only.

DETROIT,

Oct. 23, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. Grand Rapids..... 7:00am 1:30pm 5:25pm
Ar. Detroit..... 11:40am 6:30pm 10:10pm

RETURNING FROM DETROIT.

Lv. Detroit..... 7:40am 1:10pm 6:00pm
Ar. Grand Rapids..... 12:40pm 5:30pm 10:45pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G R 7:40am 5:00pm Ar. G R 11:35am 10:45pm

TO AND FROM LOWELL.

Lv. Grand Rapids..... 7:00am 1:20pm 5:25pm
Ar. from Lowell..... 12:40pm 5:30pm

THROUGH CAR SERVICE.

Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.

Trains week days only.

GEO. DEHAVEN, Gen. Pass'r Ag't.

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart.
10 20 p m..... Detroit Express..... 7 00 a m
5 30 a m..... *Night Express..... 11 30 p m
11 45 a m..... New York Express..... 6 00 p m
*Daily. All others daily, except Sunday.
Sleeping cars run on all night trains to and from Detroit.
Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit 4:35 p.m., arriving at Grand Rapids 10:20 p.m.

Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division).
A. ALMQUIST, Ticket Agent,
Union Passenger Station.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.

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

WESTWARD.

For Grand Haven and Intermediate Points..... *8:40 a. m.
For Grand Haven and Muskegon..... *1:30 p. m.
" " " Mil. and Chl..... *5:35 p. m.
For Grand Haven, Mil. and Chl..... *7:40 p. m.
For Grand Haven and Milwaukee..... *10:05 p. m.
*Daily except Sunday. *Daily.
Trains arrive from the east, 6:35 a.m., 12:50 p.m., 5:30 p.m., 10:00 p.m.
Trains arrive from the west, 6:40 a.m. 8:15 a.m. 10:10 a.m. 3:15 p.m. and 7:05 p.m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 32 Wagner Sleeper.
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.
JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana.

TRAINS GOING NORTH.

Leave going North
For Traverse City, Petoskey and Saginaw..... 7:40 a. m.
For Saginaw..... 5:00 p. m.
For Petoskey and Mackinaw..... 5:25 p. m.

TRAINS GOING SOUTH.

Leave going South.
For Cincinnati..... 7:35 a. m.
For Kalamazoo and Chicago..... 2:15 p. m.
For Fort Wayne and the East..... 2:15 p. m.
For Cincinnati..... 5:40 p. m.
For Kalamazoo and Chicago..... *11:40 p. m.

Chicago via G. R. & I. R. R.

Lv. Grand Rapids..... 7:25 a.m. 9:15 p.m. *11:40 p.m.
Ar. Chicago..... 8:40 p.m. 9:05 p.m. 7:30 a.m.
*8:15 p.m. train has through Wagner Buffet Parlor Car and coach.
11:40 p.m. train daily, through Wagner Sleeping Car and Coach.
Lv. Chicago..... 6:50am 3:30pm 11:30pm
Ar. Grand Rapids..... 9:50pm 9:15pm 7:20am
3:30 p.m. has through Wagner Buffet Parlor Car
11:30 p.m. train daily, through Wagner Sleeping Car
Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave. From Muskegon—Arrive.
7:35 a.m. 9:30 a.m.
1:40 p.m. 1:15 p.m.
4:40 p.m. 5:30 p.m.
C. L. LOCKWOOD,
General Passenger and Ticket Agent.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

New York, June 1—When a holiday in this town comes on Friday or even Thursday, trade takes the rest of the week off, as a matter of course. This week the weather lends an additional item to make trade dull and, altogether, the week has been very much broken up. The one item of any importance in grocery circles has been the better feeling in canned goods—poor, despised canned goods which have been under the ban for so long, these many months. The season is certainly backward, so far as regards peas and tomatoes—nearly a fortnight late, in fact. Tomatoes appear to be tending upward, but they are an uncertain plant. Just when you think there are none, the vine has grown as high as a house, and the fruit is measured by the bushel on each. Stocks seem ample, but there is an excellent demand and, by the time new stock arrives, the carry-over will be much smaller than last year, in all probability.

Newton Dexter, of whom we have all heard, and who is now an alleged "attorney," has been making some important discoveries about the fineness of the silverware sold at the department stores. He made over thirty purchases, and had the stuff analyzed at the U. S. Assay office, finding it below the State requirement. Among the firms who have been selling such ware are R. H. Macy & Co., Hilton, Hughes & Co., Ehrichs, Stern Bros., etc. The question is whether the manufacturers or the merchants are the guilty parties. If one thing found in the department stores is "below the standard," may not the same be true of ten thousand other things? Dexter has always been an ardent champion of the retail grocer—for revenue only—and we hope he will place the blame exactly where it belongs.

Extensive frauds have been shown to have occurred in the fruit trade sales, as sample boxes exhibited as fair specimens of the whole cargoes seem to have been selected from the very choicest and the best "put on top," like the strawberry humbug. This is nothing new, but it seems to be a little worse than usual and the matter has caused a great rowdiness between importers and buyers. The California fruit men, too, have been having some angry words and war seemed inevitable between two auction houses when it was all found to be a misunderstanding, and matters have resumed their normal condition.

The coffee market shows very little change. The demand is slack and buyers have not been here in great numbers. Jobbers have done very little, owing to the intervening holiday, and there is scarcely a decent sized sale to record. Mild sorts are in light request. Rio No. 7 coffee is worth at the moment 15½¢ @ 16¢. There are afloat 562,894 bags, against 305,117 bags last year.

The sugar market has been so dull as to cause some comment. The demand is light and all orders are promptly filled. It was thought that trade on Tuesday and Wednesday would be good, in anticipation of a closed market Thursday, but orders were few and far between. There has been no change in quotations during the week.

The molasses market has been steadily improving for a month and it is now a very hard matter to find any first-class open kettle goods. Foreign molasses, too, is very firmly held, and dealers feel much encouragement. Prime New Orleans is worth 30¢.

Syrups are in comparatively light stock and quotations are firm at unchanged rates.

Rice is firm and steady. The market shows no signs of a break, either for domestic or foreign. Holders are confident of a good market all the season and are not inclined to make any concessions.

The spice market is scarcely as active as previously reported and the demand from grinders has fallen off somewhat.

There has been a falling off in the demand for butter since last week, and this, together with the extremely warm weather, has depressed prices. For best

Elgin 18½¢ is the very top and it is altogether likely that this will hold but a short time.

Cheese is in better position than last week and the outlook is not quite so discouraging, although there is very little profit in present quotations. There is something of a scarcity in small size full cream, which bring for fancy 7¼¢.

Western eggs are worth 13½¢ and for fresh stock the demand is good.

Foreign green fruits are meeting with excellent inquiry and the dealers are inclined to feel quite encouraged. The demand has not extended very far from the city, but local trade has kept supplies from greatly accumulating.

New potatoes are arriving more freely and the market for old has gone to pieces. It is said that in Maine potatoes are selling at 40¢ per barrel which were fetching \$1.50 three weeks ago.

Beans and peas are in better position than a week ago, and holders are firmly clinging to quotations which have prevailed for ten days.

The gay and festive fire cracker is with us again and the demand grows by what it feeds on. The rush for fireworks and "anything which will make a noise" is large and, within a fortnight, promises to be such that it will take great endeavors to meet it.

Death of a Pioneer Merchant and Lumberman.

From the Pentwater News.

Chas. Mears, whose name is familiar to everyone in this part of Michigan, passed away at his home in Chicago last Thursday at the ripe old age of 81 years.

Mr. Mears was one of the early pioneers of this shore, coming to Michigan from Middlesex, Mass. In 1838, when Muskegon was scarcely a hamlet and all north of it a wilderness, Mr. Mears pushed his way up the shore to where Whitehall now is, and began business fifty-seven years ago by establishing a small waterpower sawmill about a mile from the present site of Whitehall. A town was laid out later and called Mears, under which name it flourished for years. The good people of the town, however, later decided to change the name to Whitehall.

Although coming to Michigan practically without means, Mr. Mears was successful in business from the very start. Whenever he could he bought pine lands, and it was not many years until he had, aside from the one at Whitehall, a mill at Duck Lake, Muskegon county, two mills at Pentwater, a big steam mill at Hamlin, Mason county, and a sawmill and grist mill at Lincoln, just above where Ludington now stands, besides the one at Mears station, this county, which is still running.

It was in the '50s that Mr. Mears began operations in Pentwater, putting in two sawmills, a store and a boarding house on the grounds now occupied by the furniture factory and vicinity. A town was platted and called Middlesex, and for years a big business was done in lumbering, long before Pentwater had a railroad or even a channel into the harbor, the lumber being loaded outside from bridge piers, some of the piles of which may still be seen in the water north of the north pier.

Some eleven years ago Mr. Mears became interested in the brick and tile industry at this place and began operations in that line with a company under the firm name of The Middlesex Brick & Tile Co., which gave promise, at one time, of becoming an industry of immense proportions.

Nine years ago Mr. Mears again embarked in the mercantile business in the Hodgson building, afterward buying the brick block now occupied by S. E. Russell in conducting the business.

Although having been quite feeble for a number of years, Mr. Mears, while physically unable to transact a great deal of business, apparently retained his faculties to the very last, and was a close reader and thoroughly conversant with general affairs.

A. M. LeBaron, city representative of the Commercial Credit Co., Ltd., has returned from a four weeks' visit to Levering, where he was engaged in general trade for several years.

Dangerous Electric Wiring.

The many recent fires caused by careless and defective placing of electric wires are making property owners more careful in selecting the most responsible and careful people to do the wiring. The Fox building, the Widdicomb building, N. A. Fletcher's residence, and, in fact, the majority of the new buildings are being wired by the Grand Rapids Electric Company, whose office is at 9 South Division street. This company also carries a very complete line of electric supplies and makes a specialty of electric fans, of which there is a wonderful variety to meet the needs of all people and purposes.

PROVISIONS

The Grand Rapids Packing and Provision Co quotes as follows:

PORK IN BARRELS.	
Mess.	13 00
Short cut	12 25
Extra clear pig, short cut	14 00
Extra clear, heavy	13 00
Clear, fat back	13 50
Boston clear, short cut	13 50
Clear back, short cut	13 50
Standard clear, short cut, best	13 50
SAUSAGE.	
Pork, links	7 ½
Bologna	5 ½
Liver	6
Tongue	8 ½
Blood	6
Head cheese	6
Summer	10
Frankfurts	7 ½
LARD.	
Kettle Rendered	7 ½
Granger	7 ½
Family	5 ½
Compound	5 ½
Cottolene	6 ½
Cotosuet	6 ½
50 lb. Tins, ¼¢ advance.	
20 lb. pails, ½¢	
10 lb. " ¾¢	
5 lb. " 1¢	
3 lb. " 1 ½¢	
BEEF IN BARRELS.	
Extra Mess, warranted 300 lbs.	7 00
Extra Mess, Chicago packing	7 00
Boneless, rump butts	10 00
SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.	9 ½
" " 16 lbs.	10
" " 12 to 14 lbs.	10 ½
" picnic	7 ½
" best boneless	9
Shoulders	7
Breakfast Bacon boneless	9
Dried beef, ham prices	11 ½
DRY SALT MEATS.	
Long Clears, heavy	6 ½
Briskets, medium	7 ½
PICKLED PIGS' FEET.	
Half barrels	3 00
Quarter barrels	1 65
Kits	90
TRIPE.	
Kits, honeycomb	75
Kits, premium	85
BUTTERINE.	
Creamery, rolls	16
" tubs	15
Dairy, rolls	11 ½
" tubs	11

L. G. DUNTON & CO.

Will buy all kinds of Lumber—Green or Dry.

Office and Yards, 7th St. and C. & W. M. R. R. Grand Rapids, Mich.

PRODUCE MARKET.

Asparagus—25¢ per doz. bunches.
Beans—The improvement reported last week has continued. The increased demand from jobbers and the continued light receipts have resulted in higher prices, the market for marrow beans, imported medium and pea beans being about 5¢ higher. There is also a generally better feeling throughout the interior of the State and the trade seems inclined to look upon higher prices as one of the probabilities of the near future.

Butter—In ample supply at 12@15¢ for choice dairy.

Beets—New, \$1.25 per crate of 2 to 3 doz.

Cabbage—Missouri stock commands \$1.50 per crate.

Cauliflower—\$1.50 per doz.

Cucumbers—Home grown are now in ample supply, commanding 25¢@40¢ per doz.

Eggs—Handlers pay 10¢ and hold at 11¢ in a regular jobbing way.

Onions—10¢ per doz. for green stock.

Potatoes—Old stock is weak and lower, selling in small quantities to the retail trade at 45¢@50¢ per bu. New stock is coming in freely from California and the South, commanding \$1.25@1.50 per bu.

Pieplant—40¢ for 75 lb. basket.

Radishes—Round or Long, 10¢ per doz.

Spinach—35¢ per bu.

Strawberries—Baltimore, 10¢; Cincinnati, 11¢; Michigan, 12@14¢. In the event of rain, prices will go lower. If the hot weather continues, prices will probably go higher.

Use Tradesman Coupon Books.

BUTTER WANTED!

Prices quoted on application.

NOTE LOW PRICES

On following goods:
Mrs. Withey's Home Made Jelly, made with boiled cider, very fine. Assortment consists of Apple, Blackberry, Strawberry, Raspberry and Currant:
30-lb. pail 70
20-lb. pail 50
15-lb. pail 45
15-lb. pail 40
1 quart Mason Jars, per doz. 1 65
1 pint Mason Jars, per doz. 1 25
Per case, 3 doz. in case. 3 60
Mrs. Withey's Condensed Mince Meat, the best made. Price per case 2 40
Mrs. Withey's bulk mince meat:
40-lb. pail, per lb. 6
25-lb. pails, per lb. 6 ½
12-lb. pails, per lb. 6 ½
2-lb. cans, per doz. 1 40
5-lb. cans, per doz. 3 50
Pint Mason Jars, per doz. 1 25
Quart Mason Jars, per doz. 2 00
Pure Sweet Cider, in bbls., per gal. 12 ½
Pure Sweet Cider, in less quantities, per gal. 14
Maple Syrup, pint Mason Jars, per doz. 1 40
Maple Syrup, quart Mason Jars, per doz. 2 25
Maple Syrup, tin, gallon cans, per doz. 9 00
Peach Marmalade, 20-lb pails 1 00
Peach Marmalade in pt. Mason jars, pr doz. 1 20
No 1 Egg Crate Fillers, best in market, 10 sets in case, No. 1 Case included. 1 25
No. 1 Egg Crates with fillers complete. 33
Special prices made on 100 Crate lots.
I make Syrups and quote you Refiners' prices:
White Sugar Drips, ½ bbls. per gal 32
" 1 and ½ gal. pails " " 53
Honey Drips, ¼ bbls. " " 26
" 1 and ½ gal. pails. " 44

EDWIN FALLAS, GRAND RAPIDS MICH.

WHOLESALE

Rubber Footwear

EXCLUSIVELY

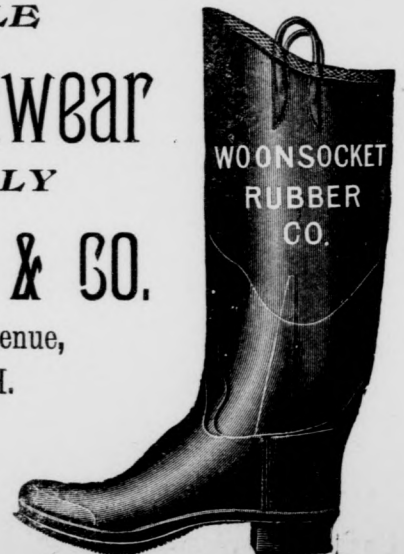
G. L. WEAVER & CO.

161-163 Jefferson Avenue, DETROIT, MICH.

WOONSOCKETS

RHODE ISLANDS

Wide Toe, Medium Toe, Narrow Toe, Piccadilly Toe.



SAY!.....

Did you ever stir up a

PRICE
\$35.00
PER
1000



B. J. REYNOLDS

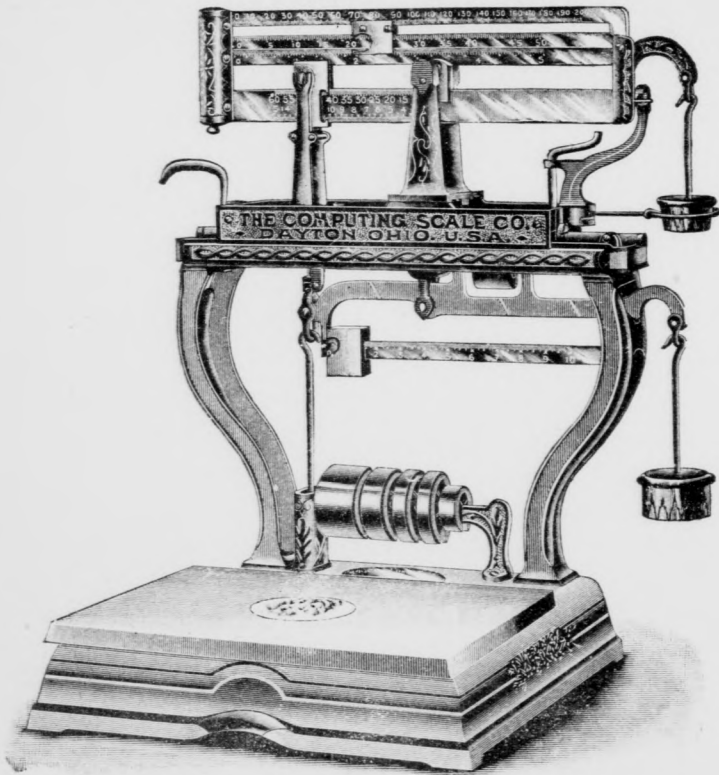
GRAND RAPIDS

Sole Agent for Michigan

GOODS GUARANTEED

Mail Orders Solicited

You Are Losing Money



Every day you use your old scale. Can you afford it these hard times? When you can prevent it by using a

Dayton Computing Scale....

Drop us a card if you want to know how we can stop the leaks in your business.

THE COMPUTING SCALE CO., Dayton, O.

A SAMPLE SET OF OUR FINE GOODS

Porcelain Toilet Sets Haviland's ^{French} Dec'ted China



COLUMBIA DECORATED TOILET SET.

Each piece in this lovely pattern is a model of grace and beauty. We have a variety of decorations, namely: White and Gold, Assorted Colors, Pearl, Brown and Green, and Enameled and Gold Illuminated, at the following prices for 12 piece sets:

Columbia, white and gold,	\$12 00
Columbia Triumph, assorted colors, gold illmtd.	13 00
Columbia Triumph, enameled roses, gold illmtd.	14 00
Columbia Primela, enameled floral, gold illmtd.	14 00



NO. 9267 PATTERN HAVILAND & CO.'S FINE FRENCH CHINA.

Rich decorations, delicate spray of Lavender and Yellow Flowers in scattered style, Gold Stippled Handles (Platters and Bakers new oval shape).

LIST PRICE PER SET 98 PIECES, \$56.00.

These goods can be had in any quantities desired. As easily matched as common white ware.

List Prices Subject to Discount. Write for Prices.

H. LEONARD & SONS, Grand Rapids